

REF: GMCM/Pre-Qualification/Data-Internet/ICT/01/21

M/S _____

SUB: Pre-Qualification of Firms for Providing Data / Internet Circuits

Dear Sir/ Madam,

We are pleased to invite your sealed tenders for the item/ services mentioned above. In case of more than one schedule separate tender for each schedule should be furnished. The terms & conditions of the tender / services are given below;

A) SUBMISSION OF TENDER

1. You are required to send your tenders addressed to General Manager Contract Management, PIA Supply Chain Management, JIAP Karachi latest by **08-02-2021 (1030Hrs PST)**. The tenders may be dropped in the tender box marked as “**Tender Box Commercial Purchases**” placed at the entrance of the PIACL Supply Chain Management Building latest by **10:30** hours (PST) on the specified date. You may also send your tenders through registered A/D mail addressed to General Manager Contract Management, which must reach before the closing date and time mentioned above. **Tenders will be opened at 11:00 hours (PST)** the same day in the presence of tenderers.

2. Proposals received after stipulated date & time shall not be considered. The Corporation will not be responsible for postal delays. The decision of GM Contract Management in this respect shall be final and binding.

3. Bidders are required to submit a Pay Order of Rs. 6000/- (Non-Refundable) as tender fees along with the proposal (Local Bidders).

Tenders / Proposals received shall be evaluated in accordance with the given criteria/ requirements.

Mention clearly Tender Reference on **TOP RIGHT CORNER OF PROPERLY SEALED ENVELOPE, BEARING COMPANY'S STAMP**

B) Duration of Pre-Qualification

Pre-qualification period shall be for 03 three years.

Yours truly,

Iftikhar M.Usmani
GM Contract Management
Supply Chain Management
PIA Head Office, Karachi.
Ph: 021 9904 3081, 9904 4101
Email: gm.cm@piac.aero,
contract.administration@piac.aero

PRE-QUALIFICATION OF FIRMS FOR PROVIDING DATA / INTERNET CIRCUITS

PRE-QUALIFICATION SCOPE

PIACL desires to Pre-qualify the firms for the provisioning of Data and Internet Links on “As and When Required” basis in different categories as mentioned in Annexure-A. This Pre-Qualification will remain enforce for the period of Three (03) years.

1. Links specifications and quantities will be mentioned at the time of floating of RFQs to the pre-qualified firms.
2. Firms may apply for single, more than one or all categories.
3. The bidder shall ensure that the communication services and the equipment should not be against the rules and regulations outlined by the Pakistan Telecommunication Authority (PTA).
4. Under the pre-qualification, firms will be shortlisted for subsequent procurement as per firms proposed categories on Form at “Annex-B”.
5. The Request for Proposal (RFP) for procurement of services with required Service Level Agreement (SLA) will be circulated among all the pre-qualified Firms. Whereas the Request for Quotations (RFQs) shall be called on emails to all pre-qualified firm(s) for the specific procurement.
6. The bidder shall sign the required Service Level Agreement (SLA) with PIACL after approving of any work award.

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).
- 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 with 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

Bidder should be vigilant:

- To fulfill all requirements as laid down in Annex-C “Mandatory Requirements” and “General Requirements” of evaluation criteria.
- That proposed bid may be rejected if any of the requirements is not met in “Mandatory Requirements” and no further condition shall be given.
- That minimum qualifying score is 70 (in General Evaluation).
- PIACL may seek clarification from any of the participating bidders, at any stage during the pre-qualification process, as deemed necessary

POST QUALIFICATION PROCUREMENT PROCEDURE

- a) All the pre-qualified firms will be responsible to respond within stipulated time to the PIACL either through Courier Service/Email.
- b) The proposals/bids will be evaluated based on the Technical and Financial Evaluation Criteria as laid down in RFP/RFQ.
- c) After the approval of any Work Award, bidder shall complete the order on time frame as defined in RFP/P. O.
- d) Payment will be made as per terms and conditions mentioned in RFP. Invoices will be cleared in 30 days upon receiving the invoice and complete supporting documents.
- e) Request for Quotations (RFQs) shall be called on emails to all or any prequalified firm(s) for the specific service(s) in consideration.
- f) The work/purchase order shall be placed to the firm on lowest basis method.
- g) The Selected Firm/Contractor shall provide all necessary supporting documents along with GST invoice, delivery challan and other relevant documents as required by the PIAC.

