



Galiyat Development Authority (GDA)

Government of Khyber Pakhtunkhwa

invite

*Expression of Interest / Pre-qualification of investors
for*

*Modernization of Ayubia Chairlift Resort
(Ayubia, Abbottabad, Khyber Pakhtunkhwa)*



Director General

Galiyat Development Authority (GDA),
Government of Khyber Pakhtunkhwa (GoKP),
2nd Floor, ZTBL Building, Main Mansehra Road, Jhangi, Abbottabad.
Ph: 0992-9310240



Galiyat Development Authority

Government of Khyber Pakhtunkhwa



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Invitation For Pre-Qualification

Date: _____ 2020

The Galiyat Development Authority (GDA) an autonomous body set up by the Government of Khyber Pakhtunkhwa under GDA amended Act 2020 intends to install a new international standard chairlift with other allied facilities at Ayubia Abbottabad, Khyber Pakhtunkhwa, Pakistan for which this invitation for pre-qualification is issued.

1. The Galiyat Development Authority through this invitation for pre-qualification aims to prequalify the firms, companies, **JV's** and investors etc (hereinafter referred as Applicant) for the modernization of Ayubia Chairlift resort project.
2. Pre-qualification is open to all Firms/Companies and JV's.
3. Interested potential National/International independent legal entities, including joint ventures and consortia can apply for the project, if already operating in Pakistan must be registered with SECP, FBR and all other relevant authorities where applicable. In case of award to a fresh firm National/International independent legal entities, including joint ventures and consortia, registration will be required after award of the project.
1. Interested Firms/Companies/JV's may obtain the prequalification documents (PQD) from the office of the **Director General Galiyat Development Authority, 2nd Floor, ZTBL Building, Main Mansehra road, Abbottabad** against the non-refundable payment of PKR 50,000/-, or from GDA website <http://www.gda.gkp.pk>.
2. A minimum requirement for the pre-qualification will be prescribed in this document.
3. Applications for Pre-qualification must be delivered in sealed envelopes through registered mail/courier, to above mentioned address with clearly mentioning the name and address of the firm submitting proposal not later than **10th Sep 2020 at PST 4:00 pm** and be clearly marked "Application for Pre-qualification for: **Modernization of Ayubia Chairlift Project**".
4. Visit to the project site can be arranged on request of the investors.
5. Bidders briefing meeting will be scheduled at GDA office Abbottabad that will be communicated to the potential bidders accordingly.
6. At any time prior to the deadline for submission of bids, the Procuring Entity, for any reason, whether at its own initiative or in response to a clarification(s) requested by a prospective Bidder, may modify the PQD's by amendment(s).
7. Applicants will be informed, in due course, of the result of the evaluation of applications. Only the applicant prequalified under this process will be invited for further process that is RFP phase.
8. Shortlisted parties will be asked to submit detailed technical and financial proposals of the project.
9. The RFP will be issued to pre-qualified firms/companies only mentioning detailed TOR's of the project and other details.
10. The competent authority reserves the right to accept / reject any / or all proposals by assigning reason as per rules.
11. Incomplete and conditional proposals will not be entertained.

12. Land measuring approximately 140 kanals will be provided by the Galiyat Development Authority for the project for a period of forty (40) years. Through Public Private Partnership (PPP) on revenue sharing basis, the formula/ weightage for GDA and investor will be shared at RFP phase.
13. Galiyat Development Authority will facilitate the investor in obtaining relevant NOCs from relevant Government Authorities that may require during the installation of Chairlift.
14. Language of the proposal documents submitted must be English, any document other than English language must be translated into English.

2. PROJECT BRIEF

The word Galiyat is the plural of the Urdu word 'Gali', which means a passage between two mountains on both sides of which there are valleys. Many of the towns in the area have the word Gali as part of their names. These are popular summer-holiday destinations in Pakistan.

