

REF: Pre-Qualification/ Simulators/01/19

M/S _____

Sub: Prequalification of Companies for Provisioning of ATR42/72-500 and A-320 Simulator Training Services

Dear Sirs,

Pakistan International Airlines, National Flag Carrier, and premier airline of the region invites applications from the original manufacturers / suppliers / Contractors registered with Civil Aviation, Income Tax and Sales Tax Departments and who are on Active Taxpayers List of the Federal Board of Revenue (tax registration is applicable on local bidders only) for prequalification of ATR42/72-500 and A-320 Simulator Training Service Providers.

A) SUBMISSION OF PROPOSAL

1. You are required to send your sealed pre-qualification proposals addressed to General Manager Procurement, Supply Chain Management Department, PIA Head Office, Karachi, latest by **28-08-2019 at 1030 Hrs PST**. The tenders may be dropped in the tender box marked as **“Tender Box Commercial Purchases”** placed at the entrance of the PIA SCM Building latest by 10:30 hours on the specified date. You may also send your proposals through registered A/D mail addressed to General Manager Procurement, which must reach before the closing date and time mentioned above. Proposals will be opened at **11:00 hrs PST** on the same day in the presence of the bidders who wish to attend.

2. Proposals received after stipulated date & time shall not be considered. The Company will not be responsible for postal delays. The decision of Chairman Tender Committee in this respect shall be final and binding.

3. Bidders are required to submit a Pay Order of Rs. 3000/- (Non-Refundable) as tender fees along with the proposal (Local Bidders).

B) EARNEST MONEY (Local Bidders)

The Tender should be accompanied a Pay Order payable (valid for 90 days from the date of tender opening) equivalent to 2 % of total bid value in the name of M/S PAKISTAN INTERNATIONAL 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.

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

Tenders would be called on **Single Stage One Envelope** basis.

- The BID (Tender) submitted shall comprise of a single package containing envelope shall be marked and will contain “**FINANCIAL**”
- The “**Financial Proposal**” shall be shown to the parties but will be retained by PIA without being opened.

E) PRICES

- The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
- 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.
- Offers must be valid for 90 days.

F) DURATION OF CONTRACT

This will be a two year contract, where the service provider will redesign and develop the website within the timeline defined in Project Plan, and after the completion of website redesign and development as per Project Plan, the service provider will provide services for mobile and website maintenance for the specified period of two years.

Instructions to Bidder

PREPARATION OF 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/ criteria.

PIA's other requirements are given.

Bidders **MUST**:

- Be registered with Sales Tax Authorities; please attach copy of Registration Certificate (Local Bidders Only).
- Affix the company seal on all tender documents.

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

Yours truly,

General Manager (Procurement)
Tel: 021 - 9904 3181, 9904 3081
Email: khijzp@piac.aero
contract.administration@piac.aero ,
khiork/KHI/Pakistan/PIAC

Request for Proposal

Pakistan International Airlines Corporation Limited invites proposals from short listed firms / companies for ATR42/72-500 and A-320 Simulator Training Services. With reference to the request for Proposal (RFP), all firms / Companies must meet the minimum laid down requirements / documentation, as per the detail given below. Pakistan International Airlines Corporation Limited reserves the right to reject or accept any or all proposals; however, the reason for the same will be communicated on request.

- 1) All necessary documents for Visa Processing should be issued in minimum possible time for trainees, instructors and PCAA Inspector (if required). In case of On arrival Visa all arrangements should be made by service provider. (Fees should be provided in proposal)
- 2) Hotel (5 Star) should be provided if Hotel arrangement required. (Name and Rates should be provided separately in proposal)
- 3) Confirmed Ticket ex-KHI should be provided in Business Class if PIA do not operate on the sector. (Airline and rates should be provided separately in proposal)
- 4) Simulator rates should be proposed in following format for Dry and wet Lease basis in USD

