



Virginia  
Economic  
Development  
Partnership

# Government Procurement

Peru

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**Business Development & Investment**

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## Glossary

Term	Definition
<b>OSCE</b> <b>(Organismo Supervisor de las Contrataciones del Estado)</b>	The organisation which promotes and supervises the public bidding processes in Peru with the aim of improving their integrity, efficiency and competitiveness
<b>SEACE</b> <b>(Sistema Electrónico de Contrataciones del Estado)</b>	The web interface, managed by OSCE, which facilitates the exchange of information regarding public bids in Peru as well as their execution
<b>CONOSCE</b>	The web interface, managed by OSCE, which provides statistics and analysis of public bids in Peru carried out on the SEACE interface
<b>RNP (Registro Nacional de Proveedores)</b>	The Peruvian national register of providers. All providers must register with the RNP in order to be involved in any public bid
<b>Provider</b>	Any company which provides goods or services but has not yet registered in the RNP
<b>Participant</b>	A provider which has registered with the RNP and is eligible to participate in government bids
<b>Bidder</b>	Any participant which has submitted a bid within the SEACE interface
<b>APP</b> <b>(Asociaciones Público Privadas)</b>	Public Private Partnerships, a type of process by which a private entity can implement and manage public projects and services
<b>IE</b>	A state initiated public private partnership
<b>IPA</b>	A privately initiated public private partnership in which the fees paid by the users of a service (for example on toll roads) will help to finance the project and very little financial support or resources are required of the government
<b>IPC</b>	A privately initiated public private partnership which requires a significant amount of either financial or non-financial support from the government.

# 1 EXECUTIVE SUMMARY

- There are 3 methods by which foreign companies can participate in Peruvian government procurement processes:
  - The Public Bidding Process
  - Public Private Partnerships (APPs)
  - Government to Government contracts (G2G)
- Of these 3 methods the easiest to participate in for foreign companies is the public bidding process due to the sheer number of public tenders published on a daily basis, however, it is also very simple to become involved in APP selection processes as well.
- Public bidding processes can be found on the SEACE platform
- Active APP processes can be found on the ProInversion website
- It is highly necessary that foreign companies looking to compete in government procurement processes have a legal representative, partnered company, or subsidiary established in the country. This is something with which the VEDP is happy to help. We also recommend organisations such as <https://comprasestatales.org/> and <https://licitafacil.pe/> as highly experienced consultants in this field of expertise.
- The 3 key areas for government procurement in the next few years will be:
  - Transport and Telecommunications
  - Healthcare
  - Education
- The vast majority of Government spending (around 47%) takes place in the capital city of Lima, the rest is split fairly evenly between the other urban areas of Peru.

## 2 RECOMMENDATIONS

We give the following general recommendations for companies looking to compete in government procurement processes in Peru:

- It is essential to have a legal representative, partnered company, or subsidiary established in Peru
- Contact VEDP for assistance (especially in terms of finding a legal representative, partnered company or establishing a subsidiary)
- Target those areas of opportunity identified in section 6 'Future Trends and Areas of opportunity'

For Government to Government (G2G) projects:

- Regularly check news outlets in order to identify which countries may be engaging in G2G contracts with Peru and approach the relevant organisations within those countries

For Public bids:

- Register with the RNP (Registry of National Providers)
- Be prepared to pay the one-time administration fee for registering with the RNP
- Count upon a Subsidiary of your company, partnered company, or legal representative in Peru, this is necessary to register for the RNP
- Keep your data with the SEACE platform updated. Not doing so can lead to disqualifications and fines
- Familiarize yourself with the SEACE platform and search functions
- Check the SEACE platform daily for bids relevant to your company
- Make queries and observations, should you have any, on the initial terms. They could lead to changes in the terms once they are consolidated
- Read the terms of the bid carefully to avoid any complications further along in the process

For Public Private Partnerships (APPs):

- Check the IMIAPP reports released since 2018 for current and planned state initiatives and to see if there is a state requirement that could be filled by your company in the form of an IPA or IPC.
- Check the ProInversion 'Cartera de Proyectos' for state initiatives that are about to start or are already underway. It is also possible to view examples of private initiatives
- Check the Cronogram of projects in which you are interested in order to avoid missing any deadlines in terms of registration, qualification or submission of offer
- Make contact with ProInversion in order to launch your own Private initiatives

### 3 COUNTRY PROFILE



Located on the north-western coast of South America, in the last decade, Peru has become a center of attention for foreign investors. As an open economy with stable pro-market regulations seeking to promote foreign investment, Peru was ranked in a recent study by the World Bank as one of the best places to do business in South America.

A transparent institutional framework, prudent economic policies, and favorable competitiveness indicators - e.g. low energy costs and a relatively low tax burden - have put the country in a privileged position.

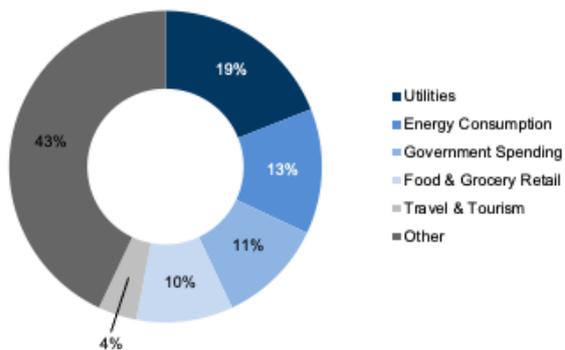
Peru’s robust economy has grown by an average of 4.5% over the last decade, and is expected to grow at a constant average growth rate of 5.0% during the next five years – highest, average growth rate in South America for the period. In addition, Peruvian average annual inflation rate was the second lowest in the region during the last 10 years (2.8%).

Key Facts:

