



PAKISTAN TOURISM DEVELOPMENT CORPORATION

Kohsar Block (Ground Floor), Pak Secretariat, Islamabad.

Phone No: 051-051-9212829, Fax 051-9212853

Web: www.tourism.gov.pk Email: info@tourism.gov.pk

No. PTDC/Lease/Properties/Flashman's Hotel/2023

Dated: Feb 15, 2023

Subject: **EVALUATION OF APPLICATIONS FOR PRE-QUALIFICATION FOR LEASING OF PTDC FLASHMAN'S HOTEL RAWALPINDI**

Reference your prequalification proposal in response to PTDC advertisement No. PID/ (1)3754/22 regarding request for pre-qualification of local and international organizations interested in acquiring PTDC Flashman's; Hotel Rawalpindi on lease basis which was published in Dailies the "News" and "Dunya" on 15-12-2022 as well as uploaded on PTDC/PPRA Websites.

2. It is informed that in response to advertisement (05) five applications were received from interested parties for prequalification which were evaluated by the concerned tender committee in accordance with prescribed eligibility and evaluation criteria mentioned in Section-III of prequalification documents., It is further informed that 04 (Four) applications were found as substantially responsive and qualified whereas one application was rejected for not meeting the eligibility and qualification threshold. Following result of evaluation of applications and detail of qualified and rejected applications are being shared with the applicants /Firms to ensure transparency in the process.

A. List of qualified applicants meeting the eligibility & Evaluation Criteria:

S.#	Name of Bidder/Firm	Property applied for	Eligibility of Bidders	Remarks
1	M/s White Oak MOARK, LLC (JV) M/s Aman Ali (Pvt) Ltd.	PTDC Flashman's Hotel, Rawalpindi	Yes	Qualified for RFP
2	M/s Syed Jamil & Co. (Pvt) Ltd.	PTDC Flashman's Hotel, Rawalpindi	Yes	Qualified for RFP
3	M/s Chib Enterprises (Pvt) Ltd.	PTDC Flashman's Hotel, Rawalpindi	Yes	Qualified for RFP
4	M/s Pk Unicorn (Pvt) Ltd	PTDC Flashman's Hotel, Rawalpindi	Yes	Qualified for RFP

B. List of rejected applications who did not meet the required eligibility and evaluation criteria:

S.#	Name of Bidder/Firm	Property applied for	Eligibility of Bidders as per legal requirement /qualification threshold (Yes/No)	Remarks
1	M/s Kafalat Consulting (Pvt) Ltd.	PTDC Flashman's Hotel, Rawalpindi	No.	Incomplete non-responsive bid. The Firm lacks the experience of operating Hotel & Restaurants business, hence, as per eligibility criteria does not qualify.

3. It is further informed that request for proposal (RFPs) will be issued to qualified applicants as per scheduled to be communicated to the qualified applicants separately.

S/d

(Ashfaq Ahmad)
General Manager (Motels)
Pakistan Tourism Development Corporation
Kohsar Block (Ground Floor)
Pak-Secretariat, Islamabad
Tel; (051) 9212837
Email: info@tourism.gov.pak

Distribution:

- i. All applicants mentioned above
- ii. PTDC/PPRA Websites

Copy to:

- i. Chairman Special Committee
- ii. SPS to APM (Tourism & Sports)
- iii. PS to M.D. PTDC
- iv. M/s International Consulting Associates (Pvt) Ltd.



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No. PTDC/Lease/Flashman's Hotel/2022

Dated: February 16, 2023

To

All Pre-Qualified Bidders

LETTER OF INVITATION

Dear Sir/ Madam,

1. Introduction

1.1. Pakistan Tourism Development Corporation (PTDC), Cabinet Division hereby invites submission of proposal from pre-qualified bidders, in accordance with terms of this request for proposal (the RFP) for leasing out of PTDC Flashman's Hotel Rawalpindi. Your proposal will form the basis for negotiations and eventually in an agreement between PTDC and the Successful Bidder. The property will be leased out on "**as is where is basis**" to qualified bidders who shall operate / develop the Flashman's Hotel with a view to provide high standard hospitality services to the general public/tourist and uplift the tourism sector of Pakistan with good share of return for both the Lessee and the Lessor. This RFP is being issued to qualified bidders only and parties other than pre-qualified bidders shall not be eligible to submit RFP documents.

1.2. Please note that:

a. The prequalified bidders can obtain the RFP documents from the office of undersigned during office hour on payment of Rs. 5000/-(Non-refundable). The RFP has also been sent to bidders through their official email. In case of download from email, pay order/ demand draft of Rs. 5000/- in favour of PTDC be attached with technical proposal at the time of submission of bid.

b. The bidders shall prepare and submit separate bid proposal for the Flashman's Hotel

c. The cost of preparing the proposal and negotiating the contract including the site visit are not reimbursable, and

d. PTDC reserves the right to reject any or all the proposals submitted.

2. Bidding procedure:

The bidding procedure is explained in RFP documents. The bid shall comprise a single package containing two separate envelopes. Each envelop shall contain separately the Technical Proposal and Bid Security and the envelopes shall be marked as "Technical Proposal" and Bid Security" in bold and legible letters to avoid confusion. Initially only the envelop marked "Technical Proposal shall be opened. Technical Proposal is to determine

the technical strength and consideration of qualification of the Firm for the bidding process, which is to be carried out before the invitation to open competitive financial bidding is sent. The bidders who have qualified by obtaining **minimum 70% marks in technical bid** shall be invited for opening competitive financial bidding on date and time as per letter of invitation for this effect by PTDC.

3. Prebid/Clarification:

Should you require any clarification on any term(s) contained in this RFP or the Annexures attached with email, please contact the undersigned. A pre-bid meeting with pre-qualified bidders will also be held on **28-02-2023 at 02:00 P.M.** to develop understanding of the terms of RFP. In the interest of fairness, any clarification/amendment of RFP issued would be posted on PTDC website (www.tourism.gov.pk).

4. Submission date and opening of bid:

The proposal prepared in accordance with instructions in the RFP, along with bid security of **10% of the minimum lease amount/reserve price** in the shape of Bank Draft/Pay Order drawn in favour of PTDC may reach office of the undersigned by **07-03-2023 at 1100 hours**. Technical proposal will be opened the same day at **1200 hours** in presence of representatives of bidders who may wish to attend.

S/d

(Ashfaq Ahmad)
General Manager (Motels),
Pakistan Tourism Development Corporation (PTDC)
Kohsar Block (Ground Floor), Pak Secretariat, Islamabad
Tele: 051-9212829
Email: info@tourism.gov.pk

Distribution:

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