

PIA

Pakistan International Airlines

Airworthiness Management Section
1st Floor, Wide Body Hanger –Engineering & Maintenance Department
PIAC Head Office Karachi Airport.
Tel: +92-21-9904-5133, Fax: 92-21-34570120
E-mail:shahenshah.alvi@piac.aero

Tender Ref # **B777/Project/2022**

Date: 23.11.2022

Tender Fee. PKR 10,000/= (Local Bidders only).

CORRIGENDUM

Invitation for Tender and Instructions to Bidders

M/S _____

SUB: TENDER FOR THE FOLLOWING TWO PROJECTS:

- 1-In-Seat Power System for (10) B-777 Airplanes.
- 2-All Economy Conversion (05) B-777 Airplanes.

Dear Sirs,

We are pleased to invite from OEMS, Manufacturers / Authorized Distributors sealed tenders for the items listed in the attached schedule-'A'. 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/ drop your sealed tender by observing the following:

- It is on Single Stage Two Envelope Basis.
 - ➔Both envelopes should be separately sealed, (and marked as)
 - ➔Technical Proposal and Financial Proposal.
- Bids should be dropped in the box placed at the entrance of Main Building (SCM) marked as "**Tender Box Commercial Purchases**", or to be sent through Express mail Latest by **(14.12.2022), Wednesday , until (10:30) Hrs**

Technical Bids shall be opened on the same day **at (11:00 hours)**.

- Bids may also be sent through registered A/D mail / Courier, which must reach before the closing date and time (mentioned above) on the following address:

Manager Purchase Technical Commercial
1ST Floor SCM Building PIA Head Office
Karachi Airport-75200
JIAP KARACHI, Pakistan

- Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for postal delays. The decision of Deputy General Manager –Procurement Management – SCM in this respect shall be final and binding.

Sign & Official Seal of Bidder

B). PREPARATION OF TENDER

The Tenders should contain two envelopes. Each envelope should be sealed individually as follows:

- Technical Proposals should contain*:
 - a. Technical Literature / Brochures/ detailed Technical Proposals complete & Comprehensive.
 - b. Samples (if applicable)
 - c. Authority Letter (In the name of Rep. of Participating Co)
 - d. Tender Fee. **[P.O. of PKR 10,000/=] For (Local Bidders Only).**
 - e. Signed **Copy** of **Duly Filled** Page: [Only Page No. 5]
 - i.e. → **“Mandatory Requirements, Affidavit & Check List”**
- Financial Proposals should contain*:
 - a. Prescribed Tender Form (All Pages mentioning Rates/ Quotes).
[Each page should be filled, signed & bearing company's seal].
 - b. Copies of all Applicable Certificates.
[NTN, GST, ISO, etc]
 - c. Earnest Money .01 Million PKR (refundable) Please Attach in Financial **Bids] (For Pakistan Based Local Bidders only).**
- Financial Proposal shall remain sealed and in the custody of PIA until the evaluation report (on basis of Technical Proposal & samples) is issued by Competent Evaluation Committee (CEC).
- Evaluation Report shall be uploaded on PIA / PPRA website for 10 days for bidders to contest (if they need). They may lodge their grievances to grievance committee within this stipulated time.
- Financial Proposal shall be opened of only those bidders declared “Technically Qualified” by the (CEC), on the date notified later. Remaining Financial Proposals shall be **returned un-opened**.

* **Note:** Non-submission of above required docs shall make the bid liable for **REJECTION**, even found **at any stage**.

C). ACCEPTANCE / REJECTION OF TENDER

PIA does not pledge herself to imperatively accept the lowest bid, but reserves the right:

- To accept or reject any or all bids / quotations (by assigning a reason);
- 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 with assigned proper reason.

D). REGISTRATION / CERTIFICATION:

Bidders **MUST** be registered with or certified by

- a. Taxation Authorities (GST/ NTN). [Attach copy] (For local bidders only).
 - b. Authorization from the Principal (if Authorized Agent / Distributor).[Attach Copy]
[Original may be asked to show at time of tender opening]
 - c. PIA through Procurement Management. (If Pre-Qualified earlier)
- [Note: Non-Prequalified bidder is NOT DEBARRED to participate in tender]**

E) **FINANCIAL MATTERS:**

a. Followings **MUST** be attached with the tender documents:

- Tender Fee **Rs. 10,000/=** [Please Attach in Technical Bids] (for local Bidders Only).
- Earnest Money .01Million PKR (refundable) Please Attach in Financial **Bids] (For Pakistan Based Local Bidders only).**

b. Successful bidders (upon award of Contract / Purchase Order) shall submit an amount equivalent to **05%** of total tender value as interest free **Security Deposit** /Bank Guarantee in the shape of Pay Order Bank Guarantee, in the name of M/s **PAKISTAN INTERNATIONAL AIRLINES.**

c. Or a Bank Guarantee duly countersigned by the Head Office issuing Bank, and shall remain valid for 3-months after the expiry period of the Contract.

