

# Competitive Challenge/ Unsolicited Proposal for LGU Joint Venture: **Step-by-Step**

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# Governing Framework

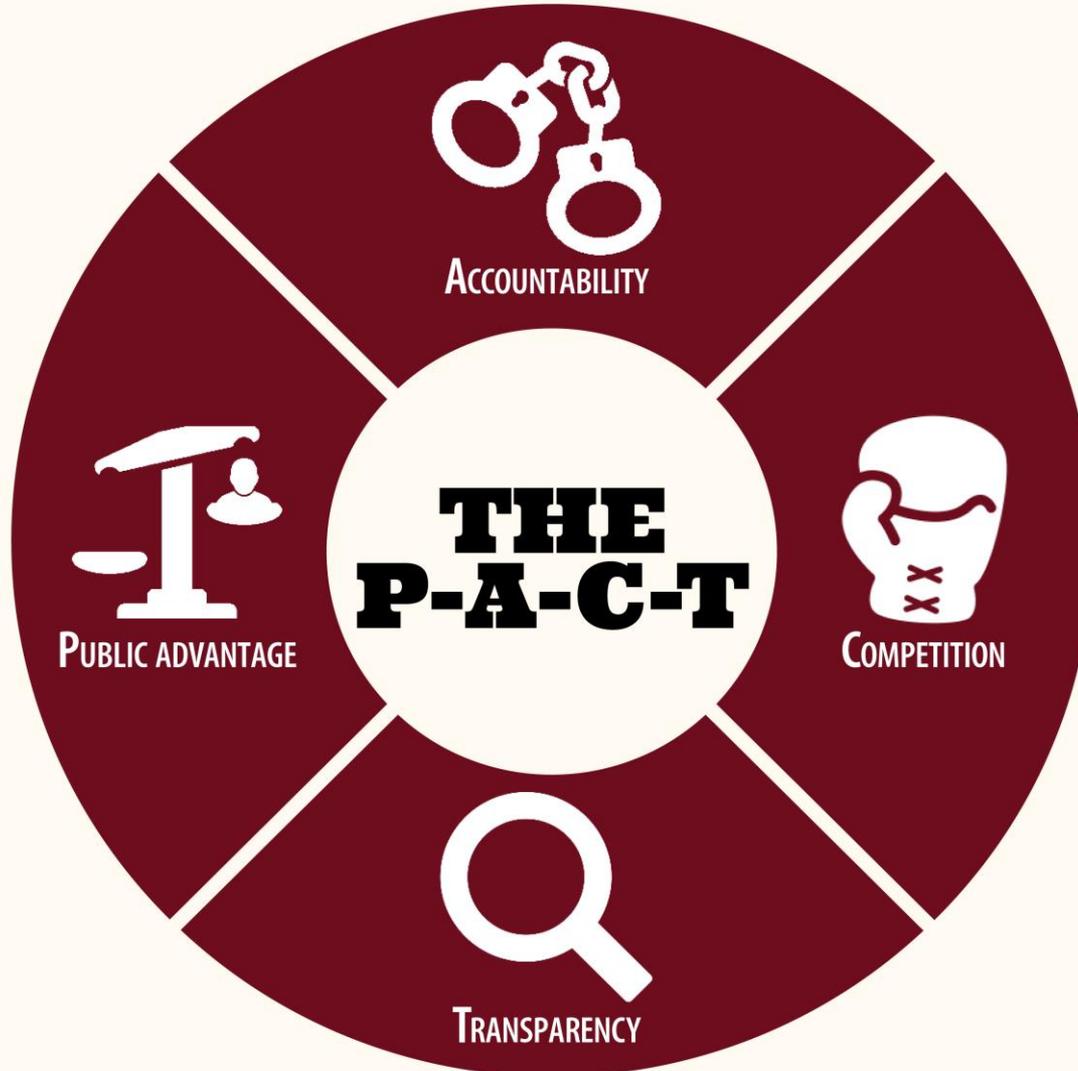
**Not ...**

- BOT Law
- NEDA JV Guidelines

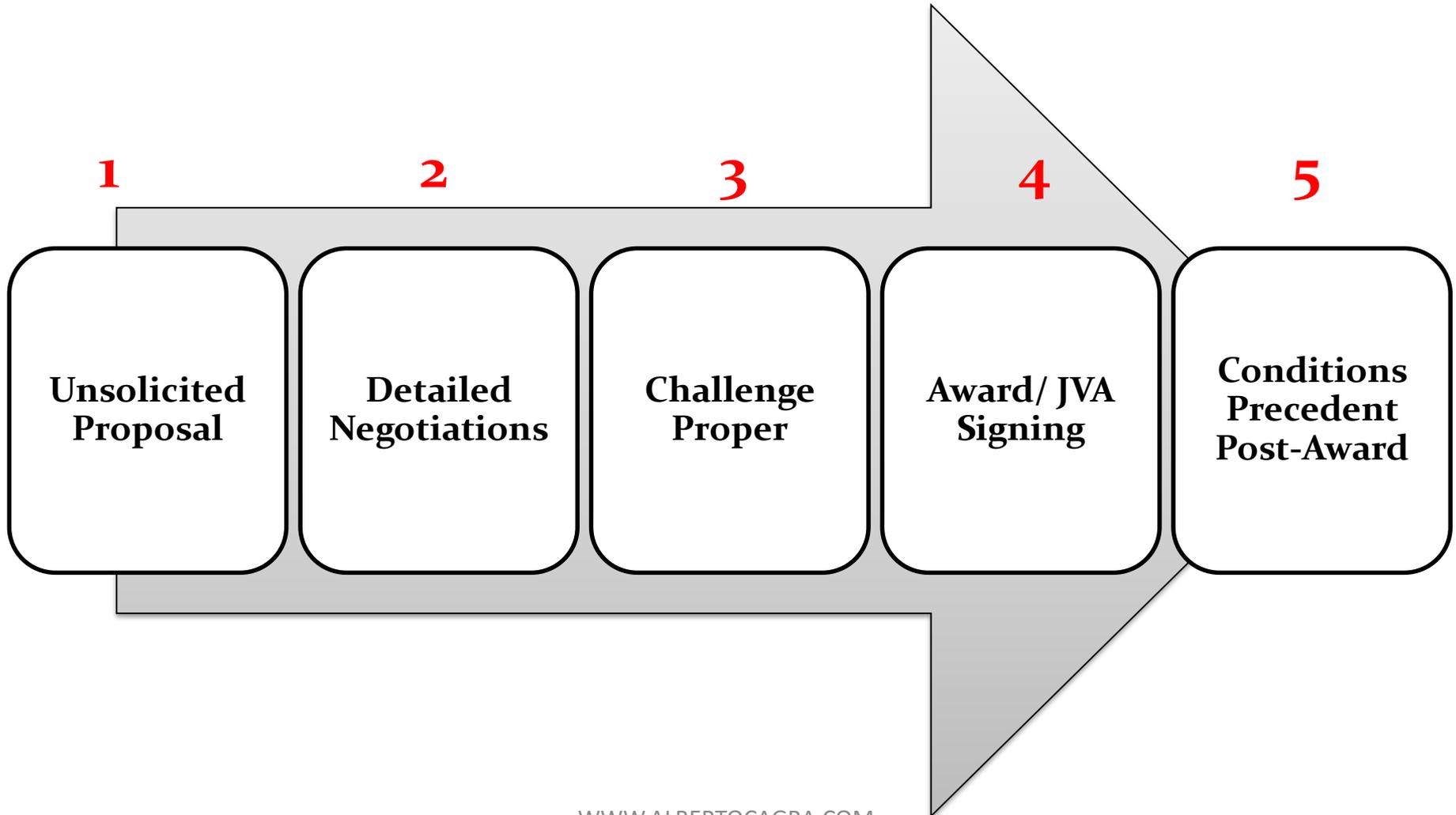
**But ...**

✓ LGU PPP  
or JV  
Ordinance

# PPP SELECTION REQUIREMENTS



# Competitive Challenge: 5 Stages



# Acronyms

Acronyms	Meanings
UP	Unsolicited Proposal
LCE	Local Chief Executive
SC	Selection Committee
TWG	Technical Working Group
PSP	Private Sector Proponent
OP	Original Proponent
TOR	Terms of Reference
EOI	Expression of Interest
JVA	Joint Venture Agreement
LGU	Local Government Unit

# Stage 1: Unsolicited Proposal (UP) (approx. 8 days)

With Cover Letter, Project Study, Draft JVA and Eligibility Documents

(1) Submission of UP by PSP

(4.1) PSP becomes OP

Rule on Exclusion

LCE may create TWG  
SC/ TWG signs Code of Ethics

(2) LCE Convenes SC and Informs Sanggunian

(4) Issuance of Certificate of Acceptance by LCE

Sanggunian informed

(3) Evaluation by SC

(3.1) Memorandum by SC

UP Complete  
PSP Eligible  
JVA Legal  
Project Needed  
Recommend Acceptance (or Rejection)

