



Washington Consulting Corporation

May 20, 2011

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

Washington Consulting Corporation is assembling a consortium to pursue an early-stage project that involves design, civil engineering and construction of a major highway in the Andes. WCC will represent the consortium with the government/owners, banks, etc. The Chilean regional authority in charge of the project has expressed interest in working with a consortium that includes an American company with appropriate past performance/experience (especially in tunnels). The right American company will be able to obtain both the design and the construction work.

Scope: Design and construction of 91-mile (147.04 km) international highway between Chile and Argentina, linking an Argentine industrial zone in Argentina with the second largest port in Chile. One or more consortium member(s) must have significant, proven capacity in big tunneling projects.

Cost: \$450 - \$600 Million (current estimate) (Chilean Government). Chilean authority also would like the American construction company to work with them in refining and supporting a final estimate for the project.

Stage: This project offers interested parties the maximum opportunity to shape the project in ways that will not be possible at later stages. Both the Chilean and Argentinean governments have commissioned studies that identified this highway as the best alternative to the current bi-national pass. No definitive highway design has been put in place yet.

Considerations:

- Interested companies should plan on no fewer than 2 trips to/within Chile (to assess the project, to talk with the authorities, and meet with potential partners).
- Technical Challenges: Plans call for construction of a 16.8 km (8 mile)-long tunnel, and the location of the highest points of the route (at the gates of the proposed tunnel) at altitudes of between 2040 and 2260 meters, or 6,726 ft.
- Financing: Public/Private Partnership Opportunity. The Chilean government will likely seek to award to a consortium that has put together a financing package through one or more third-parties (such as the World Bank and large international lending intuitions), and that will provide for operation of the road post-completion by one or more of the consortium members.
- WCC will assemble together and represent a consortium of a Chilean construction company(ies); a Chilean concession administrator; and the American company as team leader and general

- Direct advocacy and company representation

1314 19th St. NW.
Washington D.C 20036
Phone: (202) 862-8426
www.wccorporation.com
info@wccorporation.com
Laura Rojas, President
Carol O'Riordan, Director

contractor. Consortium members will decide how to divide roles and responsibilities.

Funding is anticipated to be readily available: Chile's current credit rate (A-plus), it has no external debt, and it is regarded as highly stable politically and economically. Chilean authorities indicate that they will welcome WCC's and the construction consortium's help in identifying the most favorable approach to financing of the project.

In the event that you no longer wish to receive our e-letters, please send an email to wccinfo@wccorporation.com and type "unsubscribe" in the subject line.