Performance Guarantee shall be required upon award of successful Bidder.

d. Earnest / Security Money deposited against a running contract (s) Purchase Orders(s) shall not be transferable as earnest money for any other tender.

e. All tenders without Earnest Money shall not be considered.

f. **Instructions for Foreign Bidders:**

1. **Foreign Bidders are exempted from Tender Fee & Earnest Money.**
 2. **INCO TERM: FOR/CFR -KARACHI PAKISTAN OR FOB ANY PIA DESTINATIONS**
 3. The quote must specify delivery time after placement of Purchase Order.
 4. Payment terms will be **NET THIRTY DAYS (NTD) as per PIA policy.**
 5. Bids should be submitted through proper Courier service if bidder intends to quote from out of Karachi.
- **BIDS THROUGH E-MAIL SHALL NOT BE ENTERTAINED.**
Quote validity must be 120 days.

Yours truly,

For Pakistan International Airlines

(Chief Engineer)
Airworthiness Management
Engineering Department
Email:ceawm@piac.aero
Tel: +92-21-9904-5133

Encl:

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

Notes: Prescribed Tenders form may also be downloaded from www.piac.com.pk and www.ppra.org.pk

Sign & Official Seal of Bidder

Tender Schedule "A"

Tender Ref# B-777/Project/22

PARTICULARS (Specifications)	UOM	QTY	MAKE / MODEL	ORIGIN	UNIT RATE <small>PKR / USD / GBP / OTHERS</small>	GST <small>As Applicable</small>	EXTENDED VALUE <small>PKR / USD / GBP / OTHERS</small>	REMARKS
1-In-Seat Power System for all B777 (10) Airplanes. 2-All Economy Conversion (05) B777 Airplanes. Note: Complete TORs at end of this Documents.	EA							
						Total		
Offered delivery schedule: _____ .						Earnest Money		
						Grand Total		

Note: *Please avoid cutting / over writing, using correction fluid while filling in this Tender Schedule.*

Authorized Signatures (of the Bidder): _____

Official Seal of the Company: _____

MANDATORY REQUIREMENTS

AFFIDAVIT & CHECK LIST

FOR TENDER REF: B777/Project/22

1	We are participating as: (<u>Tick</u> as applicable) Manufacturer / Producer / Authorized Distributor / Whole Seller / General Order Supplier / None on All.	Our Principals are M/ s: _____ [Note: Please attach Copy as applicable]
2	We are registered with following Authorities and our Registration Numbers are: → → → → _____ Note: 1. Please write 'N/ A' where Not Applicable. 2. Please attach Copies of notified Documents.	GST : _____ NTN : _____ ISO : _____ PSQCA : _____ OTHERS: _____
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. Prop] * Earnest Money: <u>xxxx</u> [In Finance Prop] ** [Please Do Not write Amount here]
* P.O / CR. No _____ Drawn on Bank: _____ Branch: _____ ** P.O / CR. No _____ Drawn on Bank: _____ Branch: _____		
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 Manufac.)
6	Product Specific "MANDATORY" Requirements Size: _____ Color: _____ Brand Equivalent To: _____ We are submitting Quality Samples Qty _____ ea along with our Technical bid.	
7	We shall make deliveries free of all charges, and as per schedule given in tender / Purchase Order.	
8	We are quoting JUST ONE RATE (inclusive of all taxes, mentioned separately) that are firm & final in all respects, and shall be valid for 120 days countable from the date of Financial opening.	
9	We have attached (duly signed and affixed sealed) Integrity Pact on our letter head. The same shall be submitted by us (along with Contract Agreement) on Stamp Paper if tender is awarded to us.	
10	We are agreed for Payment terms Net Thirty Days (NTD) , and Income Tax deduction at source.	
11	We understand that the required quantities may be increased / decreased by 15 %.	
12	I / We do hereby affirm that: <ul style="list-style-type: none">▪ 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 Rs. 100 Stamp Paper)

DCE-Airworthiness Management -AWM
1ST Floor Wide body Hanger-Engineering Department
PIA Head Office Karachi Airport.
Karachi

Subject: Undertaking to Execute Contract

Dear Sir,

1. 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:

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 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.
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 e 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 forfeited and we / I shall not question the same.

Bidders Signature _____

Name in full _____

Designation _____

Address _____

Phone / Fax # _____

CNIC _____

Seal _____

Date _____

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.

