



Agenda

Thursday August 24, 2017.

- 11:00 – 11:15 Registration
- 11:15 – 12:00 Presentation
- 12:00 – 12:10 Question submission
- 12:10 – 13:00 Networking



FY 17/18 Prosperity Fund Procurement Process

Prosperity Fund Mexico

****Disclaimer: All information contained within this presentation may be subject to change, pending final approvals of the Prosperity Fund programme for Mexico.***



Instructions for questions

- We will not be answering questions during the presentation.
- Questions should be written down on the provided index cards (or through the online chat, for those joining remotely).
- Each card should be marked with the appropriate colour coded stamp, and each chat question should include the appropriate reference.
- All questions will be answered by the team and circulated after the event.



Procurement (P)



Business Environment (BE)



Energy (E)



Future Cities (FC)



Financial Services (FS)



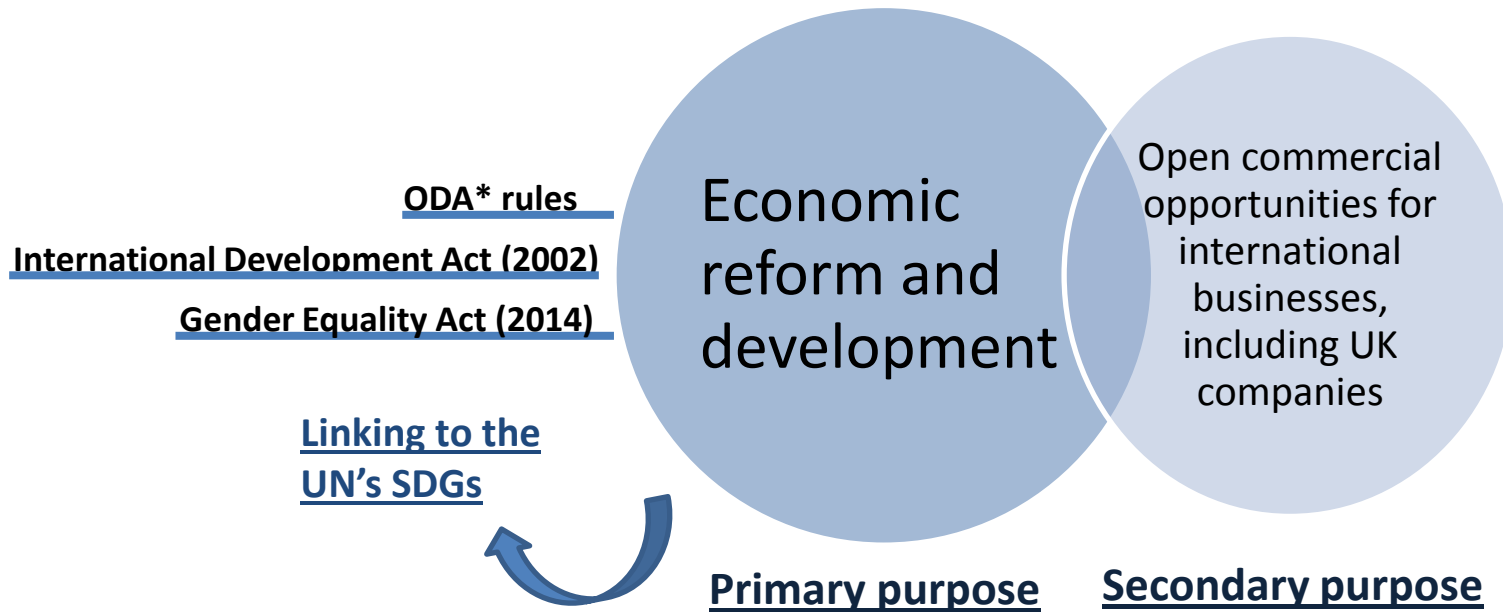
General programme (G)

You can deposit the questions in the urn outside after the presentation. Thank you.