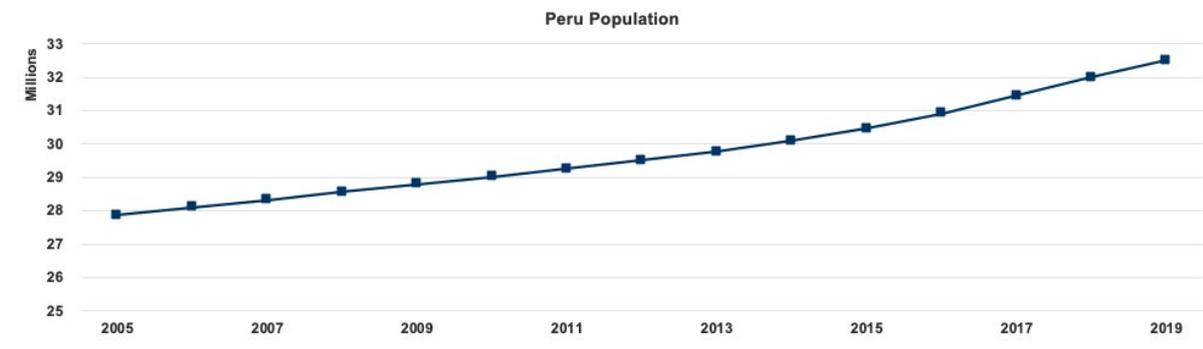
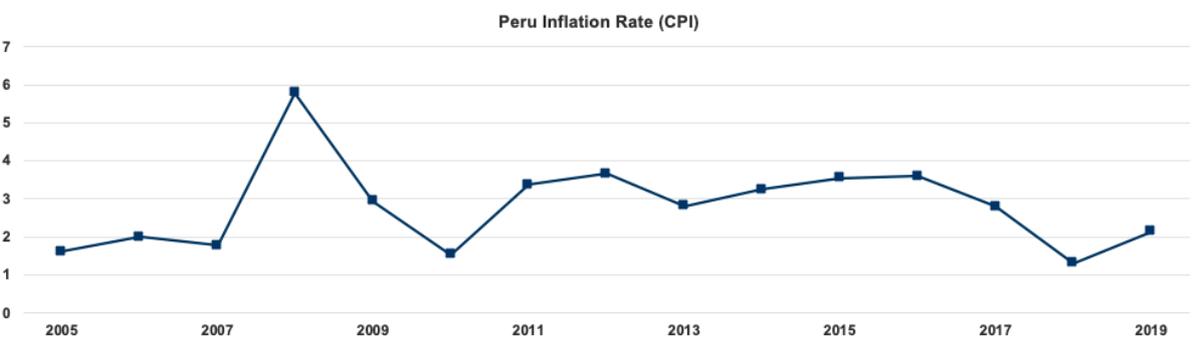
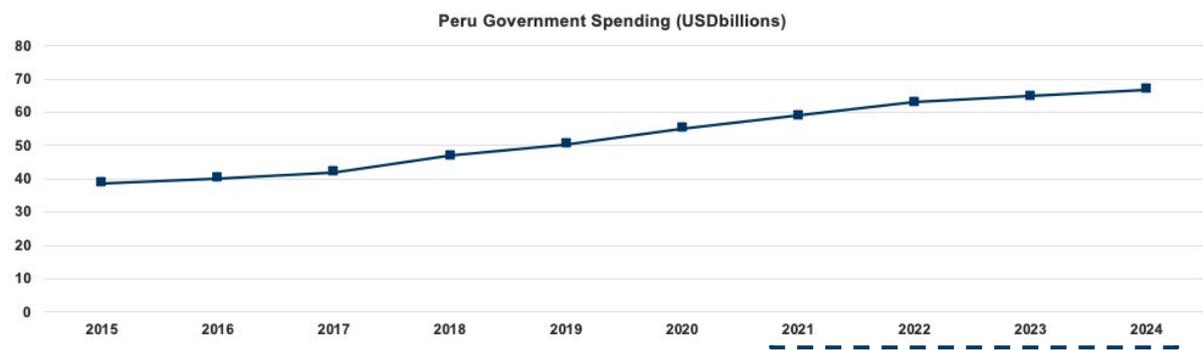
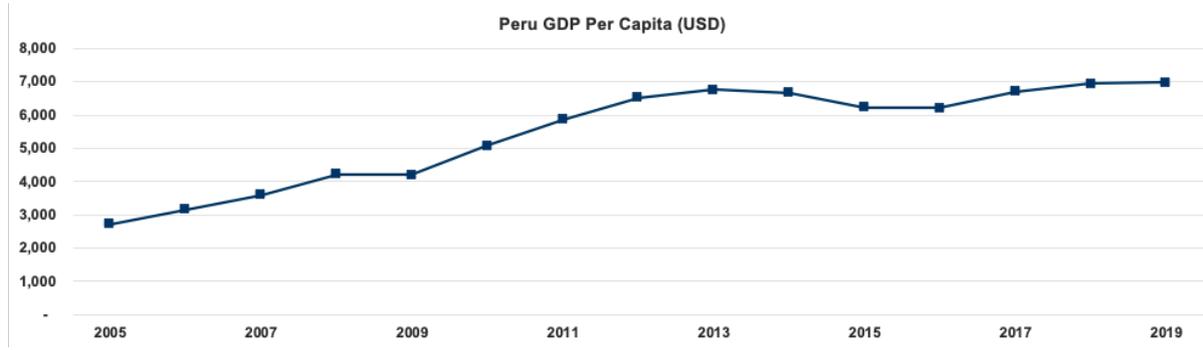
- Population: 32.51 million
- Area: 1.285 million km<sup>2</sup>
- Capital city: Lima
- Main Port: Callao
- Language: Spanish



**2020 Peru Industry Value Comparison**



Selected Macroeconomic Indicators:



Data projected by Marketline

## 4 PERU – US Free Trade Agreement

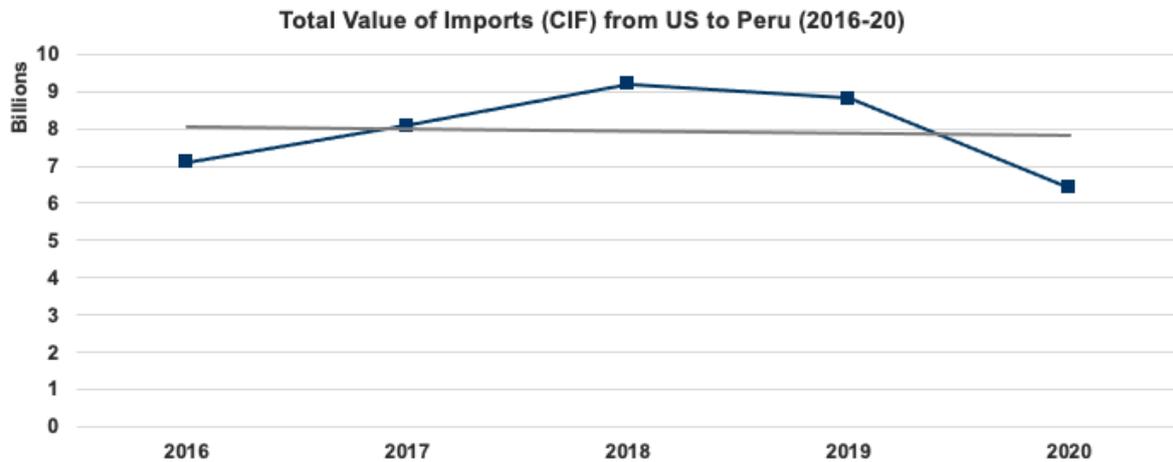
The United States-Peru Free Trade Agreement (PTPA) ([All details available here](#)) entered into force on February 1, 2009. The PTPA eliminates tariffs and removes barriers to trade in goods between the two countries, provides a secure, predictable legal framework for investors, and strengthens protection for intellectual property, workers, and the environment.

### Highlights:

- U.S. consumer and industrial goods exported to Peru are no longer subject to tariffs
- For agricultural products, tariffs have been eliminated on almost 90% of U.S. exports, with remaining tariffs being phased out by 2026, the schedule and explanation of which can be found within the two following links ([Schedule](#))([Explanation](#))
- There shall be no quantitative restrictions placed upon the import of goods between the two countries
- Chapter 9 of the Peru-US FTA ([Available here](#)) regards government procurement. In summary:
  - The chapter lays out a framework for the quality and transparency of the respective government procurement processes so that this does not present a barrier to entry
  - US providers will be treated the same as Peruvian providers with regards to Peruvian government procurement and providers from other foreign countries will not be favored over US providers
  - The only grounds upon which a company can be excluded entirely from government procurement are bankruptcy and/or false declarations<sup>1</sup>
- Chapter 10 of the Peru-US FTA ([Available here](#)) regards the rules of investment between the two countries. In summary:
  - US investors (companies and individuals) in Peru will be treated the same as those investors originating from the country itself and investors from other foreign countries will not be favored by the law over US investors
  - The chapter describes the arbitration process in case of disputes, US investors will be treated fairly within these processes

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<sup>1</sup> Hence, it is extremely popular for US providers to keep their details up to date within the Peruvian government procurement system.

US/Peru Trade Analysis:

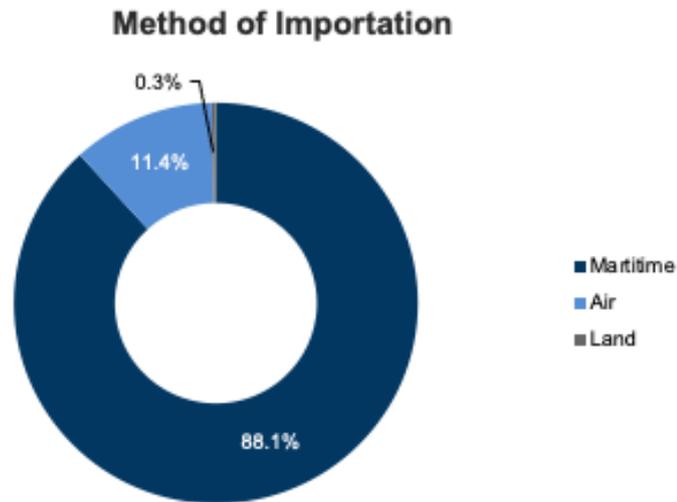
The Total Value of Imports (CIF) from the US to Peru was on the rise between 2016 and 2018, growing at a CAGR of 13.9% before reaching a plateau in 2019 and falling sharply by 27.1% in 2020. The sharp drop off in imports observed in 2020 can be explained by the negative impacts the recent global health crisis has had upon companies both in Peru and the USA.

