

REF: GM CM/CONT/APUs Model APS3200/21

M/S _____

Sub: Repair /Overhaul of Hamilton Stansted APUs Model APS3200 installed on the PIA A320 (AP-BLB, AP-BLC and AP-BMX) Fleet

Dear Sirs,

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/ supplies 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 Building JIAP Karachi latest by **28-04-2021 at 1030 Hrs.** 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 Contract Management 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 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 Technical Proposal (Local Bidders).

B) EARNEST MONEY (Local Bidders)

The Tender should be accompanied a Pay Order payable (valid for 120 days from the date of tender opening) equivalent to 2 % of total bid value in the name of M/SPAKISTANINTERNATIONAL AIRLINES as interest free Earnest Money(Refundable). Earnest Money in any other shape shall not be accepted. Earnest/Security Money deposited against a running contract(s) purchase orders(s) shall not be transferable as earnest money for any other tender. All tenders without Earnest Money shall not be considered.

Note: Submission of Tender Fee and 2% Earnest Money is for Local Bidders Only

C) SECURITY DEPOSIT

The successful tenderer upon award of Contract/Purchase Order will be required to furnish security deposit (pay order) in the amount equivalent to 5% of total tender value stated in the Letter of Acceptance as interest free Security deposit 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.

D) PREPARATION OF TENDER “Single Stage Two Envelope Basis”

- The BID (Tender) submitted shall comprise of a single package containing two sealed envelopes, each envelope shall be marked and will contain “**TECHNICAL**” and “**FINANCIAL**” proposal.
- On the given tender opening date only “**Technical Proposal**” will be opened in the presence of tenderers available.
- The “**Financial Proposal**” shall be shown to the parties but will be retained with PIA without being opened.

- After Technical Evaluation of the received Technical Proposals, Financial Proposals will be opened publicly at the date, time & venue to be announced and will be communicated to the bidders in advance.
- PIA will open the “Financial Proposals” publicly of the parties whose Technical Proposals have been found acceptable.
- Financial Proposals of the technically not-acceptable bids shall be returned *un-opened* to the respective bidders.

E) PREPARATION OF TENDER - TECHNICAL PROPOSAL:

All mandatory requirements are given in the schedule

Please give all the available technical details of the items offered by you, supported with the technical literature, brochure, drawings and pictures, client list details, authorization certificates etc.

BIDS / Tenders / Technical Proposal received shall be evaluated in accordance with the given technical specifications.

PIA’s requirements with Technical Specifications are given.

Bidders **MUST:**

- Be registered with Sales Tax Authorities. (Please attach copy of Registration Certificate). (Local Bidders Only)
- Quote Rates, GST, and other taxes separately.
- Bid on Prescribed Proforma issued by PIA.
- Affix the company seal on all tender documents.

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

F) PREPARATION OF TENDER - FINANCIAL PROPOSAL

The tenders should be enclosed in double cover. The inner cover should be sealed having enclosed the following documents:

- a) Original Pay Order for Earnest Money (Local Bidders).
- c) Undertaking on Rs. 100/= above non-judicial Stamp Paper duly signed and stamped by a Public Notary Oath Commissioner, foreign bidders are required to provide the same on company’s letterhead
- d) The outer cover should bear address of the General Manager Contract Management, PIA SCM Building, Karachi Airport and reference number of the tender with opening date of tender.
- e) All information about the services /material proposed to be supplied must be given as required in the schedule to tender.

G) PRICES

- a) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order/Contract.
- b) The Prices must be stated both in words and figures. Additional information, if any must be linked with entries on the Schedule to Tender.
- c) Offers must be valid for 120 days.

H) Duration of Contract

This contract shall be for a term of Three (03) years from the Effective Date hereof starting from ----- to ----- . Either Party may without prejudice to its other rights under the law or in equity terminate the Agreement by a notice in writing of sixty (60) days, at any time during the term of this Agreement.

Iftikhar M. Usmani
GM Contract Management
Supply Chain Management
PIA Head Office, Karachi.
Ph: 021 9904 3081, 9904 4216
Email: gm.cm@piac.aero, contract.administration@piac.aero

BIDDING DOCUMENTS

FOR

Repair /Overhaul of Hamilton Stansted APUs Model APS3200 installed
on the PIA A320 (AP-BLB, AP-BLC and AP-BMX) Fleet

Section A - Instructions to Bidders

1. Scope of Bid

Pakistan International Airline (PIA) invites “sealed bids” from interested parties for the Repair / Overhaul of Hamilton Stansted APUs Model APS3200 installed on the PIA A320 (AP-BLB, AP-BLC, AP-BLD & AP-BMX) Fleet. The services must include following,

- Complete Overhaul of APU Model APS3200 with up to date MOD status. (i.e. incorporation of all Applicable ADs, Mandatory SBs and recommended ADs/SBs by the OEM)
- Availability of Loaner APU to support operations of Aircraft

2. Parties qualified to apply (Mandatory Requirements)

S/N	PRE-QUALIFICATION	YES / NO
1.	Must have in-house repair / overhaul capability of A320 APUs AP3200	
2.	PIA requires certification EASA Form-1 or FAA Form 8130 or TCA Form 24-0078 for repaired / overhauled APUs.	
3.	The Service Provider must get their facility audited and approved by Pakistan Civil Aviation Authority (PCAA)	
4.	No PMA Parts Allowed	
5.	No DER Repairs Allowed	

Note: Offer MUST contain the above table duly filled to consider the proposal.

