Tender Notice

Pakistan International Airlines (PIA) invites **"Sealed bids"** on **"Single Stage Single Envelope Basis"** from interested parties for the "Transit Check Certification (Technical Handling) of PIA Aircraft at International Airport Stations".

Station names / IATA codes are as follows:

1. **Medina (MED)**
2. **Beijing (BJS)**
3. **Doha (DOH)**
4. **Kuala Lumpur (KUL)**
5. **Toronto (YYZ)**
6. **Sydney (SYD)**
7. **Bahrain (BAH)**
8. **Sharjah (SHJ)**
9. **Xian-Yang (XIY)**
10. **Chengdu (CTU)**
11. **Guangzhou (CAN)**
12. **Istanbul (IST)**

Note: 1) Separate Bids are invited for each station.
2) Bids can be submitted for any one or more stations.

The scopes of services required are:

Technical Handling of PIA Aircraft, Transit Check Certification etc.

The complete set of bidding documents containing the details of services required, instructions and terms and conditions for the tender, evaluation criteria etc (that form an integral part hereof and hereby incorporated by reference) can be downloaded from PIA website https://www.piac.com.pk/corporate/sales-procurement/tenders or Public Procurement Regulatory Authority website **(www.ppra.org.pk).**

General Manager Contract Management
Contract Management Technical
Supply Chain Management
PIA Head Office, Karachi.
Ph.: +9221 99043158 - 4216
Email: gm.cm@piac.aero

Bids must be received by PIA at the above address no later than the **12-DEC-2022 till 10:30AM** mentioned in the advertisements published in media. Bids will be opened the same day at .

BIDDING DOCUMENTS

FOR

Technical Handling of PIA Aircraft at

MED, BJS, DOH, KUL, YYZ, SYD, BAH, SHJ, XIY, CTU, CAN, IST

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Preamble

This document is divided into four sections.

A. The first section gives interested parties an overview of process and explains in detail as to how they should submit their bids and how their bids will be evaluated by PIA.

B. The second section contains general terms which shall form the basis of the services agreement between PIA and the successful bidder.

C. The third section covers the specifications of PIA's requirement.

D. The fourth section provides the interested bidders with an overview of PIA's evaluation process to maintain complete transparency and criteria to determine the best suited offer.

The annexure contained thereafter are the standardized formats on which PIA expects to receive the actual offers from the interested bidders.

Section A - Instructions to Bidders

1. Scope of Bid

Pakistan International Airline (PIA) invites "sealed bids" from interested parties for the Transit Check Certification Technical Handling of PIA Aircraft at following stations:

- **Medina (MED)**
- **Beijing (BJS)**
- **Doha (DOH)**
- **Kuala Lumpur (KUL)**
- **Toronto (YYZ)**
- **Sydney (SYD)**
- **Bahrain (BAH)**
- **Sharjah (SHJ)**
- **Xian-Yang (XIY)**
- **Chengdu (CTU)**
- **Guangzhou (CAN)**
- **Istanbul (IST)**

Note: 1) Separate Bids are invited for each station.
2) Bids can be submitted for any one or more stations.
3) Bids may be submitted for Both Aircraft types at the Stations Mentioned in Schedule given below.

The scopes of services required are:

- Technical Handling, Transit Check Certification of Aircraft
- Details of services required as per SGHA 2018 are given in Annexure I

The Bidders are invited to submit a detailed Technical Proposal and an item wise Financial/Commercial proposal for Services required as per the requirements detailed in the bidding documents.

By submitting a Proposal, the Bidder agrees to be legally bound by the terms and conditions set out in this Bidding Document. The Proposal will be considered as a binding offer from the Bidder subject to acceptance by PIA.

2. Parties qualified to apply

Airlines /MRO's / Operators /Technical handling agencies having legal right for Technical Handling of PIA Aircraft.

3. Cost of Bidding

The bidder shall bear all costs associated with the preparation and submission of its bid and PIA will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.

4. Bidding Documents

For the purpose of this bidding process, the term "Bidding Documents" shall include:

i. Invitation for Bids
ii. Instructions to Bidders
iii. General Conditions of Contract
iv. Special Conditions of Contract
v. Evaluation of Bids
vi. Annexure
   a) Specifications & Technical Proposal and mandatory services required (Annex 'I')
   b) Form of Bid (Annex 'II')
   c) Integrity Pact (Annex 'III')
   d) Financial Proposal (Annex 'IV')

The bidders are expected to examine all the above, prior to submission of their bids.
The 'Instructions to Bidders' will not be part of Contract and will cease to have effect once the Contract is signed.

5. 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 rotplng@piac.aero, zeeshan.hyder@piac.aero, piaplng@piac.aero, contract.tech@piac.aero

6. Amendment to Bidding Document

At any time prior to the deadline for submission of bid, PIA may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective bidder, modify the tender document by issuing addendum(s).

7. Extension in Submission Dates

At any time prior to the deadline for submission of bid, PIA may, for any reason, whether at its own initiative or to provide prospective bidders reasonable time, in which to take an addendum into account, at its discretion extend the deadline for submission of bids.

