

Balochistan Public Private Partnership Authority

COMPLETE EVALUATION REPORT QUETTA OFFICER CLUB

Executive Summary	
1. Name of Implementing Agency	BALOCHISTAN PUBLIC PRIVATE PARTNERSHIP AUTHORITY
2. Bid Reference No.	AB-277/18-09-2025
3. Name and mode of Project	EXPANSION, OPERATION AND MAINTENANCE' OF 'OFFICER'S CLUB QUETTA' UNDER 'PUBLIC-PRIVATE PARTNERSHIP' MODE VIA 'DESIGN, BUILD, FINANCE, OPERATE AND MAINTAIN' MODALITY UNDER THE BALOCHISTAN PUBLIC PRIVATE PARTNERSHIP ACT, 2025
4. Project Description	The Government of Balochistan (GoB) intends the development, operation and maintenance of Quetta Officer's Club (QOC) through the public private partnership modality. The intervention will be undertaken via design, build, finance, operate and maintenance (DBFOM) modality..
5. Method of Procurement	National Competitive Bidding
6. Bidding Documents Issuance Date	19 September 2025
7. NIT and its Corrigenda or Addenda Published	NIT on 19 September 2025 and Time Extension Notice on 06 October 2025
8. In case of Unsolicited Proposal Name of Initiator	N/A
9. Total Queries Received	00
10. Total Complaints Received	NIL
11. Bid Submission Deadline	21 st October 2025
12. Total Bids Received	01
13. Technical Proposal Opening Date	21 st October 2025

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14	Number of Bids Technically Qualified	01
15	Number of Bids Rejected	00

Basic Eligibility

Sr. No.	Eligibility Factor	JV UIG and Crown Q
		Yes/No
1	Bid Security- PKR 12,000,000/- (Pakistani Rupees Twelve Million only),	Yes
2	The Bidder (or if the Bidder is a Consortium at least one participating entity) has to be a registered firm / company / NGO / NPO / partnership firm in accordance with the applicable laws of Pakistan (Proof to be provided). The Bidder (or in case of a Consortium, at least one participating entity) must hold a valid registration certificate from the income tax authority (NTN certificate) and the relevant sales tax authority. The Bidder shall submit copies of valid NTN certificates and tax returns filed for the last three (03) years as well as a valid sales tax certificate. (Foreign entities if participating in the Bidding Process should submit tax certificate and tax returns filed for last (03) years of their country duly attested by Pakistani Embassy / Consulate / in their respective country)..	Yes
3	The bidder must have geographical presence in Pakistan over the past 05 years. Evidence of geographical presence needs to be provided (local registration documents, lease agreements, utility bills, tax records or past project references, etc.).	Yes

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4	In case if the Bidder, or any Consortium Member or a proposed contractor is a government owned legal enterprise or institution, such Bidder, any Consortium Member or proposed contractor (as applicable) must establish that it is legally and financially autonomous and operating under commercial law. (Bidders, or any Consortium Member, or a proposed contractor who are government owned legal enterprise or institution shall submit an Affidavit confirming that they are legally and financially autonomous independent financial management and decision-making authority and operating under 70 commercial law (not reliant on government funding or subsidies for their operational sustainability). They shall also have the legal capacity to enter into binding contracts and fulfil obligations under the proposed project.	Yes
5	The Bidder, and any Consortium Member shall not have any Conflict of Interest.Relevant Form: BIDDING FORM T3 (FORM OF AFFIDAVIT)	Yes
6	The Bidder, any Consortium Member shall not be blacklisted. Relevant Form: BIDDING FORM T3 (FORM OF AFFIDAVIT)	Yes
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 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	Yes
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 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
9	The Bidder, or if the Bidder is a Consortium, collectively the Consortium members, shall have a net worth of at least PKR 200,000,000/- (Pak Rupees Two Hundred Million Only) as presented in the most recent audited/reviewed financial statement:	Yes (Company Net worth PKR 647,515,694/

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10	The Bidder, or if the Bidder is a Consortium, collectively the Consortium members, shall have shall have an average annual turnover of PKR 150,000,000/- (Pak Rupees Hundred and Fifty Million Only) over the last three (03) years audited/reviewed financial statements	Yes (Company Turnover PKR 1,869,532,534/
11	The Bidder (in case of Consortium, the lead Consortium Member) shall have at least five (05) years of experience in operating a minimum 3-Star facility.	Yes (5 Star Facility)

DETAILED TECHNICAL EVALUATION

Description	Marks	Marks Obtained
Financial Soundness	30 marks	30
Experience of Bidder	50 marks	40
Methodology and Work Plan	05 marks	05
Key Professionals	15 marks	12.5
Total Marks	100	87.5

