



**PORT OF GUAM**  
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**Lourdes A. Leon Guerrero**  
Governor of Guam  
**Joshua F. Tenorio**  
Lieutenant Governor

**Pre-Proposal Summary**  
**RFP-PAG-025-001**  
**New Terminal Operating System for the Port Authority of Guam**

10:00 AM- Pre-Proposal Agenda on September 16, 2025

10:00 AM- The Port Team was mentioned, Mark Cabrera (myself), Arden Bonto, Dennis Perez, Anthony Yatar, Darrel Harris and Jacob Paunte

Stated print screen will be used to capture attendance for this conference

Intended Purpose: Soliciting proposals from qualified professionals for a New Terminal Operating System

Stated we would like to go over the Procurement Process for this RFP

Reminded all that Section III is where you can find the Scope of Services

Questions and Concerns due tomorrow September 17, 2025. Requests to extend will be considered, but you need to e-mail your written request. This tight deadline was caused by a number of items and other time constraints. However, PAG would be happy to take into considerations requests to extend.

If an extension is desired, it needs to be requested in writing to the General Manager and e-mailed and attentioned to myself Mark A. Cabrera at [macabrera@portofguam.com](mailto:macabrera@portofguam.com)

10:05 AM- The submission deadline is due October 27, 2025 4:00PM CHST, and no late submissions will be accepted.

This RFP submission is acceptable via e-mail [rfp.pag.025.001@gmail.com](mailto:rfp.pag.025.001@gmail.com)  
If submitting hard copies, 1 original and 4 copies required. If submitting via e-mail it must be in .pdf format. We also are currently considering that submission be included in electronic medium, but may be entertained through an amendment later.

**Reminders:**

- Cover Letter Referencing RFP-PAG-25-001 which list the contents of the response and all required information about the offeror, as set forth in its section
- Offeror;s Proposal addressing all informational items and factors required in the RFP



- Proof of any required licensure to perform the Services on Guam (unless not required until a later time pursuant to the terms of this RFP)

It was stated that the forms from the AGs have been changed to declarations, so no notary required

- Form 002 - Declaration Disclosing Ownership and Commissions
- Form 003 – Declaration re Non-Collusion
- Form 004 – Declaration re No Gratuities/Kickbacks
- Form 005 - Declaration re Ethical Standards
- Form 006 - Declaration re Compliance with U.S. DOL Wage Determination
- Form 007 –Declaration re Contingent Fees
- Current U.S. Department of Labor Wage and Benefit Determination SCA
- Subcontractor Utilization Form
- Certification of Non-Employment of Convicted Sexual Offenders
- Conflicts of Interest Disclosure Form
- Appendices A and B (address the questions as instructed on the RFP)

10:10 AM- A Pre-Proposal Conference Summary will be provided for this meeting.

Mr. Ivan Quan requested for digital copies of the spreadsheets for Appendices A and B as they are pretty grainy.

We responded that we will address it by providing the excel copies of these appendices.

Reminded anyone not registered to be certain they do in order not to miss notices.

Request for the extension of deadline on the Q&C and/or the Submission Deadline should be e-mailed to myself.

If questions submitted earlier, we will gather them and provide a uniformed official response to all those who are registered.

10:15 AM We opened for any questions.

NO Questions?

Mr. Ivan Quan stated that they will be requesting for an extension.

I reminded that I am the Single Point of Contact (SPOC) for this RFP. Still submit in writing so we can issue a official response to all registered offerors..

10:18 AM The Pre-Proposal Conference Concluded.