

IMPORTANT NOTES

Bidding documents, containing detailed terms and conditions, etc. are available and can be downloaded from PIA Website <https://www.piac.com.pk/corporate/sales-procurement/tender> as well as from E-PADS PPRA web site www.eprocure.gov.pk free of cost. Bidders need to get registered at E-web portal of E-PADS PPRA (Federal) to access the tender document and other relevant information including electronic bid submission. In case of any help regarding EPADS online Bid submission and vendor registration , Mr. Wali Sohaib Najeeb Cell No. +92 345 9897000 and email auditcell.scm@piac.aero and contract.tech@piac.aero may be contacted.

Bids should be submitted electronically ONLY through EPADS PPRA web portal. Manual submission of bid, without EPADS electronic bid is NOT acceptable. For registration and training on EPADS or in case of any technical difficulty in using EPADS, prospective bidder/s may also contact Mr. Rizwan Mehmood, Director MIS Room No.109, 1st Floor, FBC Building Sector G-5/2, Islamabad or Helpline Contact No. 051-111-137-237.

The bids prepared in accordance with the instructions in the bidding documents must be submitted through EPADS web portal by closing time & date mentioned in the tender document. Bids will be opened on the same day at 11:00 AM through EPADS.

All interested bidders must register themselves at EPADS by using link: <https://eprocure.gov.pk/#/supplier/registration>

Original Bid Security and Tender Fee instrument MUST BE attached with the Technical Proposal and the reference / PayOrder copy must be submitted through EPADS online submission as well, before Tender Closing Date & Time (For Local Bidders only).

Note for International Bidders

International Suppliers/Vendors/Bidders are requested to register on EPADS if for assistance to get registered contact PIA Focal EPADS Mr. Wali Sohaib Najeeb Cell No. +92 345 9897000 and email auditcell.scm@piac.aero and contract.tech@piac.aero.

Bids should be submitted electronically ONLY through EPADS PPRA web portal. Manual submission of bid, without EPADS electronic bid is NOT acceptable and will be rejected without intimation.

Bidders must claim their deposit refund (Bid Security/Performance Guarantee) within 180 days of the financial bid opening (if rates are higher side) or completion of contract period/project (in case awarded) or in case of any earlier termination. The time barred CRs (receipts)/refund cases shall not be processed. (For Local Bidders only)

M/S _____

SUB: EXCHANGE OF B777 LANDING GEAR SHIPSET installed on Three PIA B777-200ER(AP-BMG, AP-BGJ, and AP-BMH) Fleet

Dear Sirs,

We are pleased to invite your sealed tenders for the services/ items listed in the attached schedule (s). In case of more than one schedule separate tender for each schedule should be furnished. The terms & conditions of the tender / supplies are given below:-

A) SUBMISSION OF TENDER

1. You are required to send your tenders addressed to GM Contact Management, Supply Chain Management Department, PIA Head Office, JIAP Karachi latest by **25-09-2024 till 1030 Hrs.** The tenders may be dropped in the tender box marked as “**Tender Box Commercial Purchases**” placed at the entrance of the PIA Supply Chain Management latest by **10:30 hours** on the specified date. You may also send your tenders through registered A/D mail addressed to GM Contact Management, which must reach before the closing date and time mentioned above. **Tenders will be opened at 11:00 hours on the same day** in the presence of tenderers.
2. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for postal delays.
3. **Bidders are required to submit a Pay Order of Rs. 10,000/- (Not Refundable) as tender fee along with Technical Proposal. (For Local Bidders Only)**

B) BID SECURITY (For Local Bidders Only)

The tender should be accompanied by a Pay Order of **PKR 10 00,000.00** in the name of M/S PAKISTAN INTERNATIONAL AIRLINES as interest free Bid Security (Refundable). Bid Security in any other shape shall not be accepted. Bid Security deposited against a running contract (s) purchase orders(s) shall not be transferable as Bid Security for any other tender. All tenders without Bid Security shall not be considered.

C) PERFORMANCE GUARANTEE (For Local Bidders Only)

The successful bidder(s) upon award of Contract will be required to furnish Performance Guarantee in the amount equivalent to **05 %** of total base value of the contract as interest free Security deposit in shape of Pay Order / Bank Guarantee. The Bid Security already held can be converted into Performance Guarantee and balance amount if any shall be deposited as above.