The Galiyat region is strategically located between the Northern Areas, Azad Kashmir, Punjab and the rest of the Khyber Pakhtunkhwa. Hill stations collectively known as the Gallis. Every year millions of domestic and foreign tourists visit Galiyat Region and enjoy its cool and serene valleys during sizzling summers.

The region of Hazara is unique on our planet, as opens up to visitors, a world replete with natural beauty. It was a favorite gateway from the plains into Kashmir during Mughal, Durrani and Sikh rules. It is a large area some 10,000 sq. km. The world famous Kara Kuram Highway starts from Havelian, a town in this region at a distance of 101 km from Islamabad. The mighty "Lion River" Indus or Abasin flows through the entire length of Hazara.

On the Southern region of Galiyat lies the Pakistan's famous hill station, Muree. Since the region is located in between the Muree and Abbottabad; the influx of tourists visiting Muree who further plan to explore the Galiyat region on their onward travel to upper Northern Areas of Naran, Kaghan and is hence visited by thousands of people, round the year through the only Muree-Abbottabad Road. The region is blessed with extravagant natural scenery, pleasant to cool summer and crispy cold winter, with a relatively good snow fall. Due to its strategic location and favorable temperature, many academic institutions and organizations have established their remote summer campuses or resorts in this region.

This region has gone through a rapid transformation and area is witnessed exceptional changes in the last few years through massive infrastructural development and beautification projects carried out by the Galiyat Development Authority.

Galiyat is one of the most attractive tourist destination of Khyber Pakhtunkhwa Province which is a gate way to the tourism industry of Khyber Pakhtunkhwa. The Nathia Gali is one the famous town of Galiyat besides Dunga Gali, Thandiyani, Ayubia, Khanispur, Changla Gali and Khaira Gali. Considering the high influx of domestic and foreign tourists the Board of Authority of GDA has decided to replace the existing chairlift with a modern chairlift with international standard as the existing resort comprises Chairlift at Ayubia which were installed in year 1965 by the GOP with small parks at both ends has outlived its useful life and needs to be replaced with modern and International Standard Chairlift.

Moreover, the vast open lands being an ideal tourist location also needs to be developed. For this purpose Galiyat Development Authority invites the private sector for replacement of existing Ayubia Chairlift and the development of tourist resort on the proposed site.

THE DETAIL AND SALIENT FEATURES OF THE PROPOSED SITE IS AS FOLLOW.

Area of site	140 Kanals
Location	Ayubia, Abbottabad, Khyber Pakhtunkhwa, Pakistan.
Existing site features	Existing structure at site: An outdated chairlift with 45 seats which was installed in 1965, other detail include offices at base and top station
Connectivity & distance	<ul style="list-style-type: none"> • 74.1 Km from Islamabad via Kashmir Road • 55 Km from Abbottabad via Muree and Nathia Gali road • 249.6 Km from Peshawar via Islamabad Peshawar Motorway

1. Note: The above land detail is the approximate details and it may vary, the accurate land detail will be shared at RFP phase.

SCOPE OF WORK:

The state of the art Chairlift Resort should include (but not limited to) the following facilities / activities:

1. Installation of International Standard Chairlift prevalent in developed Countries i.e. Switzerland, Austria and Germany etc.
2. Establishment of restaurants , cafes and shops at base and top station
3. Adventure theme park at top station
4. Development of a hotel at top station
5. Winter sports/ snow sports at base and top station that will include following
 - a. Snow tubing
 - b. Zip lining, tree to tree hoping
 - c. Rock climbing and snow skiing
 - d. Any other sport and adventure activity that investor may wish to include will be added with formal consent of GDA.
6. Sitting / Rest Area, Rain Shelters
7. Parking for visitors at base station.
8. Public toilets at base and top station

FACILITATION BY GALIYAT DEVELOPMENT AUTHORITY:

- Land measuring approximately 140 Kanals will be provided by the Galiyat Development Authority (GDA) a period of forty (40) years on long term lease basis.
- All relevant NOC's from the Concerned Departments of the Provincial Government.