Recurrent/Transition Training		Dry training per Hour	Wet training per Hour
ATR	Fix Based Simulator (FBS)		
	Full Flight Simulator (FFS)		
A320	Fix Based Simulator (FBS)		
	Full Flight Simulator (FFS)		
Transition Training Full Package		Dry Training	Wet Training
ATR	Fix Based Simulator (FBS) - 03 Slots (04 hours each)		
	Full Flight Simulator (FFS) - 11 Slots (04 Hours each)		
	Total 56 hours (per set)		
A-320	Fix Based Simulator (FBS) - 06 Slots (4 hours each)		
	Full Flight Simulator (FFS) - 10 Slots (4 Hours each)		
	Total 64 hours (per set)		

Hotel Charges (Pick/Drop Airport)	
Ticket Charges	
VISA Charges (on Arrival only)	
Rest/Off day during transition	One “off” is required after 04 consecutive slots. At least 16 hours rest period is required between two slots

- 5) Simulator Slot timings will not be acceptable between 0001 to 0600 hours LT.
- 6) Simulator shall have minimum of 05 seats and in case of breakdown alternate arrangement should be provided.
- 7) The Service provider will also arrange transportation for Trainees, Instructor and PCAA Inspector from hotel to Simulator.
- 8) Payment terms for services, No show and cancellation charges should be flexible and mentioned in proposal.
- 9) Payment terms for services should be flexible.

Requirements for ATR-42/72-500 & A320 Simulators

S.NO.	REQUIREMENT	DESCRIPTION	
1.	Location	Preference will be given to the locations on PIA network or interline NSI ticket in Club Class will be arranged by the simulator company for trainees, instructors and PCAA Inspector (if required).	
2.	Visa	Visa on arrival, or to be issued in minimum possible time for trainees, instructors and PCAA Inspector (if required).	
3.	Accommodation	05 star Hotel	
4.	Transport	Pickup & drop from/to airport and from airport to the simulator on every training day	
5.	Transition Training Slots Requirement	ATR	Fix Based Simulator (FBS) - 03 Slots (04 hours each) Full Flight Simulator (FFS) - 11 Slots (04 Hours each) Total 56 hours (per set)
		A-320	Fix Based Simulator (FBS) - 06 Slots (24 hours each) Full Flight Simulator (FFS) - 10 Slots (40 Hours each) Total 64 hours (per set)
6.	Simulator slot Timings	Slot timings will not be acceptable between 0001 to 0600 hours LT	
7.	Rest/Off day during transition	One "off" is required after 04 consecutive slots At least 16 hours rest period is required between two slots	
8.	Recurrent Training Slots Requirement	ATR & A-320	Day 1, Full Flight Simulator (FFS) - 01 Slot (04 Hours each) Day 2, Full Flight Simulator (FFS) - 01 Slot (04 Hours each) (Total 08 hours (per set)
9.	Simulator slot Timings	Slot timings will not be acceptable between 0001 to 0600 hours LT	
10.	Utilization of simulators	PIA will utilize approximately 02 transition trainings and 10 recurrent sets (80 hours) per month.	
11.	Allocation of slots	The simulator company will allocate required simulator slots for 03 months in advance.	
12.	No show/cancellation charges	<ul style="list-style-type: none"> • Cancellation before 15 days - No charges • Cancellation from 07-14 days - 25% • Cancellation/No show 01-06 days - 50% • Provision for postponing of slots <p><i>Note: No cancellation charges will be applied in case of last minute cancellation/no show, if an unforeseen situation like cancellation/delay of flight, sudden sickness of a trainee or Instructor etc., is arisen.</i></p>	

13.	Quotation requirement	On Wet & Dry Lease
14.	Simulator Break-down	Simulator Company will compensate PIA
15.	Utilization of simulator	Subject to inspection/approval by the PCAA
16.	Certification	Simulator shall be PCAA ANO 91.0023 compliant
17.	Seating	Simulator shall have minimum of 05 seats
18.	Deal Confirmation	Subject to approval of PCAA

