

REF: GMCM/TGS Valuation/01/21

M/S _____

_____**SUB: HIRING OF VALUERS FOR ASSESSMENT OF ASSETS OF TECHNICAL GROUND SUPPORT (TGS) SITUATED AT 13 DIFFERENT DOMESTIC STATIONS IN PAKISTAN.**

Dear Sirs,

We are pleased to invite your sealed tenders for the item/ service 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 **30-06-2021 1030hrs.** The tenders 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 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/ BID SECURITY (Local Bidders Only)

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/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/PERFORMANCE GUARANTEE (Local Bidders Only)

The successful tenderer upon award of Contract / Purchase Order will be required to furnish security deposit (Pay Order OR Bank Guarantee) in the amount equivalent to 10% 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) Instruction to Bidder

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 remained **un-opened** till the completion of tender process.

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 Performa issued by PIA.
- Affix the company seal on all tender documents.

Mention clearly Tender Reference 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) Schedule “A” duly filled in, signed and sealed.
- b) Original Pay Order for Earnest Money.
- c) Undertaking on Rs. 100/= above non-judicial Stamp Paper duly signed and stamped by a Public Notary Oath Commissioner (Local Bidders Only).
- 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) Assignment completion time: 60 days

Yours truly,

Iftikhar M Usmani
General Manager
Contract Management Division
Supply Chain Management (PIA)
Tel: 021 99044216, 99043081
Email: gm.cm@piac.aero, contract.administration@piac.aero

REQUEST FOR PROPOSALS (RFP)

HIRING OF VALUERS FOR TECHNICAL GROUND SUPPORT (TGS)

In order to accomplish restructuring of the organization in line with management strategy, PIA Intends to hire services of Valuers of high repute registered with Pakistan's Banks Association and SECP for Assessment of Assets of Technical Ground Support (TGS) situated at 13 different domestic stations in Pakistan.

Bidding shall be conducted on 'Single Stage Two Envelope' basis. Prospective Bidders are required to submit a Pay Order of Rs. 6,000/- (non-refundable) in favor of PIACL with the technical bid. Bidders will be required to submit Bid Security of 2% of total bid value (refundable) in the form of a Pay Order in favor of PIACL along with the Financial Proposal.

The rates quoted should be valid for a period of minimum 120 days from the date of bid opening.

Prospective bidders are requested to drop their sealed proposals on or before **30-06-2021 at 10:30 HRS (PST)**, at the address given below.

Technical proposals will be opened on same date **at 11:00 HRS (PST)** in the presence of bidders who intend to witness the proceedings.

Proposals received after due date / time shall not be considered. PIACL will not be responsible for any postal delay.

PIACL reserves the right to reject any or all bids or cancel the tender process at any stage.

For any query, please feel free to contact.

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

HIRING OF VALUERS FOR TECHNICAL GROUND SUPPORT (TGS)

In order to accomplish the robust restructuring plan, PIA Intends to hire services of valuers of high repute registered with Pakistan's Banks Association and SECP for Assessment of assets of Technical Ground Support situated at 13 different domestic stations in Pakistan.

The prospective Valuer firm qualifying criteria shall be asunder:

- a) Registered with Pakistan Banks Association & SECP
- b) A NTN holder with Active Tax Payer proof
- c) Provincial Sales Tax Registration Certificate
- d) Company shall not be blacklisted by any government/semi government/ autonomous or any banking company/financial institution
- e) None of the owner(s) or valuation staff have convicted of criminal offence under any court of law
- f) Company has at least 7 years' experience in the related field.
- g) The Company has valuated properties on small and large scale of government/semi government and autonomous bodies.

DATASHEET

<p>Name of the Assignment: Valuation of Technical Ground Support of PIACL situated at 13 different domestic stations.</p>
<p>Name of the Client: “Pakistan International Airlines Corporation Limited (PIACL)”</p>
<p>Description and the Objectives of the Assignment: In order to accomplish the robust restructuring plan, PIA Intends to hire services of valuers of high repute registered with Pakistan's Banks Association and SECP for Assessment of assets Technical Ground Support of PIACL situated at 13 different domestic stations.</p>
<p>Pre-Proposal Conference: Mandatory on dated: 31-05-2021 at 1500 hrs at GM TGS Office, TGS Building Adjacent PIA Domestic Cargo, Karachi Airport.</p>
<p>For Queries Please contact, Imran Ahmed Shah Maintenance Manager TGS Cell No : +92 3232327353 Office No: +92 21 99047255 +92 21 99047243</p>
<p>Address for writing on the proposal: General Manager Contract Management Supply Chain Management PIA Head Office, Karachi. Ph: 021 9904 4216, 9904 3081 Email: gm.cm@piac.aero, contract.administration@piac.aero</p>
<p>The name(s) and address(es) of the Client's Official(s) is (are): _____</p>
<p>Method of Evaluation: The proposals will be evaluated in accordance with the technical and financial evaluation. Lowest bidder will be awarded.</p>
<p>Assignment completion time :60 days</p>

