

APPENDIX 5 TO CONDITIONS OF TENDER
EVALUATION CRITERIA AND GUIDELINES

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EVALUATION CRITERIA

1 Eligibility Criteria

- 1.1 Tenderer must first meet and satisfy all of the following Eligibility Criteria before its proposal will be further evaluated by JTC.
- a) It is a company that is incorporated in Singapore. The Form of Tender and all documents submitted shall be duly signed by an authorised representative of the Company who is at least 21 years old.
 - b) It is not a person, company or business that is currently suspended or debarred by the Standing Committee On Debarment, of the Ministry of Finance from participating in public sector projects at any time from the Tender Closing Date until the date of the tender award. For avoidance of doubt, any Tenderer who is suspended or debarred shall have its tender proposal precluded from further evaluation by JTC.
 - c) It does not have any outstanding debts due and owing to JTC as at the date of the Tender.
 - d) It does not have a petition for winding-up presented against it in the High Court.
 - e) It is not in liquidation, placed under receivership or judicial manager.
 - f) It does not have a receiver being appointed to manage its affairs, or for which an application has been made for the appointment of a judicial manager.
 - g) It must have a sound financial health status.
 - h) The proposal must fully comply with all the instructions and requirements set out in this Tender Packet, in particular but not limited to all the instructions and requirements contained in the Instructions to Tenderers.

2 Project Specific Critical Criteria

- 2.1 Tenderers must have prior experience of owning a hotel/ serviced residence (in the case of the Tenderer being an investor) or operating a hotel/ serviced residence (in the case of the Tenderer being an owner-operator) either in Singapore or overseas.
- 2.2 Tenderers must not have financial statements showing:
1. Negative net tangible asset (NTA); and
 2. Adverse opinion from auditor on their ability to continue as a going concern.

3 Evaluation Method

- 3.1 Tenders that are compliant with all the terms and conditions contained in this Invitation to Tender shall be evaluated based on a 2-stage approach, with the first stage being the Concept Tender evaluation and the second stage being the Price Tender evaluation.

First Stage Evaluation – Concept Tender

- 3.2 JTC will first evaluate the Tenderer's concept proposals against the Evaluation Criteria set out in **Appendix 5** (Evaluation Criteria).
- 3.3 Without prejudice to all rights JTC including the right to select and decide on the award of tender in its sole and absolute discretion, only concept proposals that are assessed and selected by JTC in its absolute discretion to have:
1. met and satisfied all the “Eligibility Criteria” as defined and set out in **Appendix 5** (Evaluation Criteria);
 2. met and satisfied all the “Critical Criteria” as defined and set out in **Appendix 5** (Evaluation Criteria); and
 3. achieved at least 50% mark under the “Other Criteria” as defined and set out in **Appendix 5** (Evaluation Criteria).

