

## Balochistan Public Private Partnership Authority

### COMPLETE BID EVALUATION REPORT

#### Executive Summary

1.	Name of Implementing Agency	BALUCHISTAN PUBLIC PRIVATE PARTNERSHIP AUTHORITY
2.	Bid Reference No.	AB-125/31-07-2024
3.	Name and mode of Project	OPERATE, MANAGE & MAINTAIN 128 WHOLESALE SHOPS (URBAN MARKET), TRUCK & BUS TERMINALS, TAXI STAND, AUCTION & CARGO SHEDS & COLD STORAGEES IN CHAMAN, BALUCHISTAN UNDER PUBLIC PRIVATE PARTNERSHIP MODE (PPP MODE)
4.	Project Description	The Government of Balochistan is desirous of outsourcing the operation, management and maintenance of the Chaman Master Pan as a Multi-Purpose Trade Facility in Chaman which has been constructed over 94 acres and primarily includes the following components: truck terminal & cargo depots, bus terminal and taxi stand, shops, cold storage and auction sheds. Alongside, the Government of Balochistan is also desirous to outsource the development, operation and maintenance of undeveloped land of 19 acres and 13.55 acres.
5.	Method of Procurement	National Competitive Bidding
6.	Bidding Documents Issuance Date	1 <sup>st</sup> August 2024
7.	NIT and its Corrigenda or Addenda Published	NIT on 1 <sup>st</sup> August 2024 and Subsequent Corrigendum on 17 <sup>th</sup> August 2024
8.	Total Queries Received	4
9.	Total Complaints Received	NIL
10.	Bid Submission Deadline	04 <sup>th</sup> September 2024
11.	Total Bids Received	02





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12.	Technical Proposal Opening Date	04 <sup>th</sup> September 2024
13.	Number of Bids Technically Qualified	01
14.	Number of Bids Rejected	01 (Consortium: M/S Akhtar Enterprises, Balochistan Software House & Tracking Company & International Clearing Agent, Rejected on the basis of not meeting the Eligibility Criteria.
15.	Financial Opening Date	19-September-2024

Basic Eligibility

<b>Eligibility Factor</b>	Consortium - M/S Daroo Khan and Brothers (Private Limited), M/S Hamdard Trading Company, M/S Reliance Petrochemical Industries Pvt Limited, M/S Zarghoon Enterprises Pvt Limited and M/S Khojak Trading Company	Consortium -M/S Akhtar Enterprises Balochistan Software House & Tracking Company International Clearing Agent
<b>REGISTRATION</b>		



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The Bidder (in case of consortium, each member) must be an entity registered under the applicable laws and must submit incorporation details, including corporate charter and articles of incorporation. In case of foreign entities, certified true copies of their constitutive documents must be provided. The Bidder (in case of consortium, each member) must possess valid tax registration certificate (i.e NTN certificate) from Federal Board of Revenue and other applicable/relevant sales tax authority. In case of foreign entities, valid tax certificate and sales tax certificate, if applicable must be submitted. In case of foreign entities, Bidders submitting documents/information in a language other than English, it must be accompanied by an English translation (duly notarized by the Notary Public) and attested by the Pakistan Embassy/Consulate and Ministry of Foreign Affairs, Pakistan in the county of origin. In case of any discrepancy, English translation shall prevail.  
 The Successful Bidder must register with the Balochistan Revenue Authority (BRA) before execution of the contract.

Yes

Yes

**AFFIDAVIT FOR GOVERNMENT OWNED LEGAL ENTITIES**

In case the Bidder, or any Consortium Member is a government owned legal enterprise or institution, such Bidder, any consortium member (as applicable) must establish that it is legally and financially autonomous and operating under commercial law. (Bidders, or any Consortium Member, who are government owned legal enterprise or institution shall submit an Affidavit confirming that they are legally and financially autonomous and operating under commercial law). Relevant Form: BIDDING FORM T3 (FORM OF AFFIDAVIT)

Not Applicable

Not Applicable



**NO CONFLICT OF INTEREST**

The Bidder, and any Consortium Member shall not have any Conflict of Interest. Relevant Form: BIDDING FORM T3 (FORM OF AFFIDAVIT)

Yes

Yes

**NON-BLACKLISTING**

The Bidder, any Consortium Member shall not be blacklisted. Relevant Form: BIDDING FORM T3 (FORM OF AFFIDAVIT)