# Stage 2: Detailed Negotiations (approx. 10 days)

(5) Detailed Negotiations between LGU and PSP

(9.1) Public Consultation by Sanggunian and SC

or failed Negotiations

(6) Joint Certification of Successful Negotiations

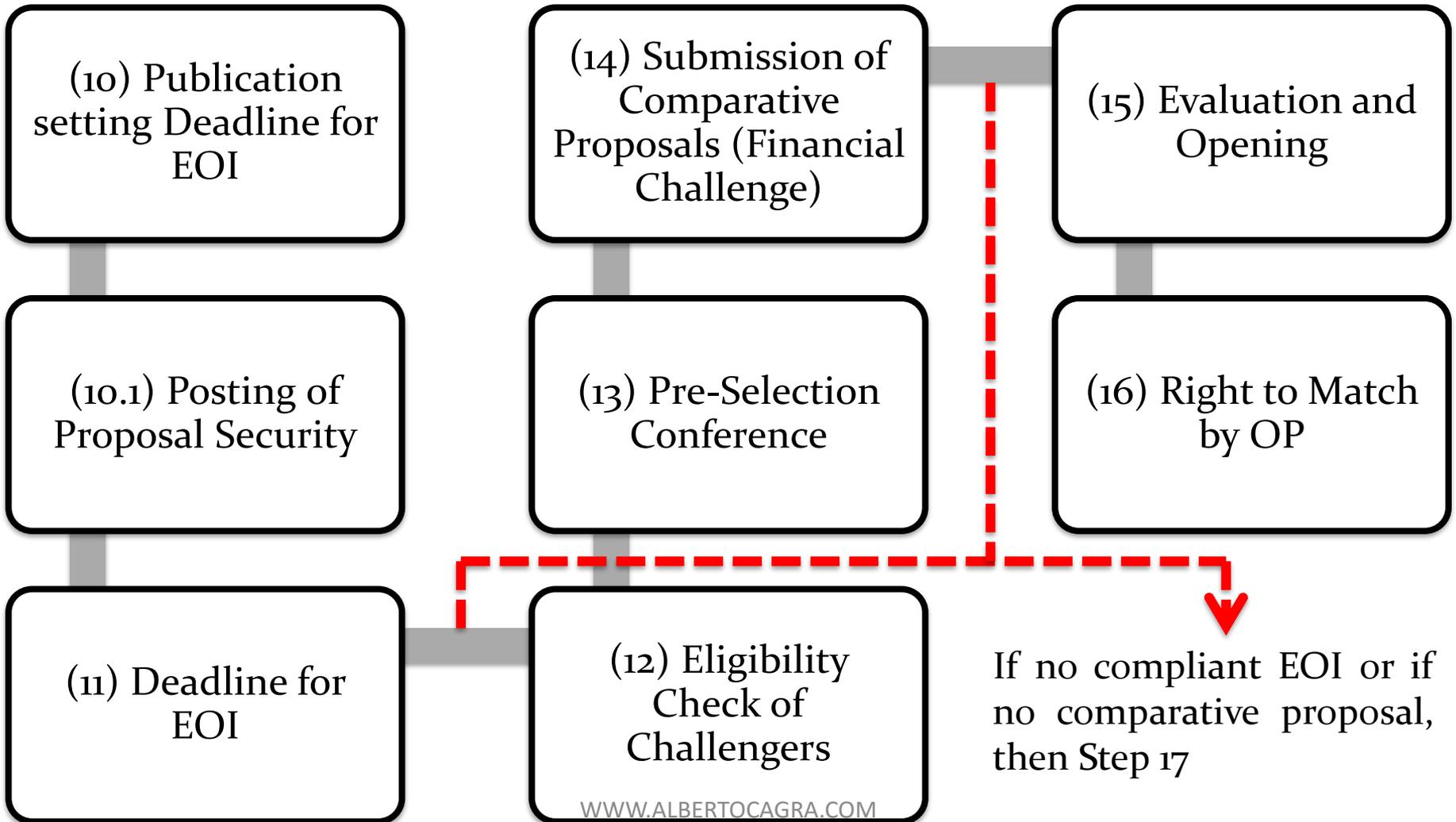
(9) Sangguniang informed

(7) Preparation of TOR

(8) LCE approves TOR

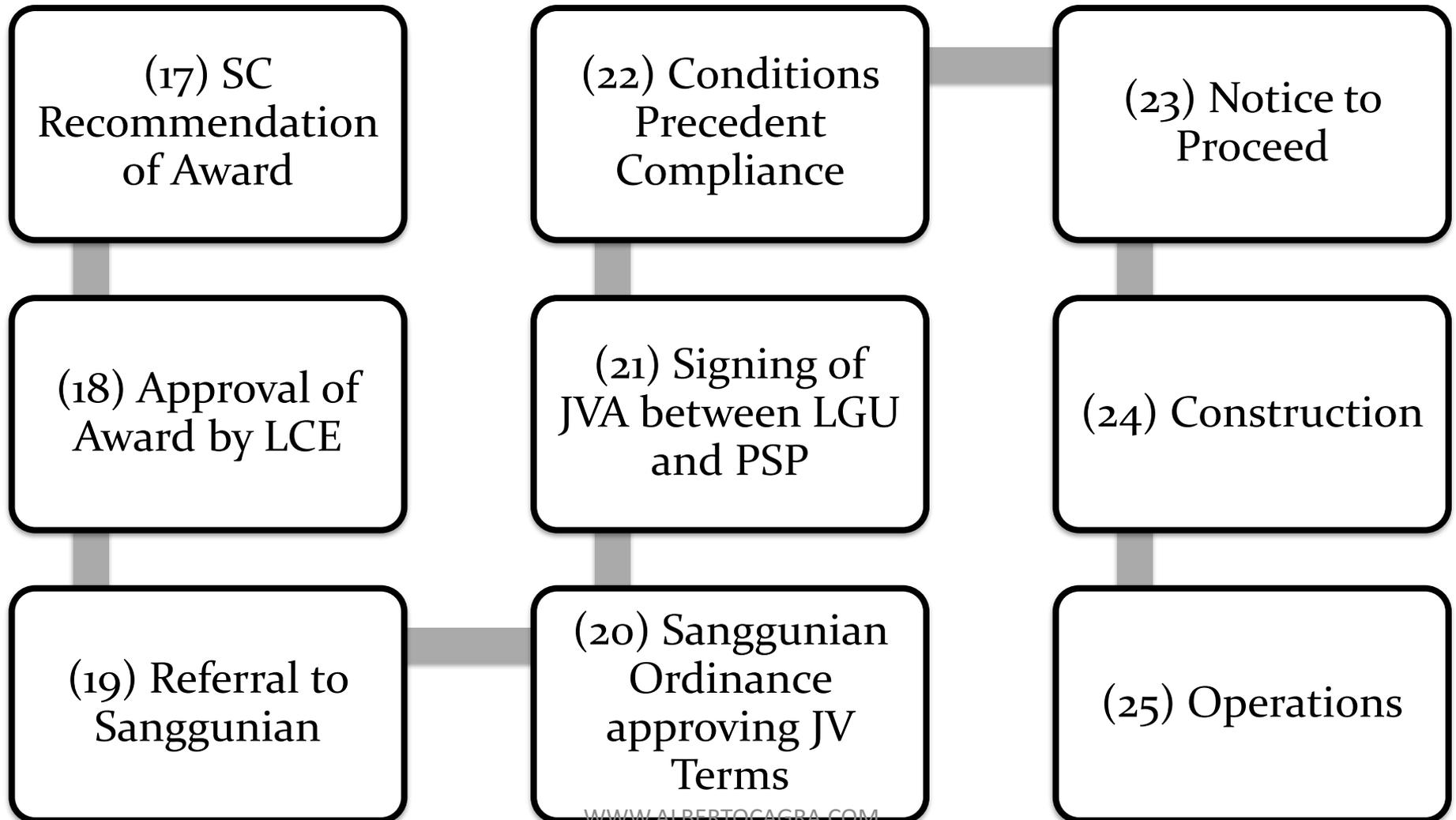
# Stage 3: Challenge Proper

(approx. 58 days/ 10 days)



# Stages 4 and 5: Award/ Commence

(approx. 44 days)



# Conditions Precedent

- National Government Approvals, if required
- Environmental Compliance Certificate
- Financial Closure
- Incorporation of Special Purpose Vehicle
- Execution of Ancillary Contracts

# Total Period under 2 Scenarios

From Submission of Unsolicited Proposal  
to Signing of JVA

No Challenger:  
**41 days / 1.33  
months**

With  
Challengers: **90  
days / 3 months**

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**THANK YOU. GOOD LUCK.**