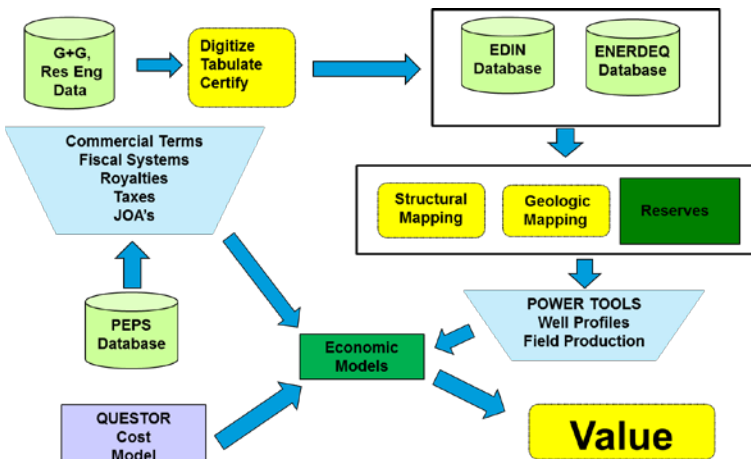
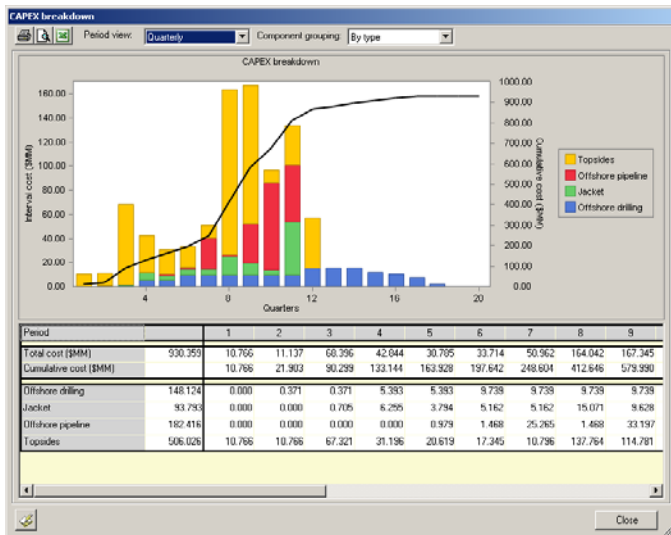


Bid Evaluation and Negotiation Support



Situation

- The government of a Central American nation invited IHS representatives to contribute as members of the Bid Evaluation Committee for their licensing round.

What IHS did

- IHS conducted a bid compliance review consisting of bidder and operator qualification, comparison of the actual financial and work commitments versus minimum requirements established by the Ministry.
- IHS evaluated the bids on the basis of reasonableness of the bids offered, economic viability of the bids as well as comparative analysis with experience of other jurisdictions.
- IHS carried an analysis of the outstanding legal and policy issues raised by the bidders with respect to security of title, transition from exploration to production license, relinquishment, form of JOA, financial guarantee, fiscal stabilization, international arbitration, right of first refusal etc.

Impact

- The government was able to enter into negotiations with a proper strategy related to outstanding legal and commercial issues and successfully closed the deals.