



Pakistan International Airlines  
Supply Chain Management  
Commercial Purchases Section  
Tel: 99043304  
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REF: 20011117  
Dated: 18-10-2020  
Tender Cost: PKR 6,000

**INVITATION TO TENDERS AND INSTRUCTIONS TO BIDDERS**

M/S \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Subject: **Tender Document for the Procurement of Backup Tape Library with robotic for its data backup and archival solution for PIACL**

Dear Sirs,

We are pleased to invite your sealed tenders for the subject tender. The terms & conditions of the tender / supplies are given below:-

**A) SUBMISSION OF TENDER**

1. You are required to send your sealed tenders In “Single Stage Two Envelope” Basis addressed to General Manager Procurement, PIA Supply Chain Management Building JIAP Karachi by **09-12-2020**. 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 Building latest by **10:30 hours** on the specified date. You may also send your tenders through registered A/D mail addressed to General Manager Procurement, which must reach before the closing date and time mentioned above. Tenders will be opened at **11:00 hours** 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. The decision of General Manager Procurement in this respect shall be final and binding.

**EARNEST MONEY**

The Tender should be accompanied by a 2% (two) of the tendered value having been deposited in terms of a Pay Order payable at Karachi in lieu thereof in the name of **M/S PAKISTAN INTERNATIONAL AIRLINES** as interest free Earnest Money (Refundable) in Financial Proposals

deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank and to remain valid 3-months after the expiry period of the Contract. . All tenders without Earnest Money shall not be considered.

### **SECURITY DEPOSIT**

- A) The successful tenderers upon award of Contract / Purchase Order will be required to furnish in the amount equivalent to 5% of total tender value as interest free Security deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank and to remain valid 3-months after the expiry period of the Contract. The Earnest Money already held can be converted into Security Deposit and balance amount if any shall be deposited as above.1% of the total awarded value in form of warranty Performance will be hold till the Completion of warranty as Described in Purchase Order and will be released after expiry of such warranty.

### **PREPARATION OF TENDER**

Tender will be opened on “**Single Stage two envelopes**” basis. All bidders must submit **two sealed envelopes** “Technical proposal and Financial Proposal” on specified tender opening date/time. Technical Proposal will be opened on same date, whereas Financial Proposal will remain sealed till the evaluation of samples by PIA Management. Evaluation report uploaded on PPRA/PIA website.

**Financial Proposal having following documents.**

- a) The Schedule duly filled in, signed and sealed.
- b) Pay Order for Earnest Money 2%(Refundable).

**Technical Proposal having following documents.**

- a) Tender Fees Pay Order of RS. 6,000 (NOT REFUNDABLE)
- b) Company profile, Copy of GST & NTN certificate and technical literature.

**The outer cover of envelopes should bear address of the General Manager Procurement, PIA Supply Chain Management, JIAP Karachi - Pakistan, Tender reference number, opening date and company name.**

All information about the material proposed to be supplied must be given as required in the schedule to tender.

The tender will not be considered if complete information required is not given therein.

Particular attention must be paid to delivery time.

Authorized Signatures of individual signing the tender and other documents connected with the contract must specify whether signing as:

- a) Sole Proprietor or his attorney.
- b) A registered active partner of the firm or his attorney.
- c) For the firm per procreation.
- d) As secretary, Manager, Partner, etc., or their attorney in case of firms registered under Partnership Act.
- e) The Tenderers must indicate whether its firm / company / organization etc is registered with PIA or not. If registered then specify PIA Registration number.

### **PRICES**

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule to tender inclusive of all duties / taxes, packing, octroi and delivery charges for free

- delivery to Karachi Airport. However, if GST is applicable, same should be shown separately.
- b) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
  - c) The Prices must be stated for each item separately both **in words and figures** in Pakistan Currency. Additional information, if any must be linked with entries on the Schedule to Tender.
  - d) Offers must be valid for 120 days.
  - e) Quotation must be written on PIA prescribed form otherwise Bids will not be entertained.
  - f) 1% of the total amount will be kept by PIA Finance till the completion of Warranty.

### **ACCEPTANCE OF TENDER**

PIA do not pledge themselves to accept the lowest tender and reserve the right to accept or reject any or all tenders / quotations, divide business among more than one supplier or accept the tenders at rates on lowest individual items or extend the date of opening with assigning reason.

Yours truly,  
**For: Pakistan International Airlines**

**DGM (Purchases Commercial)**

Encl:

- 1. Tender Schedule-A Technical Specifications
- 2. Annexure C-Evaluation Criteria
- 3. Term & Conditions

Notes : 1- Prescribed Tenders form for the subject item may be directly downloaded from PIAC / PPRA website.

## **INTRODUCTION**

PIAC desires to procure the Backup Tape Library with robotic for its data backup and archival solution installed in its heterogeneous computer Information processing environment. The Backup Tape Library is required to backup and archive PIA critical applications' data and recover in case of system disruption in an emergency like situations, and to comply local and foreign audits.

## **SCOPE OF Work**

1. The Vendor should provide complete support for installation of the proposed Backup Tape Library in PIA IT environment as per requirement.
2. The Vendor should provide 1-year standard warranty and onsite support with parts and labor for complete hardware.
3. PIA team will provide access to resources as per requirement on the PIA site.

## **RESPONSE REQUIREMENTS**

Potential bidders must follow the following requirement for their responses.

