



Supply Chain Management Department

SCM (Store) Building near PIA Head Office Karachi Airport
International Tel: 0092-21-990443048 email to: khjzpk@piac.aero

Tender Ref: **GMP/AC-PAINT/09/2022**

Dated: 5th September, 2022

Invitation for Tender and Instructions to the Bidder(s)

M/s. _____

SUB: **TENDER OF (AIRCRAFT PAINTS & ALLIED ITEMS)**

Dear Valued Vendor(s),

Pakistan International Airlines Head Office Karachi Airport is pleased to invite sealed bid(s) from well reputed manufacturers /OEMs/Authorized Distributor(s) for the procurement of Annual Paints & Allied items Requirement for the Year 2022-2023.

Details of paints and allied materials are as given in attached Tender Schedule-A (enclosed).

COMPULSORY REQUIREMENTS FOR PREPARATION & SUBMISSION OF BIDS/TENDER

1-Tender documents can be prepare / submit on Single Stage Two Envelopes basis each for Technical Proposal and Financial Proposal. Both envelopes shall be separately sealed and marked as Technical Proposal & Financial Proposal with PIA Tender Reference Number on each envelope.

2-Tender Submission Place/Opening venue/address:-

Bids should be dropped in the Tender Box marked as Commercial Purchases placed at the main entrance of **Supply Chain Management Department** Building, Pakistan International Airline Near PIA Head Office Karachi Airport Karachi (Terminal-1) "latest by: **17th October, 2022 (Monday)** until (10:30)hrs. Bids shall be opened on the **same date/day/venue at (11:00 hrs.)**.

Bids can also be dispatched through any registered Courier Services from local/abroad, which must be mentioned PIA tender reference/description on envelope & shall delivered to PIA before the closing date / time of Tender i.e. (10:30am)

Document Dispatch Address:-

General Manager Procurement
Supply Chain Management Department Building
Pakistan International Airlines
Karachi Airport Pakistan 75200
Near PIA HO/Terminal No-1, JIAP Karachi.
Ph: 0091 21 99044423

Tenders received after stipulated date/ time shall not be entertained/considered for participation in the bidding of this item. PIA will not be responsible for any postal delay OR any other natural OR human errors which caused failure in submission of tender on due date.

The decision of General Manager Procurement in this respect shall be final and binding.

Sign & Official Seal of Bidder

3- **Preparation of Tender (Compulsory Requirement)**

The Tenders documents shall contain **two separate sealed envelopes**:-

1- **Technical Proposal Envelope bearing tender reference** contains following documents:-

- (a) Duly filled PIA Tender Documents Schedule- A (only mention Brand name/origin/ shelf life of product (where applicable) /Manufacturer and expected date of delivery in Technical Proposal.
- (b) Technical Literature / Brochures /TDS of each offered item.
- (c) None returnable sample of each item containing 1 (Kit) must be submit with Technical Proposals.
- (d) Authority Letter (In case of Rep participating on behalf of principal company).
- (e) Only Local Pak based local bidder(s) required to submit **Tender Fee PKR 10,000/-** in shape of pay order in favor of "Pakistan International Airlines" with Technical Proposals (This condition is only for Local bidders from Pakistan).

Special Note: Foreign bidders /Participants from abroad are exempted to submit tender fees.

- (f) For **Local/Pak based bidder(s)** copies of all Applicable Certificates valid GST/NTN Certificates with active status in FBR must be attached with technical proposals will be required.

Evaluation of Technical Proposals will be carried out by competent Evaluation Committee of PIA on the basis of Technical literatures / samples/brand/origin/date of Mfgr/shelf life/lead time submitted/offered by participating bidder(s). **Evaluation Report shall be uploaded on PIA / PPRA website for 10 days** with evaluation results. If there's objection on Evaluation to any bidder they can submit/lodge their grievances to Central Grievance Committee of PIA through the address of GM Procurement within period of 10 days. (After stipulated time no any grievance will be entertained)

2- **Financial Proposal Envelope bearing tender reference** contains following key documents:-

- (a) Duly filled PIA **Tender Documents Schedule- A** with unit price both in figures and words. PIA will not paid any VAT charges to any foreign bidders who qualify tender. Only **One Price/One Brand** for each item is allowed to mention in the tender financial documents any overwrite/cuts/use of Ink removers will lead to rejection of tender. [Each page of tender documents must be properly fill & signed by company rep].
- (b) Rates/brand/Origin/Date of Manufacture of item/shelf life of product & expected date of delivery can also be mention in participating company own letter pad).

