



Washington Consulting Corporation

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Procurement and Business Development Facilitators

WCC is a one-stop solution for many of your business needs. We advise companies on matters related to public procurements and facilitate trade and investment activities of U.S. and international companies.

Government Contracts

- Prepare winning proposals and negotiate contracts with owners
- Identify small and minority – owned business as potential team partners to larger businesses in the U.S
- Find potential partners abroad
- Negotiate and draft teaming agreements
- Identify procurement opportunities

Strategic International Business Consulting

- Understand foreign markets' regulatory and legal requirements
- Perform risk analysis and recommend mitigation strategies
- Gather and analyze market intelligence
- Direct advocacy and company representation

Sample Projects on Our Database Include:

Cartagena Refinery

The program would finance upgrading the Refinería de Cartagena S.A. The revamped refinery will process 165,000 barrels of heavy oil per day.

Country: Colombia
Sector: Power
Financing: IADB
Status: Preparation

Infrastructure Development has Shifted From the Developed West to Emerging-Market Countries

Emerging market countries --- China, India, Brazil, Russia, and many of the countries in Latin America, Eastern Europe, the Middle East, and North Africa --- are undergoing explosive demographic and economic changes that make them the primary consumers of infrastructure development for the next 10 years, and possibly beyond. As a result, international infrastructure development offers a wide range of opportunities and holds great potential in the short term for all types of excavation and site work contractors, specialty contractors, manufacturers, suppliers, service providers and institutional supporters.

And the money is there to pay for the work. New sources of funding are becoming available from public financial institutions in emerging countries, particularly the export-import banks, private foundations and pension funds, capital markets (formerly often closed to emerging markets) and international lending institutions.

WCC Specializes in International Construction Projects

Businesses have to determine where tomorrow's clients can be found, what those clients will need, and how they will pay for those needs.

WCC has an experienced team of lawyers, international trade economists, and government procurement specialists who offer contractors a complete project lifecycle service combined with legal advice. Our team has the knowledge and understanding of the best practices in procurement procedures, the construction industry, risk analysis, FDIC documents, and contract negotiations. We have proven experience with institutions, procurement guidelines and procedures – especially those of the international development banks such as World Bank and the Inter-American Development Bank (IADB); donors such as the Millennium Challenge Corporation, and with agencies that support American small business's participation in global markets such as the Ex-Im Bank, OPIC, and USTDA. Our team can provide advice in areas that are related to Public Procurement, including export controls, Foreign Corrupt Practices compliance, country of origin restrictions and import practices. We provide a full range of services with respect to bid protests.

Estimated cost: US\$ 3.2B

The Water and Sanitation Sub National Program

The Program will finance (i) sanitation works (collectors and wastewater treatment plants) in the capital of San Jose (ii) rural systems for water supply in priority zones, (iii) small water supply and sanitation works in municipalities.

Country: Costa Rica
Sector: Sanitation
Financing: IADB
Status: Preparation
Estimated cost: US\$ 320B

Modernization of Pumping Stations on the Esmeraldas-Quito Multiproduct Pipeline

The objective of this operation is to support one of the subsidiaries of the company, Petrocomercial, to modernize the transport system of refined products. The loan will support investments that will help improve capacity, efficiency and safe operation of pumping fuel.

Investments in the four pumping stations are replacing outdated diesel engines by electric motors, electrical and civil works, and investments to improve environmental management.

Country: Ecuador
Sector: Power
Financing: IADB
Status: Preparation
Estimated cost: US\$ 82.8M

Regasification Plant Project

Country: Uruguay
Sector: Power
Financing: IADB
Status: Preparation
Estimated cost: US\$ 1B
*Components to be determined

BEC Support Program

Country: Bahamas
Sector: Power
Financing: IADB
Status: Preparation
Estimated cost: US\$ 20B
*Components to be determined

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We assist our clients with the acquisition of new work through our vast in-country networks and direct contact with donors and financial institutions headquartered in Washington, DC. Through our correspondents and links with investment banks and leaders of the professional business communities in countries in Latin America, Africa, and Asia, our team can advise on those regions’ laws, performance requirements, cultures and practices, meet with decision makers, and search for suitable local partners.

Our practice group includes experts in international trade matters. We have an international trade practice and work with both local and foreign companies in structuring their operations so as to take full advantage of the various regional trade agreements that include government procurement, allowing American companies to compete with national companies in foreign countries.

Our team members are fluent in English, Spanish, and French and we can work directly with clients and government officials in different regions.

Detailed Description of Services

WCC’s approach focuses on five key areas, allowing clients to customize our services to meet their needs. The five key areas include business strategy clarification; opportunity identification; partnership building; risk assessment and mitigation strategies; and procurement advisory and contract support. Please contact us for more details.

Representative Matters

WCC worked with O’Riordan-Law firm in the negotiations with the government of Azerbaijan for design and construction of an international highway. WCC developed a risk matrix for the project, interfaced with insurance companies to determine the degree of risk coverage required for international operations, interfaced with Azerbaijani counsel and Azerbaijani public accountants concerning local accounting practices, analyzed financial provisions of contracts between the U.S. company and Azerbaijani and other subcontractors, devised corporate policies related to the United States Foreign Corrupt Practices Act and trained senior management in implementation of those policies.

A mid-Atlantic general contractor with environmental engineering experience. The company owner is Haitian-American, and had been working as a US Federal subcontractor in the US and in Haiti (on US projects) before the 2010 earthquake. WCC has helped in expanding its existing operations in Haiti, and into entering into new markets elsewhere in the Caribbean.

For U.S. investors seeking to establish commercial concrete manufacturing operations in Abu Dhabi, Sharja and Qatar, WCC identified business partners, outlined legal and regulatory parameters for investors, connected investors with local professional support and financing opportunities; conducted preliminary due diligence of short-listed deals; and escorted client representatives on two extended fact-finding missions prior to negotiation of the deals.

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