

Balochistan Public Private Partnership Authority

COMPLETE BID EVALUATION REPORT

Executive Summary		
1.	Name of Implementing Agency	BALOCHISTAN PUBLIC PRIVATE PARTNERSHIP AUTHORITY
2.	Bid Reference No.	AB No.568/13-06-2024
3.	Name and mode of Project	Establishment, operation and maintenance of LPG testing lab in Taftan, Balochistan under public private partnership mode via design, build, finance, operate and maintain (DBFOM) modality
4.	Project Description	The Balochistan Public Private Partnership Authority (BPPPA) , along with the Balochistan Energy Company Limited (BECL) , intends to engage a private party on PPP mode to establish, operate and maintain LPG Testing Lab in Taftan, Balochistan under Public Private Partnership Mode via design, build, finance, operate and maintain (DBFOM) modality. It is envisaged that in the future the LPG Testing Lab may also conduct tests of other types of energy fuels and related items, including those regulated by the Energy Department, Government of Balochistan, and also those for which permissions / licenses / NOCs may be required from the concerned regulator under the Applicable Laws, as deemed viable by the Concessionaire, and upon receipt of approval by the Implementing Agency. The Concessionaire may also be allowed to establish, operate and maintain additional LPG Testing Labs at other locations in Balochistan in accordance with the terms of the PPP Agreement.
5.	Method of Procurement	Single Stage, Two envelopes
6.	Bidding Documents Issuance Date	14 th June 2024
7.	NIT and its Corrigenda or Addenda Published	NIT published on 14 th June 2024 and Extension Notice Published on 9 th July 2024
8.	In case of Unsolicited Proposal Name of Initiator	N/A
9.	Total Queries Received	0
10.	Total Complaints Received	01

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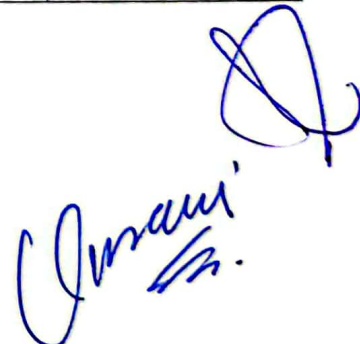
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11.	Bid Submission Deadline	23 rd July 2024
12.	Total Bids Received	03
13.	Technical Proposal Opening Date	23 rd July 2024
14.	Number of Bids Technically Qualified	01
15.	Number of Bids Rejected	02

Basic Eligibility

Sr. No.	Eligibility Factor	M/S Zahir Khan & Brothers	M/S Baloch Construction JV Ali Jan Trucking Station	M/S KBDL, Kasib Associates, Sky Clan (JV) KB & D
		Yes/No	Yes/No	Yes/No
1	Bid Security- PKR 10,000,000/- (Pakistani Rupees Ten Million only), issued in the form of an irrevocable, bank guarantee as per Bidding Form T6	Yes	No (Bid Security Submitted in the form CDR)	No (Bid Security Submitted in the form CDR)

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2	<p>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.</p>	Yes	N/A	N/A
3	<p>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.</p>	Yes	N/A	N/A
4	<p>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)</p>	Yes	N/A	N/A
5	<p>The Bidder, and any Consortium Member shall not have any Conflict of Interest. Relevant Form: BIDDING FORM T3 (FORM OF AFFIDAVIT)</p>	Yes	N/A	N/A

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6	The Bidder, any Consortium Member shall not be blacklisted. Relevant Form: BIDDING FORM T3 (FORM OF AFFIDAVIT)	Yes	N/A	N/A
7	Any non-performance of a contract by the Bidder (in case of Consortium, including each Consortium Member) should not have occurred in the last <i>five (5) years</i> 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 [<i>fifty percent (50%)</i>] 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 county of origin.Relevant	Yes	N/A	N/A
8	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 /- (<i>Pakistani Rupees [Two Hundred only]</i>)] 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 county of origin	Yes	N/A	N/A

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9	The Bidder, or if the Bidder is a Consortium, collectively the Consortium members, shall have a net worth of at least PKR 500,000,000/- (Pakistani Rupees Five Hundred Million only) as presented in the most recent audited/reviewed financial statement:	Yes	N/A	N/A
10	The Bidder, or if the Bidder is a Consortium, collectively the Consortium members, shall have an average annual turnover of PKR 400,000,000/- (Pakistani Rupees Four Hundred Million only) over the last three (03) years audited/reviewed financial statements	Yes	N/A	N/A

M/S Baloch Construction JV Ali Jan Trucking Station and M/S KBDL, Kasib Associates, Sky Clan (JV) KB & D have been declared technically unqualified due to not meeting the mandatory requirements.

