

## **Ad for Security Services**

### **Security Services Required for PIA flights at MAN Airports**

Competitive offers are invited from authorized Security Services companies for security services of PIA flights at MAN airport in UK. Required detailed specifications in the form of RFP can be downloaded from PIA website [www.piac.com.pk](http://www.piac.com.pk) or PPRA website [www.ppra.org.pk](http://www.ppra.org.pk)

Sealed offers should be submitted on or before 4<sup>th</sup> April 2022 by 1300 hours LT in the manner prescribed in RFP on the address given in RFP.

## **REQUEST FOR PROPOSAL OF SECURITY SERVICES FOR PIA FLIGHTS** **AT MAN AIRPORT, UK**

PIA intends to hire services of well reputed ground handling company for the security services of its flights at MAN airport.

### **Rates needed for following aircraft types:**

B777-200, B777-200LR, B777-300, A330 all variants, A-320 all variants

### **Guidelines for the submission of proposals are given below:**

1. All proposals should be drawn on IATA SGHA 2018 format.
2. Rates quoted should be valid for 03 years'
3. This contract will be for three years, with a standard 60 days exit clause, with no condition on termination.

### **Besides the proposals, following information should also be submitted:**

- List of current clienteles, along with the type of aircraft & security provided to them.
- Letter of recommendations from 02 existing clients
- Authorization from airport authority to operate from terminal/airport.
- Employees Training Record including;
  - List of Mandatory trainings
  - Security Certification Details
- Acceptance of our flight schedule & SLA
- ISAGO certification OR any other certification
- Company profile details including financial statement of last 3 years

### **Important:**

Tender will be opened on "single Stage Two Envelope" basis. All bidders must submit two sealed envelopes simultaneously, one containing Technical proposal and the other Financial Proposal. Technical Proposal will be opened on tender opening date. PIA will be at liberty to extend the opening date, revise the requirement or annul the whole tender proceedings at any stage prior to opening of Bids; no change will be done after the bids are opened.

Closing date/time which is the last date for submission of tender is 4<sup>th</sup> April, 2022 by 1300 hours LT. Please submit your bid at below given address:

Nadeem Murtaza  
Station Manager  
Manchester

**Pakistan International Airlines**

Room 1187, Level 1,  
Terminal 2,  
Manchester Airport  
M90 4AX

UNITED KINGDOM

Telephone +44 (0) 161 4992155 / +44 (0) 161 4892849

Email [mankkpk@piac.aero](mailto:mankkpk@piac.aero)

In addition please note that;

1. Technical proposals will be opened on the same day at **1330 hrs LT** in presence of all participating agents who wish to attend.
2. Pakistan International Airlines reserves the right to reject any tender in part or full without assigning a reason, however PIACL will not be required to justify the grounds of rejection'
3. Interested parties who can provide these services should submit tenders directly with PIACL, no sub-agents will be entertained,
4. No tender will be entertained after expiry of aforesaid date & time. PIA will not be responsible for postal delays or any other reason.

## Technical Evaluation Criteria

All proposals will be evaluated as per following criteria:

Marks weightage:- Technical: 50%.

Marks weightage:- Financial: 50%.

Financial Proposal of only Technically Qualified Proposal will be opened. The Handling Agent getting maximum marks on 50-50 weightage (50 % for Technical & 50 % for Financial will be awarded contract).

Mandatory Requirement		Ground Handling Company	
Technical Evaluation Performa		Y=IN/ N=OUT	
Authorization from	Y/N		
Provision of Basic Security Services as per IATA SGHA for narrow body and wide body aircrafts (whichever aircraft is operated)	Y/N		
Other Requirements	Comments	Weight	Score
<b>Type of Handling Provided</b>	All services provided by the bidding company	20	
	Sub contractors	10	
<b>Clientele</b>	More than or equal to 5 airlines. At least one 5 star airline	20	
	More than or equal to 5 airlines	15	
	2 to 5) airlines	10	
<b>Acceptance of SLA &amp; Schedule</b>	Complete Acceptance	10	
	Partial Acceptance	05	
<b>Letter of Recommendation</b>	From 2 or more airlines	10	
	From less than 2 airlines	05	
<b>Training &amp; Certification</b>	ISAGO certified company	10	
	Any other certification	05	
<b>Company profile and experience</b>	Highly established, well experienced(	10	

	more than 5 years)		
	Experience 7 to 5 years	7	
	Experience 1 to 5 years	5	
<b>No. of skilled manpower</b>	80% trained staff	20	
	60% trained staff	10	
<b>Total score</b>	Minimum passing marks 70	100	

**Required List of Services as per IATA SGHA 2018;**

**Section 7: Security**

7.1.1(a)(2), 7.1.3(a)(3), 7.1.4(b)(1), 7.4.1(1), 7.4.2(a), 7.4.3(a)(1)(i),

**Manpower Requirement and Deployment for Security Services;**

#	Description	No. of Agents for One flight	No. of Agents for Two flights
I	Executive Economy Class Queue Comber	1	1
2	Economy Class Queue Comber	1	1
3	Out of Gauge Baggage Handler	1	2
4	Aircraft Access Control/Guard the Aircraft	2	4
<b>Total</b>		<b>5</b>	<b>8</b>

### **Service Level Agreement:**

1. The Security Company will ensure availability of agreed manpower for PIA flights.
2. Agreed number of manpower must be present at the airport 4 hours prior to the STD till the departure of the aircraft.
3. The security Company will be in compliance with all Government legislations and local regulatory authorities.
4. All staff will be in Security Company's uniform, will be of the highest grooming standards and will adhere to full uniform standards.
5. All staff will be fully trained as per Department for Transportation and security company will provide additional staff during inspections or on carrier's request.
6. All staff will be issued necessary Airside Airport Entry access pass without any financial obligation to PIA.