

Supply Chain Management Department

SCM Dept. (Store) Building near PIA Head Office Karachi Airport
Tel: +92-21-99044423 /Email ID: khijzpk@piac.aero

Tender Ref # 19010163 / 2019

Dated: 4th Dec 2019.

Invitation for Tender and Instructions to the Bidder(s)

M/S _____

Sub: Procurement of Aircraft PALLET LASING NETS QTY 200 EA

Dear Valued Vendor(s),

Pakistan International Airlines Head Office Karachi Airport is pleased to invite sealed bid(s) from well reputed Oil Manufacturers, Authorized Dealers, Contractors, General Supplier(s) for the procurement/Supply of **Aircraft PALLET LASING NETS QTY 200 EA.**

1. SUBMISSION OF BID:

1. Tender documents can be prepare / submit on Single Stage Two **Envelopes /Technical & Financial** Proposals basis. **Envelope** should be marked '**Confidential**' and with '**Tender reference No: 19010163 on both envelopes with heading "Procurement/supply of Aircraft Pallet Lashing Nets.**

2. Tender Submission Place/Opening venue/address:-

Bids should be dropped in the **Tender Box** marked as **Commercial Purchases** placed at the main entrance of **Supply Chain Management Department** Building, Pakistan International Airline near PIA Head Office Karachi Airport Karachi (Terminal-1) "latest by **13-01-2020 (Monday)** until (10:30) Hrs. Bids shall be opened on the **same date/day/venue at (11:00 hours).** Bids can also be dispatch through any registered Courier services from local/abroad, which must be mentioned PIA tender reference/description on envelope & reach before the closing date / time of Tender i.e. **13-01-2020 (Monday)** until (10:30) on following address:

To:

General Manager Procurement
Supply Chain Management Department Building
Pakistan International Airlines
Karachi Airport Pakistan 75200 near PIA HO/Terminal No-1,
JIAP Karachi. Ph: 0091 21 99044423

Tenders received after stipulated date/ time shall not be entertain/considered for participation in the bidding. The Corporation will not be responsible for any postal delays OR any other reasons which cause failure in submission of tender on due date.

The decision of General Manager Procurement in this respect shall be final and binding.

Yours Truly,

For (**Pakistan International Airlines**)

General Manager -Procurement
1st floor Flight SCM- Dept. Building
Near PIA Head Office (Terminal No.1),
Karachi Airport Karachi Pakistan 75200.
Tel No. 0092 21 9904423/0092 21 9904483
Khijzpk@piac.aero

2. 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.
 - b. Samples (if applicable)
 - c. Authority Letter (In the name of Rep. of Participating Co)
 - d. **Tender fee PKR 2,000/-** For Pak based local bidders only.
 - e. All tender documents must be duly filled seal & signed by participating company with filling of “**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 for Pak based local Bidders only].
 - c. Earnest Money **02 %** of the Bid. (For Pak based local Bidders only).

- **Financial Proposals** shall remain sealed and in the custody of PIA until the evaluation report (on basis of Technical literatures & samples) is evaluated 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** so opened shall be of only those bidders declared “**Technically Qualified**” by the (CEC), on the date notified later. Remaining Financial Proposals shall be **un-opened** & will be returned to un-qualified bidder(s).

3. PAYMENT / CREDIT TERMS

PIA standard mode of payment is NTD (NET THIRTY DAYS).

4. CURRENCY OF PAYMENT

USD or the applicable local currency at PIA's option; should PIA decide to opt the local currency payment or switch back the original payment currency, advance notice will be given to seller.

5. BID VALIDITY FOR PALLET LASHING NETS:

Offers should remain valid for 03 months from the closing date of the tender.

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

Sign & Official Seal of Bidder

Procurement of Aircraft Pallet Lashing Nets.

Tenders documents are invited on single stage Two envelopes **Technical & Financial Proposals basis** and contains following documents;-

(a) Duly filled PIA Tender Documents Schedule- A (Price, Brand name/origin/ shelf life of product (where applicable) /Manufacturer and expected date of delivery). Unit price /Extended Value both in figures and words should be mentioned and only one Rate/one available Brand is allowed to mention in the tender documents (overwrite/cuts/use of Ink removers is lead to rejection of bid) [Each page should be filled, signed & bearing company's seal].

(b) Rates/brand/Origin/Date of Manufacture of item/shelf life of product & expected date of delivery can also be mention in participating company own letter pad as well).

(c) Technical Literature / Brochures of offered Product is also required.

(d) Samples of item OR Testing Report (where required OR applicable) Samples will not be return to participants.

(e) Authority Letter (In case of Rep participating on behalf of company).

(f) In case of local Pakistani bidders participating in tender they are required to submit None Refundable **Tender Fee PKR. 2,000/=** in shape of pay order/PIA cash receipt in favor of "Pakistan International Airlines" **(Note: foreign bidders are exempted to pay tender fee/earnest money).**

