

PROCUREMENT PLAN

**Basic Data**

<b>Project Name:</b> SOE Reform and Corporate Governance Facilitation Program - Tranche 2	
<b>Project Number:</b> 39538-035	<b>Approval Number:</b> 3240/3242
<b>Country:</b> Viet Nam, Socialist Republic of	<b>Executing Agency:</b> Ministry of Finance
<b>Project Procurement Classification:</b>	<b>Implementing Agency:</b> Construction Corporation No. 1 Company Limited, Song Da Holdings, Vietnam National Textile and Garment Group
<b>Project Procurement Risk:</b>	
<b>Project Financing Amount:</b> US\$ 335,000,000 <b>ADB Financing:</b> US\$ 320,000,000 <b>Cofinancing (ADB Administered):</b> <b>Non-ADB Financing:</b> US\$ 15,000,000	<b>Project Closing Date:</b> 14 December 2019
<b>Date of First Procurement Plan:</b> 16 December 2014	<b>Date of this Procurement Plan:</b> 30 March 2017

**A. Methods, Thresholds, Review and 18-Month Procurement Plan**

**1. Procurement and Consulting Methods and Thresholds**

Except as the Asian Development Bank (ADB) may otherwise agree, the following process thresholds shall apply to procurement of goods and works.

Procurement of Goods and Works		
Method	Threshold	Comments
International Competitive Bidding for Goods	US\$ 500,000 and Above	
National Competitive Bidding for Goods	Between US\$ 100,000 and US\$ 499,999	
Shopping for Goods	Between US\$ 10,000 and US\$ 99,999	
Direct Contracting for Goods	Up to US\$ 9,999	

Consulting Services	
Method	Comments
Consultant's Qualification Selection for Consulting Firm	
Fixed Budget Selection for Consulting Firm	
Least-Cost Selection for Consulting Firm	
Quality- and Cost-Based Selection for Consulting Firm	
Quality-Based Selection for Consulting Firm	
Single Source Selection for Consulting Firm	
Individual Consultants Selection for Individual Consultant	

**2. Goods and Works Contracts Estimated to Cost \$1 Million or More**

The following table lists goods and works contracts for which the procurement activity is either ongoing or expected to commence within the next 18 months.

Package Number	General Description	Estimated Value	Procurement Method	Review (Prior/ Post)	Bidding Procedure	Advertisement Date (quarter/year)	Comments
P-5 VIN	ERP Implementation (Procurement of IT equipment & software systems of dev of IT solutions)	1,600,000.00	ICB	Prior	1S1E	Q2 / 2018	Prequalification of Bidders: N  Domestic Preference Applicable: N  Advance Contracting: N  Bidding Document: Goods

### 3. Consulting Services Contracts Estimated to Cost \$100,000 or More

The following table lists consulting services contracts for which the recruitment activity is either ongoing or expected to commence within the next 18 months.

Package Number	General Description	Estimated Value	Recruitment Method	Review (Prior/ Post)	Advertisement Date (quarter/year)	Type of Proposal	Comments
P-1 CC1	Support implementation of corporate restructure	1,700,000.00	QCBS	Prior	Q1 / 2018	FTP	Assignment: International  Quality-Cost Ratio: 80:20  Advance Contracting: N
P-1 SDC	Training to strengthen cap of SDC mgt	1,000,000.00	QCBS	Prior	Q1 / 2018	STP	Assignment: International  Quality-Cost Ratio: 80:20
P-2 CC1	Support on development of info system strategy	200,000.00	QCBS	Prior	Q2 / 2018	BTP	Assignment: International

							Quality-Cost Ratio: 80:20 Advance Contracting: N
P-2 VIN	Development of business strategy	500,000.00	QCBS	Prior	Q1 / 2018	BTP	Assignment: International  Quality-Cost Ratio: 80:20 Advance Contracting: N
P-3 CC1	Development of comprehensive marketing plan	400,000.00	QCBS	Prior	Q3 / 2018	BTP	Assignment: International  Quality-Cost Ratio: 80:20 Advance Contracting: N
P-3 VIN	ERP Implementation (phase 1)	900,000.00	QCBS	Prior	Q4 / 2017	STP	Assignment: International  Quality-Cost Ratio: 80:20 Advance Contracting: N
P-4 VIN	Human resources training services.	600,000.00	QCBS	Prior	Q2 / 2018	STP	Assignment: International  Quality-Cost Ratio: 80:20

**4. Goods and Works Contracts Estimated to Cost Less than \$1 Million and Consulting Services Contracts Less than \$100,000 (Smaller Value Contracts)**

The following table lists smaller-value goods, works and consulting services contracts for which the activity is either ongoing or expected to commence within the next 18 months.

