

**PUBLIC PROCUREMENT REGULATORY
AUTHORITY (PPRA)**

(As Per Rule 47 of PP Rules, 2004)

CONTRACT AWARD PROFORMA – I

**To Be Filled And Upload on PPRA Website In Respect of All
Public Contracts of Works, Services & Goods**

- NAME OF THE ORGANIZATION/DEPTT. **Port Qasim Authority / Operations
Maintenance Department**
- FEDERAL / PROVINCIAL GOVT. **Federal Government**
- TITLE OF CONTRACT. **Tender for Manning, Operations & 1st Line
Maintenance of 04 ASD LNG Compatible Tugs (Local / International)**
- TENDER NUMBER **PQA/OPS/OM/Manning/04Tugs/2021**
BRIEF DESCRIPTION OF CONTRACT **Manning, Operations & 1st Line
Maintenance of 04 ASD LNG Compatible Tugs**
- TENDER VALUE. **Rs.949,200,000/- (50% in PAK Rs. & 50% in USD)**
- ENGINEER'S ESTIMATE **N/A**
(for civil Works only)
- ESTIMATED COMPLETION PERIOD. **02 years (+ 06 months extendable)**
- WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL
PROCUREMENT PLAN? **YES** Yes / No
- ADVERTISEMENT :
 - (i) PPRA Website **03.06.2021 / Receipt # 152427** Yes /
No(Federal Agencies) (If yes give date and PPRA's tender number)
 - (ii) News Papers **Daily Dawn, Daily 92 News (04.06.2021) & Khaleej Times (15.06.2021)**
Yes / No (If yes give names of newspapers and dates)
- TENDER OPENED ON (DATE & TIME) **09.09.2021 / 11:30 AM**
- NATURE OF PURCHASE **Local / International** Local / International
- EXTENSION IN DUE DATE (If any) **Yes** Yes / No

➤ NUMBER OF TENDER DOCUMENTS SOLD 07
(Attach list of Buyers) ~ **Annex - I**

➤ WHETHER QUALIFICATION CRITERIA
WAS INCLUDED IN BIDDING/TENDER DOCUMENTS Yes Yes / No
(If yes enclose a copy) ~ **Annex - II**

➤ WHETHER BID EVALUATION CRITERIA
WAS INCLUDED IN BIDDING/TENDER DOCUMENTS Yes Yes / No
(If yes enclose a copy) ~ **Annex - III**

➤ WHICH METHOD OF PROCUREMENT WAS USED: - (Tick one)

- a) SINGLE STAGE – ONE ENVELOPE PROCEDURE _____
- b) SINGLE STAGE - TWO ENVELOPE PROCEDURE. _____
- c) TWO STAGE BIDDING PROCEDURE. _____
- d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE. _____

- PLEASE SPECIFY IF ANY OTHER METHOD OF PROCUREMENT WAS
ADOPTED WITH BRIEF REASONS (i.e EMERGENCY, DIRECT
CONTRACTING, NEGOTIATED TENDERING ETC.) No Yes / No

- WHO IS THE APPROVING AUTHORITY PQA Board

➤ WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED
FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING.

NOT APPLICABLE

➤ NUMBER OF BIDS RECEIVED 03

➤ WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER Yes
Yes / No

➤ WHETHER INTEGRITY PACT WAS SIGNED Yes Yes / No

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(As Per Rule 47 of PP Rules, 2004)

CONTRACT AWARD PROFORMA – II

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- NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS **03**
- NAME AND ADDRESS OF THE SUCCESSFUL BIDDER **M/s Sanmar
Denizcilik Makina VC Ticaret A.S. Istanbul Turkiye / M/s Salateen Syndicate
Private Limited.**
- RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT (i.e. 1st, 2nd, 3rd EVALUATED BID).
1st Lowest Bidder
- NEED ANALYSIS (Why the procurement was necessary?)
For Operation / Shipping Activities at PQA
- IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE REASONS (Briefly describe)
**Due to bidders request considering the prevailing Covid-19 conditions
around the Globe.**
-

- WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READOUT AT THE TIME OF OPENING OF BIDS Yes Yes / No
- DATE OF CONTRACT SIGNING 19.04.2022
(Attach a copy of agreement) ~ **Annex - IV**
- CONTRACT AWARD PRICE Rs.949,200,000/- (50% in PAK Rs. & 50% in USD)
- WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL BIDDERS Yes Yes / No
(Attach copy of the bid evaluation report) ~ **Annex -V**
- ANY COMPLAINTS RECEIVED No Yes / No
(If yes result thereof)

- ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/DOCUMENTS No Yes / No
(If yes give details)
- DEVIATION FROM QUALIFICATION CRITERIA No Yes / No
(If yes give details)

- SPECIAL CONDITIONS, IF Any(Give Brief Description)
Included in Tender Document and Part of Contract

LIST OF BUYERS

1. **M/s ANAS Imam Enterprises (SMC-Pvt.) Ltd.**
Suite No.203, Trade Tower,
Port Qasim Industrial Zone, Commercial Area,
Port Qasim Operational Region.
Tel: 021-34730424
Fax: 021-34730425

2. **M/s Arif Sons**
61/1, Golf Course Road No.4,
DHA Phase IV, Karachi
Tel: 92-21-35392023

3. **M/s Yohsin Solution (Private) Ltd.**
Bangalow No.48, Block 7 / 8,
Banglore Town, Shahrah-e-Faisal,
Karachi.

4. **M/s Salateen Syndicate (Private) Limited**
Mezzanine 14-16, Beaumont Plaza,
Beaumont Road, Civil Lines, Karachi.
Tel: 92-21-35654981-4
Fax: 92-21-35676514

5. **M/s Bahria Foundation**
6th Floor, Bahria Complex-II,
M.T. Khan Road, Karachi.
Tel: 92-21-35610242-44
Fax: 35610749

6. **M/s 'M' International Services (Pvt.) Ltd.**
Marines Fairway-43, Timber Pond,
Kemari, Karachi.
Tel: 92-21-2858050-52
Fax: 92-21-2858054

7. **M/s Pakistan National Shipping Corporation**
30, Dharamshala Street,
Keemari, Karachi
Tel: 99332501-7

REQUIREMENT OF MANNING. OPERATIONS 1 ST LINE MAINTENANCE FOR EACH TUG	1) Tug Master	01
	Valid Class-I C.O.C., Valid GMDSS Certificate & STCW2010 certificates with valid Pakistani equivalency Endorsement Certificate. Age should not be more than 55 years. Minimum five (05) years experience of service in same rank on ASD LNG Compatible Tugs.	
	2) Chief Engineer	01
	Valid Class-I C.O.C. & STCW 2010 certificates with valid Pakistani equivalency Endorsement Certificate. Age should not be more than 55 years Minimum 05 years experience of service in same rank.	
	3) Chief Officer	01
	Valid Class-II C.O.C., Valid GMDSS Certificate & STCW 2010 certificates with valid Pakistani equivalency Endorsement Certificate. Age should not be more than 55 years. Minimum five (05) years experience of service in same rank on ASD LNG Compatible Tugs.	
	4) 2nd Engineer	01
	Valid Class-II C.O.C. & STCW 2010 certificates with valid Pakistani equivalency Endorsement Certificate. Age should not be more than 55 years. Minimum 05 years experience of service in same rank.	
5) ETO (Electrical Engineer)	01	
Valid ETO certification & STCW 2010 certificates with valid Pakistani equivalency Endorsement Certificate and past sea experience of five (05) years of working in the same rank. Age should not be more than 55 years.		
6) AB's	02	
Valid STCW certifications and past sea experience of three (03) year of working in the same rank. Age should not be more than 40 years.		
7) Oiler	02	
Valid STCW certifications and past sea experience of three (03) year of working in the same rank. Age should not be more than 40 years.		
8) Cook	01	
Valid STCW certifications and past sea experience of three (03) year of working in the same rank. Age should not be more than 40 years.		

NOTE: Copy of C.O.C. / Seaman Service Book and all relevant documents shall be attached with Technical Proposal. In case of failure for the submission of relevant documents with the technical bid/proposal, bids will not be evaluated.



