



Request for Proposal (RFP)



For

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



Director General

Galiyat Development Authority,
Government of Khyber Pakhtunkhwa (GoKP),
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Table of contents

S.NO	Name	Page No
1	Deatil of Pre-qualified firms/companies/bidders	1-2
2	Terms and conditions	2-4
3	Terms of Refrences (TOR's)	4-6
4	The Technical proposal should include	6-7
5	Facilities at the proposed site/resort should include (Scope of work)	7
6	Details that Sccessful firm will provide and other TOR's	7-9
7	Technical proposal's evaluation and selection criteria	10
8	Financial proposal	10
9	Evaluation appracoh	11
10	GDA Project team for information and assistance	11

1. List of pre-qualified firms / companies / bidders

This Request for Proposal (RFP) is being sent to the following firms / companies / bidders submitted Expression of Interest (EOI) for the project and subsequently pre-qualified. The detail of Pre-qualification phase is hereunder:

An Expression of Interest (EOI) for modernization of Ayubia Chairlift at Ayubia Galiayt, was advertised by this office in national dailies (Express Tribune Islamabad, Mashriq Peshawar and The News Islamabad) on 29th July 2020 and a pre bid meeting was convened on 16th September 2020 at 1100 AM at GDA Head Office Abbottabad with the agenda to brief the potential bidders on the project, applicable pre-qualification process and to respond their queries and concerns.

In response to the Expression of Interest (EOI) following firms, companies, JV's applied for the pre-qualification process.

- 1. Akbar Associates Pvt Ltd**
- 2. Army Welfare Trust (AWT)**
- 3. Khyber Grace Pvt Ltd**
- 4. Parks Pakistan Pvt Ltd**
- 5. SAMSONS Group of Companies**
- 6. Shah Zaman Pvt Ltd**
- 7. Telconet Services Pvt Ltd**
- 8. The Monal Group of Companies Jv with Beiging GoodYou ropeway Engineering Ltd**
- 9. Trade Links Pvt Ltd**

In the pre-qualification phase, above firms/companies, JV/s were evaluated on the basis of information provided as per their proposals submitted and evaluation criteria mentioned in the pre-qualification documents (PQD).

Out of the above nine (09) firms, eight (08) firms have successfully qualified in the pre-qualification phase. The detail of these eight (08) pre-qualified firms/companies, JV's is hereunder.

- 1. Akbar Associates Pvt Ltd**
- 2. Army Welfare Trust (AWT)**
- 3. Khyber Grace Pvt Ltd**

4. **Parks Pakistan Pvt Ltd**
5. **SAMSONS Group of Companies**
6. **Shah Zaman Pvt Ltd**
7. **Telconet Services Pvt Ltd**
8. **The Monal Group of Companies Jv with Beiging GoodYou ropeway Engineering Ltd**

Now, as per process, this Request for Proposal (RFP) is being sent to the above mentioned eight (08) firms/companies/JV's those submitted their Expression of Interest (EOI)/ Proposals for pre-qualification for the modernization of Ayubia Chairlift project and subsequently pre-qualified for the RFP phase.

TERMS AND CONDITIONS:

This part of the RFP describes the terms and conditions for the submission of the proposal.

- 1.1 Submission of proposals and all Communication or enquiries about this RFP must be made in writing within **30 days** from the date of issuance of this RFP, at the below mentioned address.
- 1.2 The Pre-qualified firms/JV's/consortiums etc are requested to submit their bids by or before 11 AM 24th March 2021 positively to **Director General, GDA, 2nd Floor ZTBL Building main Mansehra Road, Jhangi, Abbottabad.**
- 1.3 The proposal shall be supported with technical documents / forms and financial bid.
- 1.4 Selection of the Firm / party shall be based on "following criteria".
 - The firms will be technically qualified at the first phase. The minimum qualifying marks for technical evaluation will be 60% aggregate score .
 - The financial bids of only technically qualified firms will be opened and the firm offering the highest financial bid will be awarded the project.
 - The technical bids will only be for shortlisting purpose and analyzing the technical capacity of the firm. Afterwards they will have no weightage in the final selection.
- 1.5 An authorized representative of the Firm / Company shall sign the original submission letters for both the Technical Proposal and the Financial Proposal and shall initial all pages of both the documents. The authorization shall be in the form of a written power of attorney attached with the Technical Proposal.

