



MILLENNIUM
CHALLENGE CORPORATION

UNITED STATES OF AMERICA



Society for International Development
Washington, D.C. Chapter

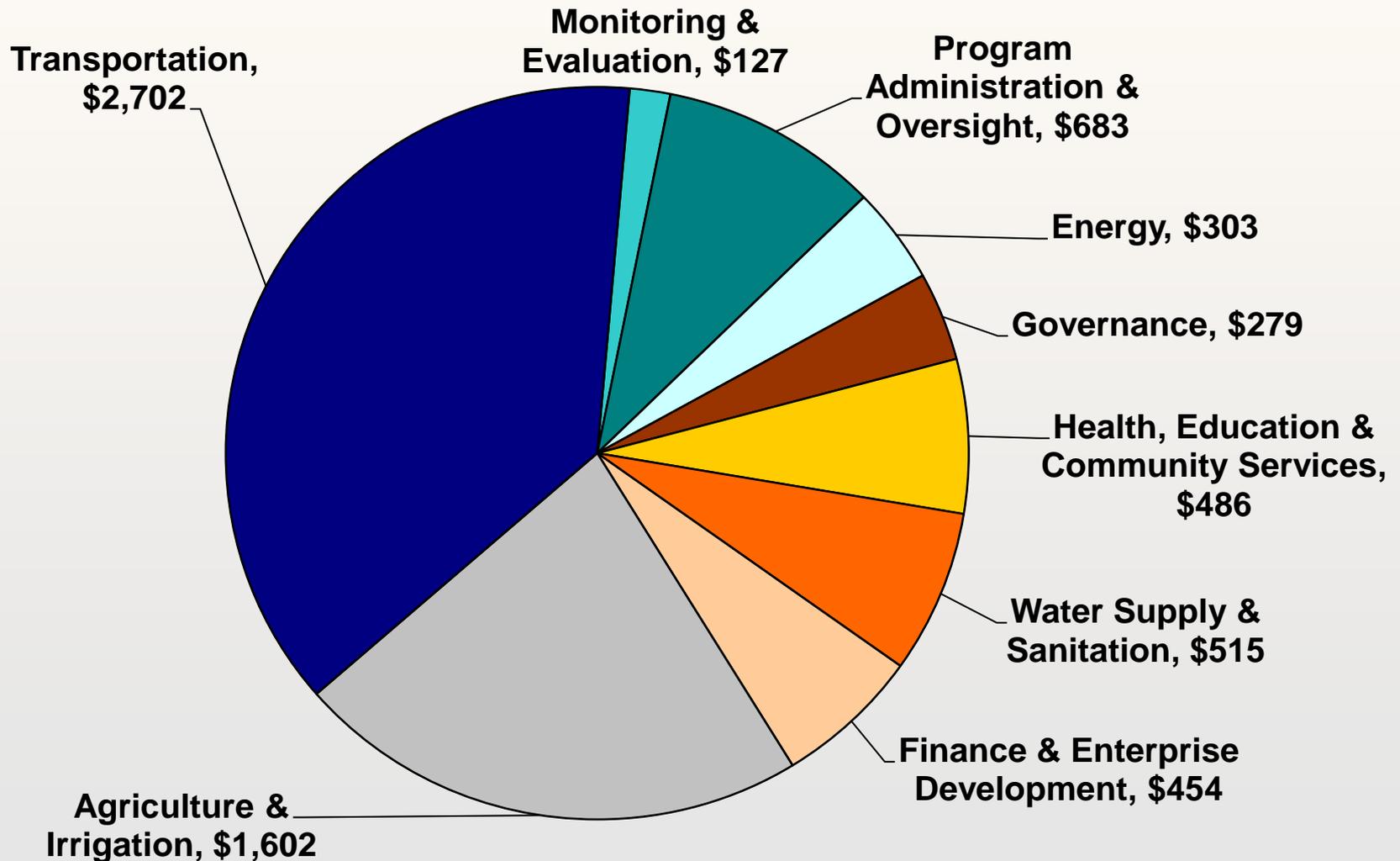


MILLENNIUM
CHALLENGE CORPORATION
UNITED STATES OF AMERICA

MCA Upcoming Procurement Opportunities

MCA and MCC Procurement Processes

MCA's portfolio, in millions end of FY 2010



\$7.15 billion total

Agriculture

Procurement	Country
Reforestation of 509 hectares	Mali
Institutional capacity building in O&M of the Irrigation System	Burkina Faso
Project Implementation Manager for transition to high value agriculture	Moldova



Financial/Private Sector Development

Procurement	Country
Technical assistance to assist Microcredit Associations (AMC) in compliance with the requirement of the central bank	Morocco
Online tourism marketing campaign	Namibia
Design, produce and supervise establishment of a National Id Card system	Lesotho
Revenue administration reform	Philippines

