

**F. LIST AND CHARACTERISTICS OF THE
CONSTRUCTION EQUIPMENT
AVAILABLE FOR THE WORK (FORMS
Nos. 6 AND 6A)**

FORM No. 6
LIST OF MACHINERY AND EQUIPMENT OF HIS PROPERTY THAT WILL BE USED IN THE CONSTRUCTION

No. of Order	Name and Type of Machinery	Manufacturer or Make	No. of Series	* Capacity	** Potency	Equipment Actual Condition	Years of Service	Limit Date that Equipment will go in Service of Work	Actual Location of the Equipment	Remarks

* In units of Volume per Time Units
 ** In H.P.

 (Place and date)

 (Legal Representative)

FORM No. 6A
LIST OF MACHINERY AND EQUIPMENT THAT WOULD PURCHASE OR RENT FOR THE CONSTRUCTION

No. of Order	Name and Type of Machinery	Manufacturer or Make	No. of Series	* Capacity	** Potency	Equipment Actual Condition	Years of Service	Limit Date that Equipment will go in Services of Work	Manufacturer or Company to which the Equipment will be bought	Actual Location of the Equipment	Remarks

* In units of Volume per Time Units
 ** In H.P.

 (Place and date)

 (Legal Representative)

**G. LIST OF OCCASIONAL SUB-
CONTRACTORS (FORM No. 7) AND
GENERAL DATA OF THEM (FORM No.
7A)**

**LIST OF OCCASIONAL SUB-
CONTRACTORS IN THE CONTRACT**

The Applicant declares that he will work with the following Sub-contractors for the works indicated respectively.

NAME	CONTRACTING FIELD

(Indicate the name of each Sub-contractor and his respective jobs)

(Place and date)

(Legal Representative)

SUB-CONTRACTOR'S GENERAL DATA

1. Legal Denomination of the Sub-Contractors:

2. Domicile and Main Address:

3. Constitution Date of the Firm:

(Place)	(Day)	(Month)	(Year)
---------	-------	---------	--------

4. Nominal Capital:

_____ (Original currency) _____ (US\$)

Paid-up Capital
to 31-12-1995 :

_____ (Original currency) _____ (US\$)

Paid-up Capital
plus legal
reserves to
31-12-1995 :

_____ (Original currency) _____ (US\$)

5. Field of Specialization:

6. The number of employees and laborers that have been reckoned on the full time basis during the last three years:

	Employees No.	Laborers No.
1993	_____	_____
1994	_____	_____
1995	_____	_____

7. Main Works Executed:

- (1) _____
- (2) _____
- (3) _____
- (4) _____
- (5) _____
- (6) _____
- (7) _____
- (8) _____
- (9) _____
- (10) _____

(Indicate location and type of activity)

(Place and date)

(Legal Representative)

SUBCONTRACTOR'S GENERAL DATA

SUB-CONTRACTOR* _____

PART A: PERSONAL DATA OF THE KEY TECHNICIANS THAT WORK IN THE FIRM ON A FULL TIME BASIS

	POSITION	DIVERSION TUNNEL	INLET STRUCTURE	OTHERS
NAME	AGE	SPECIALIZATION		

PART B LIST OF THE TECHNICAL PERSONNEL THAT WOULD WORK ON THE WORKS AT SITE

					CONSTRUCTION EXPERIENCE (YEARS)			
NAME	AGE	LANGUAGES	SPECIALIZATION	DIVERSION TUNNEL	INLET STRUCTURE	OTHERS		

PART C EXPERIENCE IN SIMILAR WORKS TO THE WORKS TO BE SUBLET

NAME OF THE PROJECT	CONTRACT PRICE	SUMMARY OF THE MOST IMPORTANT ITEMS
---------------------	----------------	--

(Place and date)

(Legal Representative)

NOTE: This part will be filled in by each proposed Sub-contractor.

