

BID EVALUATION REPORT

1. Bid Committee convened at 11:00 am at the offices of the Pakistan Cricket Board for opening of Technical Proposals for Ticketing Services for Pakistan in accordance with the Requests for Proposal (RFP) Document.
2. Three entities, namely BuyTickets, TCS Pvt. Limited and E-Ticketing, had submitted their Technical and Financial Proposals. The Bid Committee first opened the Technical Proposal of BuyTickets. The Technical Proposal revealed that the bidding entity was BuyTickets; however, no financial statements of BuyTickets had been provided as per the requirement of the RFP. Moreover, the relevant experience given was that of Q-Tickets which was not the bidding entity. There was no document showing evidence of any relationship between BuyTickets and Q-Tickets. In such circumstances, the Bid Committee decided not to pass the Technical Proposal of BuyTickets.
3. The Bid Committee next proceeded to open the Technical Proposal of TCS Pvt. Limited. Upon evaluation of the same, the Bid Committee was satisfied that the Technical Proposal met the criteria stipulated in the RFP. Accordingly, the Technical Proposal of TCS Pvt. Limited was passed by the Bid Committee.
4. Lastly, the Bid Committee opened the Technical Proposal of E-Ticketing. Upon evaluating the financial statements of E-Ticketing, the Bid Committee noted that the same were not audited. Moreover, the Bid Committee was not satisfied that E-Ticketing would be able to fulfill its obligations under the Ticketing Services Agreement if it were the successful bidder since it did not possess the requisite financial strength to inspire confidence, given that it would be required to handle massive amounts of gate money expected from the PSL and other international matches likely to take place. Furthermore, the ability of E-Ticketing to effectively market the Matches on its own is questionable in light of its insufficient financial muscle. Accordingly, the Bid Committee decided not to pass the Technical Proposal of E-Ticketing.
5. Thus, the only Technically Qualified Bidder was TCS Pvt. Limited. Accordingly, the Bid Committee proceeded to open the Financial Proposal of TCS Pvt. Limited. The Financial Proposal revealed that TCS Pvt. Limited was offering to provide the Ticketing Services in consideration of a commission equal to 5.99% of Ticket Sale Revenues.