

REF: GMCM/Pre-Qualification/ MROs/ CFM56/2021/01

M/s: _____

SUB: **Pre-qualification of MROs for Repair & Overhaul of CFM56 Engines installed on PIACL A320 Fleet.**

Dear Sir / Madam,

We are pleased to invite your sealed Tenders for the items /services mentioned above . In case of more than one schedule, a separate tender for each schedule should be furnished. The terms and conditions of the tender / services 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, JIAP Karachi latest by **27-12-2021 (10:30 Hrs PST)**. The tender may be dropped in the tender box marked as "**Tender Box Commercial Purchases**" placed at the entrance of the PIACL Supply Chain Management Building latest by **10:30 hours (PST)** on the specified date. You may also send your tender 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 (PST)** on the same day .

2. Proposals received after stipulated date and time shall not be considered. The Corporation will not be responsible for postal delays. The decision of GM 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 only. No requirement of Pay order for International bidders).**

4. Tenders / Proposals received shall be evaluated in accordance with the given criteria/ requirements.

5. **Bids received through E-mail shall not be entertained.**

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

B) **Duration of Pre-Qualification**

Pre-Qualification period shall be for Three (03) years.

Yours truly,

Iftikhar M. Usmani

GM Contract Management
Supply Chain Management
PIA Head Office, Karachi.
Ph: 021 9904 4216, 9904 3158
Email: gm.cm@piac.aero,
contract.tech@piac.aero

Pre-Qualification Notice

Pakistan International Airlines Corporation Limited (PIACL) invites Proposals for the Pre-Qualification from interested Service Providers for the Repair & Overhaul of CFM56-5B Series Engines installed on PIACL A320 Fleet.

The complete set of Pre-Qualification documents containing the detail instructions and terms and conditions for the Pre-Qualification (that form an integral part hereof and hereby incorporated by reference) can be downloaded from PIACL website http://www.piac.com.pk/PIA_Business/pia-Business_Tenders.aspx or Public Procurement Regulatory Authority website (www.ppra.org.pk) or can be obtained from the office during working hours:

General Manager Contract Management

Supply Chain Management Building

Supply Chain Management

PIA Head Office, Jinnah International Airport

Karachi Pakistan

Phone: +92 21 9904 4216

E-mail: gm.cm@piac.aero

contract.tech@piac.aero

Invitation of Financial Proposal shall be issued to only those service providers which are technically prequalified for which no separate advertisement shall be made.

Closing date:

Proposals meeting the requirements as mentioned in the Pre-Qualification documents must reach PIACL (above mentioned address) latest by **27-12-2021** at **1030 hrs** (Pakistan Standard Time).

Proposals will be opened on **27-12-2021** at **1100 hrs** (Pakistan Standard Time) in PIACL Head Office, Jinnah International Airport, Karachi 75200, Pakistan.

PRE-QUALIFICATION DOCUMENTS
Repair & Overhaul of CFM56-5B Series Engines installed
on PIACL A320 Fleet

Pakistan International Airlines Corporation Limited

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Preamble

This document is divided into four sections.

- A. The first section gives interested parties an overview of process and explains in detail as to how they should submit their proposals and how their proposals will be evaluated by PIACL.
- B. The second section contains general terms which shall form the basis of the services agreement between PIACL and the successful bidders.
- C. The third section covers the specifications of PIACL's requirement.
- D. The fourth section provides the interested parties with an overview of PIACL's evaluation process to maintain complete transparency and criteria to determine the qualified offer.

The annexure contained thereafter are the standardized formats on which PIACL expects to receive the actual offers from the interested service providers.