Yes

Yes



**HISTORY OF NON-PERFORMING CONTRACTS AND LITIGATION**



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Any non-performance of a contract by the Bidder (in case of Consortium, including each Consortium Member) should not have occurred in the last *five (5) years* prior to Bid Submission Date based on all information on fully settled disputes or litigation. All pending litigation against the Bidder, any Consortium Member shall in total not represent more than *[fifty percent (50%)]* of the respective net worth, nor shall there be any litigation that prevents or materially impedes the Bidder, any Consortium Member from its obligations in respect of the Project and the terms of the Concession Agreement. (The Bidders (in case of Consortium, each Consortium Member) shall provide details of the litigation or the Bidder (in case of Consortium, each Consortium Member) shall submit an Affidavit in case of no litigation on [PKR 200/-] (Pakistani Rupees [Two Hundred only]) stamp paper attested by Notary Public. In case the affidavit is issued by a foreign entity, outside Pakistan, such affidavit will have to be duly notarized by the Notary Public and attested by the Pakistan Embassy/ Consulate and Ministry of Foreign Affairs, Pakistan in the country of origin. Relevant Forms: BIDDING FORM T5 (HISTORICAL NON-PERFORMANCE AND PENDING LITIGATION) AND BIDDING FORM T3 (FORM OF AFFIDAVIT)

Yes

Yes

**FAILURE TO SIGN CONTRACTS**

The Bidder (in case of Consortium, each Consortium Member) shall not have failed to sign a contract in the last five (5) years. The Bidders (in case of Consortium, each Consortium Member) shall provide details of such failure to sign contracts or the Bidder (in case of Consortium, each Consortium Member) shall submit an Affidavit in case if not applicable on [PKR 200 /- (Pakistani Rupees [Two Hundred only])] stamp paper attested by Notary Public. In case the affidavit is issued by a foreign entity, outside Pakistan, such affidavit will have to be duly notarized by the Notary Public and attested by the Pakistan Embassy/ Consulate and Ministry of Foreign Affairs, Pakistan in the country of origin

Yes

Yes

**RELEVANT FORM: BIDDING FORM T5 (HISTORICAL NON-PERFORMANCE AND PENDING LITIGATION) AND BIDDING FORM T3 (FORM OF AFFIDAVIT)**

**FINANCIAL SITUATION / HISTORICAL FINANCIAL PERFORMANCE**

The Bidder, or if the Bidder is a Consortium, collectively shall have net worth of at least PKR 200,000,000/- (Pak Rupees Two Hundred Million Only) as presented in the most recent audited financial statements or Annual Tax Return.

Yes

No



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The Bidder, or if the Bidder is a Consortium, collectively shall have an average annual turnover of at least PKR 250,000,000/- (Pak Rupees Two Hundred Fifty Million Only) over the last three (3) years as per audited financial statements or Annual Tax Return

PROJECT RELEVANCY & LOCAL IMPACT	Yes	No
The Bidders, or if the Bidder is a consortium, collectively must have proven experience of at least 10 years of Operations, Management and Maintenance of infrastructure Projects or experience in wholesale business or cross-border trade or have experience of similar nature of assignment. (Documentary proof must be provided (Company registration and/or Contracts/Agreements/Ownership document).	Yes	Yes

*M/S Akhtar Enterprises Balochistan Software House & Tracking Company International Clearing Agent*, declared Non Eligible due to not meeting the mandatory requirements.

**DETAILED TECHNICAL EVALUATION**

Description	Marks	Marks Obtained
Financial Soundness	20	20
Relevant Experience	30	23
Proposed Methodology and Work Plan	15	10
Key Professional Staff, Qualification and Competence	20	11
Site Visit	10	10
Local Business Existence or Registered office in Chaman Balochistan	05	05
<b>Total Marks</b>	<b>100</b>	<b>79</b>

*(Signature)*

*(Signature)*

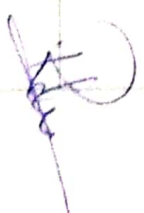


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A	Category	Consortium - M/S Daroo Khan and Brothers (Private Limited), M/S Hamdard Trading Company, M/S Reliance Petrochemical Industries Pvt Limited, M/S Zarghoon Enterprises Pvt Limited and M/S Khojak Trading Company  Maximum Marks  Marks Obtained
A	Financial Soundness of Bidder (in case of Consortium Bid, collectively): (20 points)	20  20
1	If Average Annual Turnover over the last three years as per audited Financial Statements is PKR250,000,000/- (Pak Rupees Two Hundred Fifty Million only) (less than 250 million will score no marks)	MAXIMUM 10 MARKS  5 points for turnover of PKR 250,000,000/- (Pak Rupees Two Hundred Fifty Million only) + 1 Mark for each increase of PKR 50,000,000/- (Pak Rupees Fifty Million only)  10  10
2	If Net Worth is greater than PKR 200,000,000/- (Pak Rupees Two Hundred Million) in the most recent audited financial statements  Less than 200 million, will score no marks.	5 points for Net worth of PKR 200,000,000/- (Pak Rupees Two Hundred Million) + 1 Mark for each increase of PKR 50,000,000/- (Pak Rupees Fifty Million only)  10  10
B	Relevant Experience (30 Points)	30  23



