

BIDDING DOCUMENTS
FOR
PURCHASE OF BUSES

Available on NATCO website
(www.natco.gov.pk)

INVITATION OF TENDER

Northern Areas Transport Corporation (NATCO) invites sealed bids from qualified, experienced manufacturers, authorized dealers, or suppliers for the purchase of buses, under Single Stage-Two Envelopes bidding procedure under Rule 39(b) of GB Public Procurement Rule 2022 from the reputed firm registered with income tax and sales tax departments. The Supplier will provide high-quality buses with advanced features that meet international standards, to expand and upgrade its fleet. The buses are intended for operation on various routes across Pakistan and China to provide safe, efficient, and comfortable transportation services to the public:

GENERAL TERMS & CONDITIONS

- i. Bidding Documents are available for the interested bidders at “NATCO Islamabad office, Plot#48, Faqir Aipee Road, Sector I-11/4, Islamabad” and “NATCO Head Office Shahrah Quaid –e- Azam Jutial Gilgit” on any working day during office hours on submission of a written request along with pay order of Rs.10,000/- (non-refundable) in favor of M/S NATCO. Bidding documents can also be downloaded from NATCO website at “www.natco.gov.pk”.
- ii. Tender shall be accepted with **Rs. 10 million** call deposit as security, which will be refunded to unsuccessful bidder on conclusion of the bidding process.
- iii. Supplier will be responsible for all applicable taxes.
- iv. The bids, complete in all respects, shall reach the office on or before **8th July, 2026 up to 12:00 PM**. The bids shall be opened by the respective committee at **NATCO Head Office, Jutial, Gilgit** on the same day at **12:30 PM** in the presence of the representatives of the participating firms or their duly authorized representatives, if they wish to attend. Bid opening and evaluation procedure would be as per rule 39(b) of GB PPRA Rule under single stage two envelop procedure.
- v. All other terms and conditions are as laid down in the tender documents.
- vi. The NATCO reserves the right to accept or reject any or all applications at any time before acceptance of or proposal in accordance with PPRA Rule.

(SHAKOOR ALI)
GENERAL MANAGER ADMIN
PH: (05811:920419)

**TERMS & CONDITIONS/EVALUATION CRITERIA FOR
COMPANIES/SUPPLIERS
TO APPEAR IN BIDDING PROCESS**

The cost of the Tender Documents is Rs. 10,000/- "Bidders" refers to Manufacturing Company, Authorized Suppliers, Authorized Dealers or any other person as authorized by company as dealer.

A. DETAILS OF BUSES & COASTERS

B.

S. No.	Description	12m Bus	9m Bus
1	Bus Length (mm)	12400 – 12800	8500 to 9500
2	Fuel Type	Diesel	Diesel
3	Engine Power (HP)	360 to 380	250 to 300
4	Retarder	Required	Required
5	Emission	Euro 3 or above	Euro 3 or above
6	Braking System	All Disc Brake, ABS equipped	Front Disc Brake, ABS equipped
7	Suspension	Air Suspension	Air Suspension
8	Fuel Tank (L)	600 or more	250 or more
9	Driver Rest Room	Required	Not Required
10	Air Conditioning	Required	Required
11	Numbers of Seats	49+1+1	37+1+1
12	Radiator Electronic Fan (ATS)	Required	Required
13	Tyres	295/80R22.5	10R22.5
14	Body Structure	Semi Monocoque	Semi Monocoque
15	Camera	Required	Required
16	Fridge	Required	Required

C. Mandatory Documents:

1.	Registration of the Company/ letter of authorized dealership
2.	CDR from Schedule Bank
3.	Non-Blacklisted Affidavit on Stamp Paper of Rs. 5000/-, affidavit less than this amount shall not be considered.
4	Bus Manufacturer/Assembler registered with EDB or Govt. Dep.
5	3S Dealership/ Company Owned Facility in RWP/Islamabad