GALLIYAT DEVELOPMENT AUTHORITY, Go KP, ABBOTTABAD

- 1.6 The signed Proposal shall be marked "ORIGINAL". Whereas two sets of copies will be provided with the main proposal.
- 1.7 The original Technical Proposal shall be placed inside of a sealed envelope clearly marked "TECHNICAL PROPOSAL", "**Modernization of Ayubia Chairlift Resort**", reference number, name and address of the Firm, and indicating "[DO NOT OPEN UNTIL 24th March 2021].
- Similarly, the original Financial Proposal shall be placed inside of a sealed envelope clearly marked "FINANCIAL PROPOSAL" followed by the name of the project, name and address of the Firm, indicating "DO NOT OPEN WITH THE TECHNICAL PROPOSAL." The financial proposal (**One time upfront payment and yearly rent amount**) should be commensurate and reasonable according to the value and location advantage of the project site.
- 1.8 The sealed envelopes containing the Technical and Financial Proposals shall be placed into one outer envelope and sealed. This outer envelope shall bear the submission address, RFP reference number, the name of the project, Firm's / Company name and the address.
- 1.9 The Galiyat development Authority or its authorized team may physically visit the Chairlift project/properties/offices/Banks (whether abroad or in Pakistan) as claimed by the firm/JV in the RFP documents on the expense of the firm/JV.
- 1.10 **For companies/firms/ jv's** and businesses operating internationally or those with a foreign place of incorporation shall have to submit their RFP documents duly attested form their respective embassies in Pakistan.
- 1.11 The Pre-qualified firm is required to submit a bid security fee / CDR equivalent to 5% of the proposed annual rent for the project. (To be sealed in financial proposal envelope along with technical and financial proposals). The bid security will be refunded to the successful bidder upon the submission of upfront one time payment. The bid security of unsuccessful firms will be returned after final award of the project.
- 1.12 First two years i.e. construction phase will be treated as grace period with no annual rental amount to be charged. Thereafter one year annual rent amount will be paid in advance by successful bidder / investors and can be forfeited if commencement / start of the project does not take place as per agreed schedule.
- 1.13 The firms are required to quote the financial bid for altogether while considering the potential activities and scope given in this document.
- 1.14 Committee will open the Technical Proposals after the deadline for their submission. The envelope with the Financial Proposal shall remain sealed and securely stored in the custody of GDA officials.

- 1.15 The evaluation committee shall evaluate the Technical Proposals on the basis of their responsiveness of the RFP, applying the selection criteria and point system specified. Each responsive proposal shall be given a technical score. A proposal shall be rejected at this stage if it does not respond to important aspects of the RFP or if it fails to achieve the minimum technical score indicated in section "7."
- 1.16 Qualifying firms on the basis of scores obtained in the technical proposals as indicated in section "7." will be called for opening financial proposal in their presence.
- 1.17 If an RFP is found vague or incomplete in some aspects but these deficiencies are capable of being clarified or remedied, the evaluation committee may prepare a list of questions for the Firm, to provide the Firm with an opportunity to clarify or remedy its RFP. If the clarifications and amendments by the Firm do not overcome the deficiencies, the evaluation committee may, at its sole and absolute discretion, decide to reject the Proposal.
- 1.18 At any time before the Proposal submission deadline, the Galiyat Development Authority (GDA) may amend the RFP document by issuing an amendment in writing. The amendment shall be sent to all Pre-qualified Firms and shall be binding on them. The Firms shall acknowledge receipt of all amendments in writing, through letter or email/fax etc.
- 1.19 In case of amendment, the GDA may extend the proposal submission deadline to give the Firm reasonable time to take an amendment into account in their proposals.
- 1.20 An authorized representative of the Firm shall sign the original submission letters for both the Technical Proposal and, if applicable, the Financial Proposals and shall initial all pages of both. The authorization shall be in the form of a written power of attorney attached that will be to the Technical Proposal.
- 1.21 The Firm shall submit a signed and complete Proposal comprising the documents and forms, experience certificates, affiliations and all other documents as prescribed in this RFP document.
- 1.22 The GDA reserves the right to accept or reject any or all Proposals as per applicable rules / criteria by assigning a reason.
- 1.23 Incomplete and conditional proposals shall not be entertained.

2. TERMS OF REFERENCES (TOR's)

Galiyat is one of the most attractive tourist destination located at North East of Islamabad, the capital city of Pakistan. It has not only high mountains of Meranjani and Mushkpuri but also has combination of mesmerizing valleys, natural forests of pine trees and grassy grounds.

GALLIYAT DEVELOPMENT AUTHORITY, Go KP, ABBOTTABAD

The Resort of Ayubia is located in Galiyat, Hazara division, Khyber Pakhtunkhwa, Abbottabad. Galiyat is a narrow mountainous strip situated roughly 50 - 80 Km to the North - East of Islamabad, Pakistan extending on both sides of the Khyber Pakhtunkhwa - Punjab border, between Abbottabad and Murree.