Section A - Instructions to Bidders

1. Scope of Pre-Qualification

Pakistan International Airlines Corporation Limited (PIACL) invites “sealed proposals” from interested service providers for the “Pre-Qualification for Repair & Overhaul of CFM56-5B Series Engines installed on PIACL A320 Fleet”. The services must include following,

- Complete Overhaul of CFM56-5B Series Engine with up to date Modification Status. (i.e. incorporation of all applicable ADs, Mandatory / Recommended SB's)
- Quick Turn Repair
- On-site Repair by On-wing support team
- Availability of Loaner engine to support operations of PK Fleet A320 Aircraft

2. Mandatory Requirements

S. No.	Mandatory Requirements	Criteria	Fill Here
1.	PIACL requires either of the following certification(s) for the repair & overhaul of CFM56-5B Series Engine <ul style="list-style-type: none"> • EASA Form-1 or • FAA Form 8130 	Yes / No	
2.	The Service Provider must get their facility audited and approved by PCAA	Yes / No	
3.	No PMA Parts will be used during repair / overhaul process	Yes / No	
4.	No DER Parts will be used during repair / overhaul process	Yes / No	

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

3. Cost of Proposal

The Service Provider shall bear all costs associated with the preparation and submission of its proposal and PIACL will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the pre-qualification process.

4. Pre-Qualification Documents

For the purpose of this Pre-qualification process, the term “Pre-Qualification Documents” shall include:

- i. Invitation for Proposals
- ii. Instructions to Service Providers
- iii. General Conditions of Contract
- iv. Special Conditions of Contract
- v. Evaluation of Pre-Qualification Documents
- vi. Annexures
 - a) Specifications & Technical Proposal (Annex ‘I’)
 - b) Form of Bid (Annex ‘II’)
 - c) Integrity Pact (Annex ‘III’)

The Service Providers are expected to examine all the above, prior to submission of their proposals.

The ‘Instructions to Service Providers’ will not be part of Contract and will cease to have effect once the Contract is signed.

5. Clarification on Pre-Qualification Documents

A prospective service provider requiring any clarification(s) in respect of the Pre-qualification Document shall notify PIACL in writing. PIACL will respond to any request for clarification which it receives earlier than **five (5) days prior to the deadline** for the submission of Proposal. For Clarification on Pre-Qualification documents please email to **mesca1@piac.aero**.

6. Amendment to Pre-Qualification Document

At any time prior to the deadline for submission of Proposal, PIACL may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective service provider, modify the Pre-Qualification document by issuing addendum(s).

7. Extension in Submission Dates

At any time prior to the deadline for submission of Proposal, PIACL may, for any reason, whether at its own initiative or to provide prospective service providers reasonable time, in which to take an addendum into account, at its discretion extend the deadline for submission of Proposals.

8. Submission of Proposal

Interested Service Providers will have to submit their offer in sealed envelopes either in person or through courier. The offer should be clearly marked as **“Pre-Qualification for Repair&Overhaul of CFM56-5B Series Engines installed on PIACL A320 Fleet”**.

9. Pre-Qualification Proceedings

Single stage-one envelope procedure will be followed:-

- (i) The Proposal shall comprise a single package containing Pre-qualification proposal.
- (ii) The envelope marked “Pre-Qualification for Repair & Overhaul of CFM56-5B Series Engines installed on PIACL A320 Fleet” shall be opened;
- (iii) Pakistan International Airlines Corporation Limited (PIACL) shall evaluate the proposal in a manner prescribed in advance, without reference to the price and reject any proposal which does not conform to the specified requirements;
- (vi) During the evaluation no amendments in the proposal shall be permitted.

- i) **Pre-Qualification Proposal:** Pre-Qualification Proposal shall comprise of the following along with the covering letter on the official letter pad of the Service Provider;

a) Service Provider Profile: A brief company profile highlighting portfolios and customer(s) details. State company profile; experience in repairing/overhauling of CFM56-5B Engines and details of Capacity of overhauling CFM56-5B Series Engines per year etc.

b) Technical Information: The information on services as per the Annex 'I'.

