

**TENDER DOCUMENTS  
FOR**

**EXPRESSION OF INTEREST (EOI)  
FOR ESTABLISHMENT OF BUS TERMINAL  
AT JUTIAL GILGIT**

**Available on NATCO website  
([www.natco.gov.pk](http://www.natco.gov.pk))**

**October, 2018**

**Northern Areas Transport Corporation Gilgit-Baltistan,  
Pakistan**

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## A. REQUEST FOR EXPRESSION OF INTEREST (EOI)

Expressions of Interest (EOI) are hereby invited by NATCO from well reputed business entity/ firms (Proprietorship, partnership companies) for establishing a modern & publically convenient Bus Terminal on BOT or BOOT basis. Five storey state-of-the-art bus Terminal, food court/restaurant in Jutial Gilgit shall be built by interested firm(s). NATCO to offer its 8 Kanal Land as equity for the JV. The Initial period of contract agreement for bus terminal is negotiable. However, this shall not confer right to the bidders for continuation of extension.

2. Interested bidders, BOT/BOOT partners are invited to submit Expression of Interest (E.O.I) and their offer shall be supported by following documents (including but not limited to).
  - Business Proposal along with estimated Capex & Opex, including ROI,IRR and Payback period.
  - Project requirements, available organizational structure, manpower requirements, technical knowledge and proposed implementation schedule.
  - HR credential of the bidders.
  - Detail similar projects already handled and operated by the firm and in hand projects, land development, building, equipment, investments, investment size, contingency and working capital.
3. A pre-proposal conference will be held at 11:00 AM on the 22<sup>nd</sup> October, 2018 at “NATCO Islamabad office, Plot#48, Faqir Aipee Road, Sector I-11/4, Islamabad”. All bidders are encouraged to attend the pre-proposal meeting. After submission of bids (first stage, a joint conference of all participating bidders).
4. The bids complete in all respects shall be submitted in two envelopes - the **financial proposal** and the **technical proposal**, combined in one large envelop, and shall reach the following address during office hours before 31<sup>st</sup> October, 2018.
5. After evaluation of and approval of the technical proposal the financial proposal of the technically accepted bidders will be opened as per rules.
6. The bidder(s) shall make presentation to the committee for the purpose before final approval. For the purpose, Two-Stage-Two-Envelop (TSTE) procedure under PPRA 2004 will be used. Initially, the bidders will submit their Technical & Financial. The bidders will then present their Proposals before the NATCO management wherein all interested bidders are advised to participate. After evaluating various options, the management will opt for the best option of engagement and develop/circulate modified bidding documents. Any bidder desirous to modify their bids (Technical and Financial) would be permitted in terms of Public Procurement Rules 2004 (TSTE procedure).
7. Tender documents can also be downloaded free of cost from NATCO website at “[www.natco.gov.pk](http://www.natco.gov.pk)”.

MANAGING DIRECTOR NATCO

Plot # 48, Faqir Aipee Road, Sector I-11/4, Islamabad  
051-4864042

**GOVERNMENT OF PAKISTAN  
NORTHERN AREAS TRANSPORT CORPORATION  
GILGIT-BALTISTAN**

**INSTRUCTIONS TO THE BIDDERS**

Northern Areas Transport Corporation (NATCO) is a Federal Government owned Transport Company, invites Expression of Interest (EOI) under Two-stage-Two-Envelope procedure of the Public Procurement Rule 2004 from well reputed business entity/ firms (Proprietorship, partnership companies) for establishing a modern & publically convenient Bus Terminal on BOT or BOOT basis. Five storey state-of-the-art bus Terminal, food court/restaurant in Jutial Gilgit shall be built by interested firm(s). NATCO to offer its 8 Kanal Land as equity for the JV. The Initial period of contract agreement for bus terminal is negotiable.

**Technical Qualification Requirements:**

The bidder fulfilling the following criteria's will be considered as eligible bidder for the bidding process for establishing a modern & publically convenient Bus Terminal on BOT or BOOT basis.

- a) Certificate of Registration / Incorporation (Copy required)
- b) Minimum 05 years of experience similar projects.
- c) GST and Income Tax registered company (tax exempted firms will have to provide tax exemption certificate)
- d) Affidavit on stamp paper, declaring that the company is not black listed by any Govt. agency / authority (Original required)

**Other Terms & Conditions:**

1. The technical qualification will be based on company's strength, financial stability, clientele, stature of clients, experience with NATCO (if any), staff strength including technical, etc.
2. To participate in the tender, it is necessary to meet above technical qualification requirements;
3. The participants must submit valid NTN & G.S.T Certificate, affidavit that the company has never been black-listed, last 6-month bank statement, list of clients with contact numbers;
4. Incomplete bid / proposal or those received after deadline date and time will not be entertained;
5. Within 15 days of the successful Bidder's receipt of notification of award, the Bidder will furnish a Performance Bond / Bank Guarantee equal to 5% of the total Contract value. The format of Bank Guarantee must be in accordance with the standard form as attached.
6. The sealed proposal should be submitted during office hours before October 31, 2018 to "NATCO Office, Faqir Aipee Road, Sector I-11/4, Islamabad".
7. The bidders shall make presentation to the committee for the purpose before final approval.
8. The competent authority reserves the right to accept / reject any tender or all tenders as per PPRA Rules, 2004.