DETAILED TECHNICAL EVALUATION

Description	Marks	Marks Obtained
Financial Soundness	20 marks	20
Experience of Bidder	35 marks	35
Methodology and Work Plan	20 marks	15.5
Key Professionals	15 marks	15
Site Visit	10 marks	10
Total Marks	100	95.5

A	Category	Marking Criteria	Maximum Marks	M/S ZKB
A	Financial Soundness of Bidder (in case of Consortium Bid, collectively): (20 points)		20	20

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1	If Average Annual Turnover over the last three years is PKR 400,000,000/- (Pakistani Rupees Four Hundred Million only)	5 marks for turnover of PKR 400,000,000/- (Pakistani Rupees Four Hundred Million only) + 1 mark for each increase of PKR 50,000,000/- (Pakistani Rupees fifty Million only).Less than PKR 400,000,000/- (Pakistani Rupees Four Hundred Million only) will score 0 marks.	10	10
2	If Net Worth is greater than PKR 500,000,000/- (Pakistani Rupees Five Hundred Million only) in the most recent financial statements	5 marks for Net worth of PKR 500,000,000/- (Pakistani Rupees Five Hundred Million) + 1 mark for each increase of PKR 50,000,000/- (Pakistani Rupees fifty Million only).Less than PKR 500,000,000/- (Pakistani Rupees Five Hundred Million only) will score 0 marks.	10	10
B	Relevant Experience (35 Points)		35	35
1	Proposed Facility Manager by the Bidder for overall management of the LPG Testing Facility	Experience (maximum total 07 marks):05 marks for 12 years' experience in management, administrative or related areas + 1 mark for each additional 02 years (up to maximum of 02 additional marks in total).Qualification in Business Administration, Management or related discipline (maximum total 03 marks)Masters Degree: 03 Marks, Bachelors Degree: 1.5 Marks.Note: Less than 12 years experience and below Bachelor degree will score 0 Marks (total maximum 10 marks)	10	10

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2	Proposed Laboratory Manager by the Bidder for operation & maintenance of the hydrocarbon laboratory (Technical)	Experience (maximum total 05 marks):03 marks for 12 years' experience in operations and maintenance in oil & gas sector, (hydrocarbon) Laboratory or related area + 1 mark for each additional 02 years (up to maximum of 02 additional marks in total).Qualification in Chemistry / Applied Chemistry / Analytical Chemistry / Chemical Engineering or related field (maximum total 03 marks) Masters Degree: 03 Marks, Bachelors Degree: 1.5 Marks, Lab Commissioning Experience (02 Marks) Assisted /involved in commissioning of minimum one (01) hydrocarbon laboratory: 02 marks Note: Less than 12 years experience and below Bachelor degree will score 0 Marks (total maximum 10 marks)	10	10
3	Laboratory Consultant / Specialist (Installation of LPG Equipments, Commissioning & O&M Supervision)	Marking: (15 Marks) Experience (maximum total 06 marks): 05 marks for 20 years' experience in oil and gas sector, hydrocarbon Laboratory and/or related area + 1 mark for each additional 01 year (up to maximum of 01 additional mark).Lab Commissioning Experience (06 Marks) Must be involved in installation & commissioning of minimum one (01) hydrocarbon laboratory: 06 marks Qualification in Applied Chemistry / Analytical Chemistry / Chemistry / Chemical Engineering or related disciplines (maximum total 03 marks) Masters Degree: 03 Marks, Bachelors Degree: 1.5 Marks Note: Less than 20 years experience and below Bachelor degree will score 0 Marks. Further, NO lab commissioning experience will score overall 0 marks for this category. (total maximum 15 marks)	15	15