In case the Service Provider wishes to include additional technical information separate sheets may be added.

c) Form of Bid: Duly completed and signed by the bidder as per format provided in Annex 'II'. No alteration is to be made in the Form of Bid except in filling up the blanks.

d) Integrity Pact: The bidder shall sign and stamp the Form of Integrity Pact provided at 'Annex – III' which is a mandatory requirement of Government of Pakistan.

e) Support Package: Additional Support Package/Service (Training, support to PIACL in building repair/overhaul capability for CFM56-5B Engine, and any other support at no additional cost) if any, may be provided.

10. Proposal Related Details:

Below information should be noted while preparing and submitting the bids.

i) Currency of Proposal: All the prices provided in the proposal shall be in US Dollars (US\$).

ii) Proposal Validity: The proposal shall have to be valid for a period of 180 days from closing date of Pre-Qualification Notice.

iii) Language of Proposals: The proposal prepared by the service provider and all correspondence and documents relating to the proposal, exchanged between the bidder and PIACL shall be written in the English language. If a document is other than English language then bidder shall provide a true copy of that document in English.

iv) Format and Signing of Proposals: The Service Provider shall prepare one set of the bid typed or written in indelible ink and shall be signed by the Authorized Representative of the bidder (who should be an employee of the bidder).

v) Sealing and Marking: The envelope should bear the name and address of the sender and clearly marked as "Pre-Qualification for Repair & Overhaul of CFM56-5B Series Engines installed on PIACL A320 Fleet". If the envelope is not sealed and marked, PIACL will assume no responsibility for the proposal's misplacement or premature opening.

11. Deadline for Submission of Proposals:

Proposals must be received by PIACL at the following address no later than **1030 Hrs** on **27-12-2021**.

General Manager Contract Management

Supply Chain Management

PIA Head Office, Jinnah International Airport

Karachi Pakistan

Phone: +92 21 9904 4216

E-mail: gm.cm@piac.aero

12. Late Proposals:

Any Proposal received by PIACL after the proposal submission deadline time, for any reason whatsoever, shall be rejected.

13. Modification and Withdrawal of Proposal:

The Service Provider may modify or withdraw its Proposal after submission, if written notice of the modification or withdrawal is received by PIACL prior to the deadline prescribed for Proposal submission.

14. Opening of Proposal:

Pakistan International Airlines Corporation Limited will open Proposals on 27-12-2021 at 1100Hrs (Pakistan Standard Time) in PIACL Head Office, Jinnah International Airport, Karachi, Pakistan 75200. Authorized representatives of the bidders may attend the bid opening.

15. Proposal Read Out:

Following details shall be provided clearly by each Service Provider and shall be read out in front of all the participants present during the bid opening:

- Service Provider's Name
- Service Provider's Status (MRO, OEM, Repair Agency etc)
- Mandatory Requirements Table duly filled

16. Preliminary Examination of Proposals:

PIACL will examine the Proposal to determine whether they are complete and generally in order. Prior to the detailed evaluation of proposal:

PIACL will examine the proposals to determine whether;

- i) The Proposal is complete and does not deviate from the scope,
- ii) Any computational errors have been made,
- iii) The documents have been properly signed,
- iv) The Proposal is valid till required period,
- v) The Service Provider is eligible to submit proposal and possesses the requisite experience,
- vi) The Proposal does not deviate from basic technical requirements

A Proposal is likely not to be considered if it is materially and substantially different from the Conditions/Specifications of the Pre-Qualification Documents.

17. Qualification:

In addition to the above, PIACL will ascertain to its satisfaction whether Service Provider, whose proposals meet the requirements of Pre-Qualification Documents, are qualified to satisfactorily perform the contract. This will take into account:

- Service Provider's technical capabilities and past performance.
- Documentary evidence submitted by the Service Provider.
- Any Other information as PIACL deems necessary and appropriate.

18. Deliberations with Service Provider:

No service provider shall be allowed to alter or modify his proposal after the proposals have been opened. However the PIACL may seek and accept clarifications to the proposal that do not change the substance of the proposal.

Any request for clarification in the proposal, made by PIACL shall invariably be in writing (electronic mail). The response to such request shall also be in writing.