D) INSTRUCTION TO BIDDER

PREPARATION OF TENDER

“Single Stage Two Envelope Basis”

- The BID (Tender) submitted shall comprise of a single package containing two sealed envelopes, each envelope shall be marked and will contain “TECHNICAL” and “FINANCIAL” proposal.
- On the given tender opening date only “Technical Proposal” will be opened in the presence of tenderers available.
- The “Financial Proposal” shall be shown to the parties but will be retained with PIA without being opened.
- After Technical Evaluation of the received Technical Proposals, Financial Proposals will be opened publicly at the date, time & venue to be announced and will be communicated to the bidders in advance.
- PIA will open the “Financial Proposals” publicly of the parties whose Technical Proposals have been found acceptable.
- Financial Proposals of the technically not-acceptable bids shall be remained **un-opened** till the completion of tender process.

E) PREPARATION OF TENDER - TECHNICALPROPOSAL:

All mandatory requirements are given in the schedule

Please give all the available technical details of the items offered by you, supported with the technical literature, brochure, drawings and pictures, client list details, authorization certificates etc.

BIDS / Tenders / Technical Proposal received shall be evaluated in accordance with the given technical specifications.

PIA’s requirements with Technical Specifications are given.

Bidders **MUST**:

- Be registered with Sales Tax Authorities; please attach copy of Registration Certificate (Local Bidders Only).
- Quote Rates, GST and other taxes separately.
- Bid on Prescribed Performa issued by PIA (Schedule-A).
- Affix the company seal on all tender documents.

Mention clearly Tender Reference on **TOP RIGHT CORNER OF PROPERLY SEALED ENVELOPE BEARING COMPANY’S STAMP**

F) PREPARATION OF TENDER - FINANCIALPROPOSAL

The tenders should be enclosed in double cover. The inner cover should be sealed having enclosed the following documents:

- a) Price Schedule ‘A’ duly filled in, signed and sealed.
- b) Original Pay Order for Bid Security/Earnest Money.
- c) Undertaking on Rs. 100/= above non-judicial Stamp Paper duly signed and stamped by a Public Notary Oath Commissioner (Local Bidders Only).
- d) The outer cover should bear address of the General Manager Contract

Management, PIA SCM Building, Karachi Airport and reference number of the tender with opening date of tender.

- e) All information about the services /material proposed to be supplied must be given as required in the schedule to tender.

G) PRICES

- a) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order /Contract.
- b) The Prices must be stated both in words and figures. Additional information, if any must be linked with entries on the Schedule to Tender.
- c) Offers must be valid for 180 days.

Detailed contract document and pricing mechanism will be decided and signed after final selection of the vendor

Yours truly,

GM Contract Management
Supply Chain Management
PIA Head Office, Karachi
Tel: 021 - 9904 4216, 9904 5277
Email: gm.cm@piac.aero
contract.tech@piac.aero

TORS FOR

EXCHANGE OF B777 LANDING GEAR SHIPSET installed on Three PIA B777-200ER(AP-BMG, AP-BGJ, and AP-BMH)Fleet of following part No's

No	Nomenclature	AP-BGJ Part No	AP-BMH & AP-BMG Part No
1.	MLG BUILDUP ASSEMBLY LH	161W1000-39	161W1000-41
2.	SIDE STRUT ASSEMBLY LH	161W3100-15	161W3100-15
3.	DRAG STRUT ASSEMBLY LH	161W4100-19	161W4100-19
4.	TRUCK COMPONENT ASSEMBLY LH	161W1130-2	161W1130-5
5.	MLG BUILDUP ASSEMBLY RH	161W1000-40	161W1000-42
6.	SIDE STRUT ASSEMBLY RH	161W3100-16	161W3100-16
7.	DRAG STRUT ASSEMBLY RH	161W4100-20	161W4100-20
8.	TRUCK COMPONENT ASSEMBLY RH	161W1130-2	161W1130-5
9.	NLG BUILDUP ASSEMBLY	162W1000-15	162W1000-15
10.	DRAG STRUT ASSEMBLY NLG	162W2000-2	162W2000-2

Offered Exchange Landing Gear shipsets remaining TBO life should be based on the following Landing Gear Tentative requirement date:

No	Aircraft	MSN	Landing gear Tentative Requirement Date
1	AP-BMG	32716	May,2024
2	AP-BGJ	33775	August, 2024
3	AP-BMH	32717	January, 2025

Section A - Instructions to Bidders

1. Scope of Bid

Pakistan International Airline (PIA) invites “sealed bids” from interested parties for the Exchange of B777 Landing Gear Shipset installed on PIAB777 (AP-BMG, AP-BGJ, and AP-BMH) Fleet.

Important Note: Interested parties may bid for one or more Exchange of landing gear separately and can offer the alternate part number as per Boeing Documents as well.