**MANAGING DIRECTOR**

To,

M/S \_\_\_\_\_

Signature of bidder: \_\_\_\_\_

## **Bid Schedule**

**Government of Pakistan**  
**Northern Areas Transport Corporation**  
**Gilgit-Baltistan**

**BUSINESS PROPOSAL**

<b>S.No</b>	<b>DESCRIPTION</b>	<b>RATE</b>
01	BOT	
02	BOOT	

## **BIDDING PROCEDURE**

The E.O.I has been invited under Two Stages-two Envelopes bidding procedure under Rule 36(d) of Public Procurement Rule 2004;

### First stage

- (i) the bid shall comprise a single package containing two separate envelopes. Each envelope shall contain separately the financial proposal and the technical proposal;
- (ii) the envelopes shall be marked as "FINANCIAL PROPOSAL" and "TECHNICAL PROPOSAL" in bold and legible letters to avoid confusion;
- (iii) initially, only the envelope marked "TECHNICAL PROPOSAL" shall be opened;
- (iv) the envelope marked as "FINANCIAL PROPOSAL" shall be retained in the custody of the procuring agency without being opened;
- (v) the technical proposal shall be discussed with the bidders with reference to the procuring agency's technical requirements;
- (vi) those bidders willing to meet the requirements of the procuring agency shall be allowed to revise their technical proposals following these discussions;
- (vii) bidders not willing to conform their technical proposal to the revised requirements of the procuring agency shall be allowed to withdraw their respective bids without forfeiture of their bid security;

### Second stage

- (viii) after agreement between the procuring agency and the bidders on the technical requirements, bidders who are willing to conform to the revised technical specifications and whose bids have not already been rejected shall submit a revised technical proposal and supplementary financial proposal, according to the technical requirement;
- (ix) the revised technical proposal along with the original financial proposal and supplementary financial proposal shall be opened at a date, time and venue announced in advance by the procuring agency:

Provided that in setting the date for the submission of the revised technical proposal and supplementary price proposal a procuring agency shall allow sufficient time to the bidders to incorporate the agreed upon changes in the technical proposal and to prepare the required supplementary financial proposal; and

- (x) the procuring agency shall evaluate the whole proposal in accordance with the evaluation criteria and the bid found to be the lowest evaluated bid shall be accepted.

**DRAFT OF BID SECURITY**  
(Bank Guarantee)

Guarantee No. \_\_\_\_\_  
Executed on \_\_\_\_\_  
Expiry date \_\_\_\_\_

[Letter by the Guarantor to the Employer]

Name of Guarantor (Bank) with address: \_\_\_\_\_

Name of Principal (Bidder) with address: \_\_\_\_\_

Penal Sum of Security (express in words and figures): \_\_\_\_\_

Bid Reference No. \_\_\_\_\_ Date of Bid \_\_\_\_\_

KNOW ALL MEN BY THESE PRESENTS, that in pursuance of the terms of the Bid and at the request of the said Principal, we the Guarantor above-named are held and firmly bound unto the \_\_\_\_\_

the sum stated above, for the payment of which sum well and truly to be made, we bind ourselves, our heirs, executors, administrators and successors, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH, that whereas the Principal has submitted the accompanying Bid numbered and dated as above for

\_\_\_\_\_ (Particulars of Bid) to the said Employer; and

WHEREAS, the Employer has required as a condition for considering the said Bid that the Principal furnishes a Bid Security in the above said sum to the Employer, conditioned as under:

- (1) that the Bid Security shall remain valid for a period 28 days beyond the period of validity of the Bid;
- (2) that in the event of;
  - (a) the Principal withdraws his Bid during the period of validity of Bid, or
  - (b) the Principal does not accept the correction of his Bid Price, pursuant to Sub-Clause 24.2 of Instructions to Bidders, or
  - (c) failure of the successful bidder to
    - (i) furnish the required Performance Security, in accordance with Clause 34 of Instructions to Bidders, or
    - (ii) sign the proposed Contract Agreement, in accordance with Clause 35 of Instructions to Bidders,



then the entire sum be paid immediately to the said Employer as liquidated damages and not as penalty for the successful bidder's failure to perform.

NOW THEREFORE, if the successful bidder shall, within the period specified therefore, on the prescribed form presented to him for signature enter into a formal Contract with the said Employer in accordance with his Bid as accepted and furnish within twenty eight (28) days of his being requested to do so, a Performance Security with good and sufficient surety , as may be required, upon the form prescribed by the said Employer for the faithful performance and proper fulfilment of the said Contract or in the event of non-withdrawal of the said Bid within the time specified for its validity then this obligation shall be void and of no effect, but otherwise to remain in full force and effect.

