

**(Financial Evaluation of Tender for Operational Management and Maintenance of Karachi Expo Centre)**

**Table-1**

**IDENTIFICATION**

1.1	Name of Project	Hiring of firm for operational Management, and Maintenance of Karachi Expo Centre
1.2	Employer (a) Name (b) Address	Trade Development Authority of Pakistan Block-A, 5 <sup>th</sup> Floor, FTC Building, Shahrah-e-Faisal, Karachi Tel: 021-99244412 Fax: 021-99232669
1.3	Contract number (identification)	<i>TDAP-3(13)/06/KEC/Maitenance</i>
1.4	Contract description	Hiring of firm for operational Management, and Maintenance of Karachi Expo Centre
1.5	Engineer's cost estimate(s)	None
1.6	Method of procurement	Single Stage Two envelope Procedure
1.7	Fixed price contract	No

**Table-2**

**BIDDING PROCESS**

2.1	Prequalification, carried out	<b>Four (04)</b>
(a)	Number of firms pre-qualified	
2.2	Procurement Notice	
(a)	Name of national newspaper	(a) The Dawn, Business Recorder and Express Urdu
(b)	Issue date	(b) 25 <sup>th</sup> May, 2011
(c)	Number of individual firms notified	© None

2.3	Standard Bidding Document a) Title, publication date b) Date of issue to bidders	(a) Hiring of firm for operational Management, and Maintenance of Karachi Expo Centre (b) 25 <sup>th</sup> May, 2011
2.4	Number of firms to whom documents issued	Thirteen (13)
2.5	Amendments to documents, if any a) List all amendments No. & dates	None
2.6	Date of pre-bid conference, if any	None
2.7	Date minutes of the conference sent to bidders	N/A

**Table-3**

**BID SUBMISSION AND OPENING**

3.1	Bid submission deadline  (a) Original date, time  (b) Extensions, if any	(a) 9 <sup>th</sup> June, 2011 @ 2 pm  (b) None
3.2	Bid opening date, time (Actual)	9 <sup>th</sup> June, 2011 @ 3pm
3.3	Number of bids submitted	Five (05)
3.4	Bid validity period (days, weeks or months)  a) Originally specified  b) Extensions, if any	(a) 45 days (b) none

Table-4

**SUMMARY OF BID PRICES (AS READ OUT)**

<b>Bidder Identification</b>		<b>Read-out Bid Price(s)</b>		<b>Modifications or Comments (e)</b>
<b>Bidder (a)</b>	<b>Address (b)</b>	<b>Amount (c)</b>	<b>Currencies(s) (if FE also demanded) (d)</b>	
Al-Hassan "Technology & Engineering Services Ltd ,	Suit # 17, 3 <sup>rd</sup> Floor, Hill Top Arcade, Gizri Boulevard, Phase IV, D.H.A., Karachi	Rs. 1,495,000/ month	N/A	
Elektra Systems Pvt Ltd	308, 3 <sup>rd</sup> Floor, Business arcade,27-A, Block 6 PECHA, Karachi Tel: 021-34390069 Fax: 021-34390039	Rs. 1,781,200/ per month	N/A	
Electro Systems	A-33, 3 <sup>rd</sup> Floor,Block 13-A Qasre -e- Anjum., Gulshan Iqbal Karachi	Rs. 1,324,000/ per month	N/A	
Forte Pakistan Pvt Ltd	9-A, M.A.M.H.S. Shahrah Faisal, Karachi	Rs. 2,100,000/ per month	N/A	Earnest amount (2%) is submitted for one month bid amount only.

Table-5

## RESULTS OF PRELIMINARY EXAMINATION

Bidder	Verification	Eligibility	Bid Security	Completeness of Bid	Substantial Responsiveness	Acceptance Detailed Examination	responsiveness to technical conditions
(a)	(b)	(c)	(d)	(e)	(f)	(g)	
Al-Hassan "Technology & Engineering Services Ltd	Yes	Yes	Yes	No	Yes	Yes	Yes
Elektra Systems Pvt Ltd	Yes	Yes	Yes	No	Yes	No	No
Electro Systems	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Forte Pakistan Pvt Ltd	Yes	Yes	NO	No	No	No	No

Table-6

## CORRECTIONS AND UNCONDITIONAL DISCOUNTS

Bidder (a)	Read-Out Bid Price(s)		Corrections		Corrected Bid Price(s) (f)=[(c)+(d)]-(e)	Unconditional Discounts <sup>2</sup>		Corrected / Discounted Bid Price(s) (i)=(f)-(h)
	Amount (b)	Currency(ies) (if FE also demanded) (c)	Computational Errors <sup>1</sup> (d)	Provisional Sums (e)		Percent (g)	Amount (h)	
Al-Hassan "Technology & Engineering Services Ltd	Rs. 1,495,000/month	N/A	00	Rs. 1,495,000/	00	00	00	Rs. 1,495,000/month
Elektra Systems Pvt Ltd	Rs. 1,781,200/month	N/A	00	Rs. 1,781,200/	00	00	00	Rs. 1,781,200/month
Electro Systems	Rs. 1,324,000/month	N/A	00	Rs. 1,324,000/	00	00	00	Rs. 1,324,000/month
Forte Pakistan Pvt Ltd	Rs. 2,100,000/month	N/A	00	Rs. 2,100,000/	00	00	00	Rs. 2,100,000/month

Table-7

**COMPARATIVE ANALYSIS OF FINANCIAL BIDS OF PRE-QUALIFIED COMPANIES**

Name of Company	<u>Description</u>			Total (per month)	Total (3 years contract)
	<b>Operations, management and maintenance fee</b> including salaries and wages of the staff deployed as per <b>Including extended time</b> <b>(Lump sum/ per month)</b>	Material on monthly basis <b>(Lump sum/ per month)</b>	Charges for Special Service <b>(Lump sum/ per month)</b>		
Al-Hassan "Technology & Engineering Services Ltd	Rs. 850,000/	Rs. 100,000/	545,000	Rs. 1,495,000/	53,820,000/
Elektra Systems Pvt Ltd	Rs. 1,025,000/	Rs. 200,000/	Rs. 235,000/	The total of three items in the bid form adds to Rs. 1,460,000/. However, the bidder has explicitly, in	64,123,200/

				the covering letter and on the bid form written that after including their company overheads the total monthly amount of bid is Rs. 1,781,200/-. The bid security also corresponds with the total quoted amount.	
Electro Systems	Rs. 906,000/	Rs. 76,000/	Rs. 342,000/	Rs. 1,324,000/	47,664,000/
Forte Pakistan Pvt Ltd	Rs. 1,500,000/	Rs. 300,000/	Rs. 300,000/	Rs. 2,100,000/	75,600,000/