TECHNICAL EVALUATION CRITERIA

Annex - III

The evaluation criteria for Technical qualification of Tenderer firms is given as under:

Mandatory Requirements:

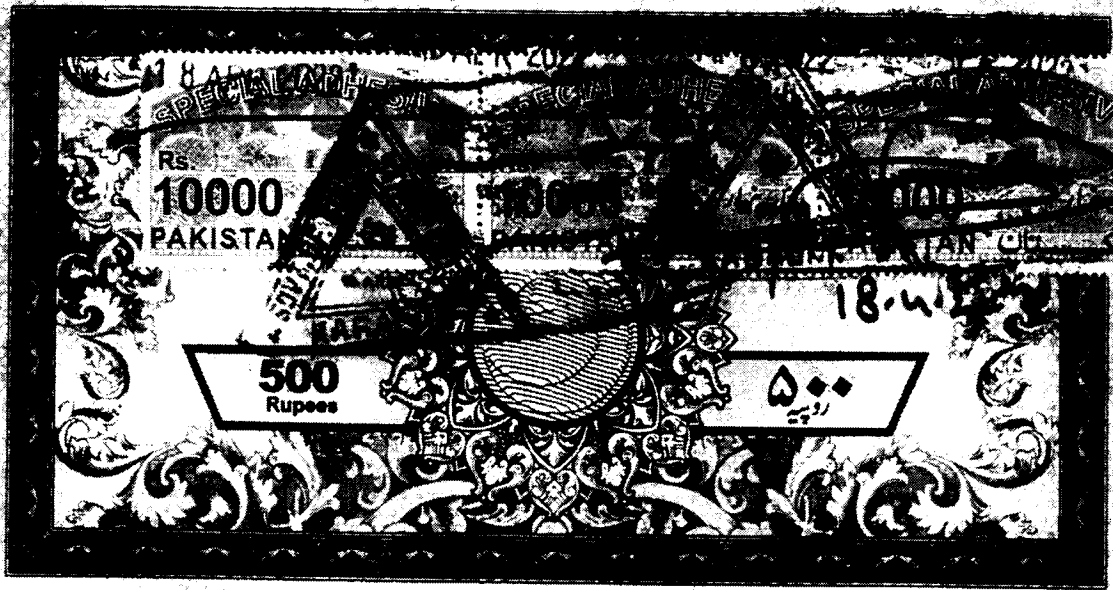
1. Must comply with Annex 'G'.
2. Valid Registration Certificate of Income Tax, Sales Tax, S.S.T. & S.R.B.
3. Last three years audited Financial Statements of local and international firm. Incase of Joint Venture, last 03 years audited financial statements of all members of Joint Venture will be provided.
4. The minimum points to qualify for financial bid opening are 60 and firm shall qualify in each category
5. The Joint venture members will be evaluated jointly.

S#	Description	Min. Marks	Max. Marks
1.	Status of firm Public limited /Multinational Private Limited Private Owner	maximum 10 Points maximum 08 Points maximum 06 Points	06 10
2.	Professional Capability of Shore Based Staff i) Master Mariner F.G (CoC Class-I) With minimum 5 years of experience with ASD LNG Compatible Tugs ii) Chief Engineer (CoC Class-I) With 5 years of experience in same rank iii) Chief Officer F.G/ 2 nd Engineer (01 Point each) With 3 years of experience with ASD LNG Compatible Tugs. iv) Finance Consultant (MBA, C.A./ICMA/M.Com) v) Office Manager (Graduate) with min 05 years service vi) Electronics / Electrical Engineer (01 Point each)	maximum 5.0 Points maximum 5.0 Points maximum 5.0 Points maximum 04 Points maximum 03 Points maximum 03 Points	15 25
3.	Past Experience of providing services to handle Ships at any Port/ Terminal • 10 points each year		30 50
4.	Financial Soundness a. Gross Revenue • Minimum USD 5.0 Million, 01 point for every additional USD 01 million b. Working Capital • Minimum USD 1.0 Million, 01 point for every Additional USD 01 million	maximum 10 Points maximum 05 Points	06 03 10 05
Total			60 100



Note:

- 1) Provision of relevant documentary evidence is sole responsibility of Tenderer. . In case of failure for the submission of relevant documents with the technical bid/proposal. bid will not be evaluated.
- 2) Bid price shall only be stated in the Financial Proposal and shall not be mentioned anywhere in / with the Technical Proposals.





