

## EVALUATION REPORT (As Per Rule 35 of PP Rules, 2004)

1	Name of Procuring Agency:	Pakistan International Airlines
2	Method of Procurement:	Open Competitive Bidding (Single Stage Two Envelope)
3	Title of Procurement:	Hiring Services of a Consultancy Firm for Development of PIA's Corporate Business Plan 2020-
4	Tender Inquiry No.:	CCDO/BusinessPlan/Constnt/20
5	PPRA Receipt No:	133253
6	Date & Time of Bid Closing:	02nd Dec 2019, 1500 Hours
7	Date & Time of Bid Opening:	02nd Dec 2019, 1600 Hours
8	No. of Bids Received:	9 (Nine)
9	Criteria for Bid Evaluation:	Technical and Financial (as specified in tender)
10	Details of Bid(s) Evaluation:	Given below:

S.NO.	Name of Bidder	Marks			Rule/Regulation/SBD*/Policy/ Basis for Rejection / Acceptance as per Rule 35 of PP Rules, 2004
		Technical	Financial	Total	
1	Intl. Air Transport Association (IATA)	32.89	50.00	82.89	Accepted
2	McKinsey & Co.	43.50	24.34	67.84	Accepted
3	Aviation Institute of Management	26.17	Rejected	Rejected	Rejected - Not Meeting Minimum Qualifying Technical Score
4	Bridge Factor	23.26	Rejected	Rejected	Rejected - Not Meeting Minimum Qualifying Technical Score
5	Charlotte Parker LLC	22.60	Rejected	Rejected	Rejected - Not Meeting Minimum Qualifying Technical Score
6	Alton Aviation Consultancy	20.82	Rejected	Rejected	Rejected - Not Meeting Minimum Qualifying Technical Score
7	Knighthood Capital Partners	19.12	Rejected	Rejected	Rejected - Not Meeting Minimum Qualifying Technical Score
8	Pemandu Associates	Rejected	Rejected	Rejected	Rejected - Not Meeting Tender Requirements
9	Memon International Airlines	Rejected	Rejected	Rejected	Rejected - Not Meeting Tender Requirements

**Lowest Evaluated Bidders:**

**International Air Transport Association (IATA)**

11 Any other additional / supporting information, the procuring agency may like to share;

**Not Applicable**

Signature:



Official Stamp:

**M. Asim Shaikh**  
General Manager  
Corporate Planning  
Pakistan International Airlines

*\*Standard Bidding Documents (SBD).*