Context

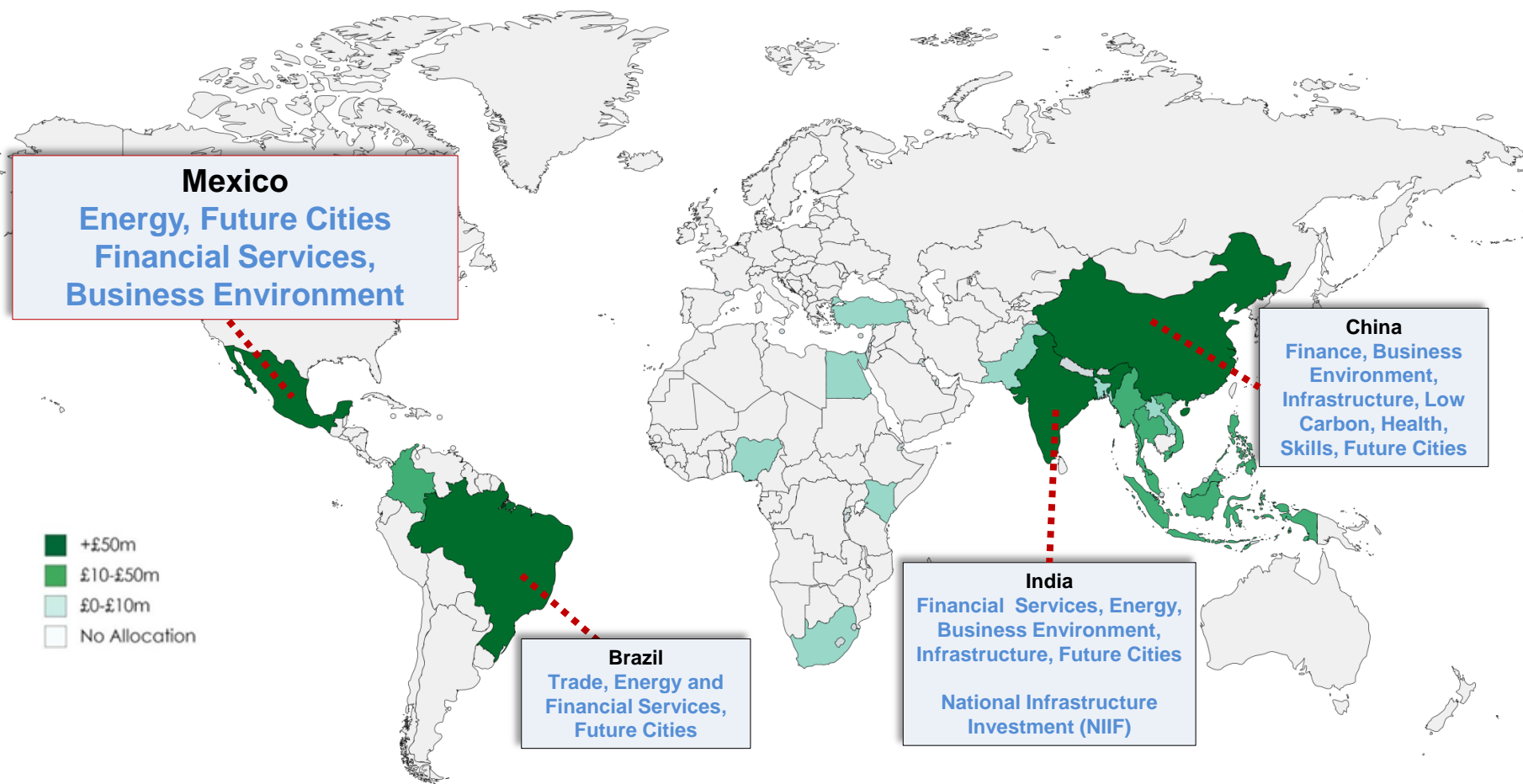
- In 2015, the UK Government announced a £1.3 bn **Cross-Government Prosperity Fund (PF)** to run over five years (FY 16/17 to FY 20/21), to contribute towards the UN's Sustainable Development Goals.



*ODA stands for **Official Development Assistance**.