H. AFFILIATION CERTIFICATE ISSUED BY
THE CONSTRUCTION CHAMBER, OR
THE CHAMBER OF COMMERCE OR
ANOTHER SIMILAR ENTITY OF THE
COUNTRY THAT THE APPLICANT
COMES FROM (ATTACH)

Package 1

**I. CERTIFICATE OF NO PENDING DEBTS
TO THE ECUADORIAN INSTITUTE OF
SOCIAL SECURITY (ATTACH)**

J. CERTIFICATE FROM THE
COMPTROLLER'S OFFICE ON THE
FULFILLMENT OF THE CONTRACTS
(ATTACH)

Package 1

**K. CERTIFICATE FROM THE COMPANY'S
SUPERINTENCE (ATTACH)**

Package 1

L. CERTIFICATE FROM THE MINISTRY OF
FINANCES ABOUT THE AMOUNT
CAUSED BY CONCEPT OF THE INCOME
TAX IN THE YEAR 1995 (ATTACH)

Package 1

M. SOLVENCY CERTIFICATE ISSUED BY
NATIONAL OR FOREIGN BANKS
BACKED-UP BY BANKS DOMICILED IN
ECUADOR (ATTACH)

Package 1

**N. FINANCIAL STATEMENTS FOR THE
YEARS 1993, 1994 AND 1995, DULY
AUDITED (FORMS Nos. 8 AND 8A)**

Package 1

**CONSOLIDATED BALANCE SHEET
(TO DECEMBER 31, 1995, 1994, 1993)**

All the values
equivalents in
US\$ (type of
exchange 1
US\$ =)

ASSETS

A. CURRENT ASSETS:

1.	Cash on hands.....		\$
2.	Cash in Banks.....		\$
3.	Accounts receivable.....		\$
4.	Stock and bonds.....		\$
	present market value.....		\$
5.	Other currents Assets		
	a.....	\$.....	
	b.....	\$.....	
	c.....	\$.....	
	d.....	\$.....	
	e.....	\$.....	
		(Subtotal of 5)	\$
	Total Current Assets		\$

B. FIXED ASSETS:

1.	Construction cost.....	\$
2.	Land.....	\$
3.	Building (net).....	\$
4.	Construction equipment.....	\$
5.	Office equipment (net).....	\$
6.	Vehicles (net).....	\$
7.	Other fixed assets	\$

a.....	\$.....	
b.....	\$.....	
c.....	\$.....	
d.....	\$.....	
e.....	\$.....	
	(Subtotal of 7)	\$.....
Total Fixed Assets		\$.....
TOTAL OF ASSETS		\$.....

LIABILITIES AND CAPITAL

A. CURRENT LIABILITIES AND CAPITAL:

1. Accounts to pay		\$.....
2. Payments to banks		\$.....
3. Notes payable.....		\$.....
4. Other Current Liabilities:		
a.....	\$.....	
b.....	\$.....	
c.....	\$.....	
d.....	\$.....	
e.....	\$.....	
	(Subtotal of 4)	\$.....
Total of Current Liabilities		\$.....

B. LONG TERM DEBTS:

\$.....

C. CAPITAL:

1. Stockholders.....		\$.....
2. Retained Income.....		\$.....
3. Allowance/Reserves		\$.....
4. Profit on turnover		\$.....
5.		\$.....
6.		\$.....
7.		\$.....
Total of Capital		\$.....

TOTAL OF LIABILITIES AND CAPITAL

\$ _____

.....

(Place and date)

(Legal Representative)

Certified by

Certified Public Accountant,

Additional certificate
according to Clause
4.2 of the Pre-
Qualification Bases if
it has been prepared
in a foreign country

Date.....

This form also applies to the Parent Firms of an Association.

**PROFIT AND LOSS STATEMENT
(TO DECEMBER 31, 1995, 1994 AND 1993)**

All the values
equivalents in
US\$ (type of
exchange 1
US\$ =)

1.	Revenues.....		\$_____
2.	Construction Cost		
a.	Finished Works	\$.....	
b.	Works in Execution.....	\$.....	
	(Subtotal a + b).....	\$_____	
	Gross Profit/Loss (1-2).....	\$_____	
3.	Operation Expenses		
	Sales expenses		
	\$.....	
	\$.....	
	\$.....	
	\$.....	
	\$.....	
a.	Total of sales expenses	\$_____	
	General and administration expenses		
	\$.....	
	\$.....	
	\$.....	
	\$.....	
b.	Total of general and administration expenses	\$_____	
	Total of Operation Expenses (subtotal a + b)	\$_____	
	Net Profit/Loss of operation, before taxes		\$_____

4.	Other Revenues		
	\$.....	
	\$.....	
	\$.....	
	\$.....	
	\$.....	
	(Subtotal).....		\$_____
5.	Other Expenses		
	\$.....	
	\$.....	
	\$.....	
	\$.....	
	\$.....	
	(Subtotal).....		\$_____
	Net Profit/Loss, before taxes		
	Taxes		\$.....
	Taxes		\$.....
	Net Profit/Loss, After taxes.....		\$_____

(Place and date)

(Legal Representative)

This form also applies to the Parent Firms of an Association.