NAME OF OFFICE: *M. Owaid Radeeli*
 PHONE NO: *42201-6926194-9*
 ADDRESS: *25 7-4-22*
 DATE: *28 7-4-22*

Rs. *One Hundred Only*
 07 APR 2022
 Rs. *Only*



FORM OF CONTRACT

Annex-J

2247
 19/04/2022
 CONTRACT FOR MANNING, OPERATIONS OF FOUR (04) ASD LNG COMPATIBLE TUGS (3 X 75 TBP & 1 X 85 TBP)

THIS CONTRACT is made at Karachi on this 18th 19th day of April 2022, between PORT QASIM AUTHORITY, KARACHI, PAKISTAN established under Port Qasim Authority Act, 1973 (Act XLIII of 1973), hereinafter referred to as the "EMPLOYER" (which expression shall where the context so requires and admits, include its successors-in-interest and assign) of the ONE PART.

AND

M/S SANMAR DENIZCILIK MAKINA VE TICARET A.S ISTANBUL, (TURKEY) in Joint Venture (JV) with SALATEEN SYNDICATE (SSL) PVT LIMITED (PAKISTAN) a company incorporated under the law of Turkey and Pakistan respectively, having registered offices at Aydintepe Mh Guzin Sokak No. 31, 34947Tuzla, ISTANBUL, Turkey and Mezzanine 14-16, Beaumont Plaza, Beaumont Road, Civil Lines, Karachi Pakistan respectively, hereinafter referred to as the "CONTRACTOR" (which expression shall wherever the context so requires and admits, include its successors-in-interest and assign) of the OTHER PART.

WHEREAS the Employer desires to award certain works i.e., Manning, Operations & 1st Line Maintenance of Four (04) ASD LNG Compatible Tugs (3 X 75 T.B.P & 1 X 85 T.B.P) as per terms and conditions of Tender Documents for a period of two (02) years (+ 06 months extendable), which should be executed by the Contractor, as awarded to the Contractor for the execution and completion of such works and the remedying of any defect/s therein

1. WHEREAS the Contractor being authorized and qualified Contractor dealing with the said works to undertake in consideration of the agreed daily rates as quoted for respective new vessels which is as under -
 - i) MT Gharo
 - ii) MT Malir
 - iii) MT Korang
 - iv) MT Pipri
2. The Contractor shall perform the works as defined in and in accordance with the Financial Offer (Bill of Quantity) Provision of Letter of Intent (LOI) titled "Contract for Manning, Operations with 1st Line Maintenance of Four (04) ASD LNG Compatible Tugs (3 X 75 TBP & 1 X 85 TBP)".



Handwritten signature and initials.

3. In this agreement, words and expressions shall have the same meanings as are respectively assigned to them in the General / Special Conditions of the Contract hereinafter referred to.

The Contract documents shall consists of the following documents, which be deemed to form and be read and construed as part of this contract agreement.