- (c) **Local Pak based bidders required to submit fixed Earnest Money PKR Rs. 300,000/- (Refundable)** in shape of Pay Order /PIA Cash receipt in favor of "Pakistan International Airline" must be attached with sealed Financial Proposal (This condition is only for Local bidders from Pakistan).

Special Note: Foreign bidders are exempted to submit earnest money with financial proposal.

Financial Proposals shall remained sealed and in the custody of PIA until the receipt of Evaluation Reports from competent Evaluation Committee by PIA.

Earnest Money / Security Deposited against a running tender/contract (s) Purchase Orders(s) OR previously submitted against other tenders (except the same repeat tender) shall not be transferable/entertained in the current tender.

Financial Proposal of only technically qualified bidder(s) will be opened on later stage (to be informed successful bidders) Remaining those bidders who will not qualify in Technical Evaluation stage, their Financial Proposals shall be returned as un-opened.

(d) ACCEPTANCE / REJECTION OF TENDER

PIA does not pledge herself to imperatively accept the lowest bid, but reserves the rights to accept or reject any or all bids / quotations at any stage as per PPRA rules.

To divide business among more than one supplier or to accept the tenders at rates on lowest individual items; OR To extend the date of opening as per PPRA rules.

Authorization from the Principal (if Authorized Agent / Distributor) on behalf of OEM participating [Attach Copy] [Original may be asked to show at time of tender opening] documents along with Bank.

- (e) Quotation/bids must be filled on Tender Schedule A in annexure duly seal & Sign of competent Authority of participating company.

Sign & Official Seal of Bidder

Shipment Inco-Terms:

- (a) PIA will preferred shipment Inco-terms will be FOB KHI/DXB/LHR/YYZ/CDG/NYC basis, **however, bidder(s) can mention their own shipment Inco terms.**
- (b) The quote must specify delivery/lead time for the deliveries of goods to PIA.
- (c) **PIA preferred Payment terms are Net 30 Days (NTD)**
- (d) Bids through e-mail shall not be entertained in this particular tender
- (e) Inspection of each delivery item will be carry out by PIA Quality Inspection Division at HO Karachi)
- (f) Bidders must comply with TORs and Evaluation Criteria of PIA and required to furnish with their Technical Proposals

Yours truly,

for **(Pakistan International Airlines)**

____s/d____

General Manager Procurement
Supply Chain Management Building
Near PIA Head Office (Terminal-1)
Karachi Airport Karachi Pakistan
Tel: 0092 21 99044423 /
email: khijzpk@piac.aero

Seal & Sign of Bidder

Encl:

1. Tender Schedule-"A"
2. Mandatory Requirement / Terms &Conditions/Check list
3. Undertaking
4. Integrity Pact

Notes: Prescribed Tenders form may also be downloaded from

<https://www.piac.com.pk/corporate/sales-procurement/tenders>

OR <https://www.ppra.org.pk/>

Annual Requirement of Paint and Allied item for the year 2022-2023						Tender Schedule-A	Tender Ref:	GMP/AC-PAINT/09/2022	
						Date	05-09-2022		
S.N	Nomenclature	BAC No	Specification	QTY	UOM	Unit Price (per Ltr)	Currency	Extended Value	Shelf Life
(AA) BASE PAINTS System Specs: (AMIS 04-04-031,032,033,037/ AMS3095A)									
01	Paint (White)	BAC70846	AIMS 04.04.013 OR	1190	LTR				
02	Paint (Warm White)	BAC 780	AIMS 04.04.025 OR	1060	LTR				
03	Paint (Green)	BAC 94372	AIMS 04.04.031 OR	375	LTR				
04	Paint (Golden Brown)	MICA*	AIMS 04.04.032 OR	175	LTR				
05	Paint (Grey)	BAC707	AIMS 04.04.033 OR	960	LTR				
06	Paint (Black)	BAC 701	AIMS 04.04.037	80	LTR				
(BB) COMPATIBLE ALLIED ITEMS									
07	Activator	Qty of allied items to be provided by bidder as per ratio with each base paint Qty	Associated with above Paint Specifications		LTR				
08	Hardener				LTR				
09	Thinner				LTR				
10	Cleaning Solvent				LTR				
11	Primer		MIL-P-23377 Type 1 / BMS10-79 Type 1	50	KIT				
12	Primer		BMS10-79 Type II & III	20	KIT				
EDD/Lead Times of offered products:						Additional Charges (if any)			
VAT charges not applicable in financial bids						Other Misc. charges (if any)			
Total Value in words: _____						Total Value in Figure (Currency)			
CHECKLIST	Special Note:-					Company Name:- Authorized Signature & Seal:- Contact No:- Email: Date:-			
	1-While filling Schedule-A for Technical Proposal only fill with brand name, shelf life, Sample /Certificate /Literature (where applicable) and avoid to mention prices in Technical Proposals. 2-While filling Schedule-A in Financial Proposal Please mention prices of each item along with other charges if applicable. 3- Quantity of items given on approx. consumption basis and may be procured on staggered delivery basis. 4- Quantity of Activator/Hardener/Thinner/Cleaning Solvent/Primers shall be determined by bidder as per ratio of consumption of paint items. Each base paint and all allied compatible items are in Liters for quotation purpose. 5- Preference will be given to Boeing, Airbus & ATR approved OEMs of Paint Manufacturers or their Authorized Distributors in bidding of paint & allied items 6- Golden Mica color shade will be selected from the shades offered by successful bidder, as agreed by Brand Management 7- Tenderers required to comply with TORs and Evaluation Criteria with Technical Proposals.								

Evaluation CRITERIA Of Technical Proposals

S/N	Criteria	Marks
1	Compatibility including Touch up work	25
2	INDUCTION TIME	10
3	POT LIFE	5
4	DRY THICKNESS	10
5	EQUIPMENT	5
6	DRY TIME	10
7	COVERAGE m ² /1μ	10
8	WEIGHT INCREASE	10
9	GLOSS	5
10	SHELF LIFE	10
Total		100
PASSING MARKS =		70

TORs (Terms of References)

- Paint & associated compatible items must be as per required Specifications.
- Associated materials like Thinner, Activator, Hardener quantity to be accompanied as per paint proportion given by paint manufacturer.
- Paint & associated compatible item's quality must be as follows for durable performance and to avoid common paint problems.
 - International standard
 - Shelf life should be two years.
 - Top coat system
 - Extensive Durability
 - Resistance to ultraviolet (UV) light and weather
 - Help protect against corrosion by retarding oxidation and etching of the Aluminum skin and fasteners, thereby prolonging aircraft life.
 - Resistance to Hydraulic and chemicals.
 - High gloss
 - To ease spot repair
 - Minimum process time
 - Technical Bid without sample (01 KIT of each paint item) will be considered as rejected.
- **Fully compatible for touch up work with existing system.**