Goods and Works								
Package Number	General Description	Estimated Value	Number of Contracts	Procurement Method	Review (Prior/Post)	Bidding Procedure	Advertisement Date (quarter/year)	Comments
P-4-CC1	Procurement of copyrighted software used for construction business	200,000.00	1	NCB	Prior	1S1E	Q1 / 2018	Prequalification of Bidders: N  Domestic Preference Applicable: N  Bidding Document: Goods
P-5-CC1	Development and installation of system software for enterprise resource mgt.	700,000.00	1	ICB	Prior	1S1E	Q1 / 2018	Prequalification of Bidders: N  Domestic Preference Applicable: N  Bidding Document: Goods
P-6-CC1	Purchase of IT equipment for enterprise operation	60,000.00	1	SHOPPING	Prior		Q3 / 2017	



Number		Value (cumulative)	Number of Contracts	Method	(Prior/Post)	Procedure	
None							

Consulting Services							
Package Number	General Description	Estimated Value (cumulative)	Estimated Number of Contracts	Recruitment Method	Review (Prior/Post)	Type of Proposal	Comments
P-1	Technical advisor on restructuring	90,000.00	3	ICS	Prior		Assignment: International  Expertise: SOE
P-2	Training on various IT systems/programs	90,000.00	3	ICS	Prior		Assignment: International  Expertise: IT  Comments: or National
P-3	Assistance in procurement needs	50,000.00	3	ICS	Prior		Assignment: International  Expertise: Procurement  Comments: or National
P-4	General project implementation assignment	50,000.00	3	ICS	Prior		Assignment: National  Expertise: General

### C. List of Awarded and On-going, and Completed Contracts

The following tables list the awarded and on-going contracts, and completed contracts.

#### 1. Awarded and Ongoing Contracts

<b>Goods and Works</b>							
<b>Package Number</b>	<b>General Description</b>	<b>Estimated Value</b>	<b>Awarded Contract Value</b>	<b>Procurement Method</b>	<b>Advertisement Date (quarter/year)</b>	<b>Date of ADB Approval of Contract Award</b>	<b>Comments</b>
None							

<b>Consulting Services</b>							
<b>Package Number</b>	<b>General Description</b>	<b>Estimated Value</b>	<b>Awarded Contract Value</b>	<b>Recruitment Method</b>	<b>Advertisement Date (quarter/year)</b>	<b>Date of ADB Approval of Contract Award</b>	<b>Comments</b>
P-1 VIN	Capacity building of corporate governance and management. As sessment of training needs & dev of trng plan to strengthen cap of human resources	1,099,770.02	1,099,770.02	QCBS	Q2 / 2016	23-JUN-16	

## **D. National Competitive Bidding**

### **1. General**

The procedures to be followed for the procurement of goods, non-consulting services, and works under contracts awarded on the basis of National Competitive Bidding shall be those set forth in: (a) Law on Procurement No. 43/2013/QH13 dated November 26, 2013 (“Law on Procurement”) and (b) Decree No. 63/2014/ND-CP dated June 26, 2014 (collectively, “National Procurement Laws”). Whenever any procedure in the National Procurement Laws is inconsistent with the ADB Procurement Guidelines (March 2013, as amended from time to time), the ADB Procurement Guidelines shall prevail, amongst others on the following.

### **2. Eligibility**

- (i) The eligibility of bidders shall be defined under section I of the ADB Procurement Guidelines; accordingly, no bidder or potential bidder should be declared ineligible for reasons other than those provided in section I of the ADB Procurement Guidelines, as amended from time to time. Conditions of bidders’ participation shall be limited to those that are essential to ensure bidders’ capability to fulfill the contract in question. Foreign bidders shall be eligible to participate under the same conditions as national bidders. Foreign bidders shall not be asked or required to form joint ventures with, or be subcontractors to, national bidders in order to submit a bid.
- (ii) A firm declared ineligible by ADB cannot participate in bidding for an ADB-financed contract during the period of time determined by ADB.
- (iii) A bidder shall not have a conflict of interest, which term shall be defined in accordance with section 1 of ADB Procurement Guidelines.<sup>1</sup> Any bidder found to have a conflict of interest shall be ineligible for contract award.
- (iv) Government-owned enterprises in the Borrower’s country shall be eligible to participate as a bidder only if they can establish that they are legally and financially autonomous, operate under commercial law and are not dependent agencies of the Borrower or Sub-Borrower.
- (v) National sanction lists may only be applied with approval of ADB<sup>2</sup>.

### **3. Preferences**

No preference of any kind shall be given to domestic bidders over foreign bidders or for domestically manufactured goods over foreign manufactured goods. Unless otherwise stated in the applicable financing agreement, preferences among domestic bidders set forth in Article 14(3) of the Law on Procurement shall not be applied.

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<sup>1</sup> Detailed guidance on how to apply conflict of interest test is available under section I of ADB’s standard bidding documents for goods and works (as amended from time to time).

