

Bids and Awards Committee for Consulting Services (BAC-C)

**ENGAGEMENT OF HIGHLY TECHNICAL CONSULTANT FOR THE ESTATE
MANAGEMENT FRAMEWORK FOR CLARK AND THE OVERALL STRATEGY
FRAMEWORK FOR THE METRO MANILA SUBWAY PROJECT AFFECTED
AREAS**

RESOLUTION NO. 2022-01

WHEREAS, the Business Development Department (BDD) of Bases Conversion and Development Authority (BCDA) identified two (2) priority projects/accounts for year 2022 in support of the Duterte Administration's "Build, Build, Build" program which commits to deliver major infrastructure projects that will be carried on for implementation by the next administration;

WHEREAS, the two (2) priority projects are as follow:

1. Overall Strategy Framework for the Metro Manila Subway Project (MMSP)

The MMSP, covering the areas/properties of BCDA affected by the project alignment, that is being implemented by the Department of Transportation (DOTr). Based on the latest MMSP Inception Report (as of July 2021), the MMSP's alignment will traverse BCDA's Properties by its interstation tunnels and at least four locations in Kalayaan and BGC area:

- a. Subterranean tunnels from Kalayaan, C5 to the Senate-Department of Education property along Pasong Tamo extension
- b. Four underground stations: Kalayaan, BGC, McKinley West and the Senate-Department of Education.

2. Estate Management Framework for Clark

This will cover the establishment of a general structure on how the estate management services in Clark will be implemented including the scope of services of the Service Provider and the Engagement thereof, the functional structure, the qualification structure and the pay structure. This will ensure the readiness of New Clark City as well as the other Clark Sub-zones to process and serve future locator's need that includes but not limited to development plan review, business licensing, permitting and tax incentives, property maintenance, overall security and safety and other essential estate management services.

WHEREAS, in accordance with the instruction by the BCDA Management to augment personnel in BDD, BCDA may engage a consultant to provide highly technical advice on strategic projects of BCDA while ensuring the proprietary nature of the project-undertakings and based on trust and confidence on the Consultant being considered for the two (2) priority projects of BDD;

WHEREAS, the Officer-in-Charge of BCDA OPCEO approved the memorandum of BDD dated 23 February 2022 recommending the approval of the procurement of the consulting

services of a Highly Technical Consultant for the aforementioned two (2) projects through negotiated procurement under Section 53.7 of the Revised IRR of R.A. No. 9184 for a period of six (6) months, renewable at the option of the Officer-In-Charge, Office of the President and Chief Executive Officer, but in no case shall exceed his term, in the amount of One Hundred Fourteen Thousand Nine Hundred Forty-Two and Fifty-three hundredths Pesos (Php114,942.53) per month inclusive of applicable taxes, and the Terms of Reference;

WHEREAS, the following are among the scope of services as provided under the Terms of Reference for the engagement of the Consultant for the two (2) projects:

1. Overall Strategy Framework for the Metro Manila Subway Project (MMSP)

- a. Determine the working timelines within the Term of the Engagement to undertake the Scope of Services, subject to the approval of the BCDA;
- b. Advise BCDA on the total compensation to be negotiated with the DOTr in relation to the BCDA's properties affected by the MMSP Alignment;
- c. Assist BCDA in the review of the commercial terms of the proposed ROWUA to be executed with the DOTr to include disturbance fees for BCDA's properties that are currently under lease or concession with its business partners;
- d. Assist BCDA in negotiating commercial terms with the DOTR and the other parties involved;
- e. Create a revenue/profit model for the commercial developments in the subway railway stations;
- f. Assessment of the potential revenue and funding benefits of this project (value analysis outcomes, value created to beneficiaries, potential value capture to contribute to the cost of the train station, and others);
- g. Identification of the additional sources of increase non-tariff/commercial revenues and make up for funding shortfalls, i.e. through agreements with the private sector: advertising, leasing of commercial spaces, naming rights, merchandising, consulting services and technology sales (for DOTr), and land value capture;
- h. Come up with appropriate tenant profile for the commercial spaces in the railway station that will be encouraged to invest;
- i. Recommend the Public-Private Partnership (PPP) set up/structure for the operations and maintenance of the commercial spaces of the railway station (i.e. BGC Station and Senate-DepEd Station) that will be identified as part of the development area and operations by BCDA; and
- j. Evaluate and recommend BCDA position in addressing issues on the impact of the MMSP and the construction/implementation on BCDA properties, including the possible disruption, dislocation and other adverse effects on BCDA properties as well as on BCDA stakeholders, business partners, lessees, and the like.