8. Submission of Bid

Interested bidders will have to submit their offer in sealed envelopes either in person or through courier. The offer should be clearly marked as "Transit Check Certification (Technical Handling) of PIA Aircraft at International Airport Stations"
Inside the sealed envelope, there should be a separate bid for each station for which services are offered. Bidder can submit bid for any single or as many stations as they can

separately. Only Hard Copies of Bids will be accepted. **Electronic submission via email etc is not allowed**.

9. Tender Proceedings

Single stage - Single envelope procedure.-

Each bid shall comprise one single sealed envelope. All bids received shall be opened and evaluated in the manner prescribed in the bidding document.

Bidders will be required to submit following two proposals.

- Technical Proposal
- Financial/Commercial Proposal

i) Technical Proposal: Technical Proposal shall comprise of the following along with the covering letter on the official letter pad of the bidder;

a) Bidder Profile: A brief company profile highlighting portfolios and customer details. State company profile and experience in managing technical Handling of Aircraft.

b) Technical Information: The information on services as per the Annex 'I'.
In case the bidder wishes to include additional technical information separate sheets may be added.

c) Form of Bid: Duly completed and signed by the bidder as per format provided in Annex 'II'. No alteration is to be made in the Form of Bid except in filling up theblanks.

d) Integrity Pact: The bidder shall sign and stamp the Form of Integrity Pact provided at 'Annex – III' which is a mandatory requirement of Government of Pakistan.

e) Support Package: Additional Support Package/Service if any may be provided.

In preparing the Technical Proposal, Bidders are expected to examine the documents constituting Bidding Documents in detail. Deficiencies in providing the information requested may result in rejection of a proposal.

ii) Financial Proposal: The Financial proposal should be submitted in line with the requirements highlighted in the Bidding Document and as per Schedule of Prices in the format described in Annex 'IV'.

In preparing the Financial Proposal, Bidders are expected to take into account the requirements and conditions outlined in the Bidding documents. The Financial Proposal should list all costs associated with the project. Proposals must remain valid for 180 days after the submission date. PIAC will endeavor to complete

discussions/clarifications within this period. However, if necessary, PIAC may require extension in the said validity period.

iii) **Self-Assessment:** Bidders are requested to fill the evaluation criteria and grade them. The details of evaluation criteria are given in Section D. The filled criteria should be submitted along with the proposals.

10. Bid Related Details:

Below information should be noted while preparing and submitting the bids.

i) Currency of Bid: All the prices provided in the bid shall be in **US Dollars (US$).**

ii) Bid Validity: The bid shall have to be valid for a period of 180 days from closing date of tender.

iii) Language of Bids: The bids prepared by the bidder and all correspondence and documents relating to the bid, exchanged between the bidder and PIA shall be written in the English language. If a document is other than English language then bidder shall provide a true copy of that document in English.

iv) Format and Signing of Bids: The bidder shall prepare one set of the bid typed or written in indelible ink and shall be signed by the Authorized Representative of the bidder (who should be an employee of the bidder).

v) Sealing and Marking: Technical Proposal and Financial Proposal should be clearly marked. The envelope should bear the name and address of the sender and clearly marked as "Transit Check Certification (Technical Handling) of PIA Aircraft at International Airport Stations"

If the envelope is not sealed and marked, PIA will assume no responsibility for the bid's misplacement or premature opening.

11. Deadline for Submission of Bids:

Bids must be received by PIA at the following address no later than the Date and Time mentioned in the advertisements published in media. Bids will be opened the same day at the specified time.

General Manager Contract Management
Contract Management Technical
Supply Chain Management
PIA Head Office, Karachi.
Ph.: +9221 99043158 - 4216
Email: gm.cm@piac.aero

12. Late Bids:

Any bid received by PIA after the bid submission deadline time, for any reason whatsoever, shall be rejected and returned to the bidder without being opened.

13. Modification and Withdrawal of Bids:

The bidder may modify or withdraw its Bid after submission, provided that written notice of the modification or withdrawal is received by PIA prior to the deadline prescribed for bid submission.

14. Opening of Bids:

Pakistan International Airlines will open the bids on the date and time mentioned in the advertisements published in media in PIA Supply Chain Management Building, near PIA Head Office, Jinnah International Airport, Karachi 75200, Pakistan. Authorized representatives of the bidders can attend the bid opening.

15. Bid Read Out:

Following details shall be provided clearly by each bidder and shall be read out in front of all the participants present during the bid opening:

- Bidder's Name
- Bidder's Status (i.e. MRO, OEM, Technical Handling Agency, Airline etc)
- Stations for which Bid is submitted.
- Transit Check Certification Rate

16. Preliminary Examination of Bids:

PIA will examine the bids to determine whether they are complete and generally in order. Prior to the detailed evaluation of bids:

PIA will examine the Bids to determine whether;

i) The Bid is complete and does not deviate from the scope,

ii) Any computational errors have been made,

iii) The documents have been properly signed,

iv) The Bid is valid till required period,

v) The Bidder is eligible to Bid and possesses the requisite experience,

vi) The Bid does not deviate from basic technical requirements and

vii) The Bids are generally in order.