Land Tenure/Policy

Procurement	Country
Systematic land regularization and improvement of rural land allocation procedures	Lesotho
LIMS IT System development	Mozambique
Purchasing of GPS and cadastre equipment	Burkina
Privatization and registration of land rights (hashaa plots)	Mongolia



Health & Education

Procurement	Country
Equipment/Instruments for Health Centers and Central Laboratory	Lesotho
Equipment and drugs for implementing stroke and myocardial infarction component	Mongolia
Implementation of professional development program for TVET administrator and instructors	Mongolia
Tertiary education finance reform implementation consultancy	Namibia

Environmental & Social Assessment

Procurement	Country
Situational and livelihood analysis study in 9 Game Management Areas, surrounding Kafue National Park, Zambia (MCC)	Zambia (new compact)
RAP and Entrepreneurial Skills Training	Ghana
Development and implementation of resettlement plans for roads project	Moldova

Monitoring & Evaluation

Procurement	Country
External Data Quality Review	Malawi
Design, test and build a Management Information System	Tanzania
Land Surveys	Burkina Faso

Infrastructure -- Transportation

Procurement	Country
Construction of Primary and Rural Roads ~450 km	Burkina Faso
Road Rehabilitation Project	Moldova
Roads and Bridge	Mongolia
Rehabilitation of ~250 km of Roads	Mozambique
Road Construction Projects of ~400 km	Senegal
Secondary National Roads	(Future) Philippines



Infrastructure – Water Supply & Sanitation

Procurement	Country
Water Network Project Wastewater Network – Pumping Stations	Jordan
Rural Water and Sanitation Projects Urban Water Supply Projects Wetlands Restoration Metolong Bulk Water Conveyance System	Lesotho
Rehabilitation of Nacala Dam Rehabilitation / Construction of Urban Water Supply and Sanitation Systems Construction of Rural Water Points	Mozambique

Infrastructure – Irrigation

Procurement	Country
Construction of 2300 ha irrigated perimeter in Dî Rehabilitation works of the Lery dam and related structures	Burkina Faso
Irrigation Scheme	Moldova
Irrigation: Senegal-Ngalenga, 400 hectares Irrigation: Senegal–Delta, 2 lots rehabilitation of existing canals drains	Senegal

Infrastructure -- Vertical Structures

Procurement	Country
Construction of Market Structures	Burkina Faso
Construction & Rehabilitation of Health Clinics	Lesotho
Rehabilitation of Vocational Education Centers	Mongolia
Construction of Fish Landing Sites and Wholesale Markets	Morocco
Restoration of Fez Medina	Morocco
Construction of Schools	Namibia



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MCC and MCA Procurement Processes

Contracts & Grants Management Division



MCC Corporate Procurements

- Awarded & Administered by MCC staff.
- Awarded to US & Foreign companies.
- Opportunities published to <http://www.FedBizOpps.gov/>
Or <http://www.grants.gov>



Who

In-house MCC contract specialists conduct procurements using a variety of methods pursuant to the [Federal Acquisition Regulation](#) vice [MCC Procurement Guidelines](#) used by the MCA country entities

What

Goods and services in support of the operational needs of the corporation (e.g., HR, Finance, IT, Contract Support, Security, Legal, Congressional Affairs, etc.)

Services from Firms or individual consultants needed to assist the MCC to develop, implement and monitor Compacts in support of the mission (e.g., economic analysis, legal services, due diligence and independent engineering, impact evaluation, M&E, etc.)

Guiding Principles of the Federal Acquisition Regulation

- Satisfy customer's needs in terms of cost, quality, and timeliness through maximum use of commercial items, contractors with successful past performance, while promoting competition
- Minimize administrative operating costs;
- Conduct business with integrity, fairness, and openness; and
- Fulfill other public policy objectives, such as complying with socioeconomic requirements

Contracts & Grants Opportunities

MILLENNIUM CHALLENGE CORPORATION
UNITED STATES OF AMERICA

GO

ABOUT MCC | SELECTION CRITERIA | PROGRAMS & ACTIVITIES | COUNTRIES & COUNTRY TOOLS | RESULTS | PRESS & PUBLIC AFFAIRS | JOBS | **BUSINESS & PROCUREMENTS**

Overview | Compact Procurements | Procurement Guidelines | Threshold Procurements | Consultant Opportunities | **Contracts and Grants** | Business Opportunities | Private Sector Initiatives