2. Estate Management Framework for Clark

- a. Determine the working timelines within the Term of the Engagement to undertake the Scope of Services, subject to the approval of the BCDA;
- b. Establish the strategic framework for the proposed Estate Management Services for Clark to include the following:

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- i. Business Permitting and Licensing;
 - ii. Locators' Assistance;
 - iii. Property Management;
 - iv. Strategic Management;
 - v. Operational Management (Environmental, Marketing and Lease Management, Financial Management, and Investment Promotions);
 - vi. Maintenance (Building Services, Cleanliness, Building Aesthetics, Signage, On-street Parking, etc.)
 - vii. Security and Disaster Response;
 - viii. Estate Sustainability;
 - ix. Public Relations and External Affairs Management;
 - x. Risk and Data Management; and
 - xi. Performance Management.
- c. Recommend the appropriate PPP arrangement and the optimum organizational/corporate structure for the proposed Estate Management Company (EMC) for Clark or under a division/department under BCDA or Clark Development Corporation as a subsidiary of BCDA;
- d. Financial and Revenue model for the proposed EMC to include possible revenue streams; collection of fees and association dues, and other financial data; and
- e. Creation of the framework for the EMC's Integrated Operational Center that will ensure the safety and security of New Clark City and how to integrate this in the governance system of the entire property and development.

WHEREAS, considering the nature of the aforementioned projects, and the absence of an inhouse technical expert in these projects at BCDA, the BDD highly consider the professional services of an external consultant with strong background and relevant experience in real estate development and property management. The professional service/expertise will assist BCDA and the BDD in particular to realize its targets to close these projects. The nature of the consultancy service is highly technical, proprietary, and requires utmost confidentiality;

WHEREAS, the Officer-in-Charge of BCDA OPCEO approved the memo of BDD dated 18 March 2022 which recommended the approval of the minimum qualifications of the required highly technical consultant, to wit:

- Must have at least ten (10) years involvement in real estate development industry and/or have a Master's degree and attended supervisory and/or management learning and development interventions relevant to real estate development;
- Must have experience in property development and administration, and estate management services;
- Must have expertise in the field of real estate development;
- Must have experience in developing and implementing strategic framework for a real estate development; and
- Must have handled at least one (1) similar project for a period of one (1) year.

WHEREAS, in its memo to BAC-C dated 18 March 2022, the BDD recommended the engagement of the services of Ms. Myra Ocampo through Negotiated Procurement,

specifically Section 53.7 – Highly Technical Consultant of the Revised Implementing Rules and Regulations (RIRR) of Republic Act (RA) No. 9184, for a period of six (6) months and renewable at the option of the Officer-in-Charge of the Office of the President and Chief Executive Officer of BCDA but in no case shall exceed his term, in the amount of One Hundred Fourteen Thousand Nine Hundred Forty-Two and Fifty-three hundredths Pesos (Php114,942.53) per month inclusive of applicable taxes considering that she possesses both the highly technical expertise and professional standing to be able to deliver the said service and accomplish the stated duties and responsibilities;

WHEREAS, in the same memo to BAC-C, the BDD's stated justifications for the hiring of Ms. Myra Ocampo as highly technical consultant for the aforementioned projects are the following:

- a. Ms. Ocampo, a civil engineer by profession, served as the head of commercial operations at Fort Bonifacio Development Corporation (FBDC). Her part in BGC projects has helped in the success of Fort Bonifacio's projects in preserving culture and sustainability. Among her most recent endeavors include the BGC Greenway Park—the longest urban park in Metro Manila.
- b. Ms. Ocampo have more than 30 years of professional experience in construction, real estate development, retail and office leasing operations, utilities development, and city operations. Likewise, she has expertise in the field of project development, construction management, and corporate operations that made her former organizations surpass any challenges it encountered.
- c. Ms. Ocampo worked in various capacities in different real estate companies with nationwide operations such as D. M. Consunji, Inc. (1989-1996); Bonifacio Construction Management Corporation (1997-2005); and Bonifacio Global City Group of Companies (2005-2021).
- d. Ms. Ocampo is committed to continuous learning and self-improvement since she holds a Master's degree from the Asian Institute of Management and a Bachelor's degree in Civil Engineering from Mapúa Institute of Technology. She also attended the Strategic Management Executive Program of the National University of Singapore – Business School. These disciplines of study are integral part of developing the estate management frameworks for Clark and the overall strategy framework for the MMSP.
- e. Ms. Ocampo is also active in the Urban Land Institute (ULI) – the oldest and largest network of cross-disciplinary real estate and land use experts in the world. She served as one of the mentors ULI Philippines Mentorship Program last 2018. Her responsibilities include providing support, encouragement and deliverance to all mentees in the program. The mentors of this program have been selectively handpicked by ULI to create a unique and enriching experience for the mentees.
- f. Ms. Ocampo is an accomplished official of Fort Bonifacio Development Corporation (FBDC) which is a long-time and committed partner of BCDA in developing the Bonifacio Global City (BGC). Hence, Ms. Ocampo's expertise and experience can be