A bid is likely not to be considered if it is materially and substantially different from the Conditions/Specifications of the Bidding Documents.

17. Qualification:

In addition to the above, PIA will ascertain to its satisfaction whether bidders, whose bids meet the requirements of Bidding Documents, are qualified to satisfactorily perform the contract. The documentary evidence of the bidder's qualifications and ability to perform the contract if its proposal is accepted shall establish to PIAC's satisfaction.

This will take into account:

- Bidder's financial, technical capabilities and past performance.
- Documentary evidence submitted by the bidder.

▭ Other information as PIA deems necessary and appropriate.

18. Deliberations with Bidders:

▭ No bidder shall be allowed to alter or modify his bid after the bids have been opened. However the PIA may seek and accept clarifications to the bid that do not change the substance of the bid.

▭ Any request for clarification in the bid, made by PIA shall invariably be in writing. The response to such request shall also be in writing.

19. Correction in Bids

In case any arithmetic error is found in the bid, it shall be rectified as follows:

i) If there is a discrepancy between the unit price and total price or between subtotals and total price that is obtained by multiplying the unit price and quantity, the unit or subtotal price shall prevail and the total price shall be corrected.

ii) If there is a discrepancy between the words and figures the amount in words shall prevail.

iii) If the bidder does not accept the corrected amount of bid as determined above, the bid shall be rejected.

20. Evaluation of Bids

a) All bids shall be evaluated in accordance with the evaluation criteria and other terms and conditions set forth in the prescribed bidding documents.

b) For the purposes of comparison of bids quoted in different currencies, the price shall be converted into a single currency specified in the bidding documents. The rate of exchange shall be the selling rate, prevailing on the date of opening of bids specified in the bidding documents, as notified by the State Bank of Pakistan on that day.

The bid for "Transit Check Certification (Technical Handling) of PIA Aircraft at International Airport Stations" will be evaluated to determine the "Lowest Evaluated Bid" as per Section 'D'.

c) Bids submitted for each station will be evaluated separately to determine the Lowest Evaluated Bid for each station.

21. Unsuccessful Bidders:

Bidders whose offers have been rejected on grounds of being substantially nonresponsive or those that do not meet the Requirements shall be informed accordingly.

22. Ranking of Bids:

The offered bid(s) shall be listed separately in ascending order starting from the Lowest Evaluated Bid. Lists will be prepared for each station.

23. Letter of Acceptance

The Letter of Acceptance will be issued to bidder whose offer is determined as the Lowest Evaluated Bid for the station as per clause 22.

24. PIA's Right

PIA reserves the right to reject all bids and to annul the bidding process at any time prior to award of Contract. PIA upon request from bidder, who submitted a bid, shall communicate the grounds for its rejection of all bids, but is not required to justify those grounds. Noticeof the rejection of all bids shall be given promptly to all the bidders.

25. Signing of Contract Agreement

The terms and conditions highlighted under "Section B - General Condition of Contract" and "Section C - Special Condition of Contract" (of this Tender Document) shall form the basis of the Technical Handling agreement to be executed between the two parties.

Section B – General Conditions of Contract

Following terms and conditions shall be an integral part of the Technical Handling Agreement to be signed between PIA and the successful bidder (Service Provider) to whom the contract has been awarded.

1. Scope of Agreement

The "Technical Handling Agreement" shall be for Technical handling of PIA aircraft on terms and conditions as explained in this Section B – General Conditions of Contract and Section C – Special Conditions of Contract.

2. Governing Law

Governing Law of the Technical Handling agreement shall be agreed mutually between PIA and the Service Provider. However, it should not be in conflict with the laws of Pakistan. PIA prefers Laws of England and UK Courts of London for arbitration.

3. Disputes

Any dispute shall be resolved by reference to arbitration under such forum as may be agreed between the parties.

4. Civil Aviation Authority Requirements

Service provider must comply with the requirements of Pakistan Civil Aviation Authority (PCAA). PIA shall ensure that all PCAA and other relevant regulatory requirements are followed in the operation of the Aircrafts at the stations.

5. Payment Terms

i) Currency of Payment: throughout the term of contract, all the payments between the two parties shall be in US Dollars.

ii) Invoice: The invoice will be on net 30 days basis.

iii) Airlines/Agencies having IATA membership may use IATA Clearing house for payment of invoices.

iV) No surety fee / advance amount will be deposited in Service Providers Account.

6. Taxes

Where a Tax Avoidance Agreement (Double Taxation Treaty) exists between the respective countries of PIA and the service provider; and the PIA is obliged by law to deduct taxes against payments to the service provider, the PIA will bear the tax incidence and shall make gross payments to the service provider, without any deduction of tax chargeable in Pakistan. However, the service provider undertakes to pass on the benefit of tax credit obtained under the relevant clauses of the tax treaty to the PIA, after filing of income tax return in its country, on the basis of proof of taxes paid by the PIA on behalf of service provider in Pakistan.