<b>Most Imported Products by Import Value into Peru from US (2017-20)</b>			
<b>HS Code</b>	<b>Description</b>	<b>Total USD CIF Value</b>	<b>%</b>
2710.1921.11	Diesel Fuel	3,459,137,130	14.2%
2710.2000.12	B5 BioDiesel	2,061,134,650	8.4%
2710.1213.39	Other Petroleum Fuels (Bitumen content >70%)	1,154,008,957	4.7%
2709.0000.00	Bitumen	1,093,712,692	4.5%
1005.9011.00	Yellow Maize	998,811,624	4.1%
8704.1000.00	Off Road Machinery (for use in mining industry)	386,098,057	1.6%
2710.1915.10	Jet Fuel	353,052,630	1.4%
2710.1213.59	Other Petroleum Fuels (Bitumen content <70%)	325,925,704	1.3%
3901.2000.00	High Density Polyethylene	320,067,573	1.3%
1201.9000.00	Beans (soy, green, black, kidney etc.)	317,848,528	1.3%

As per the above table, the most imported products into Peru from the US in the last 3 years have been mainly petroleum and petroleum derivatives. Overall, petroleum related products account for roughly 34.5% of the total import value observed in the last 3 years. Aside from this, other key imported products included yellow maize (4.1%), Off Road Machinery (1.6%), High Density Polyethylene (1.3%) and Beans (1.3%).

<b>Largest Peruvian Importers from the US by import Value (2017-20)</b>			
<b>Importer</b>	<b>Description</b>	<b>Total USD CIF Value</b>	<b>%</b>
PetroPeru SA	The state-owned company responsible for the transport, refinery and distribution of petroleum products in Peru	5,269,438,335	21.6%
Refineria La Pampilla SA	The Peruvian branch of Repsol, the Spanish fuel and energy multinational	1,664,607,537	6.8%
Pure Biofuels Del Peru SAC	The Peruvian branch of the Texan Valero Energy Corporation	1,386,663,801	5.7%
Ferreyros SA	Industrial vehicle company owned by Ferreycorp that is responsible for importing Caterpillar machinery into Peru	1,201,488,192	4.9%
Seaboard Overseas Peru SA	Peru's main importer and trader of grains	486,004,395	2.0%
Adm Andina Peru SRL	Food wholesaler	464,279,448	1.9%
Komatsu-Mitsui Maquinarias Peru SA	Provider of mining and construction machinery	408,826,999	1.7%
Corporación Aceros Arequipa SA	Steel production company	303,291,864	1.2%
Mobil Petroleum Overseas Company Limited	Peruvian branch of ExxonMobil	293,649,474	1.2%
San Fernando SA	Leading Peruvian meat and dairy producer	242,267,414	1.0%

Of the largest importers by import value from the US in the last 3 years many were petroleum related; PetroPeru, Refineria La Pampilla, Pure Biofuels Del Peru and Mobil Petroleum Overseas Company (all petrol companies) made up roughly 35.3% of the total import value in the same time period.



As per the above chart, the vast majority of imports in the last 3 years have been via ocean (88.1%), the majority of which arrived in Peru's main port, Callao. 11.4% of imports arrived by plane and just 0.3% of imports arrived by road and rail.

## 5 GENERAL PROCUREMENT PROCESSES

### Introduction:

In Peru, there are 3 processes by which the government (at a national level) procures goods and services. These are:

- The public bidding process
- Public Private Partnerships (also known as APPs)
- Government to government procurements (also known as G2G)

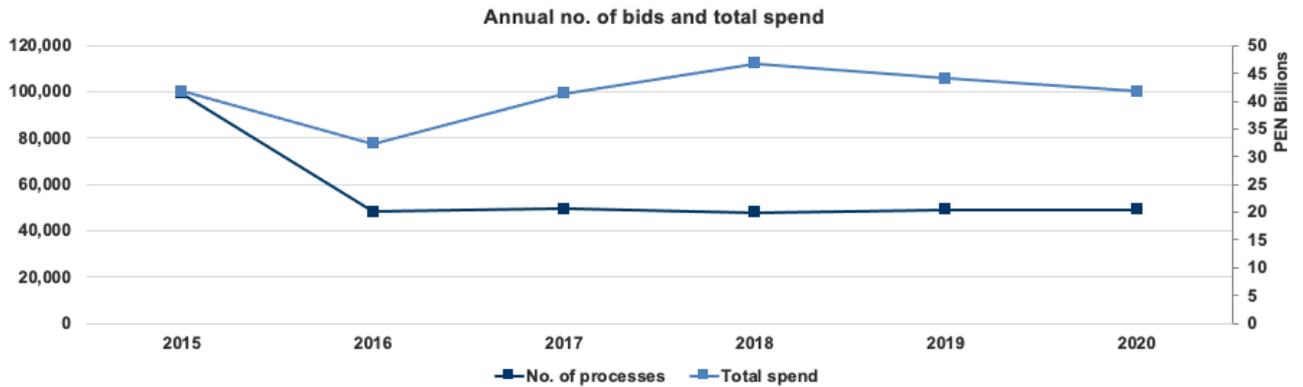
Of the 3 processes, the most common way by which the government procures goods and services is via the public bidding process which, for the most part, takes place digitally. Another way in which the government procures goods and services is via APPs. This is the process by which the Peruvian government selects concessionaires to construct and operate large infrastructure projects, for example, highways and water supply. The third process by which the Peruvian government procures goods and services is indirectly through G2G contracts. In these instances, most commonly, the actual selection of providers of goods and services is carried out by the government with which the Peruvian government holds a G2G contract.

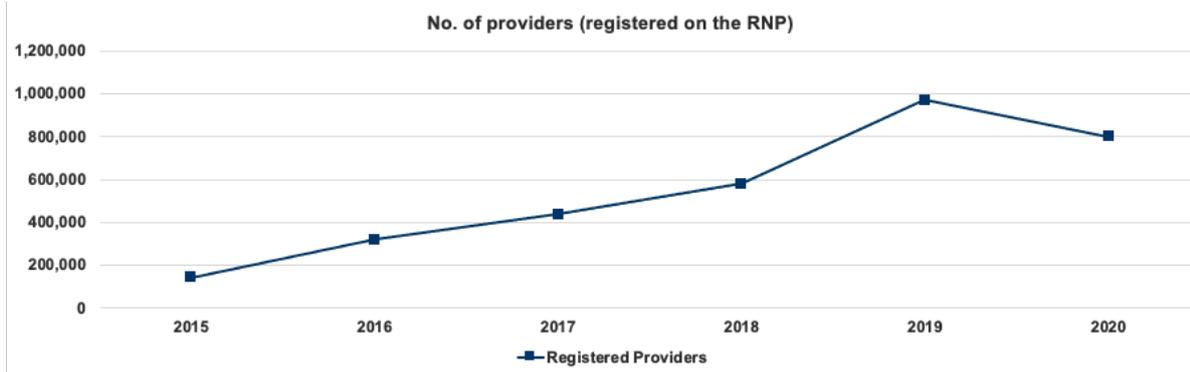
It is our advice that in order for Virginia companies to participate in the public bidding process within Peru it is necessary to have at the very least an employee within one's company who speaks Spanish. It is preferable to have a business partner or representative 'on the ground' in Peru and it is ideal to have a branch or subsidiary of one's company established within Peru. The advantages of doing so are multiple:

- Most of the information regarding the public bidding process is published online in Spanish only. It is the provider's job to make sure that all information is up to date, to submit their application, to track the process, thus it is necessary to have a Spanish speaker on board.
- Having a Spanish speaker on the ground in Peru will allow for more efficient and effective management of the provision of goods or services post bid.
- For more advice and assistance regarding the attainment of a business partner, representative, or distributor in Peru please contact the Virginia Economic Development Partnership.

The Public Bidding Process:

The public bidding process is the main process by which the government procures goods and services and contracts works consultancy and execution. For reference, in 2020, 49,109 bids took place on the platform with a total value of 44.85 Billion Peruvian Sol (approx. USD11.6 Billion). We can see that the number of foreign providers make up approximately 29% of the total number of providers in 2020 and we can also see a decrease in the number of registered providers between 2019 and 2020. More data can be found below that relates specifically to the Public Bidding Process:





The public bidding process is overseen by the supervising organisation, OSCE (<https://www.gob.pe/osce>). All companies, once correctly registered, including those from abroad, are able to participate in public bids by means of the government procurement platform SEACE (<https://prodapp2.seace.gob.pe/>). Currently, the service is only available in Spanish. As an overview, the process of achieving a buena pro (being awarded a government contract) involves the following four major steps:

- Registering with the RNP (National Providers Registry). A fee is charged for this registration which varies depending on the type of provider.
- Registering as a participant on the SEACE. No fee is charged for this registration.
- Tracking and participating in bids on the SEACE platform.
- Fulfilling the contractual terms should the provider win the bid.