O. NAME OF THE BANK OR COMPANY THAT
WILL ISSUE THE BOND ON THE
EXECUTION OF THE CONTRACT (FORM
No. 9)

Package 1

Name of the bank or company that will issue the policy bond for the execution of the Contract

(Place and date)

(Legal Representative)

P. TOTAL SALES IN THE LAST TEN (10)
YEARS (FORM No. 10)

Package 1

**TOTAL SALES IN THE LAST TEN (10)
YEARS, IN THE EQUIVALENT IN US DOLLARS**

All the values
in equivalents
in US\$ (type
of exchange
rate 1 US\$ =
.....)

FISCAL YEAR	TOTAL VALUE	EQUIVALENT IN US\$
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

(Place and date)

(Legal Representative)

This form also applies to the Parent Firms of an Association.

**Q. LIST OF THE STOCKHOLDER'S
STRUCTURE (FORM No. 11)**

LIST OF THE STOCKHOLDER'S STRUCTURE

No.	NAME OF THE STOCKHOLDER	NATIONALITY OF THE STOCKHOLDER	PERCENTAGE OF SHARES	REMARKS

(Place and date)

(Legal Representative)

This form also applies to the Parent Firms of an Association.

R. DECLARATIONS AND/OR
DEMONSTRATIONS (ATTACH
SUBSCRIBED LETTERS BY THE LEGAL
REPRESENTATIVE CONTAINING THE
DECLARATIONS AND/OR
DEMONSTRATIONS REQUESTED IN
CLAUSE 4.2 OF THE "PRE-
QUALIFICATION BASES")

S. ADDITIONAL ILLUSTRATIVE
INFORMATION THAT THE TENDERER
CONSIDERS USEFUL (ATTACH)

Package 1

REPUBLIC OF ECUADOR

CRM

Centro de Rehabilitacion de Manabí

WATER TRANSBASIN PROJECT
FOR
CHONE-PORTOVIEJO RIVER BASINS

CRM-OECF

INTERNATIONAL TENDERING No. _____

FOR

CONSTRUCTION OF CIVIL WORKS

PACKAGE 1

DAULE-PERIPA~LA ESPERANZA TRANSBASIN

EVALUATION CRITERIA

FOR

PRE-QUALIFICATION

MARCH 1995

EVALUATION CRITERIA

CRM

CENTRO DE REHABILITACION DE MANABI

WATER TRANSBASIN PROJECT
FOR
CHONE-PORTOVIEJO RIVER BASINS

CRM - OECF

INTERNATIONAL TENDERING No. _____
FOR
CONSTRUCTION OF CIVIL WORKS

PACKAGE 1

DAULE-PERIPA~LA ESPERANZA TRANSBASIN

1. GENERAL

1.1 Procedure

The Applicants shall be examined by means of scoring system (100 points full mark).

For being qualified, minimum 60 points are necessary. In case that the number of qualified Applicant is less than three, the Pre-Qualification procedure will be made again in a little bit different form.

1.2 Principles for Association

For scoring, for which 22 items categorized into three have been prepared as indicated Sections 3 and 4. Score for the Association shall be computed as follows:

- (1) All member firms shall be examined item by item and scores for respective categories shall be computed.
- (2) For computation of total score, the weighted average will be attained by category in accordance with the percentage in which each member firm participates and will be totalized.

2. ELIGIBILITY

CRM has full right without giving any justification to disqualify any Applicant that, at

Package 1

CRM's discretion, is not acceptable to the CRM in his opinion to be substantial. In this context, the Applicant shall fulfill the following requirements that an Applicant and/or any member firm of the Association has not overdue debt of any kind toward the Revenue Authorities and the Customs of the Ecuadorian Government.

Only the Applicants who suffice the above shall be examined by means of counting systems.

