

PIA**Pakistan International Airlines**Supply Chain Management
Commercial Purchases Section

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REF: 18012270

Dated: 13-12-2019

Tender Cost: PKR 6,000

INVITATION TO TENDERS AND INSTRUCTIONS TO BIDDERS

M/S _____

Subject: **Tender Document for the Procurement of Network Attached Storage
(NAS)**

Dear Sirs,

We are pleased to invite your sealed tenders for the subject tender. The terms & conditions of the tender / supplies are given below:-

A) SUBMISSION OF TENDER

1. You are required to send your sealed tenders In “**Single Stage Two Envelope**” Basis addressed to General Manager Procurement, PIA Supply Chain Management Building JIAP Karachi by **01-01-2020**. 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 Procurement, 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 Procurement in this respect shall be final and binding.

EARNEST MONEY

The Tender should be accompanied by a **2%** (two) of the tendered value having been deposited in terms of a Pay Order payable at Karachi in lieu thereof in the name of **M/S PAKISTAN INTERNATIONAL AIRLINES** as interest free Earnest Money (Refundable) in Financial Proposals. 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.

SECURITY DEPOSIT

- A) The successful tenderers upon award of Contract / Purchase Order will be required to furnish in the amount equivalent to 5% of total tender value as interest free Security deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank 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. 1% of the total awarded value in form of warranty Performance will be hold till the Completion of warranty as Described in Purchase Order and will be released after expiry of such warranty.

PREPARATION OF TENDER

Tender will be opened on “**Single Stage two envelopes**” basis. All bidders must submit **two sealed envelopes** “Technical proposal and Financial Proposal” on specified tender opening date/time. Technical Proposal will be opened on same date, whereas Financial Proposal will remain sealed till the evaluation of samples by PIA Management. Evaluation report uploaded on PPRA/PIA website.

Financial Proposal having following documents.

- a) The Schedule duly filled in, signed and sealed.
- b) Pay Order for Earnest Money 2%(Refundable).

Technical Proposal having following documents.

- a) Tender Fees Pay Order of RS. 6,000 (NOT REFUNDABLE)
- b) Company profile, Copy of GST & NTN certificate and technical literature.

The outer cover of envelopes should bear address of the General Manager Procurement, PIA Supply Chain Management, JIAP Karachi - Pakistan, Tender reference number, opening date and company name.

All information about the material proposed to be supplied must be given as required in the schedule to tender.

The tender will not be considered if complete information required is not given therein.

Particular attention must be paid to delivery time.

Authorized Signatures of individual signing the tender and other documents connected with the contract must specify whether signing as:

- a) Sole Proprietor or his attorney.

- b) A registered active partner of the firm or his attorney.
- c) For the firm per procreation.
- d) As secretary, Manager, Partner, etc., or their attorney in case of firms registered under Partnership Act.
- e) The Tenderers must indicate whether its firm / company / organization etc is registered with PIA or not. If registered then specify PIA Registration number.

PRICES

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule to tender inclusive of all duties / taxes, packing, octroi and delivery charges for free delivery to Karachi Airport. However, if GST is applicable, same should be shown separately.
- b) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
- c) 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.
- d) Offers must be valid for 120 days.
- e) Quotation must be written on PIA prescribed form otherwise Bids will not be entertained.

ACCEPTANCE OF TENDER

PIA do not pledge themselves to accept the lowest tender and reserve the right to accept or reject any or all tenders / quotations, divide business among more than one supplier or accept the tenders at rates on lowest individual items or extend the date of opening with assigning reason.

Yours truly,
For: Pakistan International Airlines

DGM- (Purchases Commercial)

Encl:

- 1. Tender Schedule-A Technical Specifications
- 2. Annexure C-Evaluation Criteria
- 3. Term & Conditions

Notes : 1- Prescribed Tenders form for the subject item may be directly downloaded from PIAC / PPRA website.

INTRODUCTION

PIAC desires to engage the firm(s) for the purchasing of Data Storage. The Equipment's specification and quantity are mentioned in Annexure A.

SCOPE OF WORK

The vendor will be responsible for physical installation and configuration of equipment. The Vendor should provide 03-years warranty and onsite support 24x7x4 with parts and labor for complete hardware.

RESPONSE REQUIREMENTS

Potential bidders must follow the following requirements for their responses.