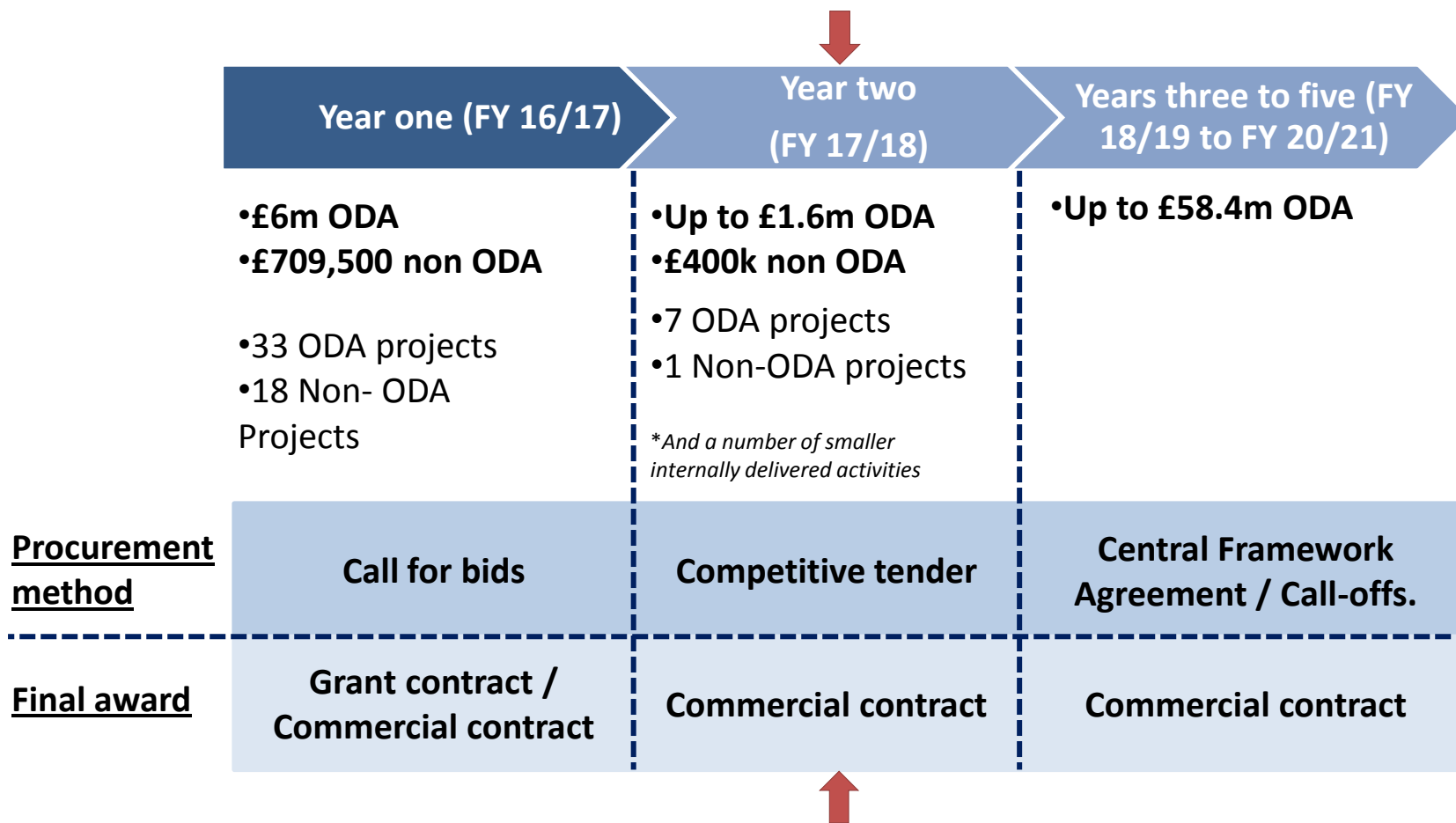


Context



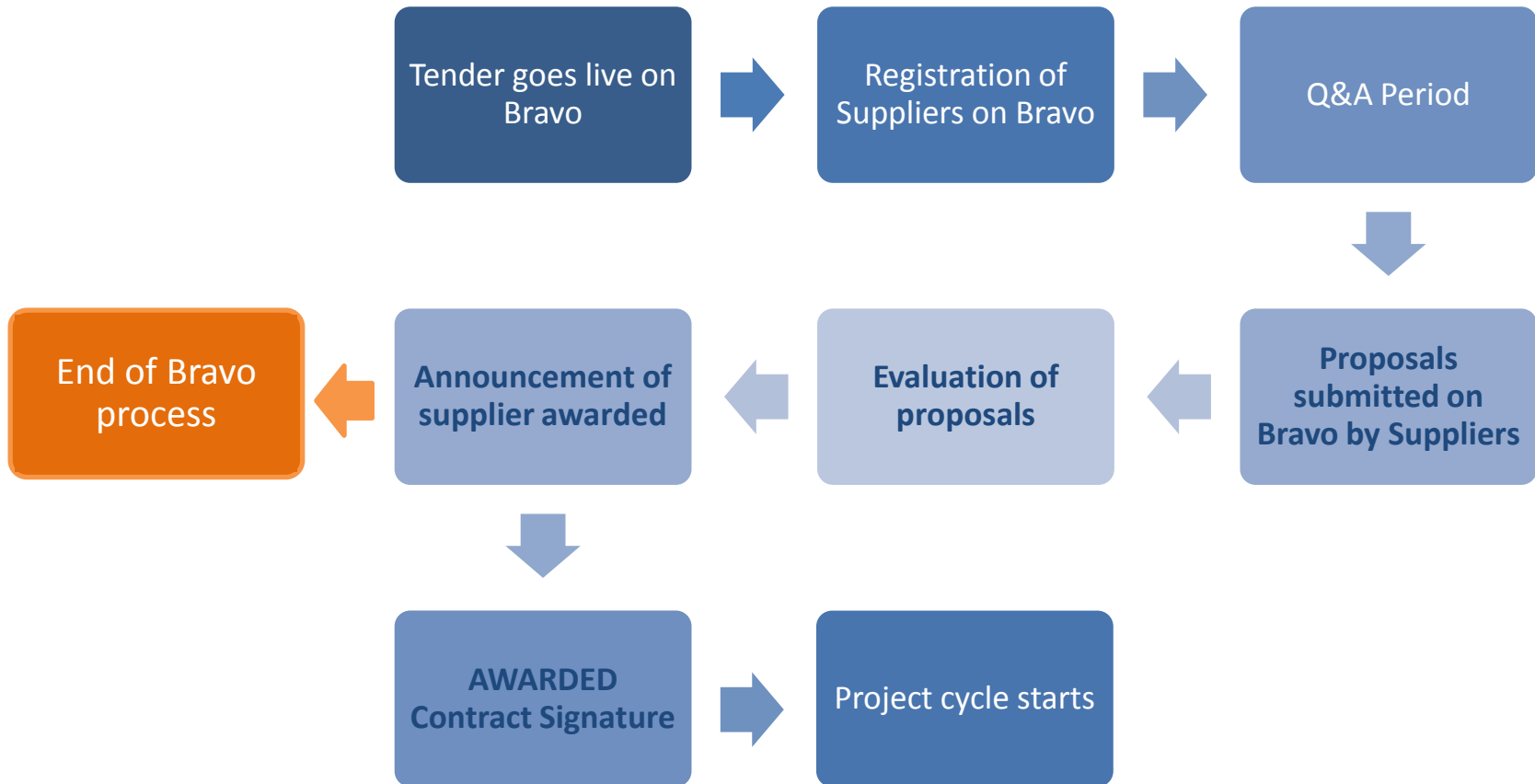


Mexico Programme





Year 2 procurement overview





FCO e-Sourcing portal BRAVO



FOREIGN & COMMONWEALTH OFFICE

You are here: Negotiations

Negotiations

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[Tenders Electronic Daily \(TED\)](#)

[CIPS](#)

[SOPO](#)

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Better World, Better Britain

Welcome to Foreign & Commonwealth Office eSourcing Portal

This website provides a suite of collaborative, web-based tools that enable procurement professionals and suppliers to conduct the strategic activities of the procurement lifecycle over the internet.