3. ITEMS EVALUATED AND DISTRIBUTION OF SCORES

There are 22 items, which can be categorized into three, to be evaluated for the Pre-Qualification of Tenderers. Distribution of scores for respective items as well as those of categories are as follows:

	Score Distributed	Minimum Requirement	Observation
A. Engineering Data	50	30	
(1) Key Personnel	4		
(2) Diversion Tunnel and Inlet Structure	10		
(3) Corresponding Works to the Most Important Items of Tendering	10		
(4) Civil Engineering Works	10		
(5) Back-up Support	4		
(6) Sub-Contractors	4		
(7) Project Organization	4		
(8) Equipment	4		
B. Financial Data	30	18	
(1) Total Assets	3		
(2) Sales	3		
(3) Profit/Total Assets Ratio	3		
(4) Growth in Financial Aspects	5		
(5) Earnings	6		
(6) Soundness	8		
(7) Bank's Declaration	2		
C. Company Data	20	12	
(1) Number of Employee	4		
(2) Scientific Support	2		
(3) Experience in Ecuador	4		
(4) Experience in Central/South America	2		
(5) Experience in Other Countries of the World	2		
(6) Branches in Ecuador or Association	2		

- | | | |
|-----|---|---|
| | with Ecuadorian Firm(s) or Association with
Ecuadorian Firm(s) | 2 |
| (7) | Ability for Maintaining Work Schedule | 4 |

4. EVALUATION METHOD

4.1 Overall Discussion

The evaluation of Pre-Qualification Questionnaire will be made in accordance with the Applicant's scale of business, past performances, financial capacity, etc.

CRM considers that first of all the Applicant's engineering data mainly composed of past performance in the similar fields and the outline of the Applicant's project appreciation should be examined and further consider that this component should be the most important factors of the evaluation, since CRM should not qualify the Applicant whose experience is poor or whose engineering aspect is not attractive.

Thus, 50 points will be awarded to the Category A, Engineering Data, taking account of its importance and various precedents involved in.

The other aspects to be examined are the Category B, Financial Data, and the Category C, Company Data. The former consists of various financial parameters world-widely used and the relation between the Applicant and a bank, with which the Applicant ought to have had business. The latter is composed of some other aspects in business, degree of familiarity with Ecuador and Central/South America and world-wide, regional or local reputation.

Thus, 30 points will be awarded to the Category B, Financial Data, and 20 points will be awarded to the Category C, Company Data, taking account of magnitude of its importance and the balance of three categories as well as various precedents involved in.

4.2 Detailed Discussion for the Engineering Data

4.2.1 Distribution of Scores and the Points aimed at

In the Category A, Engineering Data, eight items are to be evaluate; three items, i.e. (2), (3) and (4), are related to the Applicant's experience or past performance. And three items, i.e. (5), (6) and (7), are related to the site organization proposed or envisaged by the Applicant himself. Remaining two, i.e. (1) and (8), are personnel expected to be engaged in and equipment mobilization. The reasons why such points are taken up and such score are given are as follows:

- (1) The Category A is prepared for examining the Applicant's past performance in the similar fields and the outline of his project appreciation. Out of eight items in the Category A, three (3) items inquire the Applicant past performance. While, with

three items and two items which are related to the proposed organization and arrangement of the personnel and equipment, respectively, it may be possible to know the degree of the Applicant's project appreciation and his enthusiasm.

- (2) For clarification of the Applicant's experience, exhibition of actual past performance certified with the completion certificate by the Employer is the best way.

For the same purposes, the works being undertaken by the Applicant himself will also be examined. Major points to be examined are determined taking account of the nature of works included in this Project.

- (3) For examining the Applicant's understanding about the Project and knowing the degree of his interest, two items with which the Applicant's basic key personnel arrangement and the way of equipment mobilization can be seen, and three items through which the Applicant's capability of the site organization or his skillfulness of the work organization can be seen, are provided.

4.2.2 Scoring

(1) Key Personnel

For smooth construction management, certain kinds of key personnel become indispensable. With regard to the position proposed in this Contract, it is desirable that out of the following or the like, at least five are referred by the Applicant, fulfilling the minimum requirement for each.

	<u>Position to be Referred</u>	<u>Minimum Requirement</u>
(a)	Project Manger	Age: 35 years or more Experience: 15 years
(b)	Chief Engineer for the engineering works (or Deputy Project Manager)	Experience: 10 years
(c)	Chief Construction Engineer	Experience: 10 years
(d)	Chief Tunnel Engineer	Experience: 10 years
(e)	Chief Design Engineer	Experience: 8 years
(f)	Chief Topo. Surveyor	Experience: 8 years
(g)	Chief Mechanic	Experience: 8 years
(h)	Chief Quantity Surveyor	Experience: 8 years
(i)	Chief Concrete Engineer	Experience: 8 years
(j)	Chief Electrical Engineer	Experience: 8 years
(k)	Chief Mechanical Engineer	Experience: 8 years
(l)	Chief Accountant	Experience: 8 years
(m)	Personnel Manager	Experience: 10 years

For each position proposed, full mark of four thirteenth (4/13) points will be given, if minimum requirement is sufficed.

