

Request for Proposal for Hiring of Ground Support Equipments for All Airports of Pakistan

PIA intends to hire the services of well reputed Ground Support equipment Providers for all airports of Pakistan on Reciprocal/Bilateral basis.

According to Public Procurement Regulatory Authority Rules, there will be **no negotiations on rates**. Therefore all interested parties are requested to provide their best possible competitive bids.

Besides Proposal (Annexure-A) following information should be submitted.

- Financial information of the company.
- A detailed list of ground support equipments inventory; quantity, date of acquisition & specification.

Important:

Tender will be opened on "single stage one Envelope" Each bid shall comprise one single envelope containing, separately, financial proposal and technical proposal (if any). All bids received shall be opened and evaluated in the manner prescribed in the bidding document.

PIA will be at liberty to extend the opening date, revise the requirement or annul the whole tender proceedings at any stage prior to opening of Bids; no change will be done after the bids are opened. Closing date time which is the last date for submission of tender is Now (New Date) 1100 am hrs PST ,25th Dec 2014 at the office Manager Handling agreements.

Address:

Room No 37,
Manager Handling Agreement,
PIA Head office Karachi Airport Pakistan.

Bids will be opened on the same day at 1130 AM in presence of all participating agents who wish to attend.

Pakistan International Airlines reserves the right to reject any tender in part or full after assigning a reason, however PIA will not be required to justify the grounds of rejection.

Interested parties who can provide these services should submit tenders directly with PIA, no sub-agents will be entertained. An Integrity Pact in this regard (appended below at the end of this tender document) has to be signed.

No tender will be entertained after expiry of foresaid date & time. PIA will not be responsible for postal delays or any other reason.

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Bid Evaluation Criteria

Mandatory Requirements			Ground services Equipment Provider
			Y=In N=Out
Authorization from Airport Authority to operate from All airports of Pakistan		Y/N	
Provision of ground Services equipments for narrow bodied and wide bodied aircraft (whichever aircraft is operated)		Y/N	
Other requirements	Comments	Weight	Score
Technical Evaluation			
Age and condition of Ground Support Equipment	50% or less 5 years old (good working condition)	10	
	10 years old (good working condition)	05	
	Old equipment - bad working condition	00	
Company Profile & Experience	Highly established , well experienced (More than 05 years)	10	
	Recently established with experience less than 05 years	05	
Total Score		20	

Financial Evaluation			
Financial Position	Sound	05	
	Not Sound	02	
Proposed Rates	20% less rates compared to others	15	
	10% less rates compared to others	10	
	5% less rates compared to other	05	
No. of skilled manpower	60% skilled employees	05	
	40% skilled employees	03	
Training & Certification	IOSA / ISAGO certified company	05	
	Not certified	03	
Total Score		30	
Grand Score	Minimum Passing Marks 25	50	

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Annexure -A

Draft SGHA

**STANDARD GROUND HANDLING AGREEMENT
SIMPLIFIED PROCEDURE**

ANNEX B1.0 – LOCATIONS, AGREED SERVICES, FACILITIES AND CHARGES
to the Standard Ground Handling Agreement (SGHA) of January 2008

GROUND SUPPORT EQUIPMENTS HIRING IN AND OUT AGREEMENT

Between : Pakistan International Airlines
Having its Head office at:
Karachi Airport Pakistan
(And hereinafter referred to as the "PIA")

And : GSE Provider
Having its principal office at:

(And hereinafter referred to as '____')

Locations : All Airports of Pakistan
Valid from : TBA
Effective from : TBA
And replaces :

PREAMBLE:

This Annex B is prepared in accordance with the simplified procedure whereby the Carrier and the Handling Company/GSE Provider agree that the terms of the Main Agreement and Annex A of the **SGHA of January 2008**, as published by the International Air Transport Association shall apply as if such terms were repeated here in full. By signing this Annex B the parties confirm that they are familiar with aforementioned Main Agreement and Annex A.

PARAGRAPH 1. HIRING IN AND OUT OF GROUND SUPPORT EQUIPMENTS

- 1.1 Both the parties agree to provide GSE for all scheduled and non scheduled flights
Operating at all *Location in Pakistan*.
- 1.2 The Hiring shall be made only for own/client's aircraft At PIA and _____ and will not
Hired out to other GHA.

PARAGRAPH 2. HIRING CHARGES:

- 2.1 The Charges for hiring shall be as per enclosed sheet.