PROVIDED THAT the Guarantor shall forthwith pay to the Employer the said sum stated above upon first written demand of the Employer without cavil or argument and without requiring the Employer to prove or to show grounds or reasons for such demand notice of which shall be sent by the Employer by registered post duly addressed to the Guarantor at its address given above.

PROVIDED ALSO THAT the Employer shall be the sole and final judge for deciding whether the Principal has duly performed his obligations to sign the Contract Agreement and to furnish the requisite Performance Security within the time stated above, or has defaulted in fulfilling said requirements and the Guarantor shall pay without objection the sum stated above upon first written demand from the Employer forthwith and without any reference to the Principal or any other person.

IN WITNESS WHEREOF, the above bounden Guarantor has executed the instrument under its seal on the date indicated above, the name and seal of the Guarantor being hereto affixed and these presents duly signed by its undersigned representative pursuant to authority of its governing body.

\_\_\_\_\_  
Guarantor (Bank)

Witness:

Signature \_\_\_\_\_

1. \_\_\_\_\_

Name \_\_\_\_\_

\_\_\_\_\_  
Corporate Secretary (Seal)

Title \_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
(Name, Title & Address)

\_\_\_\_\_  
Corporate Guarantor (Seal)

**DRAT OF PERFORMANCE SECURITY**  
**(Bank Guarantee)**

Guarantee No. \_\_\_\_\_  
Executed on \_\_\_\_\_  
Expiry date \_\_\_\_\_

[Letter by the Guarantor to the Employer]

Name of Guarantor (Bank) with address: \_\_\_\_\_

Name of Principal (Contractor) with address: \_\_\_\_\_

Penal Sum of Security (express in words and figures) \_\_\_\_\_

Letter of Acceptance No. \_\_\_\_\_ Dated \_\_\_\_\_

KNOW ALL MEN BY THESE PRESENTS, that in pursuance of the terms of the Bidding Documents and above said Letter of Acceptance (hereinafter called the Documents) and at the request of the said Principal we, the Guarantor above named, are held and firmly bound unto the \_\_\_\_\_ (hereinafter called the Employer) in the penal sum of the amount stated above for the payment of which sum well and truly to be made to the said Employer, we bind ourselves, our heirs, executors, administrators and successors, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH, that whereas the Principal has accepted the Employer's above said Letter of Acceptance for \_\_\_\_\_  
\_\_\_\_\_ (Name of Contract) for the \_\_\_\_\_  
\_\_\_\_\_ (Name of Project).

NOW THEREFORE, if the Principal (Contractor) shall well and truly perform and fulfill all the undertakings, covenants, terms and conditions of the said Documents during the original terms of the said Documents and any extensions thereof that may be granted by the Employer, with or without notice to the Guarantor, which notice is, hereby, waived and shall also well and truly perform and fulfill all the undertakings, covenants terms and conditions of the Contract and of any and all modifications of said Documents that may hereafter be made, notice of which modifications to the Guarantor being hereby waived, then, this obligation to be void; otherwise to remain in full force and virtue till all requirements of Clause 30, Defects after Taking Over, of Conditions of Contract are fulfilled.

Our total liability under this Guarantee is limited to the sum stated above and it is a condition of any liability attaching to us under this Guarantee that the claim for payment in writing shall be received by us within the validity period of this Guarantee, failing which we shall be discharged of our liability, if any, under this Guarantee.

We, \_\_\_\_\_ (the Guarantor), waiving all objections and defences under the Contract, do hereby irrevocably and independently guarantee to pay to the Employer without delay upon the Employer's first written demand without cavil or arguments and without requiring the Employer to prove or to show grounds or reasons for such demand any sum or sums up to the amount stated above, against the Employer's written declaration that the Principal has refused or failed to perform the obligations under the Contract which

payment will be effected by the Guarantor  
Number.

PROVIDED ALSO THAT the Employer shall be the sole and final judge for deciding whether the Principal (Contractor) has duly performed his obligations under the Contract or has defaulted in fulfilling said obligations and the Guarantor shall pay without objection any sum or sums up to the amount stated above upon first written demand from the Employer forthwith and without any reference to the Principal or any other person.

IN WITNESS WHEREOF, the above-bounden Guarantor has executed this Instrument under its seal on the date indicated above, the name and corporate seal of the Guarantor being hereto affixed and these presents duly signed by its undersigned representative, pursuant to authority of its governing body.

	_____ Guarantor (Bank)
Witness:	
1. _____	Signature _____
_____	Name _____
Corporate Secretary (Seal)	Title _____
2. _____	
_____	_____
Name, Title & Address	Corporate Guarantor (Seal)