Contracts and Grants

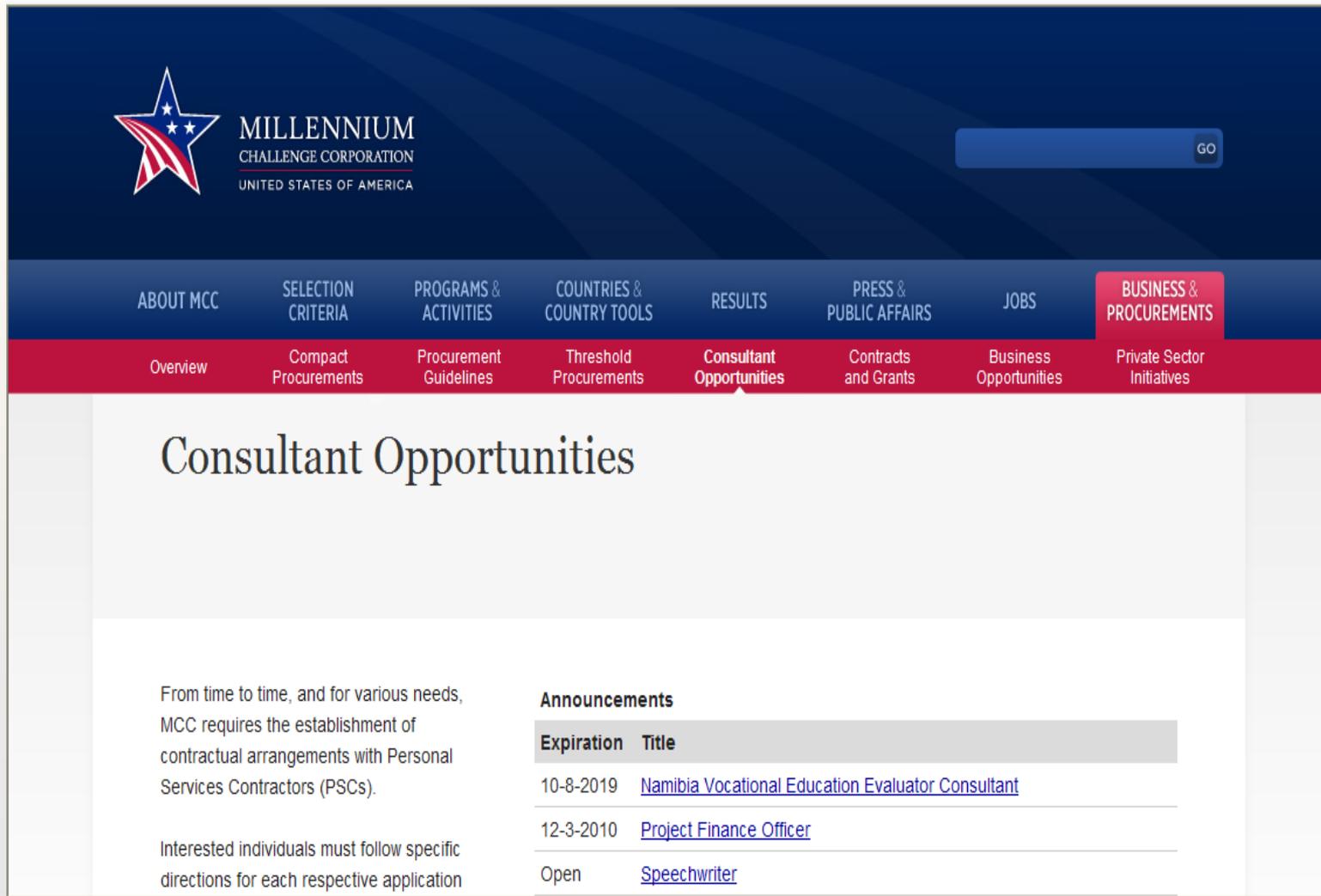
Procurements at FedBizOpps
The Millennium Challenge Corporation headquarters awards contracts to complete its mission of helping the world's poorest countries reduce poverty through economic growth. These contracts provide opportunities to work directly with MCC and are governed by the [Federal Acquisition Regulations](#).

Business Forecast
Public Law 100-656, Section 501, requires that Federal agencies make available their [Business Forecast](#) to the Small Business Administration and to interested businesses. This forecast is for informational and marketing purposes only and does not constitute a specific offer or commitment by the MCC to fund in whole or in part any agency requirements

Roughly \$35M forecasted for MCC Headquarters Procurements for FY-2011 for a variety of requirements for services

**Full & Open Opportunities > \$150k all posted to
<http://www.fbo.gov>**

Individual Consultant Opportunities



The screenshot shows the Millennium Challenge Corporation website. The header features the MCC logo (a stylized star with red, white, and blue stripes) and the text "MILLENNIUM CHALLENGE CORPORATION UNITED STATES OF AMERICA". A search bar is located in the top right corner. The navigation menu includes "ABOUT MCC", "SELECTION CRITERIA", "PROGRAMS & ACTIVITIES", "COUNTRIES & COUNTRY TOOLS", "RESULTS", "PRESS & PUBLIC AFFAIRS", "JOBS", and "BUSINESS & PROCUREMENTS". The "BUSINESS & PROCUREMENTS" menu item is highlighted in red, and its sub-menu items are "Overview", "Compact Procurements", "Procurement Guidelines", "Threshold Procurements", "Consultant Opportunities", "Contracts and Grants", "Business Opportunities", and "Private Sector Initiatives".