- Certificate of Company/Firm/Contractor Registration/Incorporation under the laws of Pakistan.
- Valid Registration Certificate for Income Tax & Sales Tax (GST).
- The Bidder must submit earnest money and security deposit as per PIA rules.
- Incomplete and conditional responses will not be entertained.
- PIAC reserves the right to accept/reject any response or cancel the tender process altogether at any stage without assigning any reason.
- Responses are liable to be rejected if; they are not conforming to the terms, conditions and specifications stipulated in this document.
- The Responses submitted via email or fax will not be entertained

## **EVALUATION CRITERIA**

The bidder should be vigilant:

- To fulfil all requirements as laid down in ***Annex-A*** "Technical Specifications" and ***Annex-B*** "Mandatory Requirements" of evaluation criteria.
- That proposed bid may be rejected if any of the requirement is not met in "Mandatory Requirements" and "Technical specification" no further condition shall be given.

**ANNEXURE A – TECHNICAL SPECIFICATIONS**

*All specifications include " or equivalent " wherever applicable*

The following are the Quantity and Technical Specifications of Equipment:

Licenses	Quantity
Backup Tape Library	01

**TECHNICAL SPECIFICATION**

- The Solution must have minimum 2U/ 3U with 24 tape cartridge slots, support at least 01 mail slot.
- The Solution must have drive technology that must support minimum 02 tape drives for future expansion, currently required 01 tape drive.
- The Solution must have at least 01 robotic arm for automatic loading / unloading the tapes.
- The Solution must support LTO-8, LTO-7, LTO-6 tapes.
- The Solution must support minimum capacity 288TB ( uncompressed ) and 720TB ( compressed).
- The Solution must have minimum data transfer rate 2TB/hr for LTO-8 tape.
- The Solution must have 6Gb SAS , 8Gb FC and 1Gbe Rj-45 interfaces and connectors.
- The Solution must be reliable to have =< 1,500,000 MCBF (robotic load/unload cycles).
- The Solution must be compatible with 8Gb QLogic FC HBA.
- The Solution must have capability to be configured a single physical library into multiple virtual libraries to connect with different backup servers regardless of connectivity type ( SCSI, SAS, FC)
- The Solution must have remote management capability for configure, firmware upgrade, status, diagnosis activities with 10/100-BaseT ethernet connectivity.
- The Solution must have the capability to Alerts user to unusual/suspicious activity that may affect the backup/archive process via email or SNMP traps.
- The Solution must easily be managed by an LCD front panel and Web-based remote management.
- The Solution must have auto-cleaning support with no host application or operator action required to clean tape drives.
- The Solution must be encrypted-enabled for increased data security.
- The Solution must be shipped with a rack mounting kit, power cord and other necessary accessories.

**ANNEXURE B - MANDATORY REQUIREMENTS**

S.No.	Description	Documents
1	The Company must be OEM or OEM certified partner / or Authorized Distributor of OEM Or Authorized Distributor / Partner of Authorized Distributor of OEM	Partnership Certificate
2	GST, and NTN registration certificate	Relevant certificate
3	Company must have geographical presence in Karachi and Islamabad.	Office addresses
4	Quote the Unit Rate and GST(If applicable) <b>SEPARATELY</b>	Tender Document
5	Must not be black Listed / Debarred by PIA or its subsidiaries	Records/Affidavit
6	Must be Active Tax Payer	Online verification / Printout to be attached
8	The Company must provide at least 02 installation references in Pakistan for the proposed brand/OEM.	Documentary Evidence
9	The Company must provide 04 LTO-8 Tapes & 01 Cleaning cartridges	
10	The Company must have 01 Technical / certified human resources related to a proposed brand / OEM.	Staff List+ CVs of certified resources
11	The Company should provide local trainings for 02 persons Training include Principal Official Curriculum and held on proper training facilities instead of PIA premises.	

<u>S.No</u>	<u>Items</u>	<u>Unit Qty</u>	<u>Unit Rate</u>	<u>GST If Applicable</u>	<u>Total</u>
<u>02</u>	Procurement of Backup Tape Library with robotic for its data backup and archival solution	01			

**Terms and Conditions**

1. Tenders will be called on **Single Stage Two Envelope** basis.
2. Bid must be typed OR if hand written must be covered with Adhesive scotch Tape.
3. Quote must be on PIA Tender format, However , additional letter head can also be Attached.
4. All local bidders are required to submit 2% of total bid value in Financial Proposal as Earnest Money in shape of pay order.
5. Bid must be typed. Hand written bid will be rejected.
6. **Bidders are required to submit a pay order of Rs. 6,000 (non-refundable) with Technical Proposal as Tender Documents fee.**
7. All participants are required to mention all taxes & GST separately.
8. Payment term net thirty days.
9. All participants must quote one rate and best delivery period.
10. Quotation must be valid for 120 days (Extendable).
11. Guarantee & Warrantee must be provided.
12. Please note that quoted rates must be firmed and final in all respect.
13. Item found below PIA Standard shall be rejected / returned.
14. PIA may reserve the right to increase or Decrease or cancel the requirement of any or Complete tender without assigning proper reason.

Tenderer's Signature \_\_\_\_\_ Designation \_\_\_\_\_

Address \_\_\_\_\_

Tel No. \_\_\_\_\_ Fax No. \_\_\_\_\_ Email \_\_\_\_\_

GST No. \_\_\_\_\_ NTN NO. \_\_\_\_\_

Seal \_\_\_\_\_

**Each Page of this Must Be signed & Company Seal**