In the absence of such tax treaty, the PIA will bear the tax incidence and shall make gross payments to the service provider, without any deduction of tax chargeable in Pakistan, however, if the local laws of the service provider's country allows the foreign tax credit that

is withheld by PIA then the service provider undertakes to pass on the benefit of said tax credit obtained under the relevant clauses of the local laws to the PIA, after filing of income tax return in its country, on the basis of proof of taxes paid by the PIA on behalf of service provider in Pakistan.

All other taxes, duties, levies and imposts arising from or relating to such payments outside Pakistan shall be borne by the service provider.

7. Insurance

The PIA will maintain third party liability and property damage insurance, Hull insurance of agreed value and "All Risks" and "War Risks" insurance of the same type and covering the same risks as insurance customarily carried by international scheduled service providers.

8. Exit Clause

Both parties shall agree to exit condition based on notice period of 60 days without giving any particular reason.

9. Integrity Pact

The Agreement shall contain a covenant and confirmation by the Service Provider that it has not obtained and/or induced the procurement of the Technical Handling Agreement through any corrupt business practices. The wordings of this clause are given at Annex 'III'.

10. Notices

All the notices during the Agreement term to be exchanged between PIA and Service Provider shall be in writing and sent by courier, fax or email.

11. Indemnities

The Agreement shall have appropriate coverage to provide indemnity for PIA and Service Provider as per the normal aviation practice.

12. Force Majeure

Both parties shall agree to appropriate incidents to define Force Majeure and its implications on the performance of the Agreement by either party.

Section C – Special Conditions of Contract

The details of PIA's requirements are given below. Technical Handling Agreement between PIA and the service Provider will be based on the following special conditions of the Agreement.

1. Agreement

Agreement shall be in accordance with Annex "B" of IATA SGHA 2018

2. Term and its Extension

The agreement term will be for 03 years from signing date. It will be extendable on the same terms and conditions, as per IATA SGHA Main Agreement, unless a termination notice is served by either party as per SGHA Main Agreement.

3. Addition of flights at station

Both parties agree to the provision of Technical Handling Services to any addition of flights of similar aircrafts at the station. The term and condition will remain same.

4. Flight time exceeding Schedule time of arrival

No charges will be imposed if flight is delayed upto 2 hours from scheduled time of arrival, whereby the delay information is communicated by PIA MCC/Situation Room or StationTeam. For delays over 02 hrs technical evaluation criteria provides options for selection and grading.

5. Flight Cancellation Notification

No charges will be imposed if flight cancellation notification is communicated by PIA MCC/Situation Room or Station Team atleast 04 hours prior to schedule time of arrival

Section D – 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 best suitable service provider for PIA in efficient and economical manner:

1. Technical Evaluation Criteria

Following Criteria will be used for Technical Evaluation.

NAME OF STATION :_____(MED, BJS, DOH, KUL, YYZ, SYD, BAH, SHJ, XIY,CTU, CAN,IST) **NAME OF AIRCRAFT TYPE: _____(Separate form may be filled for each aircraft type)**				
Technical Evaluation				
SN	**Evaluation Criteria**	**Weightage**	**Details**	**Score**
01	Certification / Approval. (Authority Approval at the station)	10%	EASA or FAA	10
			Holding approval of National Aviation Authority	5
02	Pakistan Civil Aviation Approval	12%	Already having Permanent or Provisional Approval of PCAA at the station for any	10
			Not having any PCAA approval yet with a plan to get approval after selection	05
03	Experience of Technical handling provider at the station	12%	Handling services experience ≥ 08 Years	10
			3 ≤Handling services experience < 08 Yrs	07
			Handling services experience < 3 Yrs	04
			No prior experience	00
04	Category of Bidder at station	12%	Home Base Airline (The station is its hub)	10
			National Airline (The station is in the country of airline registration but it is not the airline hub/base)	8
			MRO, Service Provider Agency having base / Hub at the station	6
			Airline or MRO/Service Provider having base/hub at some other station	4
			Any other than the above	2
05	Existing Customers/airlines getting similar services at the station for specified fleet as per annex "I	15%	More than or equal to 5 customers	10
			3 ≤ Customers < 5	07
			Less than 3 customers	04
			No previous customers	00
06 *	Total Number of Certifying staff having B1 qualification posted on the station (for given aircraft type as per annex "I")	12%	More than or equal to 08 Certifying staff	10
			5 ≤ Certifying staff <8	6
			2 ≤ Certifying staff < 5	3
			Less than 02, B1 Certifying staff at station	0

07 *	Total No. of Certifying staff having B2 qualification posted on the station (for given aircraft type as per annex "I")	5%	> 2 Certifying staff	10
			1 ≤ Certifying staff ≤ 2	7
			No B2 Certifying staff at station	4
08	Critical Material Support during AOG Situation	12%	Availability in the own stock of LRU / Tools / Consumables for support to avoid AOG situation.	10
			Stock/spares not available. Support will be provided for arranging from other airline/agency to avoid AOG situation.	5
09	Delays beyond Schedule arrival time. (Applicable only when no prior information by station/MCC/PIA situation room is given)	10%	No extra charges on Delays;	10
			For schedule arrival delayed ≥ 3hrs; extra charges will be applied	6
			For schedule arrival delayed ≥ 2hrs < 3 hrs; extra charges will be applied	3

* Note: Personnel having multiple qualification of more than one types may be considered in the total counting of all the criteria points for which he/she is qualified. E.g. a person having B1 and B2 will be counted in both SN 04 & 05.
Marks will be calculated as per following formula:

A = Obtained Points (Criteria 1)x weight age (Criteria 1) x 10 + Obtained Points (Criteria 2)x weightage (Criteria 2) x 10+……..+ Obtained Points (Criteria 11)x weightage (Criteria 11) x 10

2. Financial Evaluation Criteria

Financial Impact per annum will be calculated using the rates provided in Annexure "IV".
The financial comparison will be based on Net Financial Impact/charges per annum.