D. TERMS AND CONDITIONS:

- i. Earnest money of Rs. 10,000,000 must be attached with the technical proposal as a demand draft or pay order in favor of the Northern Areas Transport Corporation, NATCO.
- ii. The bidder must be a registered business entity, authorized dealer, or direct manufacturer with a valid license to operate. Relevant supporting documentation must be submitted with the bid.
- iii. The bidder must have a minimum of 05 years of experience in manufacturing or assembling CKD units in Pakistan, to transport companies or government institutions. Relevant supporting documentation must be submitted with the bid.
- iv. The bidder must provide audited financial statements for the past 3 years.
- v. Bidders must have the ability to deliver the buses within 3 to 6 months from the date of the award and provide after-sales support and maintenance services, including spare parts availability for at least one years.
- vi. The bids, complete in all respects, shall reach the office on or before **8th July, 2026 up to 12:00 PM**. The bids shall be opened by the respective committee at **NATCO Head Office, Jutial, Gilgit** on the same day at **12:30 PM** in the presence of the representatives of the participating firms or their duly authorized representatives.
- vii. Tenders with incomplete supporting documents will not be accepted, and providing incorrect information may result in legal action and bid rejection.
- viii. An affidavit on Rs. 5000/- stamp paper must be attached with the tender, stating that the bidder has never been blacklisted by any Government/Semi-Government organization/PPRA/GBPPRA.
- ix. The single-stage two-envelope procedure will be followed, with a 70:30 evaluation ratio (70 for the technical proposal and 30 for the financial proposal). Bidders must submit separate proposals for technical and financial aspects, clearly indicating their name as per “Bid Submission Instructions” given in bidding documents.
- x. The terms and conditions pertaining to financial stability, financial strength, vehicle specifications, firm capabilities, and other relevant aspects are outlined in the bidding documents. Bidders are required to adhere to all conditions specified in the tender notice as well as in the bidding documents.
- xi. The corporation reserves the right to accept or reject the tender in accordance with GBPPRA Rule-36(1).

E. Marks for Technical & Financial Proposals:

i.	Technical Bid	=	70
ii.	<u>Financial Bid</u>	=	<u>30</u>
	Total	=	100

F. DISTRIBUTION OF TECHNICAL MARKS (70)

i. Profile & Experience (Bus Manufacturing) (Allocated Marks 20)

Experience (Years)	Marks
05 Years	10
6 to 10 Years	15
11 and above	20

- Experience certificate should be signed by CEO / Senior Executive with supporting documents.

ii. NO OF SUPPLIES (CKD) SUCCESSFULLY COMPLETED (Allocated Marks 30)

Buses Supplies Details	Marks
500 Busses or Coasters supplied in last one years	15
Between 501 to 700 Busses or Coasters supplied in last one year	25
More than 700 Busses or Coasters supplied in last one year	30

- Proof of the supplies duly verified CEO / Senior Executive of the bidder.

iii. Financial Position of the Firm (Allocated Marks 20)

Annual Turn Over	Marks
Average Annual turnover of last three years between PKR 10,000 Million to PKR 11,000 million	10
Average Annual turnover of last three years between PKR 11,001 Million to PKR 15,000 million	15
Average Annual turnover of last three years more than PKR 15,000 Millions	20

- Latest three years Financial Statements duly audited must be provided.

G. PREPARATION OF PROPOSAL/Bids

i. Firms are required to submit a technical and financial proposal, written in English.

ii. Technical Proposal

- While preparing the technical proposal, bidder must review all the terms and instructions given in this document. Failure to provide the required information is at your own risk and may lead to the rejection of your proposal.
- The technical proposal must not contain any financial information.

iii. Financial Proposal

The financial proposal must be prepared and submitted indicating price/cost of the assignment separately and in total for the assignments outlined in the Annexure-A, no changes or negation shall be permitted after submission of proposals.

H. SUBMISSION OF PROPOSAL

- i. Submit one original technical and financial proposal and one copy. Place each proposal in a separate envelope labeled “Technical Proposal” or “Financial Proposal” and mark them as “Original” or “Copy.” Seal both in an outer envelope with the specified address and clearly mark: **"DO NOT OPEN, EXCEPT IN THE PRESENCE OF THE PROCUREMENT OR EVALUATION COMMITTEE."**
- ii. The proposal must be free from interlineations or overwriting. Any corrections must be initialed by the authorized signatories.
- iii. The completed technical and financial proposals must be submitted by the deadline specified in the advertisement.

I. PROPOSAL EVALUATION

i. Technical Proposal

The Procurement Committee appointed by the Client shall evaluate the Technical Proposals in accordance with the criteria and scoring system specified in Annexure-B. Each responsive proposal shall be assigned a Technical Score. Proposals obtaining less than 60% marks in any individual evaluation category, and less than 70% of the total marks allocated for the Technical Proposal, shall be considered non-responsive, and their Financial Proposals shall be returned unopened.

ii. Financial Proposal

- a. The financial proposals of technically qualified/responsive firms will be opened in the presence of representatives who will be invited to attend. The Client will inform qualified/responsive firms of the date and time for opening the financial proposals. The cost of each proposal will be publicly announced to the attending representatives.
- b. The procurement committee will verify whether the financial proposals are complete and free from computational errors. The lowest financial proposal among the qualified bidders will be awarded full marks of the financial proposal.
- c. Following the evaluation of financial proposals, the final ranking of technically qualified firms will be calculated using a combined technical and financial score, based on the weights.