Term of References for In-Seat Power for (10) 777 Airplanes

1. Project Statement:

USB Power system on 10 B777 airplanes that provides passengers with access to TYPE A& TYPE C USB

MSNs are **33778, 33780, 33775, 33776, 35782, 35296, 32716, 32717, 33781, and 33782.**

2. Mandatory Requirement

2.1. Project Scope:

- Installation of USB power system on (02) B777-200 LR airplanes each with 310 seats
- Installation of USB power system on (05) B777-200 ER airplanes each with 329 seats
- Installation of USB power system on (03) B777-300 ER airplanes each with 435 seats
- FAA/ EASA approved installation instructions

2.2. Product Description:

1. DC outlet unit Type A & Type C
2. Distribution on Seat: Business class – for each pax seat
Economy class – for each pax seat
3. Mounting on Seats

2.3. Supplier Furnish Equipment (SFE)

1. All required Equipment
2. Modification kits
3. Special tooling (if required)

2.4. Buying Furnish Equipment (BFE)

1. Raceways
2. Seat Track cover

2.5. Documents

1. FAA/ EASA Service Bulletin/ Installation instructions
2. Instructions of Continued Airworthiness
3. EASA form 1
4. Seat re-certification (if required)
5. Other essential document

SN	Criteria	Scoring		
		≥15 Years	≥10 Years	≥05 Years
1	Design organization experience			
	Weightage = 15	10	7	3
2	ISPS projects	15 Projects	10 Projects	05 Projects
	Weightage =20	10	7	3
3	Project Lead time after To	≤ 05 months	≤ 8 months	➤ 8 months
	Weightage = 30	10	6	2
4	Product Warranty	≥ 5 years	3-5 year	<3 years
	Weightage = 20	10	7	4
5	After sale support	≥ 8 years	4-8 years	<4 years
	Weightage = 15	10	7	4

Technical Evaluation Criteria

A. Methodology for assessing Highest Technical Scoring Bid

$$X = [(B/A) \times TEW]$$

X Net Outcome

A Maximum Points of Technical Criteria

B Points obtained in Technical Criteria

TEW Technical Evaluation Weightage

Note:- Passing marks 60 %

Term of References for All Economy Conversion (05) 777 Airplanes

Project Statement:

Conversion of PIA (05) B777 from two class configuration into one class all economy configurations

MSNs: 33778, 33780, 33775, 33776, 33777

3. Mandatory Requirement

1.1. Project Scope:

- Removal of existing Business class seats from front cabin along with IFE
- Installation of economy class seats along with same IFE as in main cabin
- Addition/relocation of PSUs/ O2 in front cabin to meet the requirement of 09 abreast seating configuration.
- Modification of forward monument for Literature pockets
- Complete interface of IFE system with Boeing systems according to new configuration
- Any changes in ELMS power panel/ EEPMS/raceways/seat track covers/carpet drawings
- Dog-house/ monument changes according to LOPA
- ISPS (PC Power) deactivation
- Cabin, row numbering placard

1.2 Current Product Details:

A. Existing configuration:

777-300 ER (02 Class configuration)

- Business class: 35 pax (07 abreast seat) , Model Perseus, Manufacturer : Avio Interior
- Economy Class seats: 358 (09 abreast seat), Model RECARO model 3410 and 318 Series 3410 Manufacturer: Recaro
- IFE: Panasonic 3000i
- PSS: Control by Panasonic IFE

777-200 ER (02 Class configuration)

- Business class: 35 pax (07 abreast seat) , Model EVA, Manufacturer : Avio Interior
- Economy Class seats: 275 (09 abreast seat), Model RECARO model 3410 and 318 Series Manufacturer: Recaro
- IFE: Panasonic 3000
- PSS: Control by Panasonic IFE

B. Required configuration

777-300 ER (single class configuration – All economy)

- Economy Class seats: 420 plus seats (09 abreast seat), Model RECARO model 3410 and 318 Series Manufacturer: Recaro
- IFE: Panasonic 3000i
- PSS: Control by Panasonic IFE

777-200 ER (single class configuration – All economy)

- Economy Class seats: 340 plus seats (09 abreast seat), Model RECARO model 3410 and 318 Series Manufacturer: Recaro
- IFE: Panasonic 3000
- PSS: Control by Panasonic IFE

1.3 Project Deliverables:

1. EASA STC/ FAA STC/ Service bulletin/Installation instructions
2. Instructions of continued airworthiness
3. All necessary drawings/ documents, electrical load analysis, emergency equipment etc
4. Panasonic seat database
5. Boeing CSS Database

1.4 Project Exclusions:

- Seats and seats parts (BFE Item)
- Seats upholstery, cabin curtain and carpet kits (BFE Item)
- All Boeing and IFE parts

1.5 Important Points:

- All BFE items will be manage by PIA
- Bidder must be FAA or EASA approved design organization
- CVE visit expense must be inclusive in commercial proposal
- A separate cost must be quoted if any work is required as a seat modifier (as an option).

1	Lead time after To	months		
		< 4	4 - 6	6 >
	Weightage = 50 %	10	5	0
2	Design Organization Experience	Number of years		
		≥15	≥10	≥5
	Weightage =30 %	10	5	2
3	B777 STC experience (Cabin Reconfiguration projects)			
		YES		NO
	Weightage= 20 %	10		3

4. Evaluation Score

Methodology for assessing Highest Technical Scoring Bid

X = [(B/A) x TEW]

- X Net Outcome
- A: Maximum points of Technical Criteria
- B: Points obtained in Technical Criteria
- TEW: Technical Evaluation Weight-age

Note: 60 % score is a passing mark

THANKYOU