Marks will be calculated as per following formula:

B = PVx / PVy x 100

PVx = Lowest Financial Impact per annum amongst all service provider offers.
Pvy = Financial Impact per annum of a service provider.

3. Methodology for Assessing Lowest Evaluated Bid

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

X = [(A x TEW] + [(B x FEW]

Where,

X = Net Outcome
A = Marks obtained in Technical Criteria
B = Marks obtained in Financial Criteria
TEW = Technical Evaluation Weightage = 40%
FEW = Financial Evaluation Weightage = 60%
The offer with highest Net Outcome will be considered as the Lowest Evaluated Bid.

ANNEXURE 'I'

General Information and Assumptions

FLEET INFORMATION:

PIA is the National Airline of Pakistan. It has a fleet of 32 aircrafts. PIA fleet comprise of

1. B777-240 ER's with GE90-94B engines, B777-240LR with GE90-110, B777-340ER with GE90-115
2. A320 with CFM56-5B engines.

REGULATORY REQUIREMENTS:

PIA is regulated by PCAA Pakistan Civil Aviation Authority (http://www.caapakistan.com.pk/) which is a public sector autonomous body working under the Federal Government of Pakistan.

Civil Aviation Rules, require that "aircraft registered in Pakistan shall not be maintained or modified or repaired by an organization outside Pakistan except with the Approval of the Director General Pakistan Civil Aviation Authority".

PCAA direct approval shall be required for maintenance on aircraft. Guidelines are provided through the website of authority through AWNOT-86 (Airworthiness Notice 86) and ANO145 (Air Navigation Order 145) "ISSUE OF APPROVAL TO FOREIGN REPAIR STATION / LIMITED RATING CERTIFICATE OF APPROVAL FOR MANUFACTURERS"

Successful bidder will be required to acquire and maintain the Approval from the authority directly. PIA will guide and help in getting approval.

STATION WISE FLIGHT OPERATION PLAN:

Following is the station wise flight operation plan for 2022. Equipment type (aircraft and engine) are also mentioned.

Medina (MED)

SECTOR	FLIGHTNO:	DAYS	ARR / DEP UTC	PLANNED AIRCRAFT	ALTERNATE AIRCRAFT
LHE-MED-LHE	PK 747/748	MONDAY	17:10 / 18:50	B777 GE-90	A320 CFM56
ISB-MED-KHI	PK 713/744	TUESDAY	04:50 / 06:50	B777 GE-90	A320 CFM56
KHI-MED-LHE	PK 743/748	TUESDAY	17:10/18:50	B777 GE-90	A320 CFM56
SKT-MED-SKT	PK 873/874	WEDNESDAY	20:50/22:50	A320 CFM56	B777 GE-90
KHI-MED-KHI	PK 743/744	WEDNESADAY	17:10/18:50	A320 CFM56	B777 GE-90
ISB-MED-ISB	PK 713/714	THURSDAY	20:50/22:50	B777 GE-90	A320 CFM56
LHE-MED-LHE	PK 747/748	THURSDAY	17:10/18:50	B777 GE-90	A320 CFM56
MUX-MED-LHE	PK 715/714	SATURDAY	17:10/18:50	B777 GE-90	A320 CFM56
LHE-MED-MUX	PK 747/716	SUNDAY	04:50 / 06:50	B777 GE-90	A320 CFM56
MUX-MED-KHI	PK 715/714	SUNDAY	17:10/18:50	B777 GE-90	A320 CFM56

Beijing (BJS)

FLIGHT	FLIGHT#	DAYS	ARR / DEP	PLANNED AIRCARFT
ISB-XIY-PEK-ISB	PK 854/855	Sunday	06:20/08:30	B777 With GE90

Doha (DOH)

FLIGHT	FLIGHT#	DAYS	ARR / DEP UTC	Planned Aircarft
PEW-DOH-PEW	PK 285 / 286	Tuesday / Wednesday	23:00 / 00:15	A320 With CFM56-5B / B777 With GE90
PEW-DOH-PEW	PK 285 / 286	Saturday / Sunday	23:00 / 00:15	A320 With CFM56-5B / B777 With GE90
ISB-DOH-ISB	PK 287 / 288	Monday	22:00 / 23:15	A320 With CFM56-5B / B777 With GE90

Kuala Lumpur (KUL)