TERMS OF REFERENCES

TORs for the assignment are as under:

1. Scope Of Work: The valuer shall be required to carry out, inter alia the following tasks:

- a) Determine the commercial / market value of the all assets (Moveable and Immoveable) available at 13 different domestic stations (Karachi (KHI), Lahore (LHE), Islamabad (ISB), Peshawar (PEW), Quetta (UET), Multan (MUX), Rahimyar Khan (RYK), Bahawalpur (BHV), Sukkur (SKZ), Nawabshah (WNS) , Skardu (KDU), Faisalabad (LYP), Turbat -TUK) pertaining to Technical Ground Support (TGS) and provide the list of each against its value and also carry out legal due diligence to ensure all the asset are in place and the property is transferrable without any impediments.
- b) Carryout valuation of all physical structure.
- c) Carryout valuation of the entire range of the Ground Support Equipment (GSE), plant, machinery, spares keeping in view their import value, foreign exchange rate, inflation, obsolescence factor, physical conditions, replacement value and other relevant factors.
- d) Carryout valuation of the movable assets of the property, Estimate the value of other assets housed within such as items of furniture and fixtures, equipment, IT hardware etc.
- e) Estimate of the value of intangible assets such as goodwill, brand-name, Skilled manpower, product development etc.
- f) Consider any other matters deemed necessary to yield reliable commercial valuation results for entire PIACL.

2. Deliverables to be provided by Valuer:

The selected valuer will provide a valuation report fully supported by reliable data, forecasts and projections duly rationalized and in accordance with the best industry practices, including the following:

- a) Description of the purpose, use and scope of valuation analysis; the methods employed; and the working and results of the work performed for this task.
- b) Strategy deployed in carrying out assignment.
- c) Statement of the assumptions and limiting conditions
- d) Recommending a fair price of the property/specific portion of property with forced sale value.
- e) As per PIACL record, check and verify the approved building plan, ownership of the property and provide certificate/letter that the offered property is free of any encumbrances or otherwise.

3. Technical Documents required from the valuer,

Offer duly supported with the following information/documents must reach by the given deadline at the office as mentioned below:

- a) Full name of the firm, permanent address, telephone number, fax and email address of head office.
- b) Organizational setup, constitution, Memorandum & article of association /Registered

partnership deed and date of establishment of the firm etc. (including copies of relevant documents).

- c) Certification of valid registration with State Bank of Pakistan & SECP.
- d) Certificate of incorporation/registration of the firm, NTN/STN and proof for Active Tax payer with Income Tax Department and Sale Tax (if applicable).
- e) An affidavit on Non Judicial Stamp Paper, for the following:
 - 1) The firm is not in litigation with any of its client
 - 2) Owner(s) or valuation staff have not convicted of criminal offence under any court of law
 - 3) The firm never black listed by any Client /Government /Semi Government Department/Autonomous body
- f) At least two similar evaluation reports of more than Rs. 1 Billion for any govt/semi govt or autonomous body
- g) 2 % of Bid Security in favor of PIACL of the total Quoted amount.
- h) The valuer is required to quote a lump sum fee for the deliverables inclusive of all applicable taxes.
- i) It must be a company registered with Securities and Exchange Commission of Pakistan or registered partnership firm (optional)
- j) It must have at least 7 years prior valuation experience for a range of tangible and intangible assets including but not limited to land, plant, machinery, equipment, buildings, civil structures, stores, stock-in-trade, moveable assets and goodwill/brand-name etc.

4. Evaluation process:

- a. Non provision of any required information would render the bid non-responsive. Only bids of those bidders will be considered whose bids will be found complete in all respect.
- b. The successful bidder shall have to execute an agreement in line with the PPRA purchase procedures.

c. The selected valuer will be provided necessary detail of the property who should ensure complete confidentiality of the matter for which he would provide separate declaration as per PIACL procedures.

5. The valuer may outsource the services other than financial evaluation for which he does not have in-house expertise at its own expense and such recommendation would be considered as his advice.

6. The bidder quoted rates of the lump sum job, which will be released on completion of the scope of work or as per clause 9.

7. Time period for completion of the Assignment: The time period for completing the entire Assignment, including submission of all the deliverables specified above, shall be not more than 60 days from the date of entering into the contract for the Assignment.