It provides a simple, secure and efficient means for managing tendering activities reducing the time and effort required for both buyers and suppliers.

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Phone : 0800 069 8630

E-mail : help@bravosolution.co.uk

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Evaluation criteria

a) Methodology

- I. **Clear, credible** and **structured** proposal.

b) Experience

- I. Demonstration of **expertise, networks** and available **resources**.
- II. Experience implementing development or research initiatives in **Mexico**.
- III. Ability to **manage** the totality of the proposal, including **operations, human resources, and communications**.
- IV. Potential for **early implementation** of programmes.
- V. Ability to ensure **fiduciary** standards; and **environmental** and **social safeguards**.



80%

Technical
review
weighting



Evaluation criteria

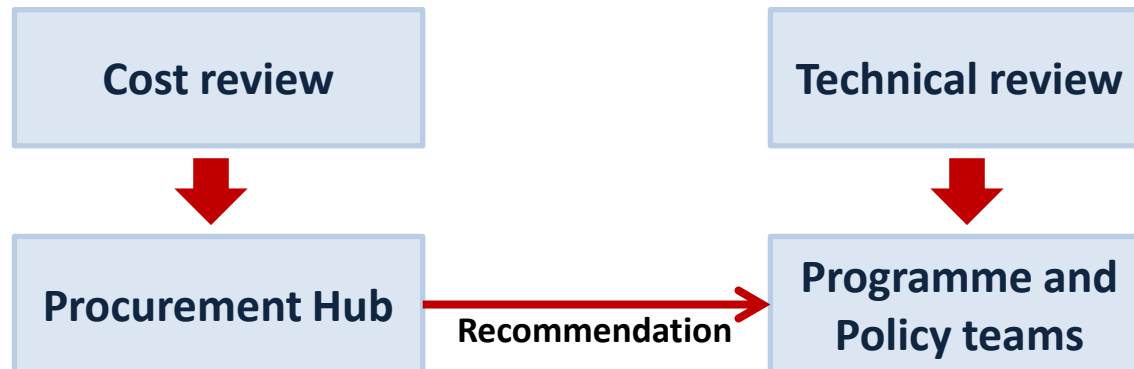
c) Value for Money

- I. Cost competitiveness: Achieving the **volume** and **quality** of activities and outputs at **best possible market price**.

20%

Cost review
weighting

Assessment ownership





Score Key Assessment

All Tenders will be scored in accordance with the marking system set out below:

| Score: Price / Commercial | Score Key Assessment | Score: Quality / Technical | Interpretation |
|---|-------------------------|------------------------------------|--|
| Most financially attractive to Authority | 4 | Excellent | Satisfies the requirement with additional benefits . Good demonstration by the Tenderer of the understanding and evidence to deliver a solution for the required supplies/services. Response identifies tailoring, proactive response, and factors that will offer potential added value . |
| Score awarded on inverse percentage difference from most financially attractive offer | 3 | Good | Satisfies the requirement . Demonstration by the Tenderer of the understanding and evidence in their ability/proposed methodology to deliver a solution for the required supplies/services. |
| | 2 | Minor Reservations | Satisfies most requirements with minor reservations. Some minor reservations of the Tenderer's understanding and methodology, and/or staffing and experience, with limited supporting evidence or information. |
| | 1 | Serious Reservations/Non compliant | Major reservations of the Tenderer's understanding and proposed methodology, with lack of information and little or no evidence to support the response, with minimal tailoring. |
| | 0 | Unacceptable/ Non-compliant | Does not meet the requirement. Does not comply and/or insufficient information provided to demonstrate that the Tenderer has the understanding or suitable methodology, with little or no evidence to support the response. |



Programme outcomes: Energy

A more competitive and better regulated oil & gas sector



Increased energy productivity (energy efficiency)



Increase output from sustainable and productive renewable sources



To be tendered: Energy

1 ODA contract for Energy Regulators

Contract 1: Regulators

Contract value: up to £200,000.00

- i) **One report detailing recommendations** for the development of mechanisms to permit the correct functioning of the Clean Energy Certificates market in Mexico for Mexican regulators (CENACE).