Points given = $X * 4/13$

X= Number of the points of satisfied positions

(2) Diversion Tunnel and Inlet Structure

To have carried out within the last five (5) years construction of work of similar technical characteristics as follows:

- (a) For an amount between thirty five (35) million and forty (40) million US Dollars or the equivalent, 4 points will be awarded.
- (b) For an amount between forty (40) million and forty five (45) million US Dollars or the equivalent, 6 points will be awarded.
- (c) For an amount between forty five (45) million and fifty (50) million US Dollars or the equivalent, 8 points will be awarded.
- (d) For an amount equal or larger than fifty (50) million US Dollars or the equivalent, 10 points will be awarded.

(3) Corresponding Works to the Most Important Items of Tendering

To have carried out within the last five(5) years works corresponding to the most important items of the Tendering (see Form No. 3A):

- (a) For an amount between forty (40) million and forty five (45) million US Dollars or the equivalent, 4 points will be awarded.
- (b) For an amount between forty five (45) million and fifty (50) million US Dollars or the equivalent, 6 points will be awarded.
- (c) For an amount between fifty (50) million and fifty five (55) million US Dollars or the equivalent, 8 points will be awarded.
- (d) For an amount equal or larger than fifty five (55) million US Dollars or the equivalent, 10 points will be awarded.

(4) Civil Engineering Works

To have carried out within the last general five (5) years civil engineering works in general, other than the works included in the above Items (2) and (3), for the amount specified as

follows;

- (a) For an amount between forty five (45) million and fifty (50) million US Dollars or the equivalent, 4 points will be awarded.
- (b) For an amount between fifty (50) million and fifty five (55) million US Dollars or the equivalent, 6 points will be awarded.
- (c) For an amount between fifty five (55) million and sixty (60) million US Dollars or the equivalent, 8 points will be awarded.
- (d) For an amount equal or larger than sixty (60) million US Dollars or the equivalent, 10 points will be awarded.
- (5) **Back-up Support**

The following points will be given:

- (a) **Back-up Support from the Applicant's Head Office**

Technical matters	2 points
Administrative matters	2 points
Some other matters	1 points

- (b) **Back-up Support from some other firm(s) or the consultant(s)**

Technical matters	1 points
Administrative matters	1 points
Some other matters	1 points

Points awarded = $X/8 * 4$

X = Total points for the types of support

- (6) **Sub-Contractors**

Modernized construction works often require the presence of Sub-contractor(s), since the every contractor, excepting very large scale of the contractor who can hold various kinds of particularized field in his company, has been trying to have specialized field for competing. In case of this Contract, the requirement of the Sub-contractor(s) may be more intensified owing to very wide contractual requirements. Therefore, scoring is made in the following manner:

- (a) If the Applicant intend to use any Sub-contractor in a percentage larger than 10%, these will be evaluated in function to the amounts and the Works proposed to

execute:

Solvency	1 point
Similar Works	1 point
Experience in the main activities to execute	1 point
Experience in Ecuador	1 point

- (b) In case that the Applicant does not intent to use any Sub-contractor, the points will be given in proportion of the points obtained by the company according to Clause 3.A, (Items (1) to (8), except (6)); of which maximum points are 46, that will correspond to 4 points.

(7) Project Organization

For each item mentioned below, the following points will be given, in accordance with the degree of appropriateness of the description upon Form No. 1:

Aspect	Max.	Medium	Min.
General	0.4	0.3	0.1
Scheduling	0.8	0.5	0.3
Quality Control	0.8	0.5	0.3
Safety Control	0.8	0.5	0.3
Contract Administration	0.4	0.3	0.1
Records and Report	0.4	0.3	0.1
Some other particular matters	0.4	0.3	0.1

(8) Equipment

For each category; earth-moving works, concrete works, topo. survey works, various equipment for quality control, workshop equipment, at least two items should be described. (Ownership, the number of equipment, output of equipment, etc. will not be objective of scoring, since neither work items nor quantities are known.). Each category that should include more than two items will be given 0.8 (eight tenths). In case, one item only is there, score becomes a 0.4 (four tenths).

