

PRE-QUALIFICATION OF MEGA STORES

PIA procures more than 1500 + food items for its flight kitchen and intends to Pre-qualify Mega Stores offering one window solution for procurement of these on annual Contract Rate Basis.

All such stores meeting criteria mentioned in prequalification document are invited to send proposals to undersigned before 22 March 2010 positively at Procurement Logistics and Food Services Department, PIA Head Office Karachi.

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

For further queries, please contact:

GM Procurement

Pakistan International Airlines
Head Office - Karachi Airport
Phone: 92 21 9044135
Email: khijzk@piac.aero

EVALUATION CRITERIA FOR MEGA STORES

TOTAL MARKS -----100

QUALIFYING MARKS -----75

Details and marks breakdown are as follows:

1) Company (Mega Store) Profile: (Marks Allocated 50)**a). Status of the Store:**

- 1). 100% Foreign owned with Foreign / Local Management or 100% Local Owned with Local Management (10 Marks)
- 2). Franchise of Foreign Chain of Stores with local Management (07 Marks)
- 3). Franchise of Local Chain of Stores (05 Marks)

b). Network of Stores:

- 1). Presence in three major cities (10 Marks)
- 2). Presence in two major cities (07 Marks)
- 3). Presence in one major city only (05 Marks)

c). Year in business:

- 1). Upto 10 years of experience (10 Marks)
- 2). Upto 05 years of experience (07 Marks)
- 3). 2 years to 5 years of experience (05 Marks)

d). Supply Chain Network of the Store:

- 1). Capability and experience in Foreign and Local sourcing/supply (10 Marks)
- 2). Capability of Nationwide (local) Sourcing/supply (07 Marks)
- 3). Capability of limited sourcing/supply (05 Marks)

e) Certifications:

Participating store must have Internationally recognized quality assurance certifications.

- 1). Three Certifications (Marks 10)
- 2). Two Certifications (Marks 07)
- 3). One Certification (Marks 05)

2). Experience with reference to Airline supply: (Marks Allocated 10)

- a. Experience / Strategic Alliance with Airline (Locally or Internationally) (Marks Allocated 10)
- b. Experience / Strategic Alliance with None Airline Sector (Hotels etc). (Marks Allocated 05)

3). Financial Health :

(Marks Allocated 15)

Participating organisation must provide Annual Turnover, Authorized Capital, Net Profit Before Tax alongwith Tax Returns.

Turnover	Marks
Rs. 10 B+	15 Marks
Rs. 7 B	11 Marks
Rs. 4 B	07 Marks
Rs. 1 B	03 Mark

4) Clientage Details:

(Marks Allocated 15)

Participants must provide detail of their Clientele details:

- a. Airlines (Marks Allocated 15)
- b. Non Airline Clients / Multinational / 5 Star Hotels (Marks Allocated 10)
- c. General Market (Marks Allocated 05)

5). Litigation History with any Firm/Airline current & pending on similar service. **(Marks Allocated 10)**

Litigation History	Current cases	Historic Cases (5 years)
10 Marks	0	0
8 Marks	0	1
6 Marks	0	2
4 Marks	1	2+
2 Marks	2	2+
0 Marks	2+	2+

NOTE :

Please download and complete PIA Pre-Qualification Document for Suppliers / Vendors / Distributors / Service Providers from www.piac.com.pk (web content PIA for Business). This document is a integral part of the Prequalification Process.

TERMS AND CONDITIONS:

- Must be GST registered.
- Must have NTN Number.
- PIA will give preference to stores having nationwide supply chain network.
- Price locking / hedging mechanism must be given alongwith the prequalification proposal.
- Potential vendors will provide Performance Bond in shape of Bank Guarantee of 10% of the estimated value of the contract.
- Potential participant will provide evidence of supply chain network, warehousing capacity & capability to PIA.
- Participating stores must provide proof of Turnover sales alongwith Tax Returns to PIA for assessment.
- After award contract ordered quantities in any quantum can be reduced or increased at the sole discretion of PIA.