MANDATORY REQUIREMENTS AFFIDAVIT & CHECK LIST

TENDER REF: PIA Tender /2022-23

1	We are participating as: (<u>Tick</u> as applicable) Manufacturer / OEM / Authorized Distributor / Whole Seller / General Order Supplier / Stockiest / None of All.	(In case of authorized Distributor) Our Principals are M/ s: _____ [Note: Please attach Copy as applicable]
2	We are registered with following Authorities and Company Registration Numbers are: <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> Note: 1. Please write 'N/ A' where Not Applicable. 2. Please attach Copies of notified Documents.	(For local /Pak based vendors only) GST : _____ Local bidder NTN : _____ Local bidder ISO CFT : _____ Foreign Local Others if any _____ Foreign/Local
3	We have attached: Note: [Don't write any amount in Earnest Money's column, if it is Single Stage Two Envelope Bid]	Tender Fee (Rs) : _____ [In Tech. Proposal] * Local Earnest Money: _____ [In Financial. Proposal] ** Local [For local/Pak based vendors only]
	* P.O / CR. No _____ Drawn on Bank: _____ Branch: _____ for Local bidders ** P.O / CR. No _____ Drawn on Bank: _____ Branch: _____ for Local bidders	
4	Offered item will be from Fresh Stock and Minimum Expiry shall be (1) One Years.	
5	Our offered item(s) contains Warranty / Guarantee	No / Yes _____ Years / Months (By Manufacture.)
6	Product Specific "MANDATORY" Requirements Specs: _____ Qty: _____ Brand Equivalent To: _____ SLE/Expiry Date We are submitting Quality Samples Qty _____ ea. along with our Technical bid (if applicable)	
7	Special Note: All foreign participating Vendors are exempted from tender fee and earnest money. Local bidders means those bidders who are participating in tender from within country of Pakistan.	
8	We are quoting JUST ONE RATE (all misc. charges (if applicable) mentioned separately) that are firm & final in all respects, and Quotation shall be valid for 180 days countable from the date of Financial bids opening.	
9	We have attached (duly signed and affixed sealed) Integrity Pact on our letter head. The same shall be submitted by us	
10	We are agreed for Payment terms Net Thirty Days (NTD)	
11	We understand that the required quantities may be increased / decreased by 15 %.	
12	I / We do hereby affirm that: I / we have read and understood the terms and conditions of the tender as mentioned above & agreed that our bid is in line with the terms and conditions of this tender. Whatever is written above is true to the best of my knowledge and belief. I / we are fully aware that my / our bid may be rejected if; at any time, any of the entry is found wrong / false. This tender is filled in; the signature & affixing the company's seal on all pages are by me.	

Name : _____ Designation * : _____
 Address: _____
 _____ E-Mail : _____
 Cell No: _____ Tel No : _____ Fax No: _____

Authorized Signature (Bidder): _____ Company's Seal : _____

* **Note:** Please specify whether you are signing as:

- : Sole Proprietor or Attorney (if Proprietorship)
 : Active Partner or Attorney (if Registered under Partnership Act)
 : Secretary / Director / Manager (if Registered under Company's Ordinance)

(To be submitted on Company Letterhead)

To:
General Manager Procurement
Supply Chain Management Department
Pakistan International Airlines. Karachi

Subject: Undertaking to Execute Contract

Dear Sir,

We/I, the undersigned bidders do hereby confirm, agree and under take to do following in the event our / my tender for supply of _____ to PIA is approved and accepted: That we / I will into and execute the formal contract/PO, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledge and which has been studied and under stood by me / us without any change, amendment, revision or addition thereto, within a period of seven days when required by PIA to do so. That all expense in connection with the preparation and execution of the contract including stamp duty (if applicable) will be borne by us / me. That we / I shall deposit with PIA the amount of security as specified in the contract which shall continue to e held by PIA until three months after expiry of the contract period. That in event of our / my failure to execute the formal contract within the period of seven days specified by PIA the Earnest money held by PIA shall forfeited and we / I shall not question the same.

(To be submitted with the technical proposal only)

Bidders Signature:

Full Name:

Designation:

Address:

Phone/Fax No:

Seal :

Date:...../...../2022

INTEGRITY PACT/DISCLOSURE CLAUSE

(To be submitted on Company's Letterhead)

Declaration of Fees, Commissions and Brokerage Etc. Payable by the Suppliers, Vendors, Distributors, Manufacturers, Contractor & Service Providers of Goods, Services &

Works _____ the Seller / Supplier / Contractor hereby declares its intention not to obtain the procurement of any Contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative sub-division or agency thereof or any other entity owned or controlled by it (GOP) through any corrupt business practice. Without limiting the generality of the forgoing the Seller / Supplier / Contractor 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, agent, 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 Government of Pakistan, except that which has been expressly declared pursuant hereto. The Seller / Supplier / Contractor 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 Government of Pakistan and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty. The Seller / Supplier / Contractor 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 Government of Pakistan under any law, contract or other instrument, be void-able at the option of Government of Pakistan. Notwithstanding any rights and remedies exercised by Government of Pakistan in this regard, the Seller / Supplier / Contractor agrees to indemnify Government of Pakistan for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to Government of Pakistan in any amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by the Seller / Supplier / Contractor 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 Government of Pakistan.

Signature of Bidder _____

Sign/Seal/Stamp _____

Date/Place _____