The above is a very brief outline of the process, a more in depth explanation can be found in chapter 4 (step by step guide).

#### Public Private Partnerships (APPs):

Public Private Partnerships are long-term projects (with a lifespan averaging around 20 years), often involving public transport and infrastructure in which the contracted company will be responsible for the financing, construction, maintenance and operation of the project for the entirety of its lifespan. The project is often referred to as a 'concession' and the contracted entity as a 'concessionaire'. The organising entity for the vast majority of these projects is ProInversion (<https://www.proinversion.gob.pe/modulos/JER/PlantillaStandard.aspx?are=0&prf=1&jer=7140&sec=>), the promoting agency for private investment in Peru who organises such projects on behalf of the Peruvian government ministries. Any company, both national and foreign can participate in such projects. Nevertheless, it is still necessary to have a Peruvian representative in order to participate since most of the process and documentation will be in Spanish.

There are two ways in which these projects may come about:

- The first is in the form of a **state initiative**, known as an **IE**.
- The second is in the form of a **private initiative**, which come in two varieties;
  - A self-financed initiative (**IPA**) where the fees paid by the users of a service (for example on toll roads) will help to finance the project and very little financial support or resources are required of the government.
- A co-financed initiative (**IPC**) where a significant amount of either financial or non-financial support is required of the government.

An in depth explanation can be found in chapter 4 (step by step guide).

#### Government to Government Contracts (G2G):

In Peru, a G2G contract is an agreement made by the Peruvian government, outside of the typical bounds and laws which apply to all other forms of government procurement, with another foreign government. The foreign government will then provide technical assistance which can include taking control of the selection process for bidders, employing experts in the field in order to provide the goods, services and works required to fulfill the contract. The projects which are executed under this type of contract are often large in scale and complex whilst the level of foreign involvement varies between contracts. An additional aim of this method of procurement is for the assisting government to train and give experience to Peruvian professionals alongside the execution of works so that in the future the Peruvian government may no longer need the help of foreign intervention in these projects.

A good example of one such contract is when the UK government assisted in the construction of the stadium, sports complex and sports village for the 2019 Pan American games in Peru. The UK government was chosen as the contractor for the construction since it had recent experience hosting the 2012 Olympic Games. In this instance the UK government used a third party procurement agency in order to choose suppliers and the companies Mace and Arup were chosen to deliver the project.

In 2017 Peru suffered an extreme weather phenomenon known as El Niño in which persistent torrential rain and storms caused severe flooding in the coastal regions. As a result, it is estimated that the livelihoods of over a million people were affected. The preventative reconstruction of these areas, due to its scale, will also be carried out in conjunction with the British government via G2G contract reportedly worth approximately around USD 2.2 Billion. This time the construction partners are Mace, Arup and Gleeds.

In G2G contracts since the status quo is that the procurement process is carried out independently by the foreign government outside of the Peruvian law using its own procurement protocols there is no step by step process which would apply to all G2G projects, it is however important for suppliers to know about these projects in order to

participate in bidding processes executed by foreign governments for projects in Peru should they take place.

## 6 STEP BY STEP GUIDE

### **The Public Bidding Process:**

#### **Step 1: Registration with RNP**

In order for any company to participate in public bids in Peru they must first register as an official provider on the National Providers Registry (RNP). Broad instructions written in Spanish can be found in the following link ([Available Here](#)). The first step to registration is for the company to choose which type of registry to sign up for since there are four registers:

- Registry of Providers of Goods
- Registry of Providers of Services
- Registry of Works Executors:

For companies responsible for the execution of public construction, reconstruction and improvement works.

- Registry of Works consultants:

For those professional service providers involved in the technical planning and supervision of public works projects

It is worth considering that the administrative fee of signing up for each register varies as per the table on the following page:

Register	Type	Fee (PEN)	Fee (USD)
<b>Goods (bienes)</b>	Legal entity (persona legal)	80	21.87
	Natural Person (persona natural)	99	27.07
<b>Services</b>	Natural Person with representative (Persona natural con representante)	57	15.58
	Legal entity with representative (Persona Jurídica con representante)	63	17.22
	Either legal entity or natural person without representative (Persona Natural y Juridica sin representante)	58	15.86
<b>Executors of Public Works with/without Peruvian address (Ejecutor de Obras Domiciliado/No Domiciliado)</b>	Foreign natural person (Persona Natural extranjera)	249	68.08
	Foreign legal entity (Persona Jurídica extranjera)	670	183.18
<b>Consultants of Public Works with/without Peruvian address (Consultor de Obras Domiciliado/No Domiciliado)</b>	Foreign natural person (Persona Natural extranjera)	484	132.33
	Foreign legal entity (Persona Jurídica extranjera)	605	165.41

Once the correct registry is chosen the next step is to use the following link (<https://www.rnp.gob.pe/WebTupaRNP/consultastupa.asp>)(works best on Google Chrome) to identify the specific requirements of each type of register. Although the page is in spanish the above table can be used (see the translations in brackets).

The requirements vary depending upon the chosen register and the best step by step guide for each register can be found by clicking 'ver requisitos' for the register upon searching and downloading the virtual booklet from the bottom of the page, the link for which looks like this:

**Diptico Virtual:**



[Cómo inscribirse en el RNP \(extranjero no domiciliado\).](#)

Although there are unique requirements for each type of register, the general procedure follows the same patterns:

- Using the RUC of your subsidiary, partnered company or legal representative you must first pay the administration fee. This can be done with any of the following Peruvian banks in branch: Scotiabank, CrediScotia, Banco de la Nación and BanBif or online at BCP, Scotiabank or through the government platform Pagalo.pe (<https://pagalo.pe/>)(recommended for foreign companies).
- Upon payment of the fee via pagalo.pe a voucher with your RNP password will be sent to your email address. You must then login via the following link (<https://apps.osce.gob.pe/rnp-cuenta-usuario/>) and register the requested information.
- You must then submit the requested documentation to the following interface <https://apps.osce.gob.pe/mesa-partes-digital/>. The documents must be in pdf format, no larger than 100MB, and in either black and white or full color.
- The documentation submitted will then be evaluated. The results of this evaluation will be sent to the inbox of your RNP account which can be logged into using the following link: (<https://apps.osce.gob.pe/rnp-cuenta-usuario/>). The evaluation deadline varies depending on the register but is usually no longer than 7 working days.
- The information and documentation must all be registered within 90 days of the fee payment. Past 90 days you must request a refund of the fee and begin the process again.
- It is important to check the inbox of your RNP account often as if there are any corrections that need to be made then you will be informed via this inbox and are given 15 working days to make these corrections, after which your documents will be reviewed within the next 5 working days.
- Once your paperwork is approved you can print your certificate via the following link ([https://www.rnp.gob.pe/Constancia/RNP\\_Constancia/ValidaCertificadoTodos.asp](https://www.rnp.gob.pe/Constancia/RNP_Constancia/ValidaCertificadoTodos.asp))

Throughout the process you will be able to check the progress of your application on the following links; for Goods and Services (<https://www.gob.pe/7821-consultar-el-estado-de-tramite-en-el-rnp-de-bienes-y-servicios>); for Works consultants and executors (<https://www.gob.pe/7822-consultar-el-estado-de-tramite-en-el-rnp-de-ejecutores-y-consultores-de-obras>).

## Step 2: Tracking and participating in bids on the SEACE platform

Once successfully enrolled as a provider in the RNP database you can now access the SEACE platform as a provider via the following link with your RNP username and password. (<https://prodapp.seace.gob.pe/portal/>). The SEACE is where all public government bids take place and is a very versatile platform. On this platform information is shared about bids and this is also where the actual bid transactions themselves take place. This is also where all documents relating to the bid are kept. The SEACE platform can be accessed even without registering as a provider at <https://prodapp2.seace.gob.pe/seacebus-uiwd-pub/>, however you will not be able to participate in bids. Below are more in-depth descriptions of the various functions that the SEACE can serve.

### Spending plans:

All Government entities will publish their annual spending plans on the SEACE, it is possible to view and search these plans by entity and type of object to be procured on the following link: <https://prodapp4.seace.gob.pe/pac3-publico/>.

