

RESUMEN DE CONVOCATORIAS

A new private Spanish-weekly publication, *Resumen de Convocatorias*, is now available. It lists all Mexican government tenders by bid number, government entity and by product or service. Annual subscriptions cost approximately US \$800. For further details refer to Key Contacts in Mexico at the end of this report.

OPEN BIDDING SERVICE

The Canadian Open Bidding Service (OBS) was established by Supply and Services Canada. It is part of a national initiative to provide open, fair and cost-effective access to all federal procurement opportunities.

This Canadian service now lists federal government procurement opportunities in Mexico, on an experimental basis. Documents are available through the Canada Business Centre in Mexico City, at cost plus a nominal administrative fee.

For more information contact 1-800-361-4637.

WORLD BANK PROJECT

In 1991, the World Bank extended a US \$180 million loan to the *Secretaría de Salud (SS)*, Secretariat of Health, in support of basic health care. The project is in the process of being implemented and is to be completed by June 1996. The project will strengthen and extend basic health care services and nutrition assistance to about 13 million people in 47 health jurisdictions. The project will bring about the decentralization of budgetary, management and operational responsibilities from the federal level to the state level. State-wide censuses of primary health care networks, equipment and personnel have been completed in Chiapas, Oaxaca and Hidalgo. The results have been used to plan the 1994 work-plans and budgets. The loan was approximately 50 percent disbursed at the beginning of 1994.

If a company wishes to pursue a bid opportunity, it must obtain a copy of the bid documents, called *bases*, bid terms. These must be purchased. Prices vary from as little as US \$100 to as high as US \$5,000 for highly-specialized projects. There is no prescribed minimum or maximum. Most *bases* for medical supplies and equipment are priced in the area of US \$150.

Mexican law requires a minimum of 10 working days between the tender date and the bid closing date. For customized products, a minimum of 20 days is required. When tenders are extended internationally, a period of 40 days is allowed.

Bids must be submitted in Spanish.

ACCESSIBILITY TO FOREIGN BIDDERS

When tenders are announced, the contracts are specified as one of three types: national, international or NAFTA. Canadian companies can bid on the two latter types where they will be given equal consideration in competition with Mexican and other bidders. National tenders are restricted to Mexican companies.

The source of financing also has an impact on the eligibility of foreign bidders. For example, the World Bank generally includes a 15 percent preference for local suppliers. International Development Bank financing can carry a similar five percent preference. The Banks' publications are good sources of information on up-coming projects in the health care sector in Mexico.

BID BONDS

Public tenders include a requirement that the bidder post a *fianza*, bond, to ensure that the bidder completes the bidding process. By law, this is set at five percent of the bid amount. It must take the form of a certified cheque drawn on a Mexican bank or a bond from a Mexican *afianzadora*, bond company, that is acceptable to the government. The bond is fully reimbursable if the bid is unsuccessful provided that the bidder has complied with the tender requirements. A *fianza* can be "called" if a bidder leaves the bid proceedings without being disqualified, or if the winner does not comply to post-award, order-signing requirements.