valuable contributions in replicating the success of BGC to NCC and transform NCC into the next key growth area in Central Luzon.

WHEREAS, on 21 March 2022, the BAC-C sent a letter of invitation to Ms. Myra Ocampo inviting her to work with BCDA in a consulting capacity for the aforementioned projects;

WHEREAS, on 22 March 2022, in response to BAC-C's Letter of Invitation, Ms. Ocampo sent her Letter of Intention, with updated CV, to work with BCDA in a consulting capacity for the aforementioned projects. Thereafter, the BAC-C TWG evaluated the qualifications of Ms. Ocampo based on her submitted CV;

WHEREAS, based on the BAC-C TWG Report on the evaluation of Ms. Ocampo's CV, the TWG found Ms. Ocampo as legally, technically, and financially capable to perform and fulfill the highly technical consultancy work as specified in the TOR, in compliance with Section V.D.7.b.ii of Annex H of RIRR of RA No. 9184, to wit:

“ii. X X X Considering the nature of the consultancy work, the negotiations need not be elaborate, it is enough that the BAC has validated that the individual is legally, technically and financially capable to undertake and fulfill the consultancy work based on the Terms of Reference.”

WHEREAS, the BAC-C reviewed and verified the findings of the BAC-C TWG and concurred with the same;

WHEREAS, Section 53.7 – Highly Technical Consultant of RIRR of RA No. 9184 provides that, “In the case of individual consultants hired to do work that is (i) highly technical or proprietary; or (ii) primarily confidential or policy determining, where trust and confidence are primary considerations for the hiring of the consultant: Provided, however, that the term of the individual consultant shall, at the most, be on a six-month basis, renewable at the option of the appointing Head of the Procuring Entity (HoPE), but in no case shall exceed the term of the latter;

NOW, THEREFORE, foregoing considered, We, the Members of the Bids and Awards Committee for Consulting Services (BAC-C), hereby RESOLVE as it is hereby RESOLVED to ADOPT the findings of the BAC-C TWG and, thus RECOMMEND to the Head of the Procuring Entity (HoPE), through its duly authorized signatory, Officer-in-Charge (OIC) of the Office of the President and CEO Atty. Aristotle B. Batuhan the following:

- 1) To award the **Contract for the “Procurement of the Engagement of Highly Technical Consultant for the Estate Management Framework For Clark and the Overall Strategy Framework for the Metro Manila Subway Project affected areas”** to **Ms. Myra E. Ocampo** as she is legally, technically, and financially eligible and capable to undertake and fulfill the highly technical consultancy work, through Negotiated Procurement pursuant to Section 53.7 of the RIRR of RA no. 9184 for a period of six (6) months, renewable at the option of the OIC, or the appointed President and Chief Executive Officer (PCEO), but in no case shall exceed the term of the OIC or PCEO, in the amount of **Pesos:**

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One Hundred Fourteen Thousand Nine Hundred Forty-Two and 53/100 (Php114,942.53) per month, inclusive of applicable taxes and fees; and

2) To issue the corresponding Notice of Award (NOA) to Ms. Myra Ocampo.

RESOLVED, at the BCDA Corporate Center Office, this 29th day of March 2022.

BIDS AND AWARDS COMMITTEE FOR CONSULTING SERVICES (BAC-C)


AILEEN ANUNCIACION R. ZOSA
Chairperson



FERNANDO T. GALLARDO, JR.
Vice Chairperson


MADONNA M. CINCO
Member

on leave
ARISTOTLE E. GUERRERO
Member


VIRGIL M. ALVAREZ
Member

Approved by:


ARISTOTLE B. BATUHAN
Officer-in-Charge, Office of the President and CEO
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