4.3 Detailed Discussion for the Financial Data

4.3.1 Distribution of Scores and the Points aimed at

The Category B, Financial Data, must be evaluated in seven items, for which 30 points altogether have been given. Out of seven items, two are directly related to the scale of business and are of merely figures in the financial statements. And out of remaining five, four are of indication used commonly for business analysis. Remaining one is related to the Applicant's credit creation function. In this evaluation criteria, out of 30 points, 6 points

are allotted to the Applicant's scale of business. And 22 points for which 4 scoring items are reckoned have been dispensed for examining the Applicant's business condition. For the Applicant's credit to the bank(s), remaining two(2) points have been assigned. It is seen from above that about 70% of score and about 20% of that are used for judgement of the Applicant's business and its magnitude, respectively and further seen that remaining 10% for his credit.

4.3.2: Scoring

(1) Total Assets

The Works in the Tender will require certain magnitude of the Applicant's business. It is considered that in case of this Project, his business that has the Total Assets for US\$ fifty (50) million or more, or the equivalent can be appropriate scale of business. Thus scoring is made with following manner:

$$\frac{\text{Total Sales}}{\text{US\$ 80,000,000}} \times 3 = \text{Points awarded}$$

Maximum score: 3 points

(2) Sales

With the same reason described in Item (1) above, the Applicant's scale of business in terms of annual sales should be more than US\$ fifty (50) million or equivalent. Therefore scoring is made as indicated below:

$$\frac{\text{Total Sales}}{\text{US\$ 80,000,000}} \times 3 = \text{Points awarded}$$

Maximum score: 3 points

(3) Profit/Total Assets Ratio

It is commonly understood that the profit/total assets ratio of a construction firm staggers at the range of seven (7) to eight (8) percent. Therefore, the score is calculated by the formula:

$$\frac{\text{Profit/Total Assets}}{0.07} \times 3 = \text{Points awarded}$$

Maximum score: 3 points

(4) Growth in Financial Aspects

In order to examine the stable growth in the business and the basic strategy for the business administration, the following indexes are to be computed:

- (a) Annual growth rate of Ordinary Profit
- (b) Annual growth rate of Gross Profit on Sales
- (c) Annual growth rate of Sales
- (d) Annual growth rate of Total Liabilities and Net Worth
- (e) Annual growth rate of Total Number of Employee

Among these indexes, (a) and (b) show nature of the qualitative growth. While (c), (d) and (e) give the quantitative growth. It has been said that the qualitative growth should prevail on the quantitative one as an ideal nature of the construction business in recent economic circumstances. Accordingly, the score will be given through checking of the balance sheets of the last three (3) economic years of the firm.

Maximum score: 5 points

(5) Earnings

The Applicant's business has to be examined in terms of earnings also. For this purpose, the following indexes have to be taken up.

- (a) Profit/Total Assets Ratio See Item (3) above
- (b) Ratio of Gross Profit on Sales
- (c) Ratio of Net Profit to Sales
- (d) Turnover of Total Capital
- (e) Ratio of General and Administrative Expenses to Sales
- (f) Ratio of Non-operation Income to Sales

To each item listed above, one (1) point will be given. Scoring is made by means of the following formulas:

- (a) Profit/Total Assets Ratio
 $(\text{Ordinary Profit} / \text{Total Assets}) / 0.07$
- (b) Ratio of Gross Profit on Sales
 $(\text{Gross Profit on Sales} / \text{Sales}) / 0.16$
- (c) Ratio of Ordinary Profit to Sales
 $(\text{Ordinary Profit} / \text{Sales}) / 0.04$
- (d) Turnover to Total Capital
 $(\text{Sales} / \text{Total Liabilities and Net Worth}) / 2$
- (e) Ratio of General and Administrative Expenses to Sales

This ratio is evaluated based on the following:

Less than 13 %	Score	1.00	point
14 %		0.75	
15 %		0.50	
16 %		0.25	
20 %		0.15	
30 %		nil	

(f) Ratio of Non-operating Income to Sales

Ratio of non-operating income to sales is calculated by the formula stated below and evaluated according to the following:

$(\text{Non-operating Expenses} - \text{Non-operating Income}) / \text{Sales}$

Less than 1.5 %	Score	1.00	point
1.7 %		0.75	
2.0 %		0.50	
3.0 %		0.25	
4.0 %		nil	