Consultant Opportunities

From time to time, and for various needs, MCC requires the establishment of contractual arrangements with Personal Services Contractors (PSCs).

Interested individuals must follow specific directions for each respective application

Announcements

Expiration	Title
10-8-2019	Namibia Vocational Education Evaluator Consultant
12-3-2010	Project Finance Officer
Open	Speechwriter

**All independent consultant opportunities posted to
<http://www.mcc.gov/pages/business/consultants>**



Compact procurements

- Administered by MCA Entities.
- Contract opportunities – all untied – are published to:
 1. <http://www.mcc.gov/>
 2. <http://mcc.dgMarket.com/>
 3. <http://www.devbusiness.com/>

dgMarket®

 United Nations
Development Business



Threshold procurements

- Administered by USAID.
- Most tied to US companies.
- Opportunities published to <http://www.FedBizOpps.gov/>

FedBizOpps



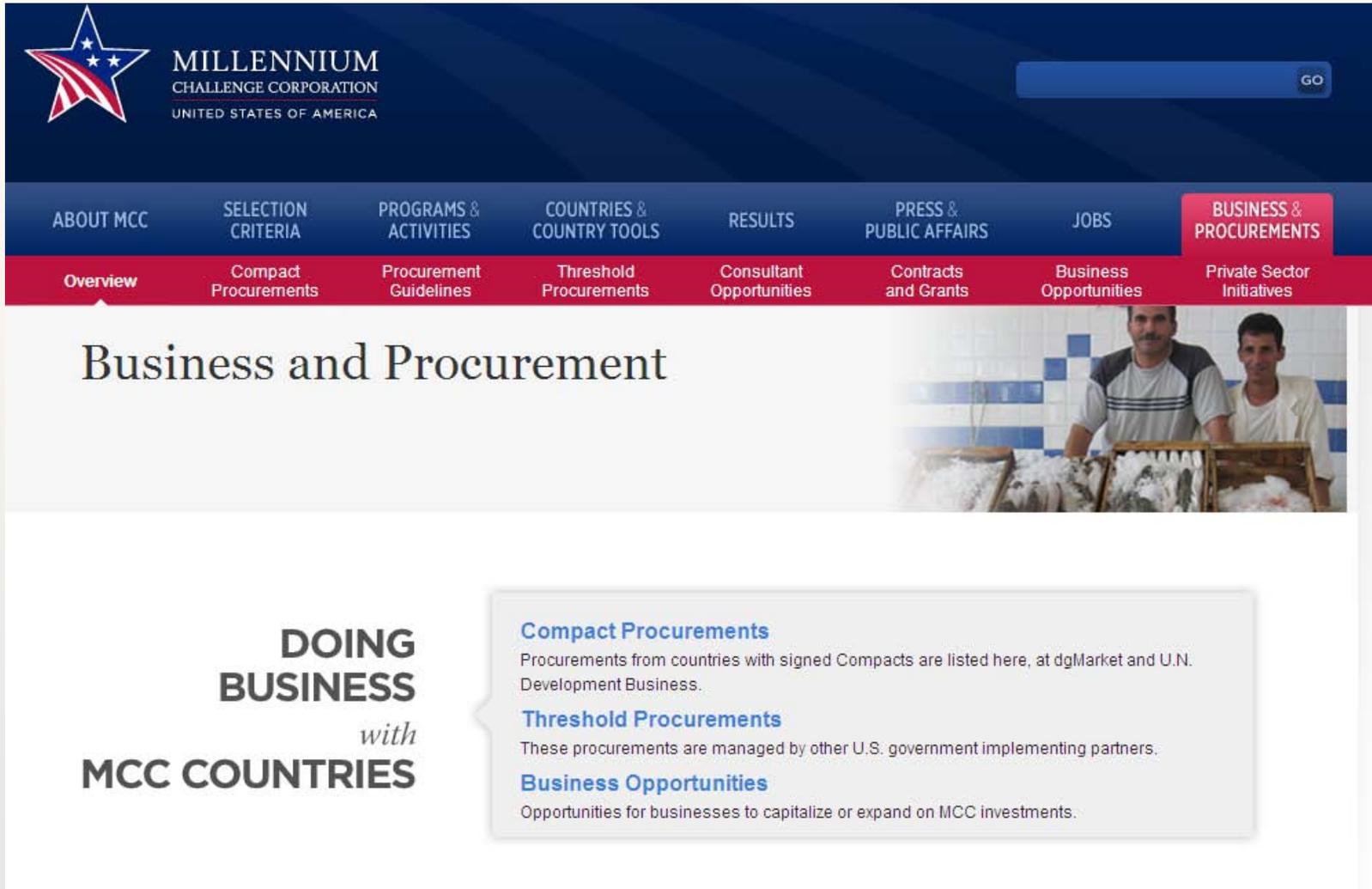
MILLENNIUM
CHALLENGE CORPORATION
UNITED STATES OF AMERICA

MCC corporate procurements

- Administered by MCC.
- Some tied to US companies.
- Opportunities published to <http://www.FedBizOpps.gov/>

FedBizOpps

www.MCC.gov: A one-stop-shop for bidders



The screenshot shows the website's navigation menu with 'BUSINESS & PROCUREMENTS' highlighted. Below the menu, the page title 'Business and Procurement' is displayed above a photo of two men in a factory. A central text block reads 'DOING BUSINESS with MCC COUNTRIES'. To the right, a callout box lists three categories: 'Compact Procurements' (linked to dgMarket and U.N. Development Business), 'Threshold Procurements' (managed by other U.S. government partners), and 'Business Opportunities' (for businesses to capitalize on MCC investments).

MILLENNIUM CHALLENGE CORPORATION UNITED STATES OF AMERICA

BUSINESS & PROCUREMENTS

Overview Compact Procurements Procurement Guidelines Threshold Procurements Consultant Opportunities Contracts and Grants Business Opportunities Private Sector Initiatives