2. Clarification on Bidding Documents

A prospective bidder requiring any clarification(s) in respect of the Bidding Document shall notify PIA in writing. PIA will respond to any request for clarification which it receives earlier than five (5) days prior to the deadline for the submission of bid. For clarification on bidding document please email to mesca1@piac.aero, khimapk@piac.aero, dcetseppoh@piac.aero, and contract.tech@piac.aero <https://drive.google.com/drive/folders/1rw0ktVi311fQhU5S9-GITN5jMT7FkSGX>

Section B – Evaluation of Bids

In order to ensure that the bidding process is conducted in fair and transparent manner, following Evaluation Criteria will be followed to determine the successful service providers for PIACL in efficient and economical manner.

Note: Proposals must contain the criteria table duly filled with offer mentioned against each field.

Otherwise proposals will not be entertained.

Mandatory Requirement:

Following are the mandatory requirements for offered Landing gear to PIA

1. Offered exchange shipsets must be certified by EASA Form1/FAA Form 8130/TCA Form 24-0078/PCAA Form 1
2. Confirmation of Non-accidental certificate with BTB traceability of Exchange Landing Gear Shipsets.

3. Use of PMA parts, Non - OEM repairs, and DER repairs are **not allowed** for Offered exchange landing gear shipset.
4. All Ads and mandatory SBs must be accomplished.

Evaluation Criteria

Following Criterion will be used for Evaluation:

Note: Below tables should be filled for each Aircraft registration (MSN).

A: Exchange Offer required for AP-BGJ

1. Technical Evaluation Criteria

Following Criteria will be used for Technical Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	<u>Exchange Landing Gear Life for first gear AP-BGJ:</u> Minimum of 2,000 cycles remaining. (TBO) Exchange gear having 2,000 cycles or more will get full marks.	Cycles	12	
	Minimum 24 months life remaining. (TBO) Exchange gear having remaining 24 Months or more will get full marks	Months	12	
2.	<u>Warranty</u>			
	a) On-wing Life (Flight Cycles)	Flight Cycles	06	
3.	In case of failure of Landing gear within Warranty / Guarantee period, Service Provider will provide loaner Landinggear/Failed LRU availability/repair with transportation on FOC Basis	Agreed / Not agreed	04	
4.	Management of transportation to and from KHI of exchange and core unit.	Agreed / Not agreed	03	
5.	Core return time	Days	03	
		Total	40	

2. Financial Evaluation Criteria

Following Criteria will be used for Financial Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	NTE cost for Exchange of Landing Gear	USD	45	
2	Sharing of Transport charges to and from PIA station	%	08	
3.	Bonus Marks for 100% coverage of transportation of exchange & core landing gears to & from JIAP	Agreed/Not agreed	02	
4.	Payment terms (max Marks is 5)	Terms	05	
	Net Thirty Days (NTD)	05		
	50% Advance 50% NTD	03		
	100% Advance	02		
Total			60	

USD = US Dollars

Marks will be calculated as per following formula:

Obtained Marks (A) = (Best Offer / Bidder's offer) x weightage

NOTE: It is mandatory to achieve 70% marks to qualify as successful bidder

B: Exchange Offer required for AP-BMG

1. Technical Evaluation Criteria

Following Criteria will be used for Technical Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	<u>Exchange Landing Gear Life for first gear AP-BMG:</u>			
	Minimum of 3,000 cycles remaining. (TBO)	Cycles	12	
	Exchange gear having 3,000 cycles or more will get full marks.			
	Minimum 36 months life remaining. (TBO)	Months	12	
Exchange gear having remaining 36 Months or more will get full marks				

2.	Warranty			
	b) On-wing Life (Flight Cycles)	Flight Cycles	06	
3.	In case of failure of Landing gear within Warranty / Guarantee period, Service Provider will provide loaner Landing gear/LRU, availability, repair, and transportation on FOC Basis	Agreed / Not agreed	04	
4.	Management of transportation to and from KHI of exchange and core unit.	Agreed / Not agreed	03	
5.	Core return time	Days	03	
		Total	40	

2. Financial Evaluation Criteria

Following Criteria will be used for Financial Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	NTE cost for Exchange of Landing Gear	USD	45	
2	Sharing of Transport charges to and from PIA station	%	08	
3.	Bonus Marks for 100% coverage of transportation of exchange & core landing gears to & from JIAP	Agreed/Not agreed	02	
4.	Payment terms (max Marks is 5)	Terms	05	
	Net Thirty Days (NTD)	05		
	50% Advance 50% NTD	03		
	100% Advance	02		
	Total		60	

USD = US Dollars

Marks will be calculated as per following formula:

Obtained Marks (A) = (Best Offer / Bidder's offer) x weightage

NOTE: It is mandatory to achieve 70% marks to qualify as successful bidder.