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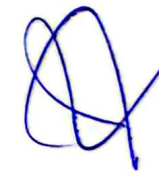
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C	Proposed Methodology and Work-Plan: (20 Points)		20	15.5
1	Understanding of local context		2	2
2	Detailed coverage of methodology and work plan for the Commissioning and Installation Works along with equipment design (for 100 tests)		3	1
3	Detailed O&M plan of the LPG Testing Lab		3	2
4	Equipment procurement plan		2	2
5	Expansion strategy (geographical and other fuels)		2	2
6	Detailed strategy of deploying technical resources (Installation Manager and Supervision/O&M Manager at the LPG Testing Lab		2	2
7	Strategy of improvement in quality testing		1	1
8	Detailed administrative and coordinating mechanism		1	0.5
9	Strategy for hiring local human resources personnel and their development in overall Project context		1	1
10	Sustainability plan for the Project		1	1
11	Work plan for first five years (Gantt Chart, supported with narrative)		2	1
D	Key professional staff qualifications and competence: (15 Points)		15	15
i	CEO/Managing Director/Project Director -The resource should be the Lead for the Project with mix of technical, management and administrative experience at senior level, driving the entire project.		5	5
1	Degree in Business Administration, Finance, Engineering (in relevant discipline) or other relevant	PhD/Masters Degree: 2.5 Marks Bachelors Degree: 01 Marks Below	2.5	2.5

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	Experience in project management and/or senior level management	20 Years or more: 2.5 Marks Between 15 and 20 Years: 1.0 Mark	2.5	2.5
ii	Director Technical- The resource should be the Technical Lead for the Project engaged in high-level decision making and supervisory role		5	5
1	In Applied Chemistry / Analytical Chemistry / Chemistry / Engineering or related disciplines	PhD/Masters Degree: 2.5 Marks Bachelors Degree: 01 Marks	2.5	2.5
	Experience in the oil and gas / Energy sector	20 Years or more: 2.5 Marks Between 15 and 19 Years: 1.0 Mark	2.5	2.5
iii	Financial Advisor / CFO / Financial Controller-The resource will be lead for all the financial matters		5	5
1	In Finance or relevant field MBA / CA / ACCA / ICMA	Masters or relevant Degree: 2.5 Marks Bachelors Degree: 01 Mark	2.5	2.5
	(Post qualification) experience in the field of finance	15 Years or more: 2.5 Marks Between 12 and 15 Years: 1 Mark	2.5	2.5
E	Site Visit		10	10
1	Bidders to submit pictorial evidence along with preliminary site report (excluding technical study details).		10	10
	Grand Total		100	95.5



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Financial Bid Results:

SR. NO.	NAME OF BIDDER	YEAR WISE, ABSOLUTE VALUE OF ANNUAL DIVIDEND PAYMENT TO GOB AGAINST THE FREE EQUITY OFFERED	YEAR WISE, NET PRESENT VALUE OF ANNUAL DIVIDEND PAYMENT TO GOB AGAINST THE FREE EQUITY OFFERED	Total Revenue Share with GoB	REASONS FOR ACCEPTANCE / REJECTION	REMARKS
		PKR	PKR	%		
1.	M/S Zahir Khan & Brothers	1,419,528,592/-	621,439,362/-	21% (Twenty One Percent)	Best Evaluated Bid	Recommended for Award of Contract. 



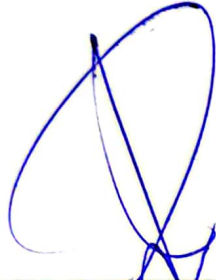






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SIGNATURES OF THE MEMBERS OF THE EVALUATION COMMITTEE



SYED FARAZ ABDUL GHAFFAR
CHAIRMAN

DIRECTOR PROJECT, BALOCHISTAN PUBLIC PRIVATE PARTNERSHIP
AUTHORITY



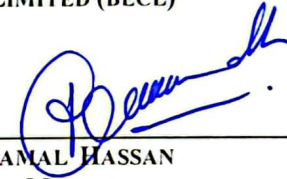
ASLAM UMRANI
MEMBER

GENERAL MANAGER, OIL AND GAS, BALOCHISTAN ENERGY COMPANY
LIMITED (BECL)



SHAYAN ALI
MEMBER

ENGINEER, RENEWABLE ENERGY, BALOCHISTAN ENERGY COMPANY
LIMITED (BECL)



JAMAL HASSAN
MEMBER

CHIEF OF SECTION, PLANNING & DEVELOPMENT DEPARTMENT



AHSAN ULLAH
MEMBER & SECRETARY

DIRECTOR PROCUREMENT, BALOCHISTAN PUBLIC PRIVATE PARTNERSHIP AUTHORITY