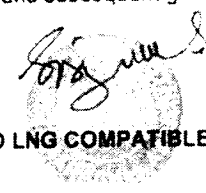
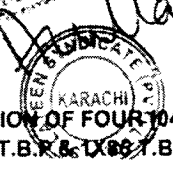
- i. Tender Notice date 04 June 2021. (Encl -1)
- ii. The Bid form, Bill of Quantities (meeting schedule of requirement), and any technical schedule submitted by the Bidder. (Encl -2)
- iii. Technical specifications. (N/A)
- General Conditions of the contract. (Encl -3)
- Special Conditions of the contract. (Encl -4)
- Letter of Intents: (Encl -5)
 - a. PQA Letter No. PQA/OPS/LOA/MAN/04 Tugs/22/1 dated 14 April 2022.
 - b. PQA Letter No. PQA/OPS/OM/MANNING/04 TUGS/2022 dated 08 March 2022.
 - c. PQA Letter No. PQA/OPS/OM/MANNING/04 TUGS/LOI/22 dated 08 March 2022.
 - d. PQA Letter No. PQA/OPS/OM/MANNING/04 TUGS/2022 dated 11 February 2022.
- vii. Letter of Acceptance by Contractor: (Encl- 6)
 - a. Salateen Syndicate letter No. SSL/PQA/ASD TUGS/MANNING/20220412 dated 12th April 22.
 - b. Salateen Syndicate letter No. SSL/PQA/ASD TUGS/MANNING/20220405 dated 05th April 22.
 - c. SANMAR letter No. Sanmar/OPS/PQA/MANG/TUG/20222803 dated 28th March 22.
 - d. Salateen Syndicate letter No. SSL/PQA/MANG/TUG/20221103 dated 11th March 22.
 - e. SANMAR letter No. Sanmar/OPS/PQA/MANG/TUG/20221402 dated 16th Feb 22.
- viii. Performance Bond. (Encl- 7)
- ix. Integrity Pact. (Encl- 8)
- x. Any other related documents significant to be integral part of Contract.
 - a. SANMAR Board Resolution (Encl - 9)
 - b. Minutes of Pre-Bid meeting dated 16th July 2021. (Encl- 10)
 - c. Scope of work for 1st Line Maintenance. Annex-K of tender (Encl - 11)
 - d. Minimum requirement of consumable spare parts of onboard each Tug. Annex-L of tender. (Encl - 12)
- xi. Insurance documents for security of staff onboard. (Encl- 13)
- xii. Financial offer (Bill of Quantities). (Encl- 14)
- xiii. If at any time in future PQA decides to man the vessels through its own manpower during the currency of this contract, then it reserves the right to terminate the existing contract giving sufficient notice as per Clause-16 of Special Condition of Contract, PART IV (Termination of Contract)

That the above-mentioned documents contain the entire contract between the parties hereto and shall be modified in any manner except by a protocol in writing signed by respective parties.

In consideration of the payments to be made by the Employer to the Contractor as hereafter mentioned, the Contractor hereby covenants with the Employer to execute and complete the works in conformity and in all respects with the provision of the Contract, which includes Manning, Operations & 1st Line Maintenance of four (04) ASD LNG COMPATIBLE) Tugs to Port Qasim, Karachi, corresponding services, supplies and sustenance tests and trials and subsequent guarantee period as per tender requirements.



(CONTRACT FOR MANNING, OPERATION OF FOUR (04) ASD LNG COMPATIBLE TUGS)
(3 X 75 T.B.P. & 1 X 60 T.B.P)



19.02.22

The Employer hereby covenants to pay the Contractor in consideration of the execution and completion of the works as per provision of the contract, the Contract sum or such other sums as may become payable under this provision of the Contract at the times and in the manner prescribed by the Contract.

3

8. IN WITNESS WHEREOF the parties hereto have caused this Contract to be executed in accordance with the laws in force in Pakistan on the day and year first above written and signed on the day stated above.