19. Correction in Proposal

In case any arithmetic error is found in the proposal, it shall be rectified as follows:

- i)** If there is a discrepancy between the unit price and total price or between subtotals and total price that is obtained by multiplying the unit price and quantity, the unit or subtotal price shall prevail and the total price shall be corrected.
- ii)** If there is a discrepancy between the words and figures the amount in words shall prevail.
- iii)** If the service provider does not accept the corrected amount of proposal as determined above, the proposal shall be rejected.

20. Evaluation of Proposals

- a) All proposals shall be evaluated in accordance with the evaluation criteria and other terms and conditions set forth in the prescribed pre-qualification documents.
- b) For the purposes of comparison of proposals quoted in different currencies, the price shall be converted into a single currency specified in the pre-qualification documents. The rate of exchange shall be the selling rate, prevailing on the date of opening of proposals specified in the Pre-Qualification documents, as notified by the State Bank of Pakistan on that day.

The proposal for Pre-qualification for Repair & Overhaul of CFM56-5B Series Engines installed on PIACL A320 Fleet will be evaluated to determine the “Accepted Proposals” as per Section ‘D’.

21. Unsuccessful Proposals:

Service Providers whose offers have been rejected on grounds of being substantially nonresponsive or those that do not meet the Requirements shall be informed accordingly.

22. Ranking of Proposals:

The Proposal(s) shall be listed separately in ascending order starting from the lowest marks as evaluated.

23. Letter of Acceptance

The Letter of Acceptance will be issued to Qualified Service Providers.

24. PIACL’s Right

PIACL reserves the right to reject One, more or all proposals and to annul the Pre-qualification process at any time prior to award of Contract. PIACL upon request from Service Provider, who submitted a proposal, shall communicate the grounds for its rejection of all proposals, but is not required to justify those grounds. Notice of the rejection of all proposals shall be given promptly to all the service providers through electronic mail.

25. Signing of Contract Agreement

The terms and conditions highlighted under “Section B - General Condition of Contract” and “Section C - Special Condition of Contract” (of this Pre-Qualification Document) shall form the basis of the Agreement to be executed between PIACL & Successful Service Providers.

Section B – General Conditions of Contract

Following terms and conditions shall be an integral part of the Agreement (Repair & Overhaul of CFM56-5B Engines installed on PIACL A320 Fleet) to be signed between PIACL and the Successful Service Providers.

1. Scope of Agreement

The Agreement shall be for Complete Overhaul / Repair of CFM56-5B Series Engines with up to date MOD status (i.e. incorporation of all applicable ADs, mandatory/recommended SBs), availability of Loaner CFM56-5B Series Engine to support operations of Aircraft, Management of Transportation of PIACL's Engine as well as Loaner Engine (if required) and conditions as explained in this Section B – General Conditions of Contract and Section C – Special Conditions of Contract.

2. Governing Law

Governing Law of the Agreement shall be agreed mutually between PIACL and the Service Providers. However, it should not be in conflict with the Prevailing Laws of Pakistan.

3. Disputes

Any dispute shall be resolved by reference to arbitration under such forum as may be agreed between the parties.

4. Civil Aviation Authority Requirements

The Service providers must comply with the requirements of **Pakistan Civil Aviation Authority (PCAA)** in addition to **FAA and / or EASA** with regard to the agreement. PIACL shall ensure that all PCAA and other relevant regulatory requirements are followed in the operation of the Aircraft / Engine during the agreed term.

5. Payment Terms

Throughout the term of contract, all the payments between the two parties shall be in US Dollars.

- a. Payment Mode: US Dollar
- b. Payment Term: NTD or Net Thirty days

6. Taxes

Where a Tax Avoidance Agreement (Double Taxation Treaty) exists between the respective countries of PIACL and the service providers; and the PIACL is obliged by law to deduct taxes against payments to the

service providers, the PIACL will bear the tax incidence and shall make gross payments to the service providers, without any deduction of tax chargeable in Pakistan. However, the service providers undertakes to pass on the benefit of tax credit obtained under the relevant clauses of the tax treaty to the PIACL, after filing of income tax return in its country, on the basis of proof of taxes paid by the PIACL on behalf of service providers in Pakistan.