8. Technical Evaluation Criteria (Passing Marks 80)

Criteria	Sub-criteria	Marks allocation basis	Marks allocated
Relevant experience of the Bidder in last 10 years.	No. of similar assignments with proof	5 or more	30
		More than 2 and up to 4	15
		TWO (02)	5
		Less than 2	0
	Value of valuation assignments carried out with proof	>= PKR 3 billion	20
		> = PKR 2 billion and < 3 billion	10
>PKR 1 billion and < 2 billion		5	
Competence and qualification of team	The Bidder with the team of qualified and experienced chartered accountants and other relevant field experts will be given preference (Minimum 2 Chartered Accountant must be part of team , For each Chartered Accountant in company equals to 02 points)		10
Affiliation	The firm has any international affiliation with the firm having similar nature of work (Valuation of assets), At least 2 Valuation reports must be enclosed for review, For each valuation Report provided will equals to 02 points.		10
Countrywide Presence	Offices in major cities (KHI-LHE-ISB-PEW-UET)/ offices addresses to be provided (Two marks for each city)		10
Work Plan and Methodology	This will be tested against Bidder's practical approach towards the Project and the realistic time-lines proposed by the Bidder. Preference will be given to the Bidders Proposing to complete the Assignment at the earliest covering maximum methodologies to valuation like income, market, asset approach, weighing scheme etc. (Each Approach worked out equals 05 marks)		20

9. Payment Stages

1	Assessment report of all immoveable assets.	20 %
2	Assessment report of movable assets Ground Support Equipment (GSE).	30 %
3	Complete assessment report covering all areas as per Scope of work	50%
(No advance payment will be made)		

10. Performance Guarantee

Performance guarantee equivalent to 10 % of total amount of the bid, will be submitted by the valuer company in shape of bank guarantee or AA+ rating insurance firm, which will be verified by PIA Insurance department.

11. Financial Evaluation

Short-listed Bidders that receive a raw technical score of 80 points or higher shall stand qualify and will be informed of their technical qualification score and all other unqualified Bidders will have their sealed Financial Proposals returned as unopened. PIACL will open the sealed Financial Proposals of only technically qualified Bidders on a pre- determined date which will be intimated in advance. The Bidder with the lowest financial quote shall be declared successful.

SCHEDULE 'A'
FORMAT FOR FINANCIAL PROPOSAL

The Bidder shall be required to submit in a separately sealed envelope a Financial Proposal describing the amount of its fees/remuneration in PKR only (inclusive of all the taxes) in the following format:

S.No.	Description	Total Amount (PKR)	Applicable Taxes Provincial/ Federal (if any) %+amount	Grand Total with applicable taxes (PKR)
01	HIRING OF VALUERS FOR ASSESSMENT OF ASSETS OF TECHNICAL GROUND SUPPORT (TGS) SITUATED AT 13 DIFFERENT DOMESTIC STATIONS IN PAKISTAN.			

12. INTEGRITY PACT

If the Contractor or any of his Subcontractors, agents or servants are found to have violated or involved in violation of the Integrity Pact signed by the Contractor as **Appendix-A**, then the Operator shall be entitled to:

- (a) Recover from the Contractor an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by the Contractor or any of his Subcontractors, agents or servants.
- (b) Terminate the Contract;
- (c) Recover from the Contractor any loss or damage to the Employer as a result of such termination or of any other corrupt business practices of the Contractor or any of his Subcontractors, agents or servants.

The termination under Sub-Para (b) of this Sub-Clause shall proceed in the manner prescribed under Sub-Clauses 63.1 to 63.4 (FIDIC, Fédération Internationale Des Ingénieurs-Conseils) and the payment under Sub-Clause 63.3 shall be made after having deducted the amounts due to the Operator under Sub-Para (a) and (c) of this Sub-Clause.

Appendix A**(Integrity Pact)**

_____ (name of Bidder) hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from the Government of Pakistan (GoP) or any administrative subdivision or agency thereof or any other entity owned or controlled by GoP through any corrupt business practice.

Without limiting the generality of the foregoing, [name of Bidder] 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 inducing the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP, except that which has been expressly declared pursuant hereto.

_____ (name of Bidder) 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 GoP and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

_____ (name of Bidder) 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 rights and remedies available to GoP under any law, contract or other instrument, be voidable at the option of GoP.

Notwithstanding any rights and remedies exercised by GoP in this regard, [name of Bidder] agrees to indemnify GoP for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoP in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [name of Bidder] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP.

Name of Bidder _____ Name of Client _____

Signature _____ Signature _____

(To be submitted on Rs. 100 Stamp Paper)

General Manager Contract Management
Supply Chain Management
Pakistan International
Airlines Karachi

Subject: Undertaking to Execute Contract

Dear Sir,

1. We/I, the undersigned tenderer do hereby confirm, agree and under take to do following in the event our/my tender for supply of _____ to PIACL 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 PIACL 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 PIACL 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 PIACL the Earnest money held by PIACL shall fortified and we / I shall not question the same.

Tenderer's Signature _____

Name in full _____

Designation _____

Address _____

Phone /Fax# _____

CNIC _____

Seal _____

Date _____

Email: _____