Business and Procurement

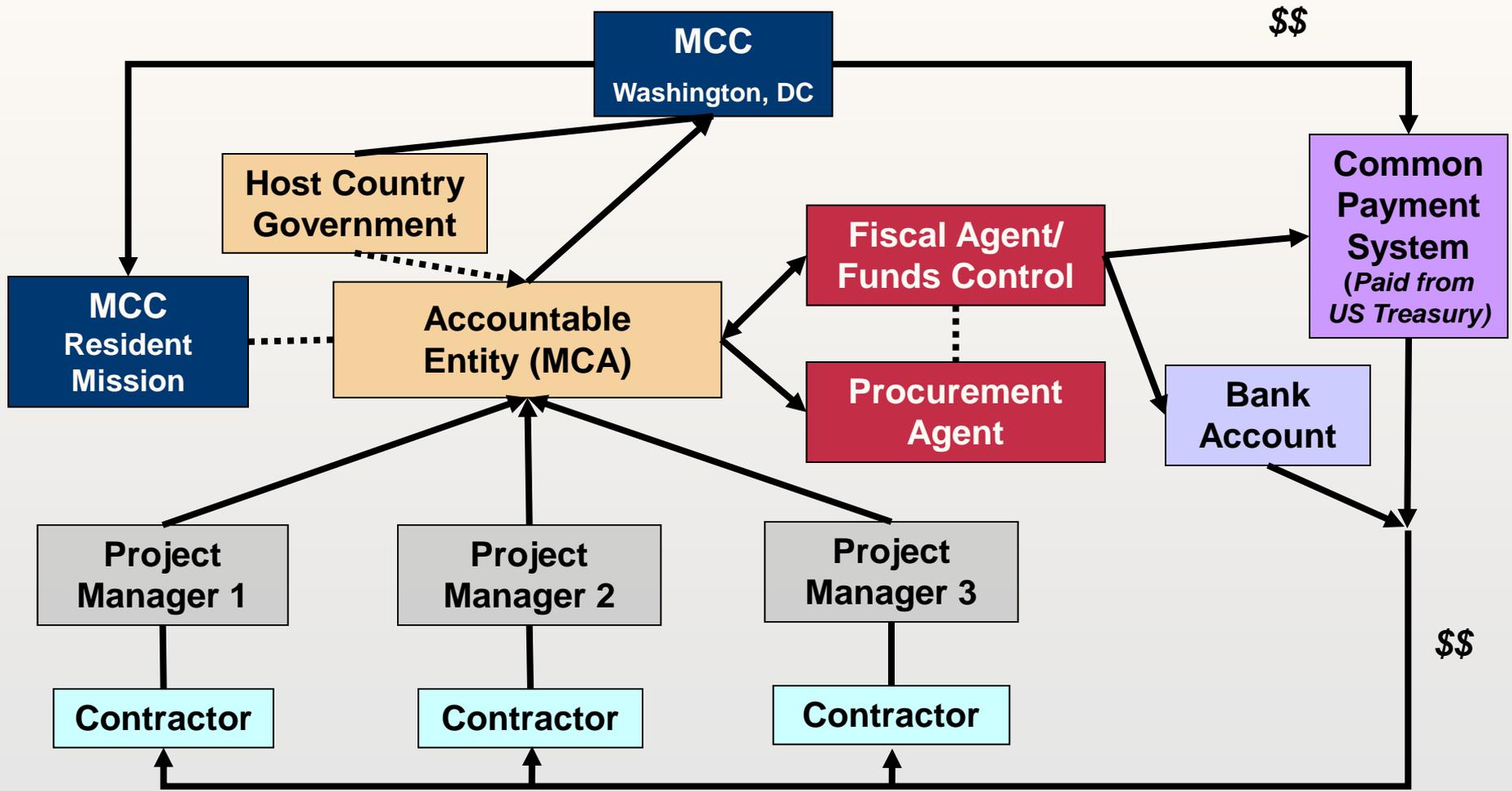
DOING BUSINESS
with
MCC COUNTRIES

- Compact Procurements**
Procurements from countries with signed Compacts are listed here, at dgMarket and U.N. Development Business.
- Threshold Procurements**
These procurements are managed by other U.S. government implementing partners.
- Business Opportunities**
Opportunities for businesses to capitalize or expand on MCC investments.

Open, Planned & Awarded Opportunities at/above \$200k all posted to <http://www.mcc.gov/pages/business>

Compact Implementing Structure

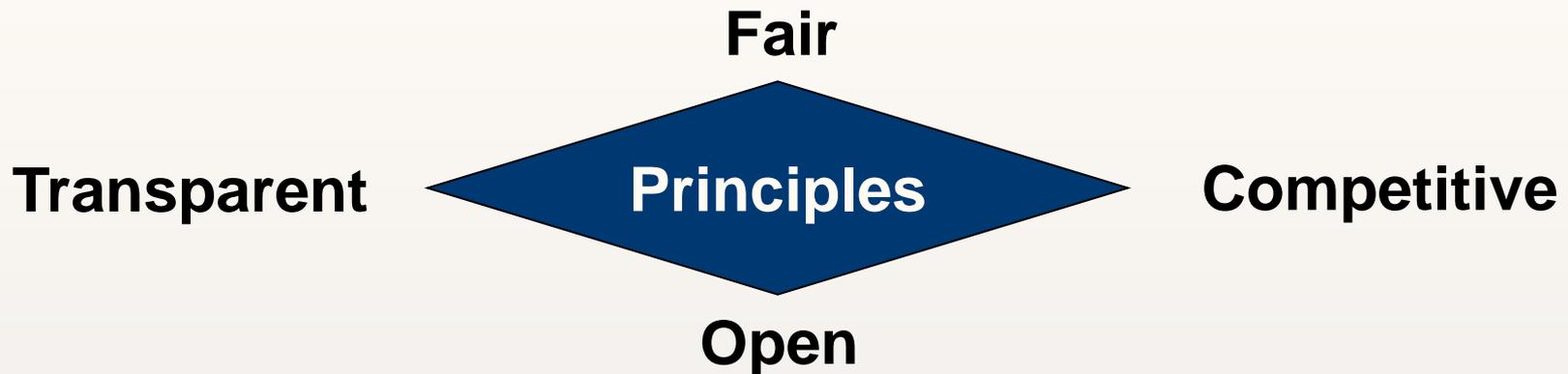
Ensures Sound Fiscal Accountability



Procurement Principles

- Open, fair and competitive procedures
- Solicitations based on clear and accurate descriptions
- Contracts awarded only to responsible suppliers and contractors
- No more than a commercially reasonable price shall be paid

MCC Program Procurement Guidelines for MCAs



Similar to World Bank Procurement Guidelines with Important Exceptions:



- Provides broader advertising requirements for procurement opportunities
- Tightens restrictions on currency use
- Prohibits national preference in the procuring of goods, works and services
- Includes the excluded parties list under U.S. laws and policies
- Identifies English as the official operating language for MCC funded procurements
- Excludes Government Owned Enterprises from being awarded MCC funded contracts

MCC Standard Bidding Documents

- In Nov 2007, MCC decided to create Standard Bidding Documents for:
 - Small works
 - Consulting services
 - Design bid build
 - Design build
 - Goods
 - And others
- Why?
 - Consistent approach
 - International standards known in the market: FIDIC
 - Cost/price management
 - Risks consistent from contract to contract
 - A bidder on a road in Tanzania can count on the same general conditions of contract if/when they bid on a road in another country
- **Contact: MCCsbd@mcc.gov**

Forms of Contract

Large works

- MCC has purchased licenses from the International Federation of Consulting Engineers (FIDIC) for large works:
 - Design bid build (Red Book)
 - Design build (Yellow Book)
- MCC General conditions – identical in all FIDIC contracts
- Conditions of Particular Application (COPAs) supplement and amend the General Conditions



Small works, Goods & Consulting services

- For these contracts MCC is using World Bank standards with minor accommodations to reflect MCC regulatory requirements.



