

**PRESS TENDER NOTICE**

PIA intends to acquire the services of a suitably qualified consultant practitioner company in order to revise and develop Standard Operating Procedure for all aspects of Aircraft Cleaning.

Suitably qualified consultant practitioner companies must be able to demonstrate recent and extensive experience gained on the global stage, and evidence proof of recent activity (within the last 3 years) acting on behalf of recognized international airlines in Asia, Europe and the Americas. They must also be able to evidence their use of proprietary Management Information System which enable them to practice such Standard Operating Procedures at major airports around the world.

Tender proceedings will be convened on a Two Stage Two Envelope basis on 19<sup>th</sup> April 2010, at 1100 hours (PST) at the PIA P&L Building.

After Technical Evaluation the prospective companies will be required to give a demonstration of their activity.

For details of the scope of work, please visit the PIA and PPRA websites at [www.piac.com.pk](http://www.piac.com.pk) and [www.ppra.org.pk](http://www.ppra.org.pk).

For further queries, please contact:

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# SCOPE FOR AIRCRAFT CLEANING

The incumbents company/consultant are expected to advise/carry out to develop new Aircraft Cleaning System within following scope:

- ➔ **System & Procedures Development.**
- ➔ **Improvement in Efficiency.**
- ➔ **Basic health and Hygiene Standards.**
- ➔ **Safety Measures.**
- ➔ **Scheduling of cleaning employees.**
- ➔ **Composition of Cleaning Teams.**
- ➔ **Basic as well as Recurrent Training.**
- ➔ **Training Syllabus Development.**
- ➔ **Providing Train the Trainer Programme.**
- ➔ **Recommendations of suitable quantity & quality of cleaning chemicals.**
- ➔ **Separate specifications of Turn Around as well as Exterior Cleaning.**
- ➔ **Suggestion on how to integrate different cleaning related areas into one Division under unity of command**
- ➔ **Training Program for all present staff deployed in cleaning interior / exterior and transit / deep cleaning**
- ➔ **Risk Assessment of all specific cleaning tasks.**
- ➔ **Advising suitable but Economical Cleaning Equipment.**
- ➔ **Help develop ideas of Search Clean or Secure Clean**
- ➔ **Any other recommendations for a cleaner Aircraft and healthier environment.**
- ➔ **Due specific working practices of different departments including Catering, TGS, Engineering, Flight Services, Pax Handling etc during TURN AROUND cleaning, advising the best method to properly complete the secure/search clean well before Catering Loading / Pax Boarding**

**Evaluation Criteria**

With Objective of formation of an effective Aircraft Appearance Group for PIA.

TOTAL MARKS -----100

QUALIFYING MARKS -----85

- 1). **Company Experience :** Experience with Airlines of repute (with global base) operating in Asia, Europe and America as per “Scope of Work”

**(Maximum Marks 10)**

- (i) Over 30 years (Marks Allocated 10)
- (ii) 20 - 30 years (Marks Allocated 07)
- (iii) 10 – 20 years (Marks Allocated 05)

- 2). **Personnel Experience:** Availability of Trained Manpower for providing Training to Trainers in order to take over subsequent cleaning operations by PIA Aircraft Appearance Group

**(Maximum Marks 10)**

- (i) Executive Tier
  - a) 50 and above (Marks Allocated 05)
  - b) 25 - 49 and above (Marks Allocated 03)
  - c) 15 – 24 and above (Marks Allocated 01)
- (ii) Supervisory Tier
  - a) 50 and above (Marks Allocated 05)
  - b) 25 - 49 and above (Marks Allocated 03)
  - c) 15 – 24 and above (Marks Allocated 01)

- 3). **Litigation History** with any Firm / Airline on similar service

**(Maximum Marks 05)**

- i) No Litigation with Airlines (Marks Allocated 05)
- ii) Any Litigation with Airlines (Marks Allocated 0)

**4). Financial Standing (Status of the Firm)****(Maximum Marks 25)**

a) Financial Turn over

- i). Over 350 Million per month (Marks Allocated 25)
- ii). Over 300 – 350 Million per month (Marks Allocated 20)
- iii). Over 250 - 300 Million per month (Marks Allocated 15)

b) Last 03 year net worth statement (duly certified by a chartered Accountant firm)

c) Attested copy of Bank Statement showing last six months of transactions.

**5). Adequacy of Proposed Work Plan****(Maximum Marks 25)**

a) Addressing Scope of Work

The proposal should contain a separate section commenting on each and every scope of work defined. Marking will be based on extent of compliance to the requirement of Scope of Work

- i). Over 95 % compliance (Marks Allocated 25)
- ii) 85% - 95 % compliance (Marks Allocated 12.5)

**6) Proposed Methodology for given Scope of Work****(Maximum Marks 25)**

Task Details and Working

- i). Well Above Average (Marks Allocated 25)
- ii) Above Average (Marks Allocated 15)
- iii) Average (Marks Allocated 05)

**NOTE :**

Please download and complete PIA Pre-Qualification Document from [www.piac.com.pk](http://www.piac.com.pk) (web content PIA for Business). This document is an integral part of the Prequalification Process.