PARAGRAPH 3. **DURATION, MODIFICATION AND RENEWAL :**

3.1 The agreed charge shall continue in force for a period of two years (02) years from the validity date of this agreement .thereafter , this agreement will be further renewed for similar period on mutually agreed rates.

PARAGRAPH 4. **SETTLEMENT OF ACCOUNTS:**

4.1 The settlement of accounts shall be affected on monthly in US dollar or an equivalent amount in Pakistan Rupees at the currency note selling rate of exchange published by the National Bank of Pakistan.

4.2 In case any party disagrees with any items in the invoices, it is agreed that payment shall not be withheld in its entirety. The party may hold payment for the disputed item(s) until resolution is reached.

PARAGRAPH 5. **TERMINATION OF SERVICES:**

5.1 This agreement shall continue in force until terminated by either party by giving sixty days prior notice to the party.

PARAGRAPH 6. **GOVERNING LAW:**

6.1 The governing law shall be Law of Islamic Republic of Pakistan.

Signed the _____ day of _____ ' 2014 at Karachi	Signed the _____ day of _____ ' 2014 at Karachi
For and on behalf of _____	For and behalf of Pakistan International Airline
By _____ _____ _____	By _____ Director Airport Services

Witnesses

1.

2.

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S.NO	DESCRIPTION	RATES IN US DOLLARS PER HOUR OR PART THEREOF
1.	Air Start Unit (W.B A/C)	
2.	Air Start unit (N.B A/C)	
3.	Air Conditioning Van (W.B A/C)	
4.	Air conditioning Van (N.B A/C)	
5.	Ambulifter	
6.	Baggage Tractor	
7.	Baggage Trolley -PAX	
8.	Baggage Trolley –Cargo	
9.	Catering Van	
10	Conveyor Belt	
11	Container Dolly – Pax	
12	Container Dolly - Cargo	
13	Forklift (3 Tons)	
14	Forklift (5 Tons)	
15	Forklift (10 Tone)	
16	Ground Power Unit (28VDC)	
17	Ground Power Unit (90 KVA)	
18	Ground Power Unit (140 KVA)	
19	High Lift Loader	
20	Low Deck Loader	
21	Main Deck Loader (14 Tons)	
22	Main Deck Loader (20 Tons)	
23	Main Deck Loader (30 Tons)	
24	Passenger Step (W.B A/C)	
25	Passenger Step (N.B A/C)	
26	Passenger Step (Manual)	
27	Passenger Bus (Neoplan/Cobus)	
28	Passenger Bus (Rampliner)	
29	VIP Car/Coaster (AC)	
30	Coaster (Non AC)	
31	Pallet Dolley (10 Feet)	
32	Pallet Dolly (20 Feet)	
33	Pickup	
34	Push Back (W.B A/C)	
35	Push back (N.B A/C)	
36	Transporter	
37	Toilet Flush Cart	
38	Tow Bar	
39	Towing tractor (W.B A/C)	
40	Towing Tractor (N.B A/C)	
41	Water Cart	
42	Wheel Chair	
43	Safety Cone	

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MANPOWER RATES

S.NO	DESCRIPTION	RATES IN US DOLLAR
1	Skilled Worker	
2	Semi Skilled Worker	
3	Un-Skilled Worker	

Signed the _____ day of _____ '2014 at Karachi	Signed the _____ day of _____ '2014 at Karachi
For and on behalf of _____	For and behalf of Pakistan International Airline
By _____ _____ _____	By _____ Director Airport Services

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INTEGRITY PACT

Declaration of Fees, Commissions and Brokerage Etc. Payable by the GSE Provider

_____ the Seller / Supplier / Contractor hereby declares its intention not to obtain the procurement of any Contract, right, interest, privilege or other obligation or benefit from PIA or any administrative sub-division or agency thereof or any other entity owned or controlled by it (PIA) through any corrupt business practice.

Without limiting the generality of the forgoing the Seller / Supplier / Contractor 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 PIA, except that which has been expressly declared pursuant hereto.

The Seller / Supplier / Contractor certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with PIA and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

The Seller / Supplier / Contractor 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 PIA under any law, contract or other instrument, be void-able at the option of PIA.

Notwithstanding any rights and remedies exercised by PIA in this regard, the Seller / Supplier / Contractor agrees to indemnify PIA for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to PIA in any amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by the Seller / Supplier / Contractor 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 PIA.