<sup>2</sup> For fraud and corruption cases, Section 50 of ADB’s Integrity Principles and Guidelines provides that ADB may decide that another international financial institution’s or legal or regulatory body’s determination that a party has failed to adhere to appropriate ethical standards, as defined by any established system of principles, rules, or duties, including the laws or regulations of a state, constitutes that party’s failure to maintain the highest ethical standards as required by ADB’s Anticorruption Policy. The party may be subject to remedial action in accordance with the Integrity Principles and Guidelines. <http://www.adb.org/sites/default/files/integrity-principles-guidelines.pdf>



#### **4. Bidding Procedure**

Single stage-single envelope shall be the default bidding procedure and application of other bidding procedures shall require ADB's prior approval.

#### **5. Time for Bid Preparation**

The time allowed for the preparation and submission of bids for large and/or complex packages shall not be less than thirty (30) days from the date of the invitation to bid or the date of availability of the bidding documents, whichever is later.

#### **6. Standard bidding documents**

The Borrower's standard bidding documents, acceptable to ADB, shall be used. Bidders shall be allowed to submit bids by hand or by mail/ courier.

#### **7. Bid Opening and Evaluation**

- (i) Bids shall be opened in public, immediately after the deadline for submission of bids, regardless of the number of bids received.
- (ii) Except with prior approval of ADB, merit points shall not be used in bid evaluation.
- (iii) No price adjustments shall be made for evaluation purposes in accordance with Article 117(6) of Decree 63 when unit rates offered by the bidder are determined to be abnormally low.
- (iv) Bidders shall be given commercially reasonable time period to respond to clarification requests.
- (v) Bidders shall not be eliminated from detailed evaluation on the basis of minor, non-substantial deviations<sup>3</sup>.
- (vi) Except with the prior approval of ADB, negotiations contemplated under paragraphs 7 and 8 of Article 117 of Decree No. 63/2014/ND-CP shall not take place with any bidder prior to contract award.
- (vii) A bidder shall not be required, as a condition for award of contract, to undertake obligations not specified in the bidding documents or otherwise to modify the bid as originally submitted.

#### **8. Rejection of All Bids and Rebidding**

- (i) No bid shall be rejected on the basis of a comparison with the Procuring Entity's estimate or budget ceiling without ADB's prior concurrence.
- (ii) All bids shall not be rejected and new bids solicited without ADB's prior approval.

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<sup>3</sup> A minor, non-substantial deviation is one that, if accepted, would not affect in any substantial way the scope, quality, or performance specified in the contract; or limit in any substantial way, the Contracting entity rights or the Bidder's obligations under the proposed contract or if rectified, would not unfairly affect the competitive position of other bidders presenting substantially responsive bids.

## **9. Publication of the Award of Contract. Debriefing.**

- (i) For contracts subject to prior review, within 2 weeks of receiving ADB's "No—objection to the recommendation of contract award, the borrower shall publish in the Government Public Procurement Gazette, or well-known and freely-accessible website the results of the bid evaluation, identifying the bid and lot numbers, and providing information on: i) name of each bidder who submitted a bid; ii) bid prices as read out at bid opening; iii) name and evaluated prices of each bid that was evaluated; iv) name of bidders whose bids were rejected and the reasons for their rejection; and v) name of the winning bidder, and the price it offered, as well as the duration and summary scope of the contract awarded.
- (ii) For contracts subject to post review, the procuring entity shall publish the bid evaluation results no later than the date of contract award.
- (iii) In the publication of the bid evaluation results, the Borrower shall specify that any bidder who wishes to ascertain the grounds on which its bid was not selected, may request an explanation from the Borrower. The Borrower shall promptly provide an explanation of why such bid was not selected, either in writing and/or in a debriefing meeting, at the option of the Borrower. The requesting bidder shall bear all the costs of attending such a debriefing.

## **10. Contract Administration**

The Contract Agreement, as such term is defined in the relevant bidding document, shall be applied without any modification during implementation except as otherwise agreed by ADB.

## **11. Fraud and Corruption**

A provision shall be included in all bidding documents for NCB works and goods contracts financed by ADB stating that ADB will sanction a party or its related parties, including declaring ineligible, either indefinitely or for a stated period of time, to participate in ADB-financed, administered or supported activities if it at any time determines that the party has, directly or indirectly through an agent, engaged in integrity violations as defined under ADB's Integrity Principles and Guidelines, including corrupt, fraudulent, collusive, or coercive practices in competing for, or in executing, an ADB-financed, administered or supported contract.

## **12. Right to Inspect/ Audit**

Each bidding document and contract financed by ADB shall include a provision requiring bidders, contractors, agents (whether declared or not), sub-contractors, sub-consultants, service providers, or suppliers and any personnel thereof, to permit ADB to inspect all accounts, records and other documents relating to any prequalification process, bid submission, and contract performance (in the case of award), and to have them audited by auditors appointed by ADB.