

**Pre-proposal Conference on Expression of Interest for Hiring of Consultancy Services for preparation of business plan & necessary documents in connection with outsourcing of Pakistan Railway Royal Palm Golf & Country Club, Lahore held on 16.09.2019**

The subject conference was attended by the following from Pakistan Railway side.

- |                              |                    |
|------------------------------|--------------------|
| 1. Mr. Dost Ali Leghari      | AGM/Infrastructure |
| 2. Mr. Aijaz Ahmad Buriro    | AGM/Mechanical     |
| 3. Mr. Muhammad Hafeezullah  | Director/P&L       |
| 4. Mr. Shahzad Akbar         | D.I.G/PRP          |
| 5. Mr. Kumar-UI-Zaman Bhatti | J.D/P&L            |
| 6. Mr. KhurramShahzad        | Legal Consultant   |

Following companies participated in the pre-proposal conference:-

S #	Company/Firm Name	Company Representative Name	Designation
1	Think Tank Consultancy	Danyal Khawaja	Advisor
2	NJHR Chartered Accountant	Nizar Hussain	Advisor
3	Colliers International	Jawad ul Hassan	Manager
4	Keystone Properties Pvt. Limited	Ahmad Mustafa Butt	Director
5	Asil USA Ltd	M.Waqas Salam	Manager

The meeting was started with the recitation of Holy Quran. Pakistan Railway team & company representatives introduced themselves.

Director/P&L explained the purpose of meeting by elaborating the basic objective for calling of EOI by Pakistan Railways. Director/P&L explained the objectives and Scope of Consultancy Services.

**Q. M/s Think Tank Consultancy asked about the area of Royal Palm and while further qualifying his question; whether the complete area is in possession of Pakistan Railway or otherwise?**

**Ans.** Committee of Pakistan Railway drew the attention of Mr. Danyal Khawaja towards the EOI in which the area of Royal Palm under the possession of Pakistan Railway has been clearly mentioned vide clause 1.1 under title of **Project Information.**

**Q. M/s NJHR Chartered Accountants asked, if any evaluation of the assets have been done or otherwise?**

**Ans.** Committee reiterated the Clause-1.3 of EOI at Page-2 in which it is clearly mentioned under the title of scope that Pakistan Railway is requiring evaluation and proposal, business potential, revenue assessment etc from the Consultant. The consultancy services are regarding assessment of the potential of revenue generation, recreation facilities, destination attraction to the potential members. During discussion, Committee encouraged the companies with the exception that, if the firm has any International experience, the same may be incorporated while submitting the EOI. Committee also expressed his concern about the completion certificate of the already executed similar nature work from the sponsoring agency that they have successfully completed their tasks/projects. Furthermore, clause No.4.3 and 4.5 were again read for the clarity of the participants which contains the requirements for J.V & to qualify for issuance of RFP.

Q. ***M/s Colliers asked that their company is primarily a Real Estate Consultant and has to hire financial expert or company for J.V?***

Ans. Committee elaborated that if any experts are hired or available regarding hospitality, hotel management, marketing, the documents of the same be incorporated as deem appropriate. Committee expressed that, if the company wants to develop a new business model, the same documents may be incorporated keeping in view the investment criteria further analyzing the details of staff/personnel and their expertise may also be provided.

Q. ***M/s Assil USA Ltd. asked that if the company intends to formulate the subject work in the form of JV and to hire expert for EOI?***

Ans. Committee replied that the same question is covered in the ibid EOI. Anaphora to that while discussing Committee stressed upon the company, that staff turnover and its assessment should also be included in the documents because if the employee tend to leave the company before completion of assignment, the same may affect its performance. During discussion, M/s Colliers replied that in Govt. sector, it is quite possible that the employees are having more experience and stay in one organization however, in private sector, it is rare as personnel usually get good opportunity in the shape of salary & other incentives so they switch to other organizations.

While deliberating the point raised by M/s Colliers, Committee explained that basically it is a two-way process and reciprocally, it is also true; the employee become an asset of the company if he or company are satisfied with each other reciprocally.

Pakistan Railway wants to ascertain that there should not be negative turnover of staff in the company which will effect the suitability of the company for the prescribed job. Committee also added that Pakistan Railway also wants to ascertain if any dummy/ghost members are not reflected in the documents provided by the participating firm/JV.

Representative of M/s Think Tank Consultancy responded to the committee members that in order to know about free-lancer consultant, J.V members of the company representatives may be called to be present in all the meetings. M/s Colliers also shared his experience that every big company does not have an expert for each item, but they outsource the job to relevant experts. The stance was acknowledged by the participants of both sides.

Committee expressed his concern that the company may share with Pakistan Railway regarding the penal list of the personnel serving the company in different projects. The same shall be prepared and appended with the documents. The ibid list shall be certified by the bidding company that these consultant are on their penal and their services could be hired from time to time as and when required.

Q. ***M/s Asil USA Ltd. raised that if any company wants to hire the services for consultant for the specific job, the confidentiality is usually observed by the firms?***

Ans. While replying to that question, Committee replied that, if any company or person is excellent in his job, maintains confidentiality and up keeps the integrity, means that the expert is very sincere and loyal with his job and the company usually does not ignore him or his services. Nevertheless all the companies have a clear idea and concept over this issue.

Committee further deliberated that the data regarding hospitality and other projects may also be given in detail by the interested companies as per the requirement mentioned in EOI.

SN. 74/2

Director/P&L drew the attention of participants to Page-18 and Form A-5 that all the relevant experience of the personnel should be indicated while submitting EOI.

Worthy AGM/I while concluding the session offered that; if any representative from any company wants any other information from Pakistan Railway, the firm is welcome to visit of office of Director/Property & Land, Pakistan Railway, however, the desired information can be provided before the dead line of submission of EOI.

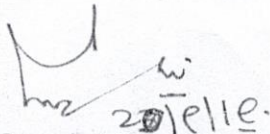
The meeting ended with vote of thanks.



Secretary

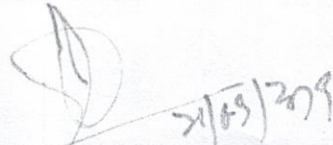


Director/P&L/HQ



20/11/15

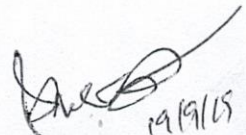
Additional General Manager/I



21/09/2015

Additional General Manager/M

CEB/SM SM



19/09/15

DIG/PRP