MCC Program Procurement Guidelines: The Bid Challenge System

First Level Review: Accountable/MCA Entity
Second Level Review: Independent body



Procurement Opportunities

Recipient countries are required to post procurement notices at official websites:

- [United Nations Development Business](#)
- [dgMarket](#)

Each procurement notice includes a point of contact for any questions.

MCC makes payments via The Common Payment System directly to vendors contracted with partner-country MCA entities to implement activities under the MCC-funded compacts.

Real-time open and planned contract opportunities, available for free at <http://www.mcc.gov/pages/interceptor/exit/http://mcc.dgMarket.com> (also available for a fee at <http://www.mcc.gov/pages/interceptor/exit/http://www.devbusiness.com>).

PLANNED PROCUREMENTS
Updated quarterly, last updated September 2010.

CONTRACT AWARDS
Updated quarterly, last updated September 2010.

Construction-related services	Tue, 23 Nov 2010 10:54:51 EST	Buyer: MCA-Benin
NATIONAL IDENTITY CARD PROGRAM MANAGED SERVICES & SOLUTIONS PROVIDER (MSSP)	Tue, 23 Nov 2010 09:39:22 EST	Buyer: MCA-Lesotho
Award of Contract for Audit Services	Tue, 23 Nov 2010 02:32:14 EST	Buyer: MCA-Tanzania
A consultancy for Alternative Dispute Resolution in Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 07:49:35 EST	Buyer: Millennium Development Authority (MIDA)
A Consultancy for Inventory And Survey Works At Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 08:46:46 EST	Buyer: Millennium Development Authority (MIDA)
Training services	Mon, 22 Nov 2010 17:14:58 EST	Buyer: MCA-Mali
Contract Award Nr 20	Mon, 22 Nov 2010 08:33:34 EST	Buyer: Millennium Challenge Account-Mozambique
A Consultancy For Community Sensitisation And Gender Activity At Savelugu-Nanton Pilot Registration District	Mon, 22 Nov 2010 09:00:50 EST	Buyer: Millennium Development Authority (MIDA)
Information systems	Thu, 18 Nov 2010 11:40:18 EST	Buyer: MCA-Benin

<http://www.mcc.gov/business/compactprocurements>

MCA Planned Procurements

1	A	B	C	D	E	F
	Country	Project Name	Type	Sector	Procurement Method	Description
14	Benin	Access to Financial Services Project	Consulting Services	Services auxiliary to financial intermediation	Quality and Cost Based Selection (QCBS)	Financial service innovation and expansion challenge facility manager
15	Benin	Access to Justice Project	Goods	Computer and related services	Competitive Bidding (CB or ICB)	Computer Equipment for LIC, TPI and CA
16	Benin	Access to Justice Project	Goods	Computer and related services	Competitive Bidding (CB or ICB)	Equipment and installation of the computerizing system for CFE
17	Benin	Access to Land Project	Goods	Computer and related services	Competitive Bidding (CB or ICB)	Control IMAGE and ORTHOIMAGE IGN (Acquisition of complementary licenses arc gis 9.3, erdas imaging autocad)
18	Benin	Access to Markets Projects	Goods	Computer and related services	Competitive Bidding (CB or ICB)	PAC financial audit recommendations Implementation - Optimization of the computer network , material upgrading and Development of the software, realization, training, assistance to the setting up and the operating Office and computer equipment and computer supplies (Blanket Purchase Order)
19	Benin	Program Administration and Control	Goods	Computer and related services	Competitive Bidding (CB or ICB)	
20	Benin	Access to Justice Project	Non-Consulting Services	Computer and related services	Competitive Bidding (CB or ICB)	Networking of LIC, CA and TPI
21	Benin	Access to Land Project	Goods	Computer and related services	Shopping	Acquisition of computers for 20 communes paralegal and COGEF
22	Benin	Access to Land Project	Goods	Research and development services and related consultancy services	Competitive Bidding (CB or ICB)	Design and implementation of DDET electronic systems
23	Benin	Access to Land Project	Consulting Services	Research and development services and related consultancy services	Quality and Cost Based Selection (QCBS)	Establishment of info systems (cadastre)12 prefectures(works, consultant services and GIS LIS set up)
24	Benin	Monitoring and Evaluation	Consulting Services	Research and development services and related consultancy services	Sole Source Selection (SSS or SS)	EMICoV follow-up
25	Benin	Monitoring and Evaluation	Consulting Services	Research and development services and related consultancy services	Sole Source Selection (SSS or SS)	Census of Benin enterprises follow-up survey
26	Benin	Monitoring and Evaluation	Consulting Services	Research and development services and related consultancy services	Sole Source Selection (SSS or SS)	Business Census Follow up Survey
27	Benin	Monitoring and Evaluation	Consulting Services	Research and development services and related consultancy services	Sole Source Selection (SSS or SS)	EMICoV follow-up
28	Benin	Access to Justice Project	Goods	Education services	Competitive Bidding (CB or ICB)	Legal documentation for LIC, ENAM, and OHADA kits
29	Benin	Access to Justice Project	Consulting Services	Education services	Sole Source Selection (SSS or SS)	Training of magistrates and registrars for years 3, 4 and 5 of the Compact
30	Benin	Program Administration and Control	Non-Consulting Services	Sector not provided	Competitive Bidding (CB or ICB)	Logistics support (Blanket Purchase Order)
31	Burkina Faso	Program Administration and Control	Goods	Computer and related services	Competitive Bidding (CB or ICB)	Acquisition of Computer, Communication and Telecommunication Equipment
32	Burkina Faso	Agriculture Project	Consulting Services	Architectural, engineering, construction, legal, accounting and other professional services	Quality and Cost Based Selection (QCBS)	Recruitment of a consultant for integrated water management
33	Burkina Faso	Monitoring and Evaluation	Consulting Services	Architectural, engineering, construction, legal, accounting and other professional services	Quality and Cost Based Selection (QCBS)	Agricultural data collection (agriculture surveys, Di, markets studies, Comoe data collection and rural roads users surveys)
34	Cape Verde	Infrastructure Project	Goods	Construction work	Competitive Bidding (CB or ICB)	Operational Equipments for Porto of Praia
35	Cape Verde	Monitoring and Evaluation	Goods	Sector not provided	Competitive Bidding (CB or ICB)	GIS database Phase II
36	El Salvador	Productive Development Project	Goods	Agricultural, horticultural, hunting and related products	Shopping	PROD-SH-80/2010 Adquisición de equipos para proyectos productivos