FSTD TECHNICAL SPECIFICATIONS

FSTD SPECIFICATION ATR	Type or variant of aircraft	ATR 42/72-500
	FSTD qualification level	Aero plane FFS Level D/Type 7
	Engine fit	Pratt & Whitney PW120, Hamilton standard 14 SF-5 propellers
	Instrument fit	According to aircraft type
	ACAS fit	TCAS II (ver. 7.1)
	Windshear	Profiles available
	CAT I / CAT II	
	Guidance information for training, testing and checking considerations	LVTO, Recency, IFR-training/check, Type rating, Proficiency checks, Auto coupled approach, Auto land/ roll out guidance, ACAS I/II, Wind shear warning system / Predictive wind shear, WX-radar, HUD / HUGS, FANS, GPWS / EGPWS, GPS, ETOPS capability, Smoke, RNP AAPCH Capability, Debriefing system

FSTD SPECIFICATION A-320	Type or variant of aircraft	Airbus A320-200 Standard 1.7/1.8/1.9
	FSTD qualification level	Aero plane FFS Level D
	Engine fit	CFM56
	Instrument fit	According to aircraft type Airbus standard equipped with TCAS, DDRMI and FMGC Thales Topflight or Honeywell Pegasus
	ACAS fit	TCAS II (ver. 7.1)
	Windshear	Profiles available
	CAT I / CAT II / CAT III	
	Guidance information for training, testing and checking considerations	LVTO, Recency, IFR-training/check, Type rating, Proficiency checks, Auto coupled approach, Auto land/ roll out guidance, ACAS I/II, Wind shear warning system / Predictive wind shear, WX-radar, HUD / HUGS, FANS, GPWS / EGPWS, GPS, ETOPS capability, Smoke, RNP AR Approach, Debriefing system

Evaluation Criteria

S. no	Tender Requirement	Max Score	Score Attained
1	<u>Company Experience:</u> 1). More than 10 years of experience (15 Marks) 2). 06-10 years of experience (10-14 Marks) 3). 01-05 years of experience (05-09 Marks)	15	
2	<u>Clientele Detail:</u> 1). Over 10 major clients (15 Marks) 2). 06-10 major clients (10-14 Marks) 3). 01-05 major clients (05-09 Marks)	15	
3	<u>Location:</u> 1). PIA Network (30 Marks) 2). Interline Connection (10-01 Marks) 3). No Connection (0 Marks)	30	
4	<u>Visa:</u> 1). Not Required (10 Marks) 2). On Arrival (05-01 Marks) 3). Others (0 Marks)	10	
5	<u>Financial Health:</u> Participating organization must provide annual Turnover, Authorized Capital, Net Profit Before Tax alongwith Tax Returns. 1). More than Rs. 100 M (20 Marks) 2). Rs 60-100 M (12-18 Marks) 3). Rs 10 to Rs. 50 M (02-10 Marks)	20	
6	<u>Litigation History:</u> 1). Nil Ligitation history (10 Marks) 2). 01-05 case history (01-05 Marks) 3). More than 05 case history (00 Marks)	10	
TOTAL....		100	

Minimum qualifying marks are 60

(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.

(To be submitted on Rs. 100 Stamp Paper)

GM Contracts Management
P&L Department
Pakistan International Airlines,
Karachi.

Subject: Undertaking to Execute the Contract

Dear Sir,

1. We/I, the undersigned bidder do hereby confirm, agree and undertake to do following in the event our / my tender for supply/Services of _____ to PIA is approved and accepted:
2. That we / I will into and execute the formal contract, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledge 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 expense 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 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 be fortified and we / I shall not question the same.

Bidder's Signature _____

Name in full _____
Designation _____
Address _____
Phone / Fax # _____
CNIC _____
Seal _____
Date _____