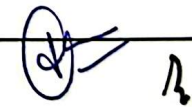


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A	Category	Marking Criteria	Maximum Marks	JV UIG and Crown Q
A	Financial Soundness of Bidder (in case of Consortium Bid, collectively): (30 points)		30	30
1	If Average Annual Turnover over the last three years is Rs. 150 Million (less than 150 million will score no points) (maximum 15 points)	Base Score: 10 points if turnover is Rs. 150 million Additional Points: +1 point for each additional Rs. 25 million 15 points (capped)	15	15
2	If Net Worth is greater than 200 million in the most recent audited financial statements (less than 200 million will score no points) (maximum 15 points)	Base Score: 10 points if net worth is Rs. 200 million Additional Points: +1 point for each additional Rs. 50 million 15 points (capped)	15	15
B	Experience in Hospitality Sector (50 Points)		50	40
1	Experience of operating and managing a 'Rated' hospitality Asset in Pakistan – (maximum 15 points)	<ul style="list-style-type: none"> • 5-Star Facility – 15.0 Marks • 4-Star Facility – 12.5 Marks • 3-Star Facility – 10.0 Marks No marks for facilities below 3-star rating	15	15 (Ramada Five Star Facility)
2	Experience (in years) of operating and managing a Hospitality Asset in Pakistan –	<ul style="list-style-type: none"> • More than 10 years of experience – 05 Marks • 8-10 years of experience – 4 Marks • 5-8 years of experience – 3 Marks • Up to 5 Y 	05	05

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3	Experience of operating and managing Hospitality Asset(s) in Pakistan –	<ul style="list-style-type: none"> • 03 or more assets (minimum 3-star facility) – 15 Marks • 02 assets (minimum 3-star facility) – 10 Marks • 01 assets (minimum 3-star facility) – 05 Marks 	15	10
4	Experience of operating and managing an international Hotel Chain in Pakistan –	<ul style="list-style-type: none"> • 5-Star Facility – 05 Marks • 4-Star Facility – 03 Marks • 3-Star Facility – 01 Mark <p>No marks for facilities below 3-star rating</p>	5	0
5	Experience of operating and managing a Banquet Facility –	<ul style="list-style-type: none"> • More than 10 years of experience – 05 Marks • 8-10 years of experience – 4 Marks • 5-8 years of experience – 3 Marks • Up to 5 Years – 02 marks <p>No marks for facilities being run for less than 5 years</p>	05	05
6	Experienced human resource with accredited hospitality Sector training-	<ul style="list-style-type: none"> • 25 or more trained human resource – 05 Marks • 15-24 trained human resource – 02 Marks • 10-14 trained human resource – 01 Mark <p>No marks for facilities having less than 10 trained human resource</p>	05	05
C	Proposed Methodology and Work-Plan: (05 Points)		05	05

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1	Hotel Facility Construction /Expansion Plan with Gantt Chart	1	1
2	Hotel Facility Operation plan	1	1
3	Hotel Facility Maintenance plan	1	1
4	Hotel Facility – HR deputation plan	1	1
5	Hotel Facility – SWOT analysis with Business plan	1	1
D	Key professional staff qualifications and competence: (15 Points)	15	12.5
i	General Manager	3	3
1	Bachelor's Degree: 1.5 Marks Experience of fifteen (15) years working in at least a three (03) star hotel : 1.5 Marks	3	3
ii	House Keeping Manager	3	1.5
1	Bachelor's Degree: 1.5 Marks Experience of ten (10) years working in at least a three (03) star hotel:1.5 Marks	5	1.5
iii	Banquet Manager	3	3
1	Bachelor's Degree: 1.5 Marks Experience of ten (10) years working in at least a three (03) star hotel:1.5 Marks	3	3
iv	Healthcare/Sports Manager	2	1

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	Bachelor's Degree: 1 Marks Experience of ten (10) years working in at least a Four (04) star hotel:1 Marks	1	1
v	Hotel Training Manager	2	2
	Bachelor's Degree: 1 Marks Experience of ten (10) years working in at least a three (03) star hotel:1 Marks	2	2
vi	Chef	2	2
	Bachelor's Degree: 1 Marks Experience of ten (10) years working in at least a three (03) star hotel:1 Marks	2	2
	Grand Total		87.5

RECOMMENDATION:

After detailed Technical Evaluation wherein the Finance Department also independently provided their favorable inputs, the Evaluation committee declared Consortium- JV United International Group PVT. Limited and Crown Q Hotels Management Services PVT. Limited Technically Qualified and therefore recommended to proceed for Opening of Financial Proposal.

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Financial Bid Results

SR. NO.	NAME OF BIDDER	REVENUE SHARE PERCENTAGE QUOTED FOR GOB	TOTAL ABSOLUTE VALUE OF REVENUE SHARE PAYMENT TO GOB IN 15 YEARS	TOTAL INVESTMENT AMOUNT	REASONS FOR ACCEPTANCE / REJECTION	REMARKS
		Percentage	PKR	PKR		
1.	JV UIG and Crown Q	10%	PKR-461,927,994/-	PKR- 400,000,000/-	Best Evaluated Bid	Recommended for Award of Contract.



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SIGNATURES OF THE MEMBERS OF THE EVALUATION COMMITTEE



CHAIRMAN
DIRECTOR PROCUREMENT
BALOCHISTAN PUBLIC PRIVATE PARTNERSHIP AUTHORITY



MEMBER
ADDITIONAL SECRETARY (ADMN)
S&GAD



MEMBER
CHIEF OF SECTION
PLANNING & DEVELOPMENT DEPARTMENT