In the absence of such tax treaty, the PIACL will bear the tax incidence and shall make gross payments to the service providers, without any deduction of tax chargeable in Pakistan, however, if the local laws of the service provider's country allows the foreign tax credit that is withheld by PIACL then the service providers undertakes to pass on the benefit of said tax credit obtained under the relevant clauses of the local laws to the PIACL, after filing of income tax return in its country, on the basis of proof of taxes paid by the PIACL on behalf of service provider in Pakistan.

All other taxes, duties, levies and imposts arising from or relating to such payments outside Pakistan shall be borne by the service provider.

7. Insurance

The PIACL will maintain third party liability and property damage insurance, Hull insurance of agreed value and "All Risks" and "War Risks" insurance of the same type and covering the same risks as insurance customarily carried by international scheduled service providers.

8. Exit Clause

Both parties shall agree to exit condition based on notice period of six months without giving any particular reason.

9. Integrity Pact

The Agreement shall contain a covenant and confirmation by the Service Providers that it has not obtained and/or induced the procurement of the Agreement through any corrupt business practices. The wordings of this clause are given at Annex 'III'.

10. Notices

All the notices during the agreed term to be exchanged between PIACL and Service Providers shall be in writing and sent by courier, fax or email.

11. Indemnities

The Agreement shall have appropriate coverage to provide indemnity for PIACL and Service Providers as per the normal aviation practice.

12. Force Majeure

PIAC and Service Providers shall agree to appropriate incidents to define Force Majeure and its implications on the performance of the Agreement by either party.

Section C – Special Conditions of Contract

The details of PIACL's requirements are given below. Repair & Overhaul of CFM56-5B Series Engines installed on PIACL A320 Fleet Agreement between PIACL and the Service Providers will be based on the following special conditions of the Agreement.

1. Non-Exclusive Proposal

Proposal must be non-exclusive.

2. MOD Status

Repair / Overhaul must be provided with up to date MOD status. (i.e. Incorporation of all applicable ADs, mandatory / recommended SBs)

3. Additional Support

The Service provider must provide full technical support for all aspects of Engine repair / overhaul in exigency(s). (Including Para 6 of this section)

4. Approval from Regulatory Body

Approval from regulatory body (Pakistan Civil Aviation Authority) is also required as a part of process and prior to agreement/dispatch of Engine. PIACL would like to send its team along with PCAA Auditor(s) for acceptance and approval.

5. Inclusion in AVL

Facility and capability will be required to be included in AVL (Approved Vendor List) of PIACL Quality Assurance as per procedure (For inclusion in AVL, please ask for application form) Forms are available in PIACL website

6. Confirmation of Non-accidental Certificate with BTB Traceability

Confirmation of Non-accidental certificate with BTB traceability of exchange units (in case PIACL Engine assembly or subassembly scrapped / exchanged).

7. Term of Agreement

Agreement will be for a term of three years.

8. Extension of Term

PIACL will have the option to extend the contract prior the end of the Term by giving six months' notice in advance for a period of three years.

9. Addition of Engine

PIACL & successful parties agree to the provision of Services to same type of engine(s) if added in PIACL fleet after agreement comes in effect. The term and condition will remain same for any such addition.

10. No PMA/DER

No PMA (Parts Manufacturing Approval) parts will be used/ No DER (Designated Engineering Repairs) will be performed.

11. Work Scope Acceptance

Work scope acceptance by the operator (PIACL) prior to repair / overhaul commencement

12. Scrap Review

Scrap review by the operator for Table Inspection & facilitate in arranging visa confirmation & policy for scrap items return

13. Availability of Overhaul Condition Items

Availability of Overhaul Condition items, usage of such item will be with PIACL consent

14. Shop Reports

Provision of Shop Reports with root cause analysis

15. Additional Details

Please provide:

- Shipping and Mailing Address
- New unit price

Section D – Evaluation of Proposals

In order to ensure that the Pre-qualification 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.

