

PIA

Pakistan International Airlines
Supply Chain Management
Commercial Purchases Section
Tel: 99043304
E-mail: dgmipc@piac.aero

REF: 20010818-20010571

Dated: 18-10-2020

Tender Cost: PKR 6,000

INVITATION TO TENDERS AND INSTRUCTIONS TO BIDDERS

M/S _____

Re-tendered

Subject: **Tender Document for the Procurement of Network Infrastructure Improvement in Head Office Finance Of 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 desire to engage the firm(s) for the purchasing of IT Equipment. The Equipment's specification and quantity are mentioned in Annexure A.

SCOPE OF Work

- The vendor should provide support in installation and configuration of equipment.
- The Vendor should provide warranty and onsite support with parts and labor as mentioned in Annexure A with Technical Specifications of the hardware.
- Vendor should provide complete support for integration with existing environment/system.

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 in compliance with PPRA Rule.
- 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 fulfil all requirements as laid down in Annex-A "Technical Specifications" and Annex-C "Mandatory Requirements" of evaluation criteria.
- That proposed bid may be rejected if any of the requirement is not met in "Mandatory Requirements and technical specifications" and no further condition shall be given.
- That minimum qualifying score is 65% (in General Requirements).

ANNEXURE A - Technical Specifications

All specifications to include " or equivalent " wherever applicable

The following are the Quantity and Technical Specifications of Equipment:

Equipment	Quantity
Aggregation Switch	12
Access Network Switch	32

Technical Specification

Access Network Switch	Aggregation Switch
At least 48 x 1000 Base-T ports including 4 x GE SFP ports with multimode optical modules with all 1G SX SFPs. Should include all SFPs	At least 24 X 1000 Base-T ports including 4 x 10 GE SFP+ ports with single mode optical modules with all 10G LX SFPs. Should include all SFPs
Forwarding Performance : 70 mpps or higher Switching bandwidth : 300 Gbps or higher Must be fully managed Switch	Forwarding Performance : 90 mpps or higher Switching bandwidth : 300 Gbps or higher
Required minimum support for 1023 VLANs or higher. MAC Capacity 16K	Required minimum support for 1023 VLANs or higher. MAC Capacity 16K
Must support QoS	Must support QoS/ACL. Should support Rate limiting on Packets and traffic shaping on ports.
Support at least static route, RIP, OSPF, RIPng, OSPFv3, PBR	Support at least static route, RIP, OSPF, IS-IS, BGP, PBR, RIPng, OSPFv3, BGP4+, IS-IS for IPv6
Support SDN solution, Netconf/YANG	Support SDN solution, Netconf/YANG
Devices must support 802.1X standard and MAC address authentication	Devices must support 802.1X standard and MAC address authentication
AAA, Radius and Tacacs+ etc.	AAA, Radius and Tacacs+ etc.
	Must have redundant Power Supplies
Should have at least security features like port isolation and should have protection against DoS, ARP, and ICMP attacks	Should have at least security features like port isolation, port security, and sticky MAC. At least should have protection against DoS, ARP, and ICMP attacks
Must have at least Simple Network Management Protocol (SNMP) CLI configuration	Must have at least Secure Shell (SSH) Protocol and Simple Network Management Protocol Version 3 (SNMPv3) or higher, CLI configuration
	Must Support Stacking with dedicated Stack cables
Must include all SFPs, connectors, cables and necessary accessories etc.	Must include all SFPs, connectors, cables and necessary accessories etc.
With three years warranty and onsite support with parts and labor	With three years warranty and onsite support with parts and labor
Quantity = 32	Quantity = 12
Per Unit Cost (PKR)	Per Unit Cost (PKR)
GST (if applicable)	GST (if applicable)
Cost of Total QTY (with GST)	Cost of Total QTY (with GST)

ANNEXURE C-EVALUATION CRITERIA

Mandatory Requirements

S.No.	Description	Documents
1	Company must be OEM or OEM certified partner / or Authorized Distributor of OEM	Partnership Certificate
2	GST, NTN and SECP registration certificate	Relevant certificate
3	The vendor must be authorized by their OEM/Principal specifically for this procurement	OEM Letter
4	Company must have geographical presence in Karachi and Islamabad. More locations will be an added advantage.	Office addresses
5	Quote the Unit Rate and GST (if applicable) SEPARATELY	Tender Document (Financial)
6	Must not be black Listed / Debarred from any other organization.	Records/Affidavit
7	Must be Active Tax Payer	Online verification
8	Solution must be produced by same OEM	
9	Devices must support 802.1X standard	
10	The Equipment should not be refurbished	
11	Company should provide local trainings for 05 persons for provided solution/equipment on Principal/OEM official curriculum.	
12	Company shall be responsible for providing Resident Engineer/Certified Professional on offered solution/equipment for layer 2 & layer 3 support for one year, at PIA's Primary Data Center at Karachi during general office hours.	
13	OEM must be in Gartner 2019 for wired / wireless LAN access infrastructure in Leaders/Challengers/Visionaries	

General Requirements

S.No.	Description	Marks	Documents
1	Geographical Presence	1 Locations = 5 Marks Max = 15	Offices' addresses
2	<u>Availability of Technical Staff</u> (relevant category Engineers + Technicians + Product Certified Resources)	1 Technical Staff = 3 Marks Max = 15	Staff List+ CVs of certified resources
3	Financial Strength (Annual Turnover)	2 Million= 1 Mark Max = 20	Last two years audited reports *Evaluation will be on the basis of 2019
4	Number of years in business	1 Year = 3 Marks Max = 15	Company registration certificate
5	Similar projects or delivery of goods successfully completed in last five years (SLA / PO at least 01 Million)	1 Project/Delivery = 2 Marks Max = 20	Purchase Orders

Passing / Qualifying marks = **65%** of the total

Bidders securing Less than 65% will not be entertained further

Financial Evaluation

S.No.	Description	Quantity	Equipment Each Unit Cost, PKR	GST, PKR	Cost of Total QTY (wity GST), PKR
1	Aggregation Network Switches	12			
2	Access Network Switches	32			
	Total				

Terms and Conditions

- They have quoted the rates *inclusive of all GOVT Taxes*, but; *GST Separately*.
- Required / tendered quantity may increase or decrease by **15%**.
- SCM Department (PIA) will not be held responsible for any postal delay.
- **Validity of Quote:** Quote must be valid for **120 Days** countable from date of opening of Technical Bid.
- **Bid must be typed on Computer Or Typewriter or Rates are covered with adhesive transparent Tape.** Else bid will be rejected on Spot by Tender Committee.
- **Registration of Firm:** Participated must be registered with FBR (active Tax Payer in GST)
- **Delivery:** Delivery must be made as per Schedule given in Purchase Order.
- **Rejection:** Item found below PIA standard shall be rejected / returned at the cost to the vendor.
 - **Guarantee / Warranty:** Guarantee & Warrantee must be provided. (if Applicable)
 - **Payment Terms:** Payment terms **NTD** (Net Thirty Days). Advance Payment shall not be made for Commercial items. Hence payment term will be NTD after submission of invoices.
 - **Deduction of Tax:** Income Tax will be deducted at source.

A. Declaration by Bidder: We/ I hereby affirm that all terms and conditions of the said tender are read and understood and we / I expressly confirm and agreed that our bid is in consonant to the terms and conditions of the tenders.

Tenderer's Signature _____ Designation _____

Address _____

Tel No. _____ Fax No. _____ Email _____

GST No. _____ NTN NO. _____

Seal _____

Each Page of this Must Be signed & Company Seal