(6) Soundness

For evaluation of soundness of the Applicant's business, the following indexes have to be taken up:

- (a) Current Ratio
- (b) Quick Ratio
- (c) Ratio of Net Worth
- (d) Ratio of Fixed Assets to Net Worth

To each item, two (2) points are allotted. The formula for scoring is:

$(\text{Current Ratio}/1.2) \times 2 + (\text{Quick Ratio}/0.8) \times 2 + (\text{Ratio of Net Worth}/0.2) \times 2 + (\text{Ratio of Fixed Assets to Net Worth}/0.7) \times 2 = \text{Total Score for Soundness (Maximum score: two (2) points for each)}$.

Where,

- (a) Current Ratio = $(\text{Current Asset}/\text{Current Liabilities})$
- (b) Quick Ratio = $(\text{Cash on Hand in Banks} + \text{Notes Receivable Trade} + \text{Account Receivable Trade}) / \text{Current Liabilities}$
- (c) Ratio of Net Worth = $(\text{Total Stockholders' Equity}/\text{Total Liabilities and Net Worth})$

(d) Ratio of Fixed Assets to Net Worth = (Fixed Assets/Total Stockholders' Equity)

(7) Bank's Declaration

With the Bank's Declaration which can be acceptable, maximum two (2) points will be given.

4.4 Detailed Discussion for the Company Data

4.4.1 Distribution of Scores and the Points aimed at

The Applicant should have enough capacity for undertaking the Works in terms of the number of employee. And it is desirable that the Applicant's business is covering various field of the construction work or that the Applicant has strong linkage with Sub-contractors.

On the other hand, the Applicant should be well acquainted with Ecuador and Ecuadorian in various aspects for smooth execution of the Works. In this context, his experience in Ecuador, regardless of the kind of work, ought to be appreciated. Likewise, the experience in Central/South America should also be evaluated as an advantage more or less. In this context, if the Applicant has branch office(s) in Ecuador and/or Central/South America, this advantage should also be evaluated. Therefore, if the foreign Applicant intends to utilize the Ecuadorian contractors by means of either Association or sub-contract, his attempt also ought to be esteemed.

Apart from these discussions mentioned above, it may also be necessary to pay attention to the Applicant's ability on the punctual completion of the work.

Taking account of these matters, out of twenty (20) points, six (6) points have been allotted to the labor force and eagerness for technical improvement. And ten (10) points have been given to the Applicant's familiarity with Ecuador and/or Ecuadorian and the remaining four points for the Applicant's ability on the punctual completion of works.

4.4.2 Scoring

(1) Number of Employee

When the magnitude of works is considered, the number of engineers and administrative staff required altogether will be more than seventy (70) or eighty (80). Although with regard to the mobilization of manpower, various temporary way can be taken. However at least key staff may be not less than 10.

The labor force to be utilized in this Project, regardless of the number of the permanent

employees, must be proposed by the Applicant according to the experience and the magnitude of the works to be executed. This item will be qualified with a maximum of four (4) points.

(2) Scientific Support

When either the Applicant performance or that of sub-contractor fulfill any of the following;

- (a) The Applicant has either research institute or has the support certified by an investigation institute the like at which:
 - (i) always more than 25 permanent staff altogether are working, (regardless of the kind of study or investigation)
yes.....2 point
no.....refer to (ii) below
 - (ii) always more than 10 permanent staff altogether are working, (regardless of the kind of study or investigation)
yes.....1 point
no.....nil

(3) Experiences in Ecuador

Importance of this aspect has been repeatedly described in the foregoing Clauses. Scoring is made in the following manner:

Work experience in Ecuador as a prime contractor

- (a) two times or more..... 4 points
- (b) yes, but only once..... 2 points
- (c) no nil

(4) Work Experience in Central/South America

- (a) two times or more..... 2 points
- (b) yes, but only once..... 1 point
- (c) no nil

(5) Participant Experience in foreign countries different from those indicated before in Items (3) and (4) above:

- (a) yes 2 points
- (b) no nil

(6) Branch Office (or Project Office) in operation in Ecuador or consortium of Ecuadorian firm(s)

(a) yes 2 points

(b) no nil

(7) Ability for Maintaining Work Schedules:

This Item will be awarded with four points at the maximum.

JICA