FLIGHT	FLIGHT#	DAYS	ARR / DEP UTC	PLANNED AIRCRFAT
ISB-KUL-ISB	PK 894/895	Sunday/Monday	02:40 / 04:40	B777 With GE90
ISB-KUL-ISB	PK 894/895	Wednesday/Thursday	02:40 / 04:40	B777 With GE90
LHE-KUL-LHE	PK 898/899	Saturday / Sunday	02:30 / 04:30	B777 With GE90
LHE-KUL-LHE	PK 898/899	Saturday / Sunday	02:30 / 04:30	B777 With GE90

Toronto (YYZ)

FLIGHT	FLIGHT#	DAYS	ARR / DEP UTC	PLANNED AIRCRFAT
ISB-YYZ-LHE	PK 781/798	Friday	19:55/23:55	B777 With GE90
KHI-YYZ-ISB	PK 783/782	Sunday	12:55/17:55	B777 With GE90
LHE-YYZ-KHI	PK797/784	Monday/Tuesday	12:30/00:01	B777 With GE90
KHI-YYZ-LHE	PK783/790	Tuesday	20:00/ 23:55	B777 With GE90
LHE-YYZ-KHI	PK789/784	Thursday	12:30 / 17:55	B777 With GE90

Sydney (SYD)

FLIGHTS	**FLIGHT#**	DAYS	ARR / DEP	PLANNED AIRCRFAT
LHE-SYD-LHE	PK 9806 / 9807	Saturday / Sunday	02:45 (Saturday) / 09:45 (Sunday)	B777 With GE90
Note: Please Quote rates for layover as well as 04 Hrs Transit time				

Bahrain (BAH)

FLIGHT	FLIGHT#	DAYS	ARR / DEP UTC	PLANNED AIRCRFAT
ISB-BAH-ISB	PK 187 / 188	Sunday	20:45 / 22:00	A320 With CFM56-5B / B777 With GE90
LHE –BAH-LHE	PK 189 / 190	Friday	07:15 / 08:30	A320 With CFM56-5B / B777 With GE90

Sharjah (SHJ)

SECTOR	FLIGHT NO:	DAYS	ARR / DEP UTC	PLANNED AIRCRAFT	ALTERNATE AIRCRAFT
ISB-SHJ-LHE	PK 181/186	MONDAY	21:55/23:10	A320 CFM56	B777 GE-90
LHE-SHJ-ISB	PK 185/182	TUESDAY	07:20/08:45	A320 CFM56	B777 GE-90
SKT-SHJ-SKT	PK 209/210	TUESDAY	23:25/00:40	A320 CFM56	B777 GE-90
PEW-SHJ-PEW	PK 257/258	THURSDAY	09:00/10:15	A320 CFM56	B777 GE-90
ISB-SHJ-ISB	PK 181/182	FRIDAY	08:30/09:45	A320 CFM56	B777 GE-90
SKT-SHJ-PEW	PK 209/258	FRIDAY	20:45/22:00	A320 CFM56	B777 GE-90
PEW-SHJ-MUX	PK 257/294	SATURDAY	07:00/08:15	A320 CFM56	B777 GE-90
MUX-SHJ-PEW	PK 293/258	SATURDAY	21:45/23:00	A320 CFM56	B777 GE-90
ISB-SHJ-SKT	PK 181/210	SATURDAY	23:45/01:00	A320 CFM56	B777 GE-90
PEW-SHJ-ISB	PK 257/182	SUNDAY	09:00/10:15	A320 CFM56	B777 GE-90
MUX-SHJ-SKT	PK 293/210	SUNDAY	23:15/01:10	A320 CFM56	B777 GE-90

Xian- Yang (XIY)

FLIGHT	FLIGHT#	DAYS	ARR / DEP UTC	PLANNED AIRCRFAT
ISB-XIY-PEK-ISB	PK 854/855	Saturday /Sunday	07:30/04:30	B777 With GE90 / A320 With CFM56-5B

Chengdu (CTU)

FLIGHT	FLIGHT#	DAYS	ARR / DEP UTC	PLANNED AIRCRFAT
ISB-CTU-ISB	870 /871	Wednesday	08:00 / 10:00	B777 With GE90 / A320 With CFM56-5B

Guangzhou (CAN)

FLIGHT	WEEKLY FREQUENCY	DAYS	PLANNED AIRCRFAT	ALTERNATE AIRCRAFT
LHE-CAN-LHE	01	Tuesday	B777 With GE90 /	A320 With CFM56-5B

Istanbul (IST)

SECTOR	FLIGHTNO:	DAYS	ARR at IST / DEP From IST (UTC)	PLANNED AIRCRAFT	ALTERNATE AIRCRAFT
LHE-IST-ISB	PK 707 / 706	TUESDAY	09:10/17:00	B777 GE-90	A320 CFM56
ISB-IST-ISB	PK 705/706	WEDNESDAY	08:55/17:25	B777 GE-90	A320 CFM56
ISB-IST-ISB	PK 705/706	THURSDAY	09:00/17:25	B777 GE-90	A320 CFM56
LHE-IST-LHE	PK 707/708	FRIDAY	08:55/17:25	B777 GE-90	A320 CFM56
ISB-IST-ISB	PK 705/706	SATURDAY	09:00 / 17:25	B777 GE-90	A320 CFM56
ISB-IST-LHE	PK 705/708	SUNDAY	10:25/17:15	B777 GE-90	A320 CFM56