Whereas all investments shall be covered by the investor as per agreed terms and conditions.

4. ELIGIBILITY CRITERIA

There are two following general evaluation criteria for pre-qualification of firms, companies /JV's and investors that is as under.

1: Applicant having minimum net worth of PKR 250 Crore (2500 Million) or above as on closing date.

OR

2: Applicant have installed and running at least one or above international standard's chairlift in Pakistan or abroad.

5. PRE-QUALIFICATION CRITERIA

Pre-qualification of the applicant will be based on the applicant's financial soundness and experience record that is demanded in the forms attached to this documents and as per EOI. The Galiyat Development Authority reserves the right to waive minor discrepancies, if these do not greatly affect the capability of an applicant's performance.

A General evaluation Criteria for Pre-qualification of firms / companies is as under.

CRITERA I	Marks	CRITERA II	Marks
1: Applicant having minimum net worth of PKR 250 Crore (2500 Million) or above as on closing date .(Maximum 100 marks)	(Allocation) Total marks 100	2: Applicant have installed and running at least one or above international standard's chairlift in Pakistan or abroad. (Maximum 100 marks)	(Allocation) Total marks 100
<ul style="list-style-type: none"> Present net worth if 250 crore (2500 M) 	60 marks	<ul style="list-style-type: none"> Bidder have installed and running at least one international standard's chairlift in Pakistan or abroad 	60 marks
<ul style="list-style-type: none"> Last three years audited accounts (Max 40 marks) 20 marks for last two years audited accounts and 10 marks each for every preceding year in case of having more than last two years audited accounts. (maximum 40 marks) 	40 marks	<ul style="list-style-type: none"> Every additional chairlift setup will carry 20 marks. (maximum 40 marks) 	40 marks
Total marks	100	Total marks	100

Important to note:

- For pre-qualification of bidders, qualifying marks are 60% out of 100.
- Present net worth** indicates the net effect of the assets and liabilities of the bidder.
- Allocation of marks for present net worth will be in relation to the estimated project cost and capability of the investor to raise financial resources for investment in the project.

- **Financial Turnover:** The allocation of marks for financial turnover will be on proportionate basis in relation to the project estimated cost.
- **Bidder means:** Interested potential National/International independent legal entities, including joint ventures and consortia applying for the development and installation of a new chairlift and resort as per international standards.
- It is important to clarify that above mentioned criteria is the minimum eligibility/screening criteria for EOI and detail evaluation/assessment will be introduced at RFP stage.

LIST OF REQUIRED DOCUMENTS:

The potential firms, companies, investors and **JV's**, are required to provide following documents in the pre-qualification process.

S.No	Document required
1	Detail profile firms, company JV's , investors etc.
2	Certificate of registration or incorporation
3	Registration with FBR, SECP (if required) and other government authorities
4	Documentary proof and detail of installed chairlift and others
5	Audited financial statement for last two years and above
5	Copies of MOU or other documents or partnership deed, Jv, consortium and others as applicable
7	Litigation history in which august courts decisions are against the applicant or any running stay in the court
8	An undertaking that the applicant has never been black listed/defaulted

- **For project information and assistance please contact following officials or call on +92992-9310240.**

Mr. Raza Ali Habib, Director General, GDA Email : razaalihabib@gmail.com	Mr. Asad Ali Shah, Assistant Director Technical, GDA Email: directortgda@gmail.com	Mr. Syed Ali Raza Shah, Assistant Director Planning, GDA Email: alirazashah687@gmail.com	Mr. Babar Hanan Abbasi , PS to Chairman, GDA Email: bahanan250@gmail.com
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Letter of Application

[Application form-A]

[Submitted on letterhead of applicant/company / firms or JV's (leading partner) with postal address, telephone number and email address]

Date.....

To,

.....