1. Evaluation Criteria

Following Criteria will be used for Evaluation:

S/N	Criteria	Unit	Weightage	Fill Here
1.	EASA Part-145 Certification for Repair / Overhaul of CFM56-5B Series Engines	YES / NO	6	
2.	FAA Certification for Repair / Overhaul of CFM56-5B Series Engines	YES / NO	6	
3.	Turnaround time in days.	Number	10	
4.	Maximum Excusable Days in TAT	Number	5	
5.	Maximum Non-Excusable Days in TAT	Number	5	

6.	Loaner Engine offer in case of extension of offered TAT (whether Excusable and / or Non-Excusable Days) with discounted Daily Rental	AGREE / NOT AGREE	10	
7.	Engine In-house repair/overhaul capability with Service Provider in percentage	%	8	
8.	Performance Guarantee in terms of EGT Margin (Minimum 50 degree EGTM)	Number	5	
9.	Warranty (Time on Wing) specified in terms of flight Hours (Minimum 3000 FHs)	FH	8	
10.	In case of engine failure within warranty period, FOC loaner, repair and transportation both ways provided by the Service Provider	AGREE / NOT AGREE	6	
11.	On-site Repair by On-wing Support Team for Quick Turn	AGREE / NOT AGREE	6	
12.	Sourcing of Required Parts in Overhaul Condition	AGREE / NOT AGREE	6	
13.	Lease Engine support assurance for all planned/unplanned engine replacement	AGREE / NOT AGREE	8	
14.	Availability of exchange engine option in case of BER declaration	AGREE / NOT AGREE	4	
15.	Sharing in Transportation Charges	%	6	
16.	Management of Engine Transportation both ways from Pakistan	AGREE / NOT AGREE	6	
	TOTAL		105	

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

Criteria for Successful Pre-Qualified Service Provider are **55 Marks (Minimum)** in Technical Evaluation Tabulated above.

Marks will be calculated as per following formula:

Obtained Marks = (Best Offer / Service Provider's offer) x weightage

CFMI / GE will be technically pre-qualified being the OEM of Engine.

ANNEXURE 'I'

General Information and Assumptions

The scope of services required is:

- Complete Overhaul of CFM56-5B Engines with upto date MOD status. (i.e. incorporation of all mandatory ADs, mandatory SBs and recommended ADs/SBs)
- Availability of Loaner Engine to support operations of Aircraft
- Capability of Management of Transportation of PIACL's Engine as well as Loaner (if required).

Technical Specifications of CFM56-5B Series Engines are:

S/N	Part Number	Nomenclature	Expected Qty / Year	OEM	A/C Type
1	CFM56-5B	Engine	04	CFMI	A320

1. PIACL CFM56-5B Engines

- All PK fleet installed and spare/lease engines.

2. Out of Scope Services

Please specify clearly out of the scope services.

3. Turn Around Time

Provide Turnaround time including penalty clause in case of delay

4. In-house Capability

Provide details of repair or overhaul of Engine's Piece Parts / Repair Development Capability.

5. Experience

Provide details of experience of overhauling same type of Engines / Turn over for last 03 years.

6. Logistics

Delivery to and redelivery from below mentioned destinations will be the bidder's responsibility. Custom Clearance at operator's base shall be responsibility of PIACL.

7. Additional Requirements at no further costs

- Management and recommendation regarding implementation of ADs and SBs.
- Support during full capability build-up for maintenance, repair and overhaul of Engine and its Components.
- Trainings including Program Familiarization, Web-Portal/Software Platform Training on ongoing basis to PIACL technical team(s).

8. Commitments on post Warranty & Performance Guarantees

- Provide details on commitments on post Warranty and Performance Guarantees.