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 successful service providers for PIACL in efficient, transparent and economical manner.

Note: Proposals must contain the criteria table duly filled with offer mentioned against each field.

Evaluation Criteria

Following Criterion will be used for Evaluation:

1. Technical Evaluation Criteria

Following Criteria will be used for Technical Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	Turnaround time	Calendar days	08	
2.	Penalty clause in case of extension in TAT	USD Per day	05	
3.	Availability of Required Parts in advance exchange & Repair if Required.	Agree / Not Agreed	04	
4.	Lease Engine offer in case of extension in TAT without Daily Rental	Agree / Not Agreed	04	
5.	Warranty terms			
	a) On-wing life (Days)	Calendar Days	05	
	b) On-wing Life (Flight Hours)	Flight Hours	05	
6.	Number of Overhaul of APU performed in last three years (Minimum 30 APUs)	In Numbers	04	
7.	Performance Guarantees			
	a) On-wing life (Days)	Calendar Days	05	
	b) On-wing Life (Flight Hours)	Flight Hours	05	
8.	In case of failure of APU within Warranty / Guarantee period, Service Provider will provide loaner APU, repair and transportation on FOC Basis	Agreed / Not agreed	05	
Total			50	

USD = US Dollars

Marks will be calculated as per following formula:

Obtained Marks (A) = (Best Offer / Bidder's offer) x weightage

NOTE: It is mandatory to achieve 70% marks to qualify as successful bidder

2. Financial Evaluation Criteria

Following Criteria will be used for Financial Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	Not to Exceed Pricing including APU Test Charges (inclusive of fuel & oil)			
	a) NTE for APU Major Repair including LLP Repairs	USD	17	
	b) NTE for APU Major Repair including LLP replacement (If required)	USD	21	
2.	Not to Exceed Cost for BER (inclusive of Replacement and Repair / Overhaul of LLPs and LRUs)	USD	22	
3.	BER Declaration	% CLP	03	
4.	Availability of loaner unit in AOG Situation (on FOC Daily rental against shop visit)	Yes/No	03	
5.	APU Consumption charges per hour	USD	03	
6.	Loan / Lease Charges per day	USD	02	
7.	APU Test Charges (inclusive of fuel & oil)	USD	01	
8.	Non Routine Labor Rate	USD	01	
9.	Discount on New Parts Supply	% CLP	02	
10.	Price of Used Parts Supply	% CLP	02	
11.	Exchange Fee for Used Serviceable Replacement Parts	% CLP	01	
12.	Handling Fee on New Parts	% CLP	01	
13.	Capping on New Parts Handling Fee per Item	USD	01	
14.	Handling Fee on Used Parts	% CLP	01	
15.	Capping on Used Parts Handling Fee per Item	USD	01	
16.	Sub-Contracted Work Surcharge	% Invoice	01	
17.	Capping on Subcontracted Work per Item	USD	01	
18.	Annual Escalation	%	03	
19.	Sharing of Transport charges to and from PIA station	%	05	
20.	Invoices to be paid on 30 days net after receipt	Agreed / Not agreed	03	
21.	On-time payment Discount (Payment within Net 30 days)	%	02	
22.	Volume Discount for agreement of 03 years	%	03	
	Total		100	

Marks will be calculated as per following formula:

Obtained Marks (B) = (Best Offer / Bidder's Offer) x weightage

3. Methodology for Assessing Best Evaluated Bid

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

$$X = A + B$$

Where,

X = Net Outcome

A = Marks obtained in Technical Evaluation

B = Marks obtained in Financial Evaluation

The offer with highest Net Outcome will be considered as the Best Evaluated Bid.

NOTE: It is mandatory to achieve 70% marks to qualify as successful bidder

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 from Government of Pakistan.

(RUPEE ONE HUNDRED NON-JUDICIAL STAMP PAPER)

General Manager Contract Management)
Supply chain Management
Pakistan Intentional Airlines
Karachi.

Subject: **UNDERTAKING TO EXECUTE CONTRACT**

Dear Sir,

1. We / I, the undersigned tenderer do here by confirm, agree and undertake to do following in the event our / my tender for _____, is approved and accepted:-
2. That we / I will enter into and execute the formal contract, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledged and which has been studied and understood by me / us without any change, amendment, revision or addition thereto, within a period of seven days when required by PIA to do so.
3. That all expenses in connection with the preparation and execution of the contract including stamp duty will be borne by us / me.
4. That we / I shall deposit with PIA the amount of Security/ performance guarantee as specified in the contract which shall continue to be held by PIA until three months after expiry of the contract period.
5. 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 stand forfeited and we / I shall not question the same.

Tenderer's Signature _____

Name in Full _____

Designation _____

Address: _____

Phone / Fax # _____

N.I.C. # _____

Seal _____

Date _____