Director General GDA (Address)

Sir,

1. Being duly authorized to represent and act on behalf of..... (Hereinafter the applicant), and having reviewed and understood the all pre-qualification information and requirements provided in the PQD. The undersigned hereby apply for the pre-qualification process for the project titled "**Modernization of Ayubia Chairlift**" Khyber Pakhtunkhwa, Pakistan.
2. Please find attached to this letter the photocopies of original documents describing.
 - I. The bidders/applicants legal status
 - II. The basic information about the business, address, email, website and contact details.
 - III. The place of incorporation (for applicants who are corporations)
 - IV. All registration certificates, SECP, FBR and others as applicable.
 - V. Owners, applicants CNIC copies
 - VI. JV details and leading partner details on a separate sheet for each party.
 - VII. Every documents should be signed by applicant and lead partner.

Galiyat Development Authority (GDA) and its officially authorized representatives are hereby authorized to verify any information, documents, property, statements and data or to conduct investigation regarding the information, in any shape provided in connection with this application and to seek clarification from our bankers and clients regarding technical and financial aspects. This letter of application will also serve an authority letter to Galiyat Development Authority (GDA) to verify or obtain any information as provided in the application of bidder or with regard to resources, experience and other competencies as provided by the applicant. GDA and its authorized representative may contact the following officials for further information and assistance, if required:

Name, email and Contact No 1	Name, email and contact No 2

Name	Signature	For and on behalf of

[Form-B]

GENERAL INFORMATION:

Any type of applicant as mentioned in EOI and who is applying for the pre-qualification should provide his information as per following format.

1	Applicant Name (firm and JV etc)		
2	Head office address		
3	Fax and contact No	Email address	Contact Person Name and title
4	Place of incorporation	Year of incorporation	

OWNERS/SHAREHOLDERS NATIONALITY:

S.NO	NAME	NATIONALITY
1		
2		
3		
4		
5		
6		
7		
8		

[Form-C]

APPLICANT'S GENERAL EXPERIENCE DETAILS:

The applicant, whether individual, firm, company, **JV**, consortia or whatever the case may be, is required to provide complete details of general business experience in terms of years and projects.

[Form-D]

APPLICANT’S RELEVANT EXPERIENCE DETAILS:

The applicant, whether individual, firm, company, **JV**, consortia or whatever the case may be, is required to provide complete details of relevant business experience in terms of years and projects.

[Form-E]

JOINT VENTURE (JV) SUMMARY:

PARTNER	NAME
Lead partner	
Partner 1	
Partner 2	
Partner 3	
Partner 4	

[Form-F]

FINANCIAL STABILITY:

Applicant Name: _____

An applicant, including each partner of a **JV/** consortium etc should provide the complete financial position and it is necessary for each partner to fill in this form that may include banker's details (as per below format) and audited accounts. All relevant documents should attached duly attested by the authorized partner/Executive/representative.

Banker details	Banker Name:
	Banker Address:
	Contact person Name & title:
	Contact No:
	Fax and email:

Applicants are required to summarize all actual assets and liabilities for last three years in Pakistani rupee as per prevailing rate of that particular year.

Financial information of applicant in Pak Rs (Million)	Previous three (03) years details		
	Year 1	Year 2	Year 3
1: Total assets			
2: Current assets			
3: Total liabilities			
4: Current liabilities			
5: Profit before taxes			
6: Profit after taxes			
7: Net worth of firm			

An applicant, including each partner of a **JV/** consortium etc are required to complete the information in this form and the information provided should be the annual turnover of the applicant or each member of the **JV**.

Kindly use a separate sheet for partner in **JV's**.

Annual average turnover during last three (03)years	
Year	Annual average turnover (in Million rupees)
1:	
2:	
3:	

[Form-G]

LAST FIVE (05) YEARS LITIGATION HISTORY:

An applicant, including each partner of a **JV/** consortium etc are required to share the complete information of litigation or any arbitration resulting from projects executed during last five years or current projects which are under execution.