-Revision of current situation of Clean Energy Certificates market

-Determination of needs and characteristics of market with CENACE

Evaluation of potential mechanisms drawing on international experience and best practices

Write up and presentation of recommendations for CENACE



To be tendered: Energy

Contract 1: Regulators (Cont.)

- ii. **One report** outlining possible financial and contractual mechanisms for the HVDC in partnership with relevant Mexican regulators (SENER/CRE)
 - Documentation detailing regulatory framework for HDVCs
 - Determination of needs and characteristics of HDVC market
 - Evaluation of potential financial and contractual mechanisms
 - Write up and presentation of recommendations for SENER and CRE

- iii. **One road map** outlining steps to improve energy efficiency in transport and fuel for transport (CONUEE)
 - Analysis of situation of energy efficiency for transport and fuel for transport
 - Evaluation of potential solutions for both fuel efficiency and mechanical efficiency
 - Write up and presentation of recommendations for CONUEE



To be tendered: Energy

1 ODA contract on Skills Strategy for the
Energy Sector

Contract 2: Skills Strategy

Contract value: up to £120,000.00

- i) **One report** outlining the bases for an oil and gas leadership programme with Mexican regulators
 - Determination of needs and characteristics of programme in consultation with industry and Mexican regulators

- ii) **Launch of one pilot** oil and gas executive leadership programme with Mexican regulators.
 - Design of schedule, content and launch event for oil and gas leadership programme.



To be tendered: Energy

Contract 2: Skills Strategy (Cont)

iii) One detailed plan for subsequent replication of oil and gas executive leadership programme

-Write up of plan in consultation with Mexican regulators and industry for subsequent replication of programme

iv) Implementation of skills planning strategy for the energy sector in Campeche

v) Implementation of skills planning strategy for the energy sector in Tamaulipas

-Development and implementation of the skills planning strategy in consultation with local government, industry and HR associations
-Summarise key findings and lessons learnt from implementation



To be tendered: Energy

1 Non-ODA contract for Mexico O&G Supply Chain Mapping

Contract 3: Mexico O&G Supply Chain Mapping

Contract value: up to £70,000

- i) **One report** to include detailed information of the current capabilities of the local supply chain with a particular focus on Tier 2-Tier 4 companies, both Mexican and foreign (with operations in Mexico). The report should include the specific sub-sectors in which each company operates and the relevant contact details of the company.



To be tendered: Energy

1 Non-ODA contract for Mexico O&G Supply Chain Mapping

Contract 3: Mexico O&G Supply Chain Mapping

- ii) **One workshop** to present the report findings to the UK supply chain and other relevant stakeholders.
 - Design of work plan and organisation of workshop in close consultation with DIT
 - Delivery of workshop
 - Written report detailing key findings from workshop and next steps
 - Presentation of report to British Embassy and UK companies



Programme outcomes: Financial Services

Increased access to financial services
for currently under or not served
population.



Better flow and more efficient
channelling of resources towards
social, infrastructure and
environmental projects.



Increased access to debt and equity
markets for MSMEs.



To be tendered: Financial Services

**1 ODA contract for Financial Mechanisms
covering FinTech and Green Finance.
Contract value: up to £140,000.00**

Lot 1: FinTech

i) One quantitatively heavy report on the potential impact of **Open Banking in Mexico**.

Focus areas:

-Economic growth, financial inclusion, and gender equality in Mexico.

-Commercial benefits derived from the creation of value through disruptive business models in the financial services sector; as well as creation of added value for traditional financial institutions.

-Current needs of the Mexican ecosystem for the adoption, implementation and use of the OBS and other FinTech related technologies (e.g. Blockchain).



To be tendered: Financial Services

Lot 1: FinTech (Cont.)

ii) One pilot boot camp on open and big data to be delivered to at least 8 start-ups in Mexico City, to strengthen the evidence base for Open Data **in Financial Services** policy making.