EMPLOYER

[Signature]
Secretary
Port Qasim Authority

CONTRACTOR

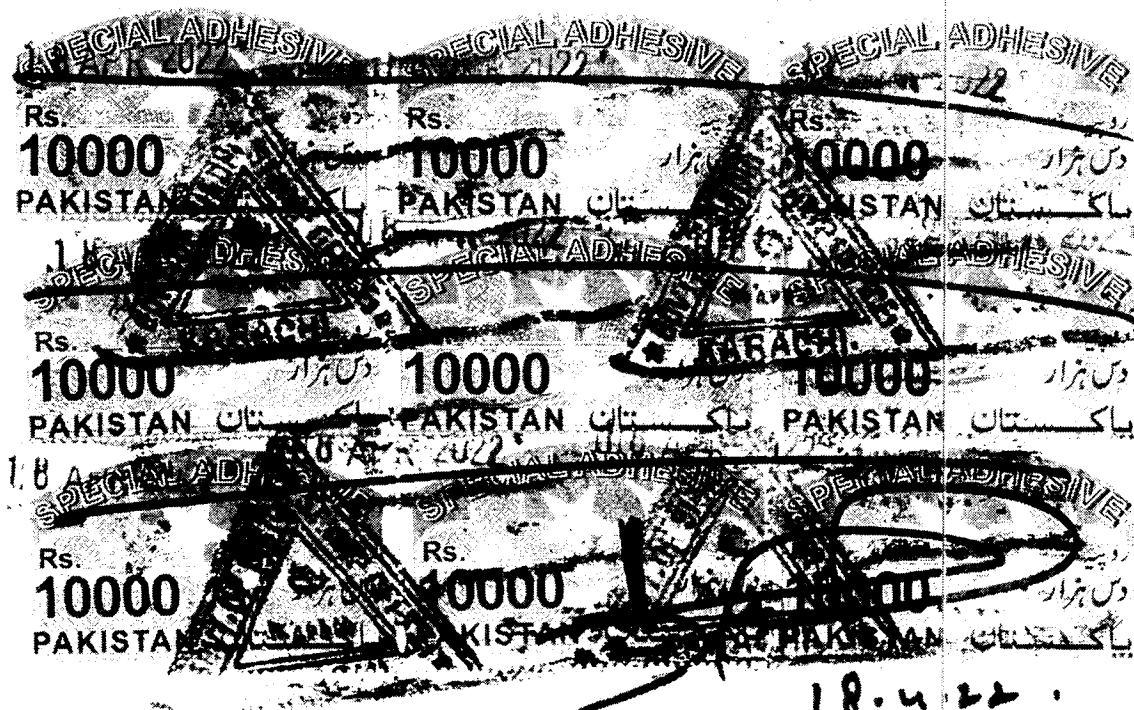
[Signature]
M/s Sanmar Shipyard, Turkey/
Lead Contractor
[Signature]
M/s Safateen Syndicate (Pvt) Ltd
JV Partner

1) WITNESS

1. *[Signature]*
Muhammad Salman Khan
2. *[Signature]*
Jalal Khan

1) WITNESS

1. *[Signature]*
ZUBAIR AHMED
Executive Director
2. *[Signature]*
Chaudhry Wasim Ahmad
(Special Agent)



[Circular Stamp]
CONTRACT FOR MANNING, OPERATION OF FOUR (04) ASD LNG COMPATIBLE TUGS)
(3 X 75 T.B.P & 1X85 T.B.P)

EVALUATION REPORT

Annex-V

(As Per Rule 35 of PP Rules, 2004)

1. Name of Procuring Agency	PORT QASIM AUTHORITY
2. Method of Procurement	Single Stage – Two Envelop Procedure
3. Title of Procurement	Tender for Manning, Operations & 1st Line Maintenance of 04 ASD LNG Compatible Tugs (Local / International)
4. Tender Inquiry No	PQA/OPS/OM/Manning/04Tugs/2021
5. PPRA Ref. No. (TSE)	TS 457047E
6. Date & Time of Bid Closing	09.09.2021 (1100 AM)
7. Date & Time of Bid Opening	09.09.2021 (1130 AM)
8. No of Bids Received	Three (03)
9. Criteria for Bid Evaluation	Set out in RFP & PPRA Rules-2004
10. Details of Bid(s) Evaluation	As under

Name of Bidder	Marks		Evaluated Cost	Rule/Regulation/SBD*/Policy Basis for Rejection / Acceptance as per Rules 35 of PP Rules, 2004.
	Tech (If applicable)	Financial (If applicable)		
M/s Sanmar Shipyard, Turkey	91	Qualified	PKR 949,200,000/-	1 st Lowest
M/s PNSC	92	Qualified	PKR 1,260,410,541/-	2 nd Lowest
M/s Bahria Foundation	91	Qualified	PKR 1,474,836,480/-	3 rd Lowest

Lowest Evaluated Bidder **M/s Sanmar Shipyard, Turkey**

11. Payment to be made on monthly basis (50% USD and 50% PKR) as per Tender requirement.

(Ops. Maint.) Department:

Abb Qasim
01/12/2021

Signature:
Secretary PQA
Official Stamp

[Signature]

PPRA Fax: 051-9224823
051-9219149

*Standard Bidding Documents (SBD)