



PAKISTAN TOURISM DEVELOPMENT CORPORATION

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No. PTDC/Lease/Properties/AJK-GB/2021- 630

Dated: April, 29, 2022

Subject: **EVALUATION OF REQUEST FOR PROPOSALS OF PRE-QUALIFIED BIDDERS FOR LEASING OF PTDC PROPERTIES IN GB & AJK.**

Reference your Request for Proposal(RFP) submitted by you regarding the leasing out of PTDC properties in GB/ AJK in response to invitation letter dated 19.01.2022 which was issued to eighteen (18) pre-qualified bidders with the request to submit detailed proposals for the desired properties.

2. It is informed that in response to invitation letter, sixteen (16) pre-qualified bidders submitted their Request for Proposals (RFPs) by the closing date i.e. 22.02.2022 which were opened by the Tender Opening Committee on same day in the presence of the representatives of bidders. Whereas two bidders i.e. M/s Sozo Inn (Pvt) Ltd and M/S Frontier Works Organization did not submit their proposals.

3. The proposals were evaluated by the concerned tender committee in the light of evaluation criteria mentioned in Section-III of RFP. Out of sixteen (16) bidders, technical proposals of Fourteen (14) bidders against the nine (9) properties were found as substantially responsive and qualified for open competitive financial bidding whereas technical proposals of two (02) bidders found non responsive for not meeting the qualification of minimum threshold. Following result of the technical evaluation and detail of the responsive bidders and non-responsive bidders are being shared with all pre-qualified bidders to ensure transparency in process:

A. List of technically qualified responsive bidders meeting the evaluation Criteria

Sr.	Name of bidder Firm/ Company	Proposal submitted for Properties	Minimum threshold of evaluation Criteria (Yes/No)	Remarks
1.	M/s Syed Jamil & Company (Pvt), Ltd.	PTDC Motel Gilgit & Sost	Yes	Qualified for Open Financial Bidding
2.	M/s PAK Unicorn Prestige (Pvt) Ltd.	PTDC Motel Gilgit & Sost	Yes	Qualified for Open Financial Bidding
3.	M/s Dreamworld Resort (Pvt) Ltd.	PTDC Motel Hunza & Khaplu	Yes	Qualified for Open Financial Bidding
4	M/S Niagara Mills (Pvt) Ltd.	PTDC Motel Hunza & Sost	Yes	Qualified for Open Financial Bidding
5	M/s AA Joy land (Pvt) Ltd.	PTDC Motel Hunza & Sost	Yes	Qualified for Open Financial Bidding
6	M/s Crimson Hospitality (Pvt) Ltd.	PTDC Motel Hunza & Skardu	Yes	Qualified for Open Financial Bidding
7	M/s Hashwani Hotels Ltd.& M/s Swat Tourism Company (Pvt) Ltd. (JV)	PTDC Motel Hunza & Skardu	Yes	Qualified for Open Financial Bidding
8	M/s AAJSONs (Pvt) Ltd.	PTDC Motel Skardu & Land at Nultar	Yes	Qualified for Open Financial Bidding

9	M/s BPS (Pvt) Ltd, Lahore.	PTDC Motel Sadpara & Land at Gilgit (TFC)	Yes	Qualified for Open Financial Bidding
10	M/s MEFA Industries (Pvt)	PTDC Motel Ramalake & Land at Nultar	Yes	Qualified for Open Financial Bidding
11	M/s Khyber Grace (Pvt) Ltd.	PTDC Motel Skardu	Yes	Qualified for Open Financial Bidding
12	M/s Chib Enterprises.	PTDC Motel Skardu	Yes	Qualified for Open Financial Bidding
13	M/s PSL Pakistan Services Ltd & M/s Road & Story (Pvt) Limited (JV)	PTDC Motel Ramalake	Yes	Qualified for Open Financial Bidding
14	M/s Arcadian Hotels & Resort (Pvt.) Ltd.	PTDC Motel Khaplu	Yes	Qualified for Open Financial Bidding (only for one property)

B. List of technically non-responsive bidders who did not meet the evaluation criteria

1	M/s UIG (Pvt) Ltd.	PTDC Motel Gilgit & Skardu	No	The bid was found non-responsive and failed to obtain the minimum threshold of 70% marks. The proposal lacks comprehensiveness particularly retrofitting & renovation plan, new development plan, management and business strategy and technology plan
2	M/s Al Rehman Hospitality Pvt Ltd.	PTDC Motel Sadpara & Skardu	No	The bid was found non-responsive and failed to obtain the minimum threshold of 70% marks. The proposal lacks comprehensiveness particularly in new development, management and business strategy, capital cost and technology plan.

3. It is further informed that schedule of open competitive financial bidding and invitation letters will be communicated to the qualified bidders separately through their official emails.


(Ashfaq Ahmad)

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Distribution:

1. All Pre-Qualified Bidders mentioned above.
2. PTDC Website