



REQUEST FOR PROPOSALS

FOR A VEHICLE RENTAL CONCESSION AT SANGSTER INTERNATIONAL AIRPORT



MONTEGO BAY, JAMAICA

July 12, 2016

Questions & Answers

Published August 8, 2016

1.0 Introduction

MBJ Airports Limited (“the operator”) opened a Request for Proposal (RFP) process on July 12, 2016, inviting proposals for the Development, Operation and Maintenance of a Vehicle Rental Concession (the Concession”) at the Airport.

This Question and Answer report is intended to provide responses to queries regarding the RFP sent to the operator.

Question 1 As we are a privately held company, the audited financial statements requested are proprietary, as such we are not fully comfortable sending these through in soft or hard copy without assurances. We have no issue showing them, however would prefer another forum other than document submission to make it so, for example in a presentation/meeting etc. to provide comfort to the evaluation committee. Can this be explored?

Answer Please refer to Clause 7.0 Conditions in the RFP document which we believe will satisfy your concerns:

“The Licensor recognizes that the information required is confidential and will not disclose details of any submission to any other Proponent.”

Please consider this email our commitment to take all reasonable measures to keep information submitted to MBJ in connection with the RFP, including but not limited to your audited financial statements confidential and to ensure that same is not disclosed to any third party and disclosed only to MBJ employees participating in the evaluation of your proposal. At your request, we shall immediately return or destroy the Audited Financial Statements and shall not use further or disclose.

Question 2 If this remains a requirement however, please provide assurances and measures MBJ are taking toward confidentiality of the records submitted? Is MBJ willing to sign a Non-Disclosure Agreement we submit?

Answer See above response.

Question 3 Do you have a standard worded template you would like the banks and other references to sign to?

Answer No, we do not. We will accept the standard used by the banks and other companies.