The existing resort comprises Chairlift at Ayubia which were installed in year 1965 by the GOP with small parks at both ends. The Chairlift 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.

1. Total land to be offered for the proposed project is approximately 140 Kanals including the bases station, mid station, top station.
2. Length of the Chairlift is 1.12KM.
- 3.
4. Land measuring approximately 140 kanals will be provided by the Galiyat Development Authority, Government of Khyber Pakhtunkhwa for a period of 40 years on long term rental basis through Public Private Partnership and further extension may be accorded with the mutual consent of the both parties.
5. The qualified firm should be technically / financially sound with supporting credential of capital input for the development of the project with capability to sustain its financing requirements.
6. Annual rent for the land will be fixed on the basis of highest offers by the bidder and will be enhanced at during the initial period of forty (40) years with 10% increase after every three years.
7. First two years i.e. dismantling and disposal of existing Chairlift, construction / installation (project completion period) phase will be treated as grace period and no rental amount will be charged from the successful firm during this period. However, the upfront one time payment must be deposited with GDA within 3 months of the contract award.
8. The successful firm will be required to agree a schedule of timelines(from dismantling to commercial run of the chairlift) at the time of agreement. This must not exceed two years.
9. On the signing of the contract the successful bidder will submit a revolving bank guarantee equal to the offered one year's rent amount. This Advance Bank Guarantee can be forfeited/cashed if the commencement / start of the project does not take place within two years of the award of the contract unless extended by GDA in writing.

10. In the event of an extension agreed by GDA, in writing, the obligation of the successful bidder to pay the rental amount will not be extended and annual rental payments will commence accordingly.
11. The successful firm will carry out entire construction/developmental works and will install machinery and equipment including dismantling / disposal of existing Chairlift at his own cost and risk without any financial claim whatsoever to the GDA.
12. Use of land will not be permitted for purpose other than the purpose explicitly explained in the RFP document, PQD and TOR's and subsequent lease agreement.
13. Use of land will not be permitted for purpose other than the purpose explicitly explained in the RFP document, PQD and TOR's and subsequent lease agreement.

3. THE TECHNICAL PROPOSAL SHOULD INCLUDE FOLLOWING:

The proposal should include installation of International Standard Chairlift with details of recreational / allied facilities and restaurants at base and top station and following details.

- 3.1 Existing Infrastructure systems on site, Existing zoning and site plan mentioning all physical facilities on ground and marking proposed sites for future developments.
- 3.2 A standardized strategic plan catering the already existing shops and cabins and other properties for their remaining rental period and after expiry of the remaining rental period the successful firm/operator shall have to adjust the existing cabins, vendors and shops (and other legal properties) on priority basis for socio economic uplifting of local inhabitants.
- 3.3 work plan and methodology of dismantling and installation of new chairlift.
- 3.4 A comprehensive business plan to strategize and justify the investments and futuristic vision in terms of business and financial sustainability.
- 3.5 A detailed EIA (Environmental Impact Assessment report) clearly explain how the proposed project would enhance the environmental efficiency in terms of ecological responsiveness and sustainability with reference to the contextual foliage and entourage of the region.

- 3.6 Detailed conceptual master plan and design envisioning the firm's idea about developing the site with futuristic vision in terms of tourism potential, ecology and regional context sustainability.

4. THE FACILITIES AT THE PROPOSED RESORT SHALL INCLUDE FOLLOWING (SCOPE OF WORK):

The facilities at the proposed Chairlift resort shall includes but not limited to the following facilities/activities.

1. Installation of International Standard Chairlift.
2. Establishment of restaurants, cafes and shops at base and top station (only Eco Friendly and limited construction will be allowed at top station).
3. Adventure theme park at top station.
4. Development of a restaurant at top station.
5. A full fledged skiing facility.
6. Virtual Reality Tours.
7. Executive standard restrooms at top and base station.
8. 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.
9. Sitting / Rest Area, Rain Shelters
10. Parking for visitors at base station
11. Prayer area

5. THE SUCCESSFUL BIDDER/FIRM WILL BE REQUIRED TO:

- 5.1 Complete the conceptual strategic master plan followed up by detailed architectural and infrastructure designs which shall be according to the building Bylaws and regulations of Galiyat Development Authority (GDA), EPA (Environmental Protection Agency, Khyber Pakhtunkhwa).
- 5.2 Share the complete dismantling strategy and implementation plan / disposal of existing Chairlift and structure, allied infrastructure facilities already existing and buildings.
- 5.3 To seek the approval the constriction work (other than chairlift) as per GDA's bylaws from the competent Authority.
- 5.4 The consultants will ensure not to damage the flora environment and fauna of the area, rather he should make sure the designs and its implementation strategies that must prove to be environmentally efficient, ecological responsive and sustainable to the regional context of Galiyat region.