Government entities will also release information and updates regarding their changing procurement requirements throughout the year on the following link in which these requirements and interests can be searched under the 'Buscador de 'Expresiones de Interés' and 'Buscador de Difusión de requerimientos' tabs.

### Searching for bids:

One can search for bidding procedures which have already begun, it is recommended to do this every day in order to keep up to date with the most recently published bids in your area of interest since there is unfortunately no way of setting up alerts for bids which have been newly launched. This function can be found under the tab: 'Buscador de Procedimientos de Selección'. The below screenshot shows the search criteria available, it is possible to search by:

- Name of procuring entity
- Product or service being procured
- Type of process
- Year of announcement
- Unique process number
- Location: Region, Province and District

Once the criteria are chosen, complete the Captcha and press Search (Buscar).

[Buscador de Procedimientos de Selección](#) |
 [Buscador por Expediente Tribunal](#) |
 [Buscador de Expresiones de Interés](#) |
 [Buscador de Difusión de Requerimientos - Ley N° 30225](#)

Nombre o Sigla de Entidad	<input type="text"/>	Tipo de Selección	[Seleccione]
Objeto de Contratación	[Seleccione]	Nro. Selección	<input type="text"/>
Descripción del Objeto	<input type="text"/>	Año de la Convocatoria *	2021
Version SEACE	Seace 3	Código SNIP	<input type="text"/>
Código Único de Inversión	<input type="text"/>		

Búsqueda Avanzada

Sigla Nomenclatura	<input type="text"/>	Modalidad de Selección	[Seleccione]
Departamento	[Seleccione]	Provincia	[Seleccione]
Distrito	[Seleccione]	Identificador Convocatoria	<input type="text"/>
Tipo de Compra	[Seleccione]		
Fecha de Inicio Publicación	<input type="text"/>	Fecha de Fin Publicación	<input type="text"/>

Código captcha \*  

\* Campo obligatorio

[Buscar](#) [Limpiar](#)

The results will be displayed as below and it is possible to download the results into an excel file and to view the specifications and details of the bid by clicking the icon which has been outlined in red.

Códigos SNIP

N°	Nombre o Sigla de la Entidad	Fecha y Hora de Publicación	Nomenclatura	Reiniciado Desde	Objeto de Contratación	Descripción de Objeto	Código SNIP	Código Único de Inversión	Valor Referencial / Valor Estimado	Moneda	Versión SEACE	Acciones
1	MUNICIPALIDAD PROVINCIAL DE LUYA - LAMUD	28/05/2021 09:25	DIRECTA-PROC-1-2021-MPL-L/OEC-1		Bien	ADQUISICIÓN DE EQUIPOS E INSUMOS ATENCIÓN COVID-19 PROVINCIA DE LUYA			274,500.00	Soles	3	 
2	MANCOMUNIDAD MUNICIPAL CHILLAOS - REGION AMAZONAS	27/05/2021 07:52	SIE-SIE-1-2021-MMCH/OEC-1		Bien	ADQUISICIÓN DE DIÉSEL B5 PARA LAS UNIDADES MÓVILES DE RECOLECCIÓN Y TRANSPORTE DE RESIDUOS SÓLIDOS MUNICIPALES DE LA MANCOMUNIDAD MUNICIPAL-CHILLAOS			---	Soles	3	 
3	MUNICIPALIDAD DISTRITAL DE OCUMAL	25/05/2021 21:36	AS-SM-1-2021-MDO/OEC-1		Servicio	Servicio de alquiler de maquinaria pesada para la obra creación de trocha carrozable del cruce cementerio Chuquimal al sector palmito del Distrito de Ocumal - Provincia de Luya - Departamento de Amazonas.			---	Soles	3	 
4	MUNICIPALIDAD DISTRITAL DE PISUQUIA	21/05/2021 17:09	AS-SM-3-2021-MDP/CS-1		Bien	ADQUISICIÓN DE COMBUSTIBLE PARA LAS UNIDADES VEHICULARES DE LA MUNICIPALIDAD DISTRITAL DE PISUQUIA PROVINCIA DE LUYA ¿ REGION AMAZONAS, PERIODO 2021			---	Soles	3	 
5	MUNICIPALIDAD DISTRITAL DE OCUMAL	13/05/2021 21:10	DIRECTA-PROC-1-2021-MDO/OEC-1		Consultoría de Obra	Contratación de consultoría para la supervisión de la obra ampliación y mejoramiento del servicio de agua potable y alcantarillado de los anexos Cuichimal, Congón, Hualmal, Nuevo Ocumal, Limapampa, El Progreso, La Unión, San Juan de Ocumal, Limón, Motupe, Allavin y Colcalón, distrito de Ocumal - Luya - Amazonas capacidad operativa del pool de maquinaria pesada de la municipalidad distrital de Ocumal del distrito de Ocumal - provincia de Luya - departamento de Amazonas			196,437.85	Soles	3	 
6	MUNICIPALIDAD DISTRITAL DE LONGUITA	07/05/2021 18:06	AS-SM-1-2021-MDL/CS-1		Consultoría de Obra	SUPERVISION DE LA EJECUCION DE LA OBRA "CREACION DEL SERVICIO DE TRANSITABILIDAD, VEHICULAR Y PEATONAL DE EL JR. MANUEL MAICELO, CALLE SAN MARTIN, CALLE CUCHIPSA, JR. PEDRO GONZALES. DISTRITO DE LONGUITA - PROVINCIA DE LUYA - DEPARTAMENTO DE AMAZONAS"			131,868.62	Soles	3	 

On the following screen can be found full details and documents related to the bid, including the required documents to be submitted upon application, as well as the current stage of the process.

#### Registration and participation in the bid terms finalization process:

The bidding process on the SEACE platform begins with the initial announcement of the bid. This is followed by a crucial period in which potential participants must register themselves. Registration at this stage is not binding and does not constitute an offer, it is simply a registration of interest, it is however necessary in order to submit an offer at a later stage and to participate in the finalization of the bid terms. Within this period it is possible to make inquiries and observations regarding the initial terms published in the bid with the aim of clarifying any uncertainties regarding the bid terms. Within a maximum of 5 days after this period has elapsed the finalised bid terms will be released by the government entity.

#### Participation in the bid:

Based on the finalised bid terms companies will have a minimum of 3 days to submit their offer for evaluation. Once logged into the SEACE as a registered provider to the Peruvian government it is possible to submit an offer for government bids

#### Post-bid processes:

There are 3 stages of the selection process for bids post-submission:

- 1) Admission; The procuring entity will check the validity of the documents submitted in the offer
- 2) Evaluation; The procuring entity will then score all valid offers out of a possible 100 based upon the conditions agreed in the finalised bid terms.
- 3) Qualification; The procuring entity will then assess whether all of the bidding companies are legally, technically and professionally, and financially fit to provide the goods, services and works required as well as whether they have enough relevant experience.
- 4) The procuring entity will then release the results of the evaluation process on the SEACE with the top 2 - 4 bidders mentioned. The winner is awarded the government contract, also known as a 'buena pro'.

#### Appeals:

It is possible to appeal government bids on certain reasonable bases within a minimum of 5 and maximum of 8 working days after the contract is awarded. It is highly recommended to contact a professional with experience in this field, which the VEDP are available to help source, in these cases.

The specifications, updates and results of these cases can be found under the 'Expedientes Tribunal' tab. As can be seen below it is only possible to search these cases if the case number is known.

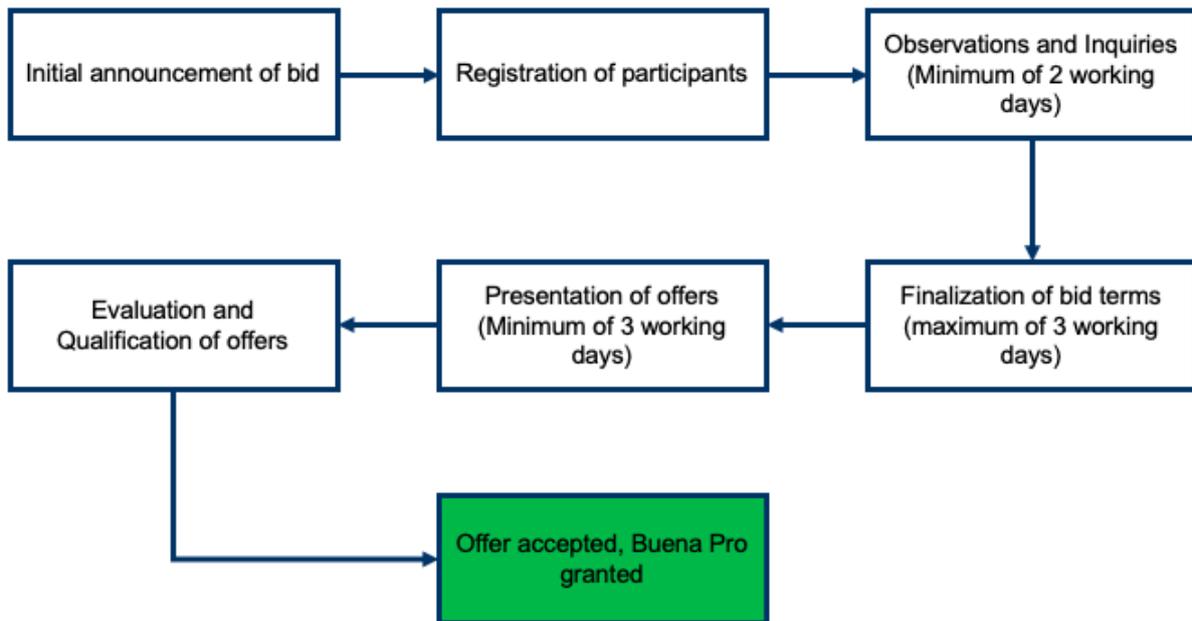
[Buscador de Procedimientos de Selección](#) | 
 [Buscador por Expediente Tribunal](#) | 
 [Buscador de Expresiones de Interés](#) | 
 [Buscador de Difusión de Requerimientos - Ley N° 30225](#)

N° Expediente Tribunal \*  Año del Expediente Tribunal \* 2021

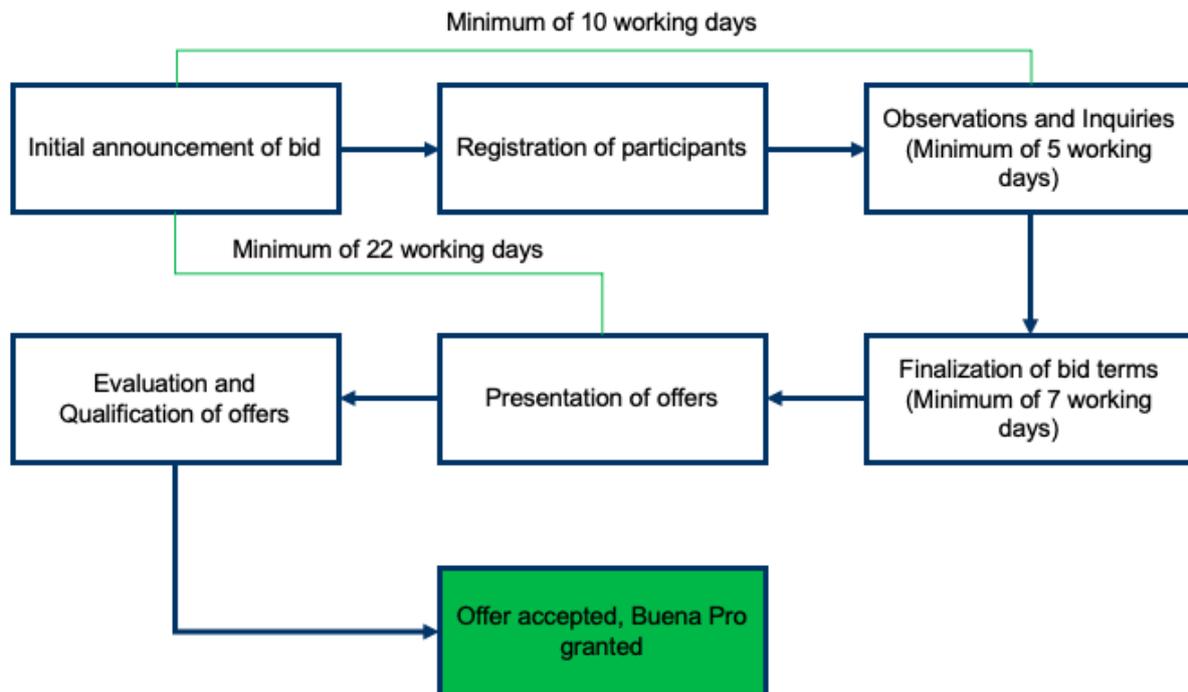
Código captcha \*

Summary:

The process for most public bids is summarised below along with the various timeframes:



There are, however, exceptions. Services, Works and Works consultancies contracts worth above PEN 400,000 (USD 104,000) become public contests, which differ in time frame to other kinds of contests as per the flowchart on the following page:



## Public Private Partnerships (APPs):

### State Initiatives (IE):

#### **Step 1: Gathering Information**

Every year Peruvian government entities and municipalities publish a report that identifies their current APP projects, their current infrastructure needs and their planned APP projects over the next 3 years. These reports, known as IMIAPPs, can be found at [https://www.mef.gob.pe/es/?option=com\\_content&language=es-ES&Itemid=101579&lang=es-ES&view=article&id=6049](https://www.mef.gob.pe/es/?option=com_content&language=es-ES&Itemid=101579&lang=es-ES&view=article&id=6049) and are exceptionally useful for those companies interested in participating in APP projects with the Peruvian government. In terms of state initiatives they include detailed descriptions of the public entities' planned projects over the next 3 years (usually found under the heading 'Fichas de Proyectos' and furthermore, a set of eligibility criteria for each project which includes a scoring system used to evaluate proposals (usually found under the heading 'Fichas de Criterios de Elegibilidad'). We recommend that you check all of the available reports from 2018 onwards to identify any state initiatives that your company may be able to fulfil. As a next step we recommend that you review the criteria of these projects in order to establish whether your company would be able to field a competitive proposal.

Another great source of information from which to find information about APPs is on the ProInversion website under the heading 'Cartera de proyectos de ProInversion' <https://www.proyectosapp.pe/modulos/JER/PlantillaProyectoEstadoSector.aspx?are>

[=0&prf=2&jer=5351&sec=22](#). Here you can also browse APP projects filtered by sector. Once you have chosen the sector you will be able to see the active and soon to be published projects under the 'Proyectos Encargados' Banner. Once you have clicked on one of these projects it is possible to review all of the project specifications and deadlines. Please bear in mind, however, that some of the projects will be listed under the heading 'por convocar' or 'yet to be officially announced' and will have less information currently available. We recommend that you check all of the active projects to identify any state initiatives that your company may be able to fulfil. As a next step we recommend that you review the criteria of these projects in order to establish whether your company would be able to field a competitive proposal.

Another source of information for APPs is within the Peruvian newspaper 'El Peruano' in which Proinversion must publish the full details of products which are being officially announced for two consecutive days.

## **Step 2: Registering Interest**

For most State initiatives there is a limited window of opportunity to register interest and therefore participate in APPs which is why we recommend that you check the ProInversion website regularly. We also highly recommend that you familiarise yourself with the 'Cronograma' section of the project, specifically the deadlines for registration of interest, qualification and presentation of offers for the project. Once a project is officially announced a window of opportunity which generally lasts for a few months begins in which providers are able to register their interest in the project.

The application process varies for each project but the specific details of which for each project, once officially announced, can be found within the documents under the heading 'Convocatoria / Declaratoria de Interés' of each project. Often the application process involves registering interest via an email address which will be provided, you can also use this email address to ask any questions related to the project. Within the same documents it is also possible to find the required participation fee for the project, which it is necessary to pay via bank transfer at a later date (before submission of an actual offer) in order to be considered as a potential investor.

## **Step 3: Queries and Observations**

Once interest has been expressed in the APP you will be guided throughout the process via both email from the relevant email contact for the project and updates which can be found in the section 'circulares' within the section under the 'Documentos del proceso' of the Project. The companies having registered interest are invited to submit queries and observations regarding the Project Specifications. once the window for this has closed the contracting entity will review these in order to create a final consolidated set of specifications to be published under the 'Circulares' section and under 'Bases de Concurso'.

## Step 4: Qualification

Before a date specified on the ProInversion site (within the project's cronogram) your company must qualify itself to take part in the selection process. This involves paying the participation fee and submitting the relevant documents (detailed under 'bases de concurso'). Should there be any issues with your submission you will be notified by email and given a window of time in which to make amendments.

## Step 5: Application

After your company is qualified to participate you will be able to submit an offer (usually in the form of a physical copy). The details that must be included in the offer and the method of delivery can be found are individual to the project and can be found in the 'bases de concurso' section of the project. All proposals will be evaluated by a committee and the participants will be notified of the results of the selection process via email. The winner of the evaluation will be awarded the government contract or 'Buena Pro'.

### Private Initiatives:

The process for both self-financed and co-financed private initiatives are relatively complex so this section will provide a brief overview of the typical steps involved in the procedure of both IPAs and IPCs up until the signing of the APP contract.

The first necessary step in either type of initiative is to browse the IMIAPP reports of all government entities and municipalities in order to identify opportunities for your company. Within these reports are published the objectives & strategies of the publishing entity. We recommend reading these to identify if there are any areas in which your company could aid the government/municipality by carrying out a project.

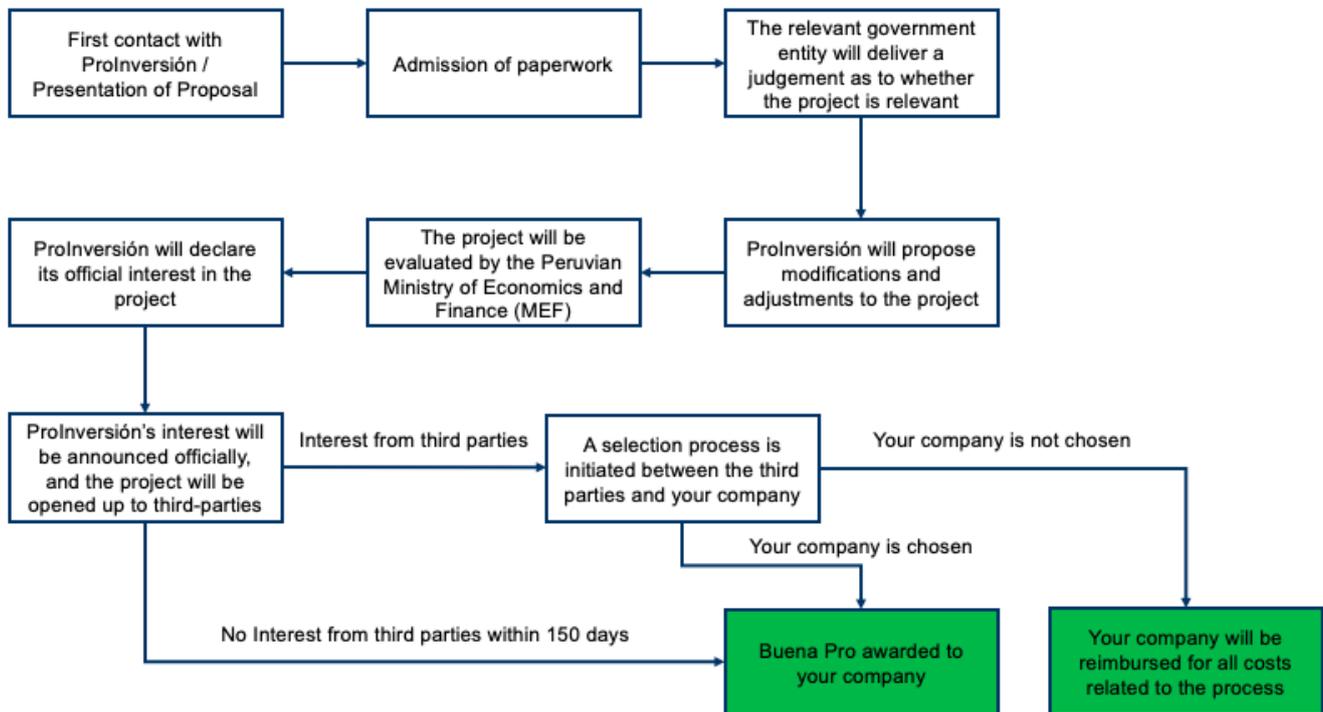
[https://www.mef.gob.pe/es/?option=com\\_content&language=es-ES&Itemid=101579&lang=es-ES&view=article&id=6049](https://www.mef.gob.pe/es/?option=com_content&language=es-ES&Itemid=101579&lang=es-ES&view=article&id=6049)

Furthermore, it is possible to view examples of Private Initiatives under the 'Cartera de Proyectos' section of the ProInversion website <https://www.proyectosapp.pe/modulos/JER/PlantillaProyectoEstadoSector.aspx?are=0&prf=2&jer=5351&sec=22> by clicking on a project type and checking under the banner 'Proyectos de Iniciativa Privada'.

### IPAs:

The first step in the process of initiating a self-financed APP is to open a conversation with ProInversion via email [contact@proinversion.gob.pe](mailto:contact@proinversion.gob.pe) and request to present them with an IPA proposal. You will be redirected to the most suitable executive within the organisation in order to deliver your proposal.

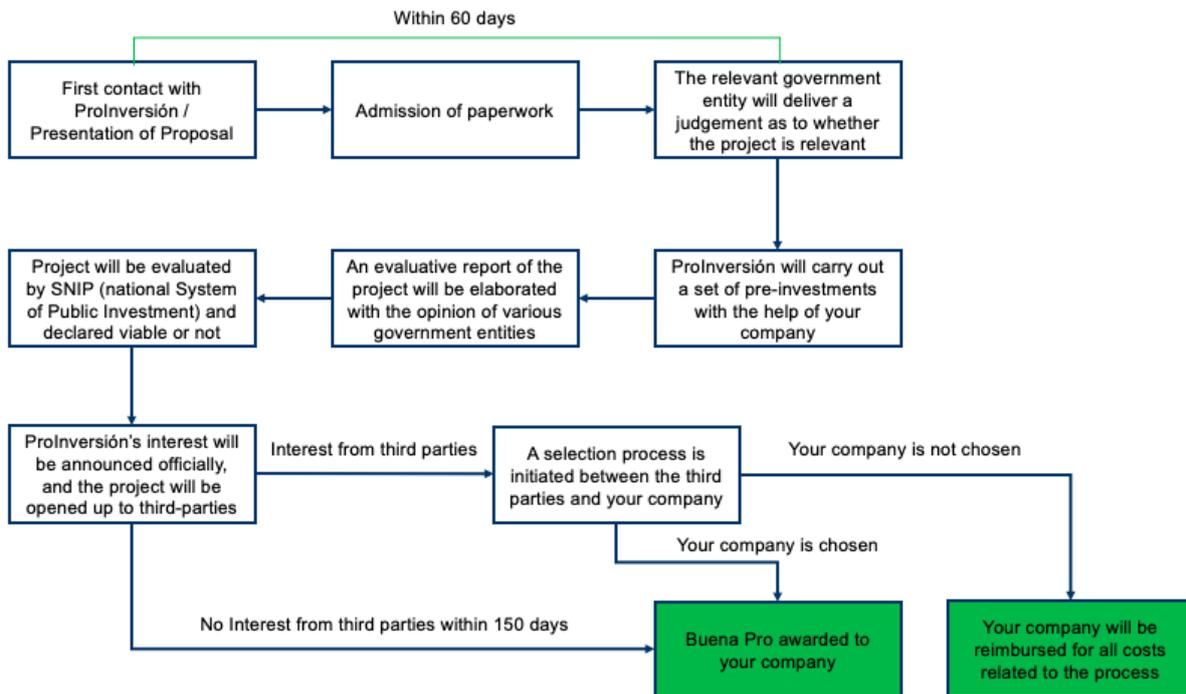
Throughout the rest of the process you will be guided by your contact at ProInversion via email as to the requirements of your company and the results of the various stages of evaluation of your project. The process is outlined by the below infographic:



### IPCs:

The first step in the process of initiating a self-financed APP is to open a conversation with ProInversión via email [contact@proinversion.gob.pe](mailto:contact@proinversion.gob.pe) and request to present them with an IPA proposal. You will be redirected to the most suitable executive within the organisation in order to deliver your proposal.

Throughout the rest of the process you will be guided by your contact at ProInversión via email as to the requirements of your company and the results of the various stages of evaluation of your project. The process is outlined by the infographic on the following page:

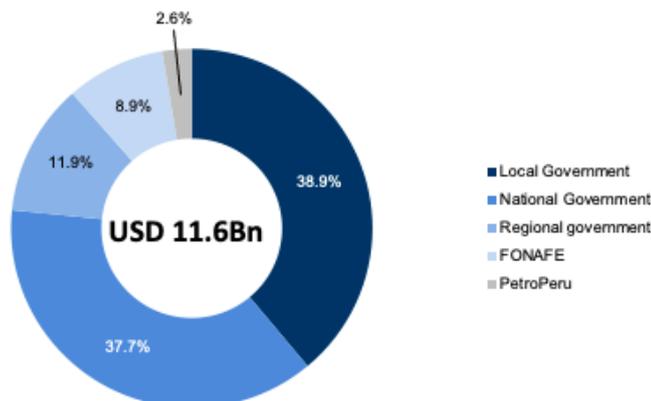


## 7 GOVERNMENT SPENDING

The following data is taken from CONOSCE, the Peruvian government website which provides comprehensive information regarding state contracts <https://portal.osce.gob.pe/osce/conosce/> :

In 2020, 49,136 selection processes took place for state contracts representing a total value of PEN 44.85 Bn (approx. USD11.6 Billion) shared between 25,798 providers to the state.

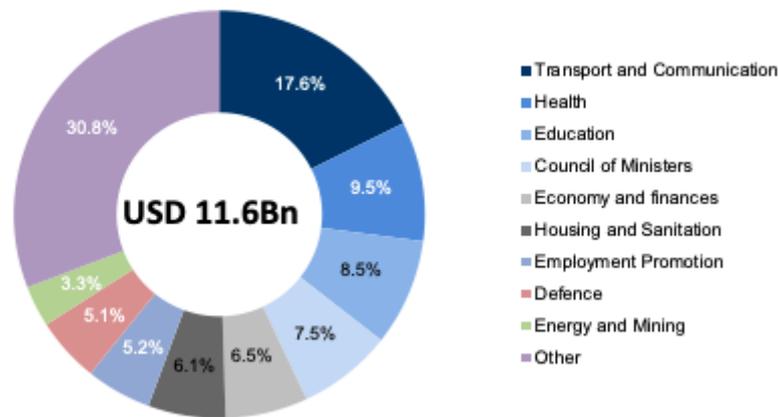
**Government Contract Spending by Entity**



As shown by the above chart, the government entities spending the most on public contracts were local governments (known as municipalities), followed closely by the national government. These two entities account for more than 75% of the overall spend in 2020, they were followed by the regional governments, FONAFE (The government fund responsible for financing all of the companies owned by the government) and PetroPeru (The state-owned company responsible for the transport, refinery and distribution of petroleum products in Peru).

The below chart shows government spending on public contracts broken down by category:

**Government Spending by Category**



Transport and Communication was the largest spending category accounting for 17.6% of government spending on public contracts. This was followed by spending on health (9.5%) and Education (8.5%).

The below chart shows total Government Spending by District:

District	Spend (PENBn)	Spend USDBn	% of total
Lima	97,100,754,935	25,246,196,283	47.6%
Piura	8,590,564,259	2,233,546,707	4.2%
Cusco	8,416,864,074	2,188,384,659	4.1%
Ancash	7,630,436,245	1,983,913,424	3.7%
La Libertad	7,521,482,992	1,955,585,578	3.7%
Cajamarca	7,112,456,303	1,849,238,639	3.5%
Arequipa	6,662,317,431	1,732,202,532	3.3%
Puno	5,936,667,879	1,543,533,649	2.9%
Junin	5,353,774,428	1,391,981,351	2.6%
Callao	5,051,145,591	1,313,297,854	2.5%
Other	44,558,805,017	11,585,289,304	21.8%

As per the above table, it can be seen that in 2020 Lima accounted for nearly half of all government spending by district. This was followed by several other districts which split the rest of the share fairly evenly including Piura, Cusco and Ancash.

## 8 FUTURE TRENDS AND AREAS OF OPPORTUNITY

### Transport and Communication:

Peru has a road network with a combined length of 168,953km (2019) for which the Peruvian Ministry of Transport and Communications as well as regional and local governments are responsible. However, 16 of Peru's largest highways are run by concession to private companies.

In terms of railways Peru has no official network, but does have a metro system in some of its urban areas. In 2019 there were 1,939km of operational railways in Peru with around 73% of them managed by concession to private companies.

In Peru there are also 18 official airports which are run by concession to private companies.

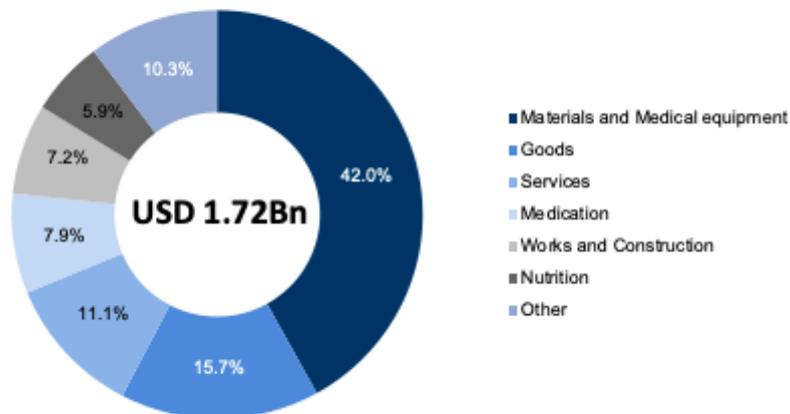
There are currently 6 active APP projects related to transport and communications which are managed by ProInversion Peru, two of which are highways projects, two are ports concessions, one railway and one which involves nationwide 4G/5G telecommunications rollout.

### Health:

A large focus of government health spending in the past year has been on the response to the COVID-19 pandemic. Peru has been hit particularly hard by the crisis with a total of 1.98M confirmed cases in the country at the time of writing as well as 187 thousand deaths. In terms of government spending as a direct result of

the pandemic the government has spent PEN 6.74 Bn (approx. USD 1.72Bn) at the time of writing. The breakdown of this spending is shown in the below chart:

### Covid spending by Category



This trend looks set to continue into late 2021 since at the time of writing only 4.8% of the population has been fully vaccinated. However, 38 million doses of vaccines have arrived in the country thus far.

Currently, there are 5 active APP projects related to the Health sector in Peru worth on average USD125 M. 4 of these 5 projects involve the construction or construction, maintenance and operation of Hospitals.

#### Education:

In Peru education infrastructure has become a priority since it was identified in a 2019 government report that 916,262 students were studying in buildings considered 'at risk', namely in the cities of Lima and Cajamarca. It was also identified that 6.45% of Peruvian children were missing out on primary education as a result of lack of infrastructure and 14.15% were missing out on secondary education for the same reason. This will be a key area for government spending in forthcoming years.

Currently in Peru there are 6 APP projects related to the education sector, all of which involve the construction or reconstruction of schools, some of which are considered 'at risk' buildings.

## 9 RELEVANT LINKS

Details of US-Peru free Trade Agreement:

[http://www.sice.oas.org/Trade/PER\\_USA/PER\\_USA\\_e/Index\\_e.asp](http://www.sice.oas.org/Trade/PER_USA/PER_USA_e/Index_e.asp)

OSCE Website;

<https://www.gob.pe/osce>

SEACE Website:

<https://prodapp2.seace.gob.pe/seacebus-uiwd-pub/buscadorPublico/buscadorPublico.xhtml>

ProInversion Website:

<https://www.proinversion.gob.pe/modulos/JER/PlantillaStandard.aspx?are=0&prf=1&jer=7140&sec=>

Instructions on registering with the RNP:

<https://www.gob.pe/410-inscribirte-en-el-registro-nacional-de-proveedores-rnp>

IMIAPP publications:

[https://www.mef.gob.pe/es/?option=com\\_content&language=es-ES&Itemid=101579&lang=es-ES&view=article&id=6049](https://www.mef.gob.pe/es/?option=com_content&language=es-ES&Itemid=101579&lang=es-ES&view=article&id=6049)

ComprasEstatales (experienced consultants in government procurement in Peru):

<https://comprasestatales.org/>

Licita Facil (experienced consultants in government procurement in Peru):

<https://licitafacil.pe/>