

México City, Mexico, 13 May 2016

Mr. Enrico Vink
Managing Director
FIDIC

Dear Mr. Vink:

In the event the delegates select me for the FIDIC Executive Committee at FIDIC General Assembly to be held in Marrakesh, on 27 September 2016, my main preoccupations regarding about Fidic topics, would be the following:

a) *QUALITY BASED SELECTION*

I'm convinced about the method of Quality Based Selection is the only way to transfer added value to industry. We have encouraged this method in Mexico and some countries in Latin America, where pernicious practices of selecting consultants by price persist. This has to be preceded by a change in local regulation, as recently happened in Mexico and Colombia. Is necessary to spread out and transmit the best practices of consultants' selection, hiring and refereeing by FIDIC in the FEPAC region.

b) *FIDIC INTEGRITY MANAGEMENT SYSTEMS (FIMS)*

Throughout 34 years of practice in FOA, I am convinced about business ethics and integrity. This was demonstrated through the decision of our founding Chairman, Dr. Felipe Ochoa Rosso, when obtaining the first worldwide certification in integrity, and my responsibility as CEO in FOA to establish it. As of today, such certification is still valid in FOA. It is necessary to continue with this unique guild effort of FIDIC, involving our clients intensely of our services. This just started in Mexico by signing an integrity statement during bids. This effort should be continued and my commitment is to spread it out among FEPAC countries to be adopted.

c) *RELATIONS FIDIC-FEPAC WITH MULTILATERAL BANKS*

It is necessary to strengthen the cooperation ties with multilateral Banks, including in the agenda to boost FIMS, and the recognition of these practices in the score of selecting consultants by quality in the bidding basis. The relevance that both IBRD and IADB have, as well as the continued importance that they give to hiring systems, convert them in global participants in charge of promoting FIDIC's BIMS principles.

d) *MORE AND BETTER APPs PROJECTS*

It is necessary to urge the increase of productiveness and competitiveness in most countries in the world, in order to avoid falling behind in the world scene. However, public budgets are not enough to supply the annual investment needed in the countries to raise their competitiveness. So, it is necessary the private capital as APPs. To propitiate successful APPs projects there is a need to draft quality projects in order to attract sustainable quality investments, socially responsables. I am convinced that FIDIC can contribute in a better way to promote and adopt standards on preparation, evaluation, suitability and implementation of APPs projects, teaming up together several work groups regarding politics for structuring and developing projects to enable us answering in a better way our responsibility to improve the quality of life of our population.

e) *RELATIONS BETWEEN FIDIC AND REGIONAL ORGANIZATIONS*

FIDIC's leadership is indisputable to face its role representing the worldwide organized consulting. However, there is no chance to stop recognizing the reality that each region confronts in the world, both in their development opportunities and challenges that local consulting industry faces. In my judgment, it is necessary to become closer the authentic cooperation ties, particularly in FEPAC region, the emergent region whose languages (Spanish and Portuguese) are essential for FIDIC. It is necessary to exhibit and spread out an intense effort of Capacity Building practices that I consider as one of the major obligations of FIDIC about engineering consulting. It is mandatory to review the way to improve the affiliation in member countries, recognizing their limited budgets but also the need to foster the abilities of their organizations when affiliating to FEPAC and FIDIC.

Yours sincerely,

Reyes Juárez, Phd.