J. DISCUSSIONS

- i. The firm ranked No. 1 as the Most Advantageous Bid in the combined evaluation will be invited without delay to discuss the technical and contractual terms. Its representatives must have written authorization to negotiate all terms and finalize a binding agreement. If they fail to do so, the firm ranked No. 2 will be invited.
- ii. The discussions will conclude with a mutually agreed contract. Once finalized, the Client and the firm will initial the agreed draft contract.

K. AWARD OF CONTRACT

- i. NATCO shall issue a Letter of Intent (LoI) to the selected firm immediately upon acceptance of its bid/proposal. The selected firm shall be required to execute the contract as by NATCO, after fulfilling all formalities and pre-conditions stipulated in the Letter of Intent.
- ii. The selected firm shall commence the supply of vehicles within the given time period.
- iii. The conditions related to the payment schedule, and performance guarantee (if required) shall be an integral part of the contract agreement, which shall be signed with the selected firm.

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GENERAL MANAGER ADMIN
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ANNEXURE (A)

FINANCIAL PROPOSAL FORMAT

(To be submitted in a separate sealed envelope marked “FINANCIAL PROPOSAL”)

Tender Title: Purchase of Buses

Procuring Agency: Northern Areas Transport Corporation (NATCO)

Bidder Name: _____

Address: _____

Contact No.: _____

Email: _____

S. No	Description of Vehicle	Key Technical Compliance Summary	Engine Capacity	Seating Capacity	Unit Price (PKR)
1	Bus (Single Glass) 9m	Diesel, Euro 3+, Front Disc Brake ABS, Air Suspension, Fuel Tank ≥250L, Semi Monocoque Body, Camera, Fridge, AC Required, Tyres 10R22.5, No Driver Rest Room, Radiator Electronic Fan (ATS) Required	250–300 HP	37 + 1 + 1	
2	Bus (Double Glass) 12m	Diesel, Euro 3+, All Disc Brake ABS, Air Suspension, Fuel Tank ≥600L, Semi Monocoque Body, Camera, Fridge, AC Required, Tyres 295/80R22.5, Driver Rest Room Required, Radiator Electronic Fan (ATS) Required	360–380 HP	49 + 1 + 1	

Summary of Financial Proposal (Single Glass)

(Single Glass)

(Double Glass)

Description

Amount (PKR)

Amount (PKR)

Unit Cost (Excluding Taxes) _____

Applicable Taxes (if any) _____

Total Bid Price (Including Taxes) _____

Declaration

I/We hereby confirm that:

1. The prices quoted above are **firm, final, and valid** for the period specified in the bidding documents.
2. No financial information has been included in the Technical Proposal.
3. We agree to supply the buses as per the specifications and delivery schedule mentioned in the bidding documents.

Authorized Signatory: _____

Name & Designation: _____

Signature & Stamp: _____

Date: _____

ANNEXURE (B)

TECHNICAL EVALUATION CRITERIA / MARKS SHEET

Tender Title: Purchase of Buses

Maximum Technical Marks: 100

Minimum Qualifying Score: 60% in each category and 70% of total allocated 100 Marks (i.e. 70 Marks)

1. Profile & Experience of the Firm (Bus Manufacturing) (Max 20 Marks)

Experience (Years)	Marks
10 Years	10
11 to 15 Years	15
16 and above	20

Note: Experience certificate must be signed by CEO / Senior Executive with supporting documents.

2. Number of Supplies Successfully Completed (Max 30 Marks)

No. of Buses Supplies	Marks
500 Busses or Coasters supplied in last one years	15
Between 501 to 700 Busses or Coasters supplied in last one year	20
More than 700 Busses or Coasters supplied in last one year	30

Note: Proof of supplies must be duly verified by CEO / Senior Executive.

3. Financial Position of the Firm (Max 20 Marks)

Average Annual Turnover (Last 3 Years)	Marks
Average Annual turnover of last three years between PKR 10,000 Million to PKR 11,000 million	10
Average Annual turnover of last three years between PKR 11,001 Million to PKR 15,000 million	15
Average Annual turnover of last three years more than PKR 15,000 Millions	20

Note: Latest three years Audited financial statements are mandatory.

Technical Evaluation Summary

Evaluation Criteria	Maximum Marks
Profile & Experience	20
Supplies Completed	30
Financial Position	20
Total	70