

CCO-18-001
THE CONCESSION OF CANAL DE PANAMÁ STORES AND
A NON-EXCLUSIVE LICENSE TO USE SOME TRADEMARKS IN THE STORES

AMENDMENT N°4

1. Invitation for Bids, page N°52, last paragraph is amended to read as follows:

To validate the minimum requirement listed before and to validate operational terms, tenderer shall submit the following documentation:

1. At least five (5) letters, documents or certifications of reference, attesting that the Tenderer has at least ten (10) consecutive years of recent experience in operation and management of tourist or traveler oriented stores or gift shops or souvenir retail stores located among others, in, for example: airports, shopping malls, ports, train stations, visitor centers, aquariums, botanical gardens, experience centers, waterparks, museums, theaters, theme restaurants, sports arenas, landmarks, public attractions, cruise ships, zoos, transport terminals, rides, parks or other traveler-tourist oriented intensive sites worldwide, among others of similar nature. Reference letters should include name, address, email, and telephone number and position of the person responsible for the information provided. The ACP may communicate with the person responsible for the information provided in order to verify its accuracy and may do a background check and due diligence as might be required or deemed necessary.
2. At least five (5) letters of reference, documents or certificates, attesting the tenderer has five years of recent experience (during the last five years) in coordinating and or management of the design, development, franchising, retail sale and distribution of souvenir, brand or tourist oriented products, merchandise, paraphernalia, souvenirs, mementos memorabilia or keepsakes. Reference letters, documents or certificates should include name, address, email, and telephone number and position of the person responsible for the information provided. The ACP may communicate with the person responsible for the information provided in order to verify its accuracy, and may do a background check and due diligence as might be required or deemed necessary.
3. All certifications required for attesting tenderer's ownership or being concessionaire of as many duty-free stores, tourist or traveler oriented stores, gift shops or souvenir retail stores. Stores included as reference must be currently open and engaged in business, and have at least ten (10) years of continued recent operation under the Tenderer management or majority and controlling ownership.
4. Certified copy of latest annual audited financial statements (last audited statement at the moment of the proposal), attesting Tenderer's worldwide total yearly invoicing of no less than US\$ 3 million tourist or traveler oriented stores or gift shops or souvenir retail stores located among others, in, for example: airports, shopping malls, ports, train stations, visitor centers, aquariums, botanical gardens, experience centers, waterparks, museums, theaters, theme restaurants, sports arenas, landmarks, public attractions, cruise ships, zoos, transport terminals, rides, parks or other traveler-tourist oriented intensive sites worldwide, among others of similar nature.
5. Authenticated copy of a certificate of good standing of the Tenderer presenting the Bid and with whom the ACP will celebrate this Contract, issued by the proper government authority. This certificate should express among others, the name of the legal representatives or persons authorized to represent the corporation. If the document is issued in a foreign country, it should be authenticated and legalized by the proper

government authority of the foreign country and Panama or thought Apostille when applicable.

6. A proposal cover letter, duly signed by the authorized representative of the Tenderer, warranting compliance with the requirements of this Bid and accepting all the terms and conditions of this tender document.
7. A document indicating, tenderer's disclosing any situation of actual or potential conflict that affects their capacity to serve in the best interest of ACP, or that may reasonably be perceived as having this effect. Hence, Tenderers shall complete and include with their proposal a Conflict of interest disclosure letter. Please refer to Conflict of interest disclosure letter format in this section.)
8. As many bank letters of reference as possible to certify that the Tenderer has cash and/or financial resources and wherewithal required to design, develop, set-up, stock, operate and maintain the Stores, or credit lines of at least mid-six figures.
9. If applicable, Tenderers with local residence shall submit a tax clearance certificate, certifying its compliance with tax regulations within the Republic of Panama and the Caja de Seguro Social (Paz y Salvos).
10. Proposal letter, duly signed in ink by the authorized representative of the Tenderer, warranting compliance with the requirements of this Bid and accepting all the terms and conditions of this tender document. (Conditioned proposals or with caveats or exceptions will not be accepted)
11. A document indicating/certifying that there are no legal, civil or penal actions and/or claims that might affect the Tenderer's ability to perform this Contract.
12. A full color render with aerial, lateral and frontal images and views of each store, showing space distribution, graphic design, concept, display of merchandise and any other distinctive element to be used in the stores, decoration and display of merchandise.
13. A full color catalog with at least three different lines of products targeted to different segments of clients (age, purchasing power, gender). Catalog should include lateral and frontal images of each product showing the correct use of the Panama Canal trademarks.
14. A full color render with frontal and lateral images showing graphic design of products' packaging or wraps, bags and boxes to be used in each store.

Important: Failure to submit any of these documents and audio-visual items shall be grounds for rejection of the proposal.