

# EVALUATION REPORT

(As Per Rule 35 of PP Rules, 2004)

1.	Name of Procuring Agency:	Pakistan International Airlines Corporation Limited	
2.	Method of Procurement:	Single Stage One Envelope	
3.	Title of Procurement:	Appointment of General Sales Agent (GSA) - Qatar	
4.	Tender Inquiry No.:	AA/GSA/QR/2023/06/01	
5.	PPRA Ref. No. (TSE):	TSS16602E	
6.	Date & Time of Bid Closing:	1600 Hrs, August 28, 2023	
7.	Date & Time of Bid Opening:	1630 Hrs, August 28, 2023	
8.	No. of Bids Received:	7	
9.	Criteria for Bid Evaluation:	Evaluation criteria given in tender document	
10.	Details of Bid(s) Evaluation:	As given below	

Sr.#	Name of Bidder	Awarded Points					Rule/Regulation/SBD*/ Policy/Basis for Rejection/Acceptance as per Rules 35 of PP Rules, 2004	
		Financial Evaluation (50 Points)	No. of GSA (20 Points)	No. of Experience Staff (Points 10)	Office Location (10 Points)	Company Experience (10 Points)		Total Points (100)
1	Qatar Tours (Subsidiary of Al Darwish Travel Co.)	36.4	20.0	10.0	10.0	10.0	86.4	Accepted - Qualified
2	Ali Bin Ali Travel Bureau (Subsidiary of Ali Bin Ali Holding)	30.1	10.0	10.0	10.0	10.0	70.1	Accepted - Qualified
3	Regency Travel & Tours	23.6	14.0	10.0	10.0	10.0	67.6	Accepted - Qualified
4	Rayyan Travel & Tours W.L.L. (Subsidiary of Al Darwish United Co.)	26.7	2.0	10.0	10.0	10.0	58.7	Accepted - Qualified
5	Sky Travel (Subsidiary of Arab Travel & Tourism)			No. GSA			0.0	Disqualified
6	Tourist Airline Centre (Subsidiary of Tourist Travel Bureau)			No. GSA			0.0	Disqualified
7	Victoria Travel (Subsidiary of Victoria Sky)			No. GSA			0.0	Disqualified

Most Advantageous Bidder: Qatar Tours

2nd Most Advantageous Bidder: Ali Bin Ali

Signature:

Stamp:

Date: 23-08-23

**KAMRAN ARSHAD**  
DG/Agency Affairs  
Pakistan International Airlines  
PIA Head Office, Islamabad

**Shahid Ali Moghul**  
GM Industry Affairs  
Pakistan International Airlines

Note: Contract will be awarded subject to fulfillment of term of tender related to office location, staff and other facilities. In case of failure to comply with terms of tender by most advantageous bidder, contract will be awarded to 2nd most advantageous bidder.