

Market Sounding

The Undersecretariat of Partnerships of the State of São Paulo Government, with the objective of establishing institutional norms for the dialogue between public and private entities, as well as conciliating interests for the implementation of its project portfolio, inaugurates in a transversal and schematized manner the procedure of market sounding.

This procedure serves as a venue for operators, investors, financiers and other qualified parties to contribute towards the dialogue regarding the state's concession and public-private partnerships projects. As such, individual meetings will be scheduled, in order to understand the main aspects of each project that should be considered, such as the principle risks, barriers to entry, critical points regarding project financing, regulatory restrictions, innovations or technical alternatives.

Moreover, this procedure will serve to evaluate the project's viability, in addition to the capacity and maturity of the sector under analysis.

Meeting Guidelines

Considering

- I. The necessity to promote procedural rigorousness, conferring publicity to information disclosed during meetings;
- II. The importance of ensuring the impartial treatment of all participants;
- III. The alignment of interests between the public and private partner, as well as the financier, in order to assure the quality and universality of services along with the favorability of the proposal in the circumstance of a public procurement for the project;
- IV. The importance of strengthening the competitiveness and transparency of an eventual public procurement process, including diversifying the profile of bidders and adapting requirements to the characteristics of the sector and the project at hand.

The Undersecretariat of Partnerships will exchange all pertinent information with the interested parties during the course of the meetings. The depth of this information will vary in accordance with the maturity level of each project. For example, market sounding concerning projects in an early phase will focus on understanding the expectations and restrictions to the project recently incorporated into the portfolio. Alternatively, market sounding pertaining to projects in more advanced stages will respond to potential doubts and stimulate the exhibition of evaluations, surveys and studies that may aid in the development of the concession and public-private partnerships projects.

Scheduling

- Meeting requests for each project with the State of São Paulo Government shall be made by sending an email to parcerias@sp.gov.br
- Scheduling confirmations will be sent out to the electronic address provided during the initial request;
- Each meeting will have a time limit of 45 minutes;

- Scheduling calendars will be available for each project;
- Interested parties will be allowed to bring a maximum of five (5) members or representatives;
- Meetings will take place at the Bandeirantes Palace, alternatively the Undersecretariat of Partnerships reserves the right to conduct these meetings through telephone/video-conference if judged appropriate;
- Unsolicited meetings will not be allowed;
- The market sounding procedure at hand does not limit additional market surveys conducted by consultants, research institutions or national and international entities supporting the State of São Paulo in the structuring of its projects.
- The market sounding procedure at hand also does not limit the State of São Paulo in its capacity to conduct other forms of market consultation, at a national or international level.

Complimentary Information

- The Undersecretariat of Partnerships will be responsible for conducting meetings, in conjunction with sectoral entities directly involved in the project;
- The Undersecretariat of Partnerships reserves the right to invite any public agent or entity it judges relevant to participate in the meetings;
- Only content generated on the basis of public information will be presented or discussed during the meetings;
- Interaction during meetings and the content presented by the State of São Paulo, including eventual clarifications, standpoints or affirmations, does not bound the public and private parts in any form. Therefore, these should not be confounded, substituted or complimented with any interaction between the private parties and the Conceding Power as described in the public procurement process;
- All information made available by the interested party to the State Government during meetings implies the acceptance of the use of this information in the structuring of the project at hand, bearing no right for indemnities, reimbursements or compensations in any nature by the State Government to the private party;
- The confirmation, the occurrence of a meeting and utilization of the information's obtained will not be taken into account in the pre-qualification process or habilitation of the interested party in the eventuality of a public procurement process, to be conducted by the State Government.