NOTE:

1. **The flight schedule and aircraft (equipment) type may change subject to operational requirement**

2. **Please Quote for both Aircrafts (A320 With CFM56-5B / B777 With GE90). It will also be included in the Standard Ground Handling Agreement SGHA 2018.**

Scope of services required:

For a single ground handling consisting of the arrival and the subsequent departure at agreed timings of the aircraft, the Handling Company shall provide the following services as per **SGHA 2018**:

Section	Details of Coverage Section / Sub-Section wise
Section 1:	1.2.3(j) (Retaining period of three years at station in question), 1.2.4, 1.3.4, 1.3.6, 1.3.9
Section 3:	3.3.1, 3.3.2(a,b1) , 3.5.1, 3.5.2(a)(b)(c)(d), 3.7.2 (a)(b)(1)(2), 3.7.3, 3.8.1 (a)(3), 3.16.2, 3.16.9
Section 4:	4.2.1, 4.2.2(a)(b)
Section 6:	6.5.1, 6.5.2, 6.5.3, 6.5.4, 6.5.5, 6.5.7, 6.5.8, 6.5.9
Section 8:	8.1.1, 8.1.2, 8.1.3, 8.1.4, 8.1.5, 8.2.1, 8.2.2(a)(b)(c), 8.2.3, 8.2.4, 8.2.6, 8.3.1(includes rectification up to 3 man-hours), 8.3.2, 8.3.3, 8.3.4, 8.4.1(b), 8.4.2, 8.4.3 (to the extent available on site), 8.5.1 (b) (2)

No extra charges will be made for providing the services at night or on legal holidays.

Extended Work / defect rectification resulting in delayed outbound flight, extra man-hours may be charged at the applicable man-hour rate, provided that the delay is beyond the scheduled transit time at the station.

No charges/levy imposed if flight cancellations are communicated at four (4) hours' notice prior to the scheduled time of arrival.

The Handling Company will perform inspection at first priority on Aircraft safety and on scheduled departure and defer defects except No-Go items basically.

The Handling Company will be responsible for checking that all spare parts/pool parts, which are to be fitted on the Carrier's aircraft, at location in question, are in compliance with the applicable EASA Part 145 or PCAA 145 requirements. This requires the Handling Company to ensure that all parts are in satisfactory condition and provided with appropriate documentation EASA Form One or FAA 8130-3 or PCAA Form-1. Control of aircraft components (rotables / consumables) and materials, tools and equipment shall be prime responsibility of Technical Handling Company.

PIA or its competent authority may, by prior written notice to the Handling Company, engage the Handling Company for the purpose of auditing at the location(s). Such notice shall contain a description of area(s) to be audited. The total cost of the audit performed by the Carrier or its competent authority (including the approval fees) shall be borne ultimately by the Handling Company.

The Handling Company will be responsible for the type training of its staff at the location mentioned.

Notwithstanding the provisions of Sub-Article 8.5 of the IATA Main Agreement, both parties agree that the conditions of Sub-Article 8.5 of the IATA Main Agreement 2018 will apply. In accordance with this Sub-Article 8.5 of the Main Agreement of the SGHA of 2018 the limit of liability shall be as follows:

Aircraft / Engine Type	Limited (per incident)	Currency
B777 – GE90	**1,000,000**	USD
A320-CFM56-5B	**750,000**	USD

Airworthiness Data:

The airworthiness data deemed necessary to fulfill the Handling Company's responsibilityfor agreed aircraft type(s) will be supplied by PIA. It will be the responsibility of PIA to ensure that the latest and valid revisions of technical documentation and/or check sheets are available to the Handling Company in order to fulfill the technical services agreed in the contract at the location(s) concerned.

Information Required:

1. The bidder is to provide Authorization from airport authorities to operate from the station.

2. Provision of basic technical handling services will be as per IATA SGHA for the type of aircraft

3. Please provide following.

Legal Entity Name	
Address (City/State)	
Parent Company (if applicable)	
Parent Headquarters Address (City/State)	
Type of Business (Corporation, Public Ltd., Pvt. Ltd, Partnership, Sole Proprietor etc)	

ANNEXURE 'II'

Form of Bid

Date:_____
Ref:

To: General Manager Contract Management
Pakistan International Airlines

Dear Sir,
Having examined the Bidding Documents, we, the undersigned, offer proposal for Technical Handling of PIA Aircraft under the tender reference Technical Handling of PIA Aircraft at Outstations in full conformity with the said Bidding Documents against the terms and conditions mentioned in the Technical Proposal 'Annex-I' and Financial Proposal 'Annex – IV'.

We undertake, if invited to do so by you, and at our own cost, to attend a clarification meeting at a place of your choice.

We agree to abide by this Bid, for a period of 180 days from the date fixed for submission of bids as stipulated in the Bidding Documents, and together with the above written undertakings, it shall remain binding on us.

Until a formal contract is prepared and executed between us, this bid, together with your written acceptance thereof and your notification of award shall constitute a binding contract between us.
We understand that you are not bound to accept the lowest or any bid you may receive.

_____
Signature of Authorized Person
Name: _____
Position: _____

Official Seal

Dated this day of, 22

_____
Signature of Authorized Person
Name : _____
Position: _____

Official Seal

Annex - III

Integrity Pact

[Name of Service Provider] hereby declares its intention not to obtain or induce the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative subdivision or agency thereof or any other entity owned or controlled by it (GoP) through any corrupt business practice.

Without limiting the generality of the foregoing, [Name of Service Provider] 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, Representative, 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 GoP, except that which has been expressly declared pursuant hereto.

[Name of Service Provider] 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 GoP and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

[Name of Service Provider] 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 GoP under any law, contract or other instrument, be voidable at the option of GoP.

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

_____

Signature of the Service Provider
(Name, Title and Address)
(Official Seal)

ANNEXURE 'IV'

Financial Evaluation

Following table is to be filled and submitted as the part of financial offer.

All rates must be inclusive of all terms as requested in Bidding documents.

NAME OF STATION :____(MED, BJS, DOH, KUL, YYZ, SYD, BAH, SHJ, XIY,CTU, CAN,IST) **NAME OF AIRCRAFT TYPE:_____(Separate form may be filled for each aircraft type)**		
SN	**Head**	***Rate $**
01	Pre-Flight/Transit Check with ground time 2 – 2 ½ hrs or less (Include upto 03 man-hours)	
02	Pre-Flight / Transit Check with ground time 4 - 4 ½ hrs (Include upto 04 man-hours)	
03	Pre-Flight / Transit Check with lay over (Include upto 04 man-hours)	
04	Brake Man Charges (Round Trip) if required	
05	Standalone "On Call Technical Assistance (01 Technician & Required Tools)" upon request	
06	Additional Man hour rate (Certifying Staff)	
07	Additional Man hour (Mechanic)	
08	Additional Man hour rate with Overtime (Mechanic)	
09	Storage area (per sqm/ month)	
10	Delay Charges (if applied): Refer to Section C clause 4.	
	i. No Delay Charges will be applied	
	ii. From 2 to 3 hrs from scheduled time of arrival	
	iii. Delay more than 03 hrs	
11	Flight Cancellation Charges (if applied) : Refer to Section C clause 5.	
	i. No Cancellation Charges will be applied	
	ii. Notification 3 to 4 hrs before schedule time of arrival	
	iii. Notification less than 03 hrs before schedule time of arrival	
12	Disbursement %	
13	PCAA Approval and its yearly renewal Fee will be borne by Handling Company (Yes / No)	
14	Any other (please specify)	
*NOTE: There should be no hidden costs. Any cost not mentioned and to be incurred later is the responsibility of the Bidder.		

1. Rate Revision Provisions and Escalation, if any

The rates will be fixed for 03 Years.

2. Price Level

All prices offered shall be price level 2022.

3. Invoicing Mechanism

Monthly Invoices Payable on Net 30 basis as per PIA Policy. For payments/invoicing, Airlines / IATP Members may also use ICH (IATA Clearing House).

TENDER NOTICE

Pakistan International Airlines (PIA) invites "Sealed bids" on "Single Stage Single Envelope Basis" from interested parties for the Technical Handling of PIA aircraft at following stations.

1. Medina (MED) 2. Beijing (BJS) 3. Doha (DOH)
4. Kuala Lumpur (KUL) 5. Toronto (YYZ) 6. Sydney (SYD)
7. Bahrain (BAH) 8. Sharjah (SHJ) 9. Xian-Yang (XIY)
10. Chengdu (CTU) 11. Guangzhou (CAN) 12. Istanbul (IST)

Note:

1) Separate Bids are invited for each station'
2) Bids can be submitted for any one or more stations'
3) Bids may be submitted for both Aircraft types at the Stations Mentioned in Schedule.

The scopes of services required are:

Technical Handling of PIA Aircraft, Transit Check certification etc' The complete set of bidding documents containing the details of services required, instructions and terms and conditions for the tender, evaluation criteria etc (that form an integral part hereof and hereby incorporated b y reference) can be downloaded from tender list of PIA website: **https://www.piac.com.pk/corporate/sales-procurement/tenders** or **Public Procurement Regulatory Authority website: (www.ppra.org.pk)**

The bids, prepared in accordance with the instruction in the bidding documents, must reach at following address on or before **10:30 Hrs,({PST)** on **12 December 2022.**

The bids will be opened on the same day i.e. **12 December 2022 at 11:00 hrs. PST.**

General Manager Contract Management
Contract Management Technical
Supply Chain Management
PIA Head Office, Karachi.
Ph.: +9221 99043158 - 4216
Email: gm.cm@piac.aero,
contract.tech@piac.aero

PAKISTAN International Airlines

www.piac.com.pk
/PakistanInt'Airlines | Official. PIA
UAN: 00-92-21-111-786-786

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