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<p>1</p> <p>General Experience of Management, Operations &amp; Maintenance or Experience of Cross Border Trade or Wholesale Market or Trading. (maximum 10 marks)</p>	<p>Number of Projects for which successful O&amp;M has been undertaken (maximum total 10 marks): General O&amp;M or Experience in Cross border trade or Wholesale Market or Trading of projects worth minimum value of PKR 10 million – 5 Marks 1 Marks For each additional General O&amp;M Experience.</p>	<p>10</p>	<p>10</p>
<p>2</p> <p>Specific Experience of Operations &amp; Maintenance of the Infrastructure Projects or similar assignments (maximum 15 marks)</p>	<p>Number of O&amp;M of Infrastructure Projects or similar assignment for which successful O&amp;M has been undertaken (maximum total 15 marks): Specific Experience of O&amp;M of Infrastructure Projects or Similar Assignment – 5 Marks 2 Marks For each additional Specific Experience of O&amp;M of Infrastructure Projects or Similar Assignment (Max 10 Marks)</p>	<p>15</p>	<p>7</p>
<p>3</p> <p>Construction/Contracting Experience for developing/establishing Infrastructure Project Maximum – 5 Marks</p>	<p>Number of Infrastructure Projects successfully executed (maximum total 5 marks): • Infrastructure projects worth minimum value of PKR 100 million or above – 5 Marks</p>	<p>5</p>	<p>5</p>
<p>C</p> <p><b>Proposed Methodology and Work-Plan: (15 Points)</b></p>	<p>15</p>	<p>10</p>	




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1	Understanding of local context including market intelligence and market assessment	3	3
2	Detailed coverage of methodology and work plan for the Operationalization and utilization 128 wholesales shops, Truck and Bus Terminals, Auction and Cargo Sheds and cold storages.	4	2
3	Detailed administrative and coordinating mechanism	2	2
4	Strategy for HR development	2	1
5	Methodology and work plan for development of Zone A & Zone B	3	2
6	Work plan for first five years (Gantt Chart, supported with narrative)	1	0
D	<b>Key professional staff qualifications and competence: (10 Points)</b>	20	11
A	<b>Project Director</b>	5	3
	Master in Relevant Field	3	3
1	- Post qualification experience in project management or senior level management for 15 Years or more	2	0
B	<b>Financial Expert</b>	5	2
	Masters in Finance or relevant Field / CA / ACCA	3	0
1	Post qualification experience in finance field of more than 10 years	2	2
C	<b>HR Specialist</b>	5	3
1	Bachelor's Degree in relevant discipline	3	3
	with 10 years of relevant experience	2	0
D	<b>Marketing Specialist</b>	5	3
	Bachelor's Degree in relevant discipline	3	3
	with 10 years of relevant experience	2	0
E	<b>Site Visit (Site Visit to Chaman, Balochistan -</b>	10	10
	The BPPPA Authority team shall be present on-site to record the attendance of potential bidders. Only bidders whose names are marked on the attendance sheet will be awarded the		



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F	Local Business Existence or Registered Office In Chaman, Balochistan	5	5
	Total Marks	100	79

  
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**RECOMMENDATION:**



After detailed Technical Evaluation, the Evaluation committee declared Consortium - M/S Daroo Khan and Brothers (Private Limited), M/S Hamdard Trading Company, M/S Reliance Petrochemical Industries Pvt Limited, M/S Zarhoon Enterprises Pvt Limited and M/S Khojak Trading Company Technically Qualified and therefore recommended to proceed for Opening of Financial Proposal.





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Financial Bid Results: (19-September-2024)

SR. NO.	NAME OF BIDDER	YEAR WISE ABSOLUTE VALUE OF TOTAL DIVIDENDS PAYMENT FOR GOB AGAINST FREE EQUITY OFFERED	YEAR WISE NET PRESENT VALUE OF DIVIDENDS PAYMENT FOR GOB AGAINST FREE EQUITY OFFERED (DISCOUNTED AT 15%)	Free Equity Stake for GOB (FLOOR AT 5%)	REASONS FOR ACCEPTANCE / REJECTION	REMARKS
1.	Consortium - M/S Daroo Khan and Brothers (Private Limited), M/S Hamdard Trading Company, M/S Reliance Petrochemical Industries Pvt Limited, M/S Zarghoon Enterprises Pvt Limited and M/S Khojak Trading Company	PKR 30,563,372 <i>Thirty Million Five Hundred Sixty-Three Thousand Three Hundred Seventy-Two Rupees.</i>	PKR 4,756,574 <i>Four Million Seven Hundred Fifty-Six Thousand Five Hundred Seventy Four Rupees.</i>	10% %	Best Evaluated Bid	Recommended for Award of Contract. 
						




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SIGNATURES OF THE MEMBERS OF THE EVALUATION COMMITTEE

  
\_\_\_\_\_  
ABDUL REHMAN  
MEMBER  
SEP-19-2024

ADMINISTRATIVE OFFICER, LOCAL GOVERNMENT & RURAL  
DEVELOPMENT DEPARTMENT

  
\_\_\_\_\_  
JAMIAL HASSAN  
MEMBER

CHIEF OF SECTION, PLANNING & DEVELOPMENT DEPARTMENT

  
\_\_\_\_\_  
AHSALAN ALI  
CHAIRMAN

DIRECTOR FINANCE, BALOCHISTAN PUBLIC PRIVATE PARTNERSHIP AUTHORITY