



# 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/AJK-GB/2021/868

Dated: January 19, 2022

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 proposals from pre-qualified bidders, in accordance with the terms of this Request For Proposal (the, "RFP"), for leasing out of PTDC properties in Gilgit-Baltistan. Your proposal will form the basis for negotiations and eventually in an agreement between PTDC and the Successful Bidder. The properties will be leased on "AS IS WHERE IS BASIS", to Qualified Bidders who shall operate/ develop the properties with a view to provide high standard hospitality services to the general public/ tourists and uplift the tourism sector of Pakistan with a good share of return for both the lessee and the lessor. This RFP is being issued to pre-qualified bidders only and parties other than pre-qualified bidders shall not be eligible to submit RFP document.

1.2. Please note that:

- a) The pre-qualified bidder(s) can obtain the RFP document from the office of undersigned during office hours on payment of Rs.5000/- (non-refundable). The RFP has also been sent to bidders through their official emails. For motels, the RFP for motels and for lands the RFP for lands shall be used while submitting the proposals. In case of download from email, pay order/ demand draft of Rs.5000/- in favour of PTDC, be attached with the technical proposal at the time of submission of bid.
- b) the bidders shall prepare and submit separate bid proposal for each property.
- c) the costs of preparing the proposals and negotiating the Contract, including any site visits, are not reimbursable, and
- d) PTDC reserves the right to reject any or all the proposals submitted.
- e) Highest and best use study of the properties is being shared with the bidders through their official email for information only, which can also be obtained from office. However, accuracy of information in the study shall not be the responsibility of PTDC and the bidders may conduct their own studies to ascertain best utilization of the properties.

### 2. Bidding procedure

The bidding procedure is explained in RFP document. The bid shall comprise a single package containing two separate envelopes. Each envelope shall contain separately the Technical Proposal and the Bid Security and the envelopes shall be

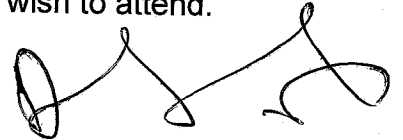
marked as "Technical proposal" and Bid Security" in bold and legible letters to avoid confusion. Initially, only the envelope marked "Technical Proposal" shall be opened; Technical proposal is to determine the technical strength and consideration of qualification of the firm for the bidding process, 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 the technical bid** shall be invited for Open Competitive Financial Bidding on Date and Time as per letter of invitation for this effect by PTDC.

### 3. Pre-Bid Meeting/ Clarifications

Should you require any clarification on any term(s) contained in this RFP or the Annexes attached with email, please contact the undersigned. A Pre-Bid meeting with the pre-qualified bidders will also be held on **28 January 2022 at 1400 PM** to develop understanding of the terms of RFP. In the interest of fairness, any clarifications/amendments of RFP issued would be posted on PTDC's website ([www.tourism.gov.pk](http://www.tourism.gov.pk)).

### 4. Submission Date and opening of bids

The Proposal, prepared in accordance with instructions in the RFP, along with bid security of **5% of the minimum lease amount/ reserve price** in the shape of Bank draft/ Pay order drawn in favor of PTDC may reach Office of the undersigned by **15<sup>th</sup> February 2022 at 1530 hours**. Technical proposals will be opened on the same day at 1600 hours in presence of representatives of bidders, who may wish to attend.



**(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](mailto:info@tourism.gov.pk)**

Note: The RFP along with Highest & Best Use Study of properties have been sent to the pre-qualified bidders through their official emails. The same can also be obtained from PTDC during office hours.