We expect the pilot to include weekly workshops, regular mentoring, additional capacity building and acceleration activities, and a demo-day event organisation.

iii) Delivery of up to two capacity building workshops on FinTech for policy makers and legislators to be delivered to at least 30 attendees in Mexico City.

The workshops should cover Open Data, Big Data, Open Banking Standards, Virtual Assets, Crowd-funding, E-payments and the Regulatory Sandbox



To be tendered: Financial Services

Lot 1: FinTech (Cont.)

iv) Development of one roadmap for the adoption of an Open Banking Standard (OBS) in Mexico, including an assessment of the current situation, key risks and constraints, regional implications (with a particular focus on NAFTA, MILA, and the EU's Revised Payment Service Directive - PSD2) and next steps and concrete actions for implementation of the roadmap to achieve **adoption of a competitive OBS in Mexico, and **v) Coordination and delivery of one event to present the project results** to at least 50 relevant high level stakeholders in Mexico City.**

Lot 2: Green Finance

vi) An adaptation methodology for the CBI low carbon building standards in Mexico, a vii) Production of a training guide to cover Mexico Carbon Market readiness.



To be tendered: Financial Services

Lot 2: Green Finance (Cont.)

viii) One report to cover: Mexico Green Bonds Market Outlook 2017/2018 ; Mexico's local government policy instruments for Emissions Trading review; Clean Energy Certificates secondary market projections for 2018-2025, and public private finance enhancement options for public transport in Mexico.

ix) Events and communications coordination to include: a Climate Finance Advisory webpage, the 2018 edition of the Green Bonds Mexico conference, an event on the International Perspectives on Clean Energy Certificates, and a Carbon Market Simulation closing event



Programme outcomes: Business Environment

Stronger and transparent legal, regulatory and institutional framework for rule of law issues



An efficient and effective Mexican criminal justice system especially in prosecuting serious crimes



Decreased incidence of corruption and improved capacity of Mexican State to tackle impunity



To be tendered: Business Environment

**1 ODA contract covering Security and Justice
and Anticorruption**

Contract value: up to £266,000.00

Lot 1: Security and Justice

- i) **One scoping paper on investigative police trainings** (at federal and state levels) and problems detected on their implementation.

- ii) **One integrated training programme proposal, on criminal investigation from operational to tactical and strategic levels range, focusing on the investigation of serious crimes.**

- iv) **One four-day mission from the UK to Mexico to exchange best practices.**

- iii) **One two-day seminar, including the participation of two British experts, to present the findings and the training programme proposal.**



To be tendered: Business Environment

Lot 1: Security and Justice

v) **One in-depth report** on the impact of the Community Policing model in General Escobedo, Nuevo León and Morelia, Michoacán, recommendations and an action plan to strengthen the training programme for *community policing* officers.

vi) **A one-day seminar**, including the participation of one international expert, to present the findings and the training programme proposal to the government .

vii) **One four-day mission** from Mexico to the UK to exchange best practices.

viii) **A final report** of the project implementation



To be tendered: Business Environment

Lot 2: Anti- Corruption

- i) A peer to peer review mechanism according to the National Anti-Corruption System.

- ii) Two in-depth reports, (1) reviewing existing government systems that have to be linked to the National Digital Platform and (2) recommendations and action plan to develop a beneficial ownership registry that complies with GAFI and effectively uses the already existing government registries.

- iii) One bilateral mission to the UK to share best practices on anti-corruption.



To be tendered: Business Environment

Lot 2: Anti- Corruption

iv) A **pilot of a peer to peer review mechanism** at state level using Open Data to tackle corruption in a key sector (suggested areas are customs and contractual mechanisms in the energy sector).

v) **Business compliance manuals** for key sectors to comply with the new Administrative Responsibilities Law. The suggested areas are customs and contractual mechanisms in the energy sector. These manuals should include international, including UK's best practices related to the Bribery Act is recommended.