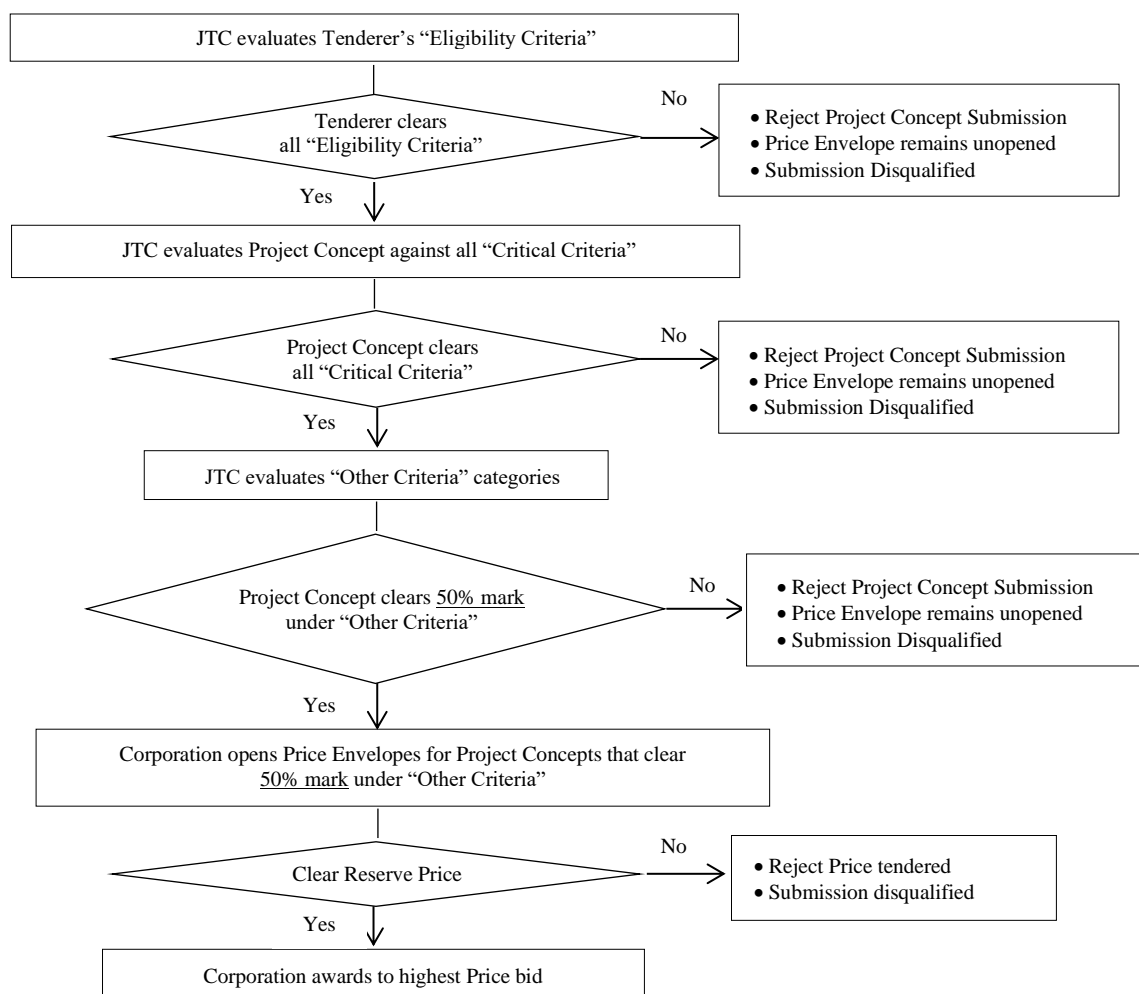
will be shortlisted for the second stage of the tender evaluation (Price Tender).

- 3.4 Any tender proposal by a tenderer who does not meet or satisfy any of the Eligibility Criteria or any of the Critical Criteria shall be precluded from further evaluation by JTC.

Second Stage Evaluation – Price Tender

- 3.5 At the second stage, only the price envelopes of the concept proposals that pass the first stage will be opened by JTC for consideration.

- 3.6 The tender will then be awarded by JTC to the tenderer which has been shortlisted after the first stage with the highest bid. However, JTC reserves the right not to award the tender if the highest bid does not satisfy its minimum price requirements.
- 3.7 In the event there are two or more tenderers who submit the same highest bid, JTC may on or before expiry of the Tender Validity Period carry out a random ballot in the manner as set out in **Condition 18** (*Acceptance of Tender*) of the Conditions of Tender.
- 3.8 The general workflow of the evaluation process of the tenders is as set out below.



4 Other Criteria

- 4.1 In addition to the Eligibility Criteria and the Project Specific Critical Criteria, the following are other criteria (“**Other Criteria**”) which will be considered or evaluated by JTC in its sole absolute discretion.