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MCA Contract Awards

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<http://www.mcc.gov/business/compactprocurements>

Lessons Learned

- Beware reliance on couriers (DHL, FEDEX) for bid deliveries
- Knowledge of local challenges – teaming is encouraged
- Read the requirements! Ask questions! Submit EVERYTHING requested in the bidding documents
- Bid Security required – ensure it accompanies the bid
- Advance Payment requires a bank guarantee
- Performance Guarantees required from bank acceptable to the MCA entity – budget for them
- Price reasonableness – low bid doesn't always win if it doesn't make sense
- The SBD contract formats have been reviewed and approved by MCC – agree to them before bidding

MCC Model: A More Level Playing Field



- No preferences for U.S. or domestic contractors: **Compacts are “untied”**.
- Past experience & environmental, health, safety, labor **standards matter**.
- **Open and competitive procurements**.
- Award decisions made by **technically qualified experts**.
- **Professional independent oversight** of contract performance.
- **All funds are obligated** when Compacts enter into force.
- Contractors **paid directly by USG** through the Common Payment System.
- **Checks and balances** to guard against abusive discretion.

Doing Business With MCC

WWW.MCC.GOV

DOING BUSINESS *with* MCC

Subscribe to MCC's Email List

Email Address

I want to receive:

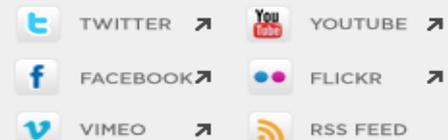
- Monthly Newsletter and Success Stories (typically biweekly)
- Press Releases and Media Advisories (several times a month)
- Event Notifications and Invitations (several times a month)
- Doing Business with MCC

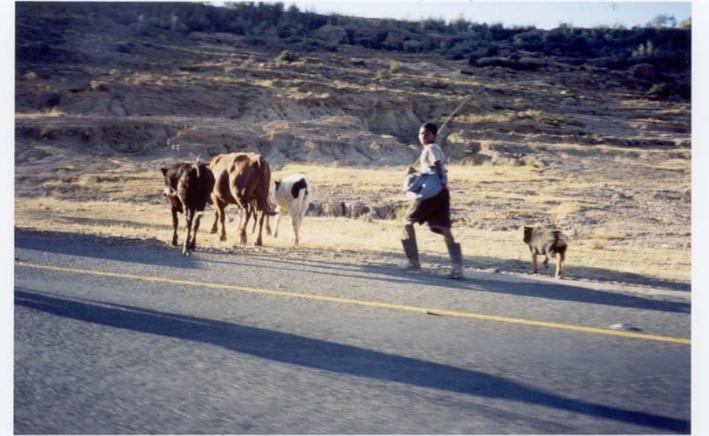
Email Format

- html
- text
- mobile

Subscribe

Connect with MCC





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