C: Exchange Offer required for AP-BMH

1. Technical Evaluation Criteria

Following Criteria will be used for Technical Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1	<u>Exchange Landing Gear Life for first gear AP-BMH:</u> Minimum of 3,000 cycles remaining. (TBO) Exchange gear having 3,000 cycles or more will get full marks.	Cycles	12	
	Minimum 44 months life remaining. (TBO) Exchange gear having remaining 44 Months or more will get full marks	Months	12	
2	<u>Warranty</u>			
	c) On-wing Life (Flight Cycles)	Flight Cycles	06	
3	In case of failure of Landing gear within Warranty / Guarantee period, Service Provider will provide loaner Landing gear/LRU, availability, repair, and transportation on FOC Basis	Agreed / Not agreed	04	
4	Management of transportation to and from KHI of exchange and core unit.	Agreed / Not agreed	03	
5	Core return time	Days	03	
		Total	40	

2. Financial Evaluation Criteria

Following Criteria will be used for Financial Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	NTE cost for Exchange of Landing Gear	USD	45	
2	Sharing of Transport charges to and from PIA station	%	08	
3.	Bonus Marks for 100% coverage of transportation of exchange & core landing gears to & from JIAP	Agreed/Not agreed	02	
4.	Payment terms (max Marks is 5)	Terms	05	
	Net Thirty Days (NTD)	05		

	50% Advance 50% NTD	03		
	100% Advance	02		
	Total			60

USD = US Dollars

Marks will be calculated as per following formula:

Obtained Marks (A) = (Best Offer / Bidder's offer) x weightage

NOTE: It is mandatory to achieve 70% marks to qualify as successful bidder

Note: All Rates will remain applicable till the completion of exchange of all landing gear shipset, Project.

Marks will be calculated as per following formula:

Obtained Marks (B) = (Best Offer / Bidder's Offer) x weightage

3. Methodology for Assessing Best Evaluated Bid

Following methodology will be used for assessing the Best Evaluated Bid:

$$X = A + B$$

Where,

X = Net Outcome /Total marks

A = Marks obtained in Technical Evaluation of each offered gear

B = Marks obtained in Financial Evaluation of each offered gear

The offer with highest Net (X) will be considered as the Best Evaluated Bid.

NOTE: It is mandatory to achieve 70% marks to qualify as successful bidder

INTEGRITY PACT / DISCLOSURE CLAUSE

(To be submitted on Company's Letterhead)

Declaration of Fees, Commissions and Brokerage Etc. Payable by the Solution / Service Providers of Software Systems & Services _____ the Solution / Service Provider hereby declares its intention not to obtain the procurement of any Contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative sub-division or agency thereof or any other entity owned or controlled by it (GOP) through any corrupt business practice.

Without limiting the generality of the forgoing the Solution / Service Providers represents and warrants that it has fully declared the brokerage, commission, fees etc., paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback whether described as consultation fee or otherwise, with the object of obtaining or including the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from Government of Pakistan, except that which has been expressly declared pursuant hereto.

The Solution / Service Providers certifies that it has made and will make full disclosure of all agreements an arrangement with all persons in respect of or related to the transaction with Government of Pakistan and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

The Solution / Service Providers accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall without prejudice to any other right and remedies available to Government of Pakistan under any law, contract or other instrument, be void-able at the option of Government of Pakistan.

Notwithstanding any rights and remedies exercised by Government of Pakistan in this regard, the Solution / Service Providers agrees to indemnify Government of Pakistan for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to Government of Pakistan in any amount equivalent to ten time the sum of any commission, gratification, brief, finder's fee or kickback given by the Solution / Service Providers as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever from Government of Pakistan.

(To be submitted on Rs. 100 Stamp Paper)

GM Contracts Management
SCM Department
Pakistan International Airlines,
Karachi.

Subject: Undertaking to Execute the Contract

Dear Sir,

We/I, the undersigned bidder do hereby confirm, agree and undertake to do following in the event our / my tender for Solution / Services of

_____ to PIA is approved and accepted:

1. That we / I will into and execute the formal contract, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledge and which has been studied and understood by me / us without any change, amendment, revision or addition thereto, within a period of seven days when required by PIA to do so.
2. That all expense in connection with the preparation and execution of the contract including stamp duty will be borne by us / me.
3. That we / I shall deposit with PIA the amount of security as specified in the contract which shall continue to be held by PIA until three months after expiry of the contract period.
4. That in event of our / my failure to execute the formal contract within the period of seven days specified by PIA the Earnest money held by PIA, shall be fortified and we / I shall not question the same.

Bidder's Signature _____

Name in full _____

Designation _____

Address _____

Phone / Fax # _____

CNIC _____

Seal _____

Date _____