- The Certificate of Company/Firm/Contractor Registration/Incorporation under the laws of Pakistan.
- The Valid Registration Certificate for Income Tax & Sales Tax.
- The Bidder must submit earnest money and security deposit as per PIA rules.
- The Incomplete and conditional responses will not be entertained.
- The PIAC reserves the right to accept/reject wholly or partially any response or cancel the tender process altogether at any stage without assigning any reason.
- The Responses are liable to be rejected if; they are not conforming to the terms, conditions and specifications stipulated in this document.
- The Responses submitted via email or fax will not be entertained

EVALUATION CRITERIA

The responses will be evaluated as per Evaluation Criteria mentioned at "Annex-C"

For qualifying, bidders shall fulfill all the requirements as laid out in Annex C "Mandatory Requirements" of Evaluation Criteria and "Technical Specifications" in Annex A. If any of the Mandatory Requirements and Technical Specifications are not met by the bidder, the bid will be cancelled straight away and no further consideration will be given. Moreover, bidders will have to secure 50% (overall) score in the Section "General Evaluation". Scoring less than 50% will disqualify the bid.

ANNEXURE A - Technical Specifications

All specifications to include "or equivalent" wherever applicable

Technical Specifications

Data Storage (Unified SAN+NAS)
Storage system with redundant components and expandable with disks and expansion shelves for future growth
SAN Controller Cache >= 16 GB per controller
Must have at least two controllers
Must have redundant Power Supplies
Must Support at least SSD, SAS, and NL-SAS disks
RAID levels at least 0, 1, 5, 6, and 10 shall be supported
Should have at least hot swappable flexible IO options including iSCSI, 1/10GbE, 16Gbps Fiber Channel or higher
Required at least connection 2 x 16 Gbps per controller
Solution must provide block and file services; i.e. at least FC, iSCSI, CIFS, NFS and SMB
Features must be included at least Snapshot, Volume Copy, and Thin Provisioning
Must support at least VMware, and Hyper-V.
Solution must include 20 x 1.2 TB SAS 10K disks
Solution must include power cables, patch cords, all required SFPs and rail kit with cable management arms
Three years warranty and onsite support with parts and labor (24x7x4)
Quantity = 1

ANNEXURE C-EVALUATION CRITERIA

Mandatory Requirements

S.No.	Description	Documents
1	Company must be OEM or OEM certified partner / or Authorized Distributor of OEM or Authorized Distributor of OEM certified partner	Partnership Certificate
2	Bidder must provide the letter of participation from Principal/OEM.	Valid Letter
2	NTN and or SECP registration certificate	Relevant certificate
3	Must have geographical presence in Karachi and Islamabad	Office addresses
4	Quote the Unit Rate and GST(if applicable) SEPARATELY	Tender Document
5	Must be Active Tax Payer	Online verification
6	Proposed product should be a renowned brand with presence in at least 10 countries across the globe.	
7	The Equipment should not be refurbished must be new	
8	Company should provide local trainings for 02 persons	

General Requirements

S.No.	Description	Marks	Documents
1	Geographical Presence	1 Locations = 5 Marks Max = 15	Offices' addresses
2	Technical Staff (relevant category Engineers + Technicians + Product Certified Resources)	1 Technical Staff = 2 Marks Max = 15	Staff List+ CVs of certified resources
3	Financial Strength (Annual Turnover)	05 Million = 1 Mark Max = 20	Last two years Record
4	Number of years in business	1 Year = 3 Marks Max = 15	Company registration certificate
5	Similar projects or delivery of goods successfully completed in last five years (SLA / PO at least 01 Million)	1 Project/Delivery = 2 Marks Max = 20	Purchase Orders

Passing / Qualifying marks = 50% of the total
Bidders securing Less than 50% will not be entertained further

Financial Evaluation

S.No.	Per Unit Cost (PKR)	GST (if applicable), PKR	Cost of Total QTY (with GST), PKR
1			

Terms and Conditions

1. Tenders will be called on **Single Stage Two Envelope** basis.
2. Company must be OEM or OEM certified partner / or Authorized Distributor of OEM or Authorized Distributor of OEM certified partner.
3. All local bidders are required to submit 2% of total bid value in Financial Proposal as Earnest Money in shape of pay order.
4. **Bidders are required to submit a pay order of Rs. 6,000 (non-refundable) with Technical Proposal as Tender Documents fee.**
5. All participants are required to mention all taxes & GST separately.
6. Payment term net thirty days.
7. All participants must quote one rate and best delivery period.
8. Quotation must be valid for 120 days (Extendable).
9. Guarantee & Warrantee must be provided.
10. Please note that quoted rates must be firmed and final in all respect.
11. Item found below PIA Standard shall be rejected / returned.
12. PIA may reserve the right to increase or Decrease or cancel the requirement of any or Complete tender without assigning proper reason.

Tenderer’s Signature _____ Designation _____

Address _____

Tel No. _____ Fax No. _____ Email _____

GST No. _____ NTN NO. _____

Seal _____