GALLIYAT DEVELOPMENT AUTHORITY, Go KP, ABBOTTABAD

- 5.5 The successful bidder will ensure the health , environment and safety measures while dismantling and removing the machines/chairlift etc or any other structure.
- 5.6 The successful bidder/firm and GDA may mutually amend/negotiate the above as per schedule of timelines that will be mutually agreed and incorporated at the time of agreement.
- 5.7 The firm's will be required to submit Management capabilities (project team with detail of qualification and experience of the technical team that will be deputed at the project site for its maintenance and operations). Which shall elaborate and prove its scope with reference to Master planning, Architecture design, infrastructure planning encapsulating infrastructure utility services design, Specialized advanced Structure designing of relevant nature, Landscape Architecture, Environmental specialist designing, Execution and project management specializations.
- 5.8 Detailed sewerage system and solid waste management plan for the project.
- 5.9 Schedule of construction / installation phase till completion and commercial run of the project alongwith following.
 - a. Construction / installation drawings.
 - b. Approval stage.
 - c. Commencement of construction.
 - d. Finishing stage and completion / erection of allied facilities.
 - e. Commercial run.
- 5.10 Mechanism and time for dismantling and disposal of existing Chairlift / Building and other structure.
- 5.11 The successful bidder will have to take care of Corporate Social Responsibility (CSR) e.g. in the field of education, health and others that will be incorporated in the agreement.
- 5.12 Galiyat Development Authority (GDA) will facilitate the successful firm for obtaining all relevant NOCs from Provincial Government.
- 5.13 Any other document/details and obligation at the time of the agreement that Galiyat Development Authority may deem necessary.

6. SELECTION CRITERIA

The minimum qualifying technical evaluation marks will be 60% aggregate and will be used to technically analyse the firm and will be utilized only for technical shortlisting purpose.

S.No	Evaluation Parameter	Explanation	Score
1	Conceptual master plan, conceptual designs (with pictures and technical specification of the chairlift), type of chairlift and number of chairs, Proposed Methodology, timelines, Detailed work plan including the process of import and installation of chairlift, other facilities intended to be established, adventure games, Executive standard restrooms, solid waste management plan, business development plan, execution strategy.	Marks will be awarded accordingly for the quality & depth of the proposal with realistic timelines, designs and best offered facilities in the most environment friendly manner	30
2	Environmental Impact Assessment (EIA) of the project	Marks will be awarded accordingly for the quality of the report	20
4	Financial Capability of the firm (sources of financing along with supporting documents), Bank Statements, last 3 years audited accounts statements, details of net assets, working capital and annual turnover.	Full marks shall be awarded to the firm having the best equity contribution ratio, the highest working capital and the highest annual turnover. The rest shall be awarded marks proportionately on percentage basis. For Example: i.e. $\text{Current value/highest value} \times 30$	30
6	Management Capabilities/ HR Capacity of the firm (the firm may also give a future plan for the HR personnel to be hired in future for running of the lift)	Marks will be awarded accordingly as per the HR capacity of the firm and the number of qualified technical professionals	20

FINANCIAL EVALUATION

The financial proposals will be evaluated on the basis of Net Present Value (using discounted cash flow method) of proposed payment to GDA over the 40 year period including;

- I. Upfront one-time payment.
- II. Annual rent amount.

The base line discount rate to be used for NPV calculations will be 15% (Benchmark).

While allocation of marks the committee will look into the Following:

- **Proposed Tentative Layout:** The best layout / plan and design envisaged by the bidder with minimum disturbance to the natural beauty of the site and placement of activities / facilities as mentioned in the ToRs / RFP.
- **Environmental Impact:** While allocating marks for this section impact on environment will be taken into account ,higher marks will be allocated to the bidder with no / minimum disturbance to the environment..
- **Cost of Project & Financial Arrangements:** This section includes the total approximate cost of project and its means of financing. Arrangements for finances for the project carry more weightage as it is collectively important for successful firm and GDA to timely implement and execute the project due to the business strategic and developmental impact of this project. The resources of financing should be clearly defined and understandable.
- **Management Capabilities:** This section will cover the assessment of management capabilities of the bidders on the basis of information provided about the team already existing or to be hired for the project.

GDA TEAM FOR PROJECT INFORMATION AND ASSISTANCE

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. Syed Ali Raza Shah, Assistant Director Planning, GDA Email: alirazashah687@gmail.com	Mr. Babar Hanan Abbasi , PSO to Chairman, GDA Email: bahanan250@gmail.com
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