Programme outcomes: Future Cities

Improved, sustainable and efficient urban development to provide increased access to infrastructure supporting competitiveness and productivity



Development of efficient mobility strategies



Transition to a new digital era to join global competitive markets



To be tendered: Future Cities

1 ODA contract for Infrastructure and Mobility covering BIM and a National Transport Oriented Development strategy.

Contract 1: Infrastructure and Mobility

Contract value: up to £220,000.00

- i) **One report** containing an assessment or baseline of Mexican and international standards for the implementation of Building Information Modelling (BIM)
 - Identify BIM's baseline in Mexico and analysis of international best practices and the upcoming ISO on BIM
 - Analysis of the implementation of BIM in Mexico
 - Gap analysis of standards in Mexico and internationally
 - Recommendations in consultation with industry, the Federal Government, UK BIM Task-group and BSI



To be tendered: Future Cities

Contract 1: Infrastructure and Mobility (Cont.)

- ii) **One roadmap** of a National low emission vehicles strategy for Mexico
 - Analysis, design and development for a National low emission vehicles strategy in Mexico
 - Plan for implementation of the strategy in key states and/or cities

- iii) **One detailed plan** for the implementation of urban sustainable mobility projects and its financing mechanisms (i.e. green bonds) in key Mexican cities.
 - Identification of 5 cities, structure transport projects and financing mechanisms and implement workshops

- iv) **One detailed plan** for the improvement of development of Mexican Cities specifically focusing on the Transport Oriented Development methodology.



To be tendered: Future Cities

1 ODA contract for Digitalisation covering
Digital Governance.

Contract 2: Digitalisation

Contract value: up to £75,000.00

- i. **One report** outlining how to implement Big Data and Artificial Intelligence skills in Mexico
 - Recommendations on how to promote and implement a national policy on digital skills on Big Data and AI in Mexico
 - A regional analysis on what states and stakeholders are developing on Big Data and AI in Mexico

- ii. **One case study** on how to implement Big Data and AI skills in a Mexican city.
 - Partner with key institutions to foster a dialogue on how to use digital skills on Big Data and AI to promote economic development
 - Select a key element to focus the case study in a city



To be tendered: Future Cities

Contract 2: Digitalisation (Cont.)

- iii. **One report** on how to implement a Digital Governance strategy at a National level in Mexico
 - Design and organise a visit to the UK of key stakeholders in the digital sector for chosen Mexican government officials, parliamentarians and civil society

- iv. **Launch of one pilot project** to support the digitalisation programme of the Ministry of Economy, Commercial Regulation Unit
 - Identify a joint pilot using Big Data agreed by the Ministry of Economy, Commercial Regulation Unit and the Embassy
 - Implement pilot project with close supervision from the Ministry of Economy, Commercial Regulation Unit (Unidad de Normatividad Mercantil) and the Embassy



Monitoring, Reporting, Evaluation and Learning

- Implementers are in charge of **base-lining, collecting and reporting data** (subject to discussions on detail with the overall programme MREL team).
- They are expected to **engage** constructively with the **Monitoring & Reporting, and Evaluation & Learning (MREL) teams** (both, internal to the Embassy and external).
- All **requirements and responsibilities** for Prime implementers must be **passed on through any sub-contracting** to other implementers.



Useful links

Bravo Solutions Portal:

<https://fco.bravosolution.co.uk>

Prosperity Fund Mexico Programme:

<https://www.gov.uk/government/news/prosperity-programme-in-mexico>

Official development assistance rules:

<http://www.oecd.org/dac/stats/officialdevelopmentassistancedefinitionandcoverage.htm>

International Development Act (2002):

<http://www.legislation.gov.uk/ukpga/2002/1/contents>

Equality Act (2010):

<https://www.gov.uk/guidance/equality-act-2010-guidance>

UN Sustainable Development Goals:

<http://www.un.org/sustainabledevelopment/sustainable-development-goals/>



Next steps

- We will be answering and circulating all questions asked today within the next two weeks.
- We will also be notifying once the Invitation To Tender (ITT) is issued, which we expect to go live within the next month.
- We expect the implementation cycle to run from late October 2017 to March 2018.
- We will be holding further market engagement events for the Years 3-5 programme separately to this event. Any questions about the central framework should be directed via Bravo.



British Embassy
Mexico City

Thank you!