

PUNJAB MASSTRANSIT AUTHORITY

Minutes of Meeting

Agenda Pre-Bid /Clarification Meeting for Renting-out specified areas for Advertisement / Marketing and Leasing inside & outside of 26 Orange Line Metro Train Stations in Lahore

Date: 26th March 2024 (11:00 AM)

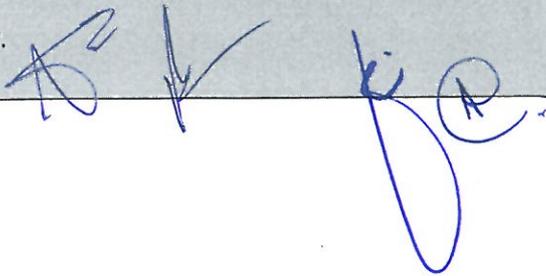
Venue Punjab Masstransit Authority, 5th Floor, 346 B, Arfa Software Technology Park, Ferozpur Road, Lahore. In Chair Mr. Farooq Sadiq, Secretary, PMA

List of Participants:

1. Mr. Farooq Sadiq, Secretary, PMA.
2. Mr. Rizwan Aziz, Manager Operations (Technical), PMA
3. Mr. Muhammad Imran, Manager Business Development, PMA.
4. Mr. Rehman Afzal, Manager Finance, PMA.
5. Ms. Attiya Qamar, Representative of Transport & Masstransit Department, GoPb.(Joined on Zoom)
6. Mr. Hammad Munir, Star Marketing Pvt. Ltd.
7. Mr. Col. (R) Ubaid, Star Marketing Pvt. Ltd.
8. Mr. Faisal Anwar, Value Resources Pvt. Ltd.
9. Mr. Hamza Najam, Value Resources Pvt. Ltd.
10. Mr. Iqbal Awan, Bridge Partner
11. Mr. Faisal Ali Malik, Security 2000 Pvt. Ltd.

DECISIONS / DISCUSSIONS:

The meeting started at 1100 hours. The Secretary, PMA formally welcomed the participants and started the meeting. Manager Business Development, PMA gave a brief presentation on the salient features of the project. Question and Answer session was conducted afterwards. Details of Questions and PMA's Response is attached at **Annex-A**. The meeting ended at 1215 hours on a note of thanks to and from the Chair.



1. M/s. Star Marketing Pvt. Ltd.

Sr. No.	QUERIES / COMMENTS	PMA'S RESPONSE
01	As per RFP, PMA has clubbed Renting of spaces with Leasing. It is suggested that the Renting should be separated from leasing due to the difference in nature and scope of both business. There is no need to review the reserve price at this stage.	The business model along with reserve price has been proposed by a professional consultancy firm. Therefore, PMA will not make any changes in it at this stage.
02	The reserve price of each package is significantly on higher side for Orange Line Metro Train Stations which should be reviewed.	
03	The Contract duration should initially be 05 years instead of 02 years.	

2. M/s. Security 2000 Pvt. Ltd.

Sr. No.	QUERIES / COMMENTS	PMA'S RESPONSE
01	Mobilization period should be 90 days instead of 45 days.	Disagreed. However monthly rental will be charged after the completion of mobilization period i.e. 45days.
02	03 Month Rent as Security Deposit for 8 Packages is very high; it should be 01 Month Rent.	Disagreed. The Security Deposit has been calculated as per prevailing market practice
03	Can PMA accept single package/ bid and sign the contract immediately, or wait for completion of all packages / bids.	Yes. PMA will accept single compliant bid, and sign the contract,subject to the approval from competent Authority
04	Gradual escalation of monthly rental should be adopted	Disagreed

1.Secretary, PMA

Chairman

2.Manager Operations (Technical), PMA

Member

3.Manager Business Development, PMA

Member

4.Manager Finance, PMA

Member

5.Representative, Transport & Masstransit Department GoPb

Member


29/3/24.