4.1.1 Business Proposal (80%)

Operator brand for PDD

- a) A detailed proposal outlining the proposed operator brand for this hotel/SR development at PDD. The Tenderer shall include justifications of why this operator brand is chosen for PDD specifically, and how the brand is well-suited for the target guests and demographics at PDD. The justifications shall be supported by relevant market studies or end-user feedback. Information of this operator brand’s unique selling point (USP) compared to other operator brands in the market should be included in the proposal. The Tenderer shall also include information on the level of commitment provided by their chosen operator, e.g. whether an MOU/ LOI has been signed in respect of this project.

Design concept and fit-out

- b) A well-justified proposal for the design and interior fittings to be used in the hotel/SR rooms. The proposal shall be supported by end-user feedback or the tenderer’s past projects of a similar nature. The interior fittings and furnishings of the rooms should be functional, user-friendly, aesthetically pleasing, and appeal to the hotel/SR’s target guests. In addition, the overall design of the rooms should contribute to a comfortable ambience.
- c) There should also be a high quality and well justified proposal included for the interior design of the common spaces in the development (e.g. lobby, outdoor deck). The Tenderer shall propose a space layout plan for the communal areas of the hotel/SR, including details on the use of such spaces. The design and the facilities offered should meet the needs of the hotel/SR’s target guests. The fittings and furnishings of such common spaces should be aesthetically pleasing and contribute to a comfortable environment.
- d) The proposal should include the expected short- and long-stay demand for the development, as well as the proportion of rooms planned for long-stayers. Information about these room types catering to long-stays (e.g. room size, room amenities) should be included. Tenderers who have proposed room types catering to long-stays will be evaluated more favourably than tenderers who have not.
- e) A detailed proposal and clear breakdown of the capital expenditure (CAPEX) to fit out the development into a hotel/ SR that is fit for operation should be provided.

- f) A detailed timeline of the Tenderer's fit-out works and an estimated date of the hotel/SR operations commencement should be provided.

Partnerships and collaborations

- g) A clear proposal that outlines the Tenderer's plans to collaborate with other stakeholders in PDD, including SIT, so as to contribute to the PDD ecosystem. **The tenderer must minimally offer hospitality-related internships to SIT students.** Plans on how such collaborations will be carried out shall be detailed in the proposal.
- h) Where possible, the tenderer is encouraged to propose initiatives they intend to carry out in collaboration with other PDD stakeholders (e.g. companies or retailers in PDD). These initiatives should be hospitality-related, and may not be limited to joint proof of concepts/ test-bedding with startups or companies in PDD, pilot trials with retailers for new-to-market smart hospitality solutions etc.
- i) Where possible, the tenderer is also encouraged to have tie-ups, joint events, or commercial partnerships with the retailers and restaurants in Punggol Coast Mall.

Smart and sustainable hospitality operations

- j) A holistic proposal that outlines the Tenderer's plans to promote a greener and smarter hotel/SR development. The Tenderer shall provide information on their proposed green/ sustainable operational practices in the hotel/SR development. Where possible, the use of smart hospitality initiatives or new-to-market initiatives that can improve guests' experiences or streamline the hotel/SR's resources should be provided in the proposal.

4.1.2 Track Records and Experience (20%)

Tenderers with a good track record and experience listed below would be evaluated more favourably than other tenderers.

The Tenderer shall submit a detailed description of their past experience in:

- a) Owning or operating a hotel or SR, including the period (number of years) of owning or operating those hotels or SR, and the average occupancy rate of those hotels or SR;
- b) Working with their appointed hospitality operator, either as a partner or investor, for other hospitality projects in Singapore or overseas. The name of the hospitality project/ development should be provided in the submission; and

- c) Their proposed method of financing for this development at PDD, e.g. through internal funding or debt financing.

The Tenderer shall also submit the following information of their appointed operator for this development at PDD:

- d) The list of hotels operated by them in Singapore (if any); and
- e) The estimated current membership size of the operator's hospitality loyalty or rewards programme (if any).