ANNEXURE A – CATEGORIES

Category 1 – Data Links / Internet

S.NO.	Category	Description
1	Data Link / Internet	This category includes all kind of data / Internet links including but not limited Internet, point to point, DSL, MPLS, etc. Detailed Specifications and Items shall be shared at the time of RFP/RFQ.

Category VSAT connectivity

2	VSAT connectivity	This category includes all kind of data / Internet links through/on VSAT including but not limited to shared, dedicated, point to point and Internet etc. Detailed Specifications and Items shall be shared at the time of RFP/RFQ
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ANNEXURE B–PRE-QUALIFICATION FORM

Company Name			
Applying for Category	Category 1 <input type="checkbox"/>	Category 2 <input type="checkbox"/>	
NTN No.			
GST No.			
Date of Formation			
No. of Employees			
Registered Office Address			
Branch Offices' Address			
Email			
Website			
Phone			

ANNEXURE C–EVALUATION CRITERIA

Mandatory Requirements

S. No.	Description	Documents
1	The bidder shall have the relevant valid license from Pakistan Telecommunication Authority (PTA) to provide the required services nationwide.	Valid PTA License for the applied category
2	The bidder's network shall have the ability to run data, video and voice applications and shall provide the relevant PTA license for these services.	Client list with services details
3	Bidder shall have fully resilient and self-healing network architecture, on fiber Medium, for the domestic back bone up to their International Gateway in three major cities of Pakistan i.e. Karachi, Lahore and Islamabad to provide Internet / Data / Voice services. (for category 01 only). Bidder must have its own Long Haul Infrastructure in three major cities (i.e. Karachi, Lahore, and Islamabad) for category 1.	
4	Bidder must be Tier 1 upstream provider for Internet Connectivity or must have direct connectivity with Tier 1 upstream provider for Internet for category 1.	Letter from Upstream Provider
5	Bidder shall have Internet connectivity with at least two tier 1 upstream providers.	Letter from Upstream Provider
5	Bidder must have proper 24/7 support department available with proper UAN numbers. The bidder must have 24/7 support available including public holidays.	Provide escalation process/matrix
6	Bidder shall provide the NMS (Network Monitoring System) for monitoring. The provided NMS shall be capable to provide the following reports. a. Bandwidth Utilization (in Mbps)	
7	Bidder must be in business for at least 5 years	Company registration certificate
8	Bidder must have geographical presence in Karachi, Lahore, and Islamabad.	Office addresses
9	Bidder must have Tier-1 PTA approval for providing VSAT or related services (for Category 2)	Valid PTA License for the applied category
10	Bidder must provide services using/through High Throughput Satellite (for Category 2)	

General Requirements

S. No.	Description	Points	Document Required
1	General Experience in Telecom Industry: 10+ years 7-9 years 5-6 years	20 15 10	SECP and NTN Certificates
2	Geographical Presence 1 Locations =3 Marks Max = 20		Office Addresses
3	List of corporate customers with SLA (Service Level Agreements) ? 12 Plus Clients 10-12 Clients 5-9 Clients 0-4 Clients	20 10 05 03	Provide PO / Documentary evidence
4	Financial Strength (Annual Turnover) 2 Million= 1 Mark Max = 20		Last two years audit reports
5	Availability of Technical Staff (relevant category Engineers + Technicians + Product Certified Resources) 1 Technical Staff = 2 Marks Max = 20		Copy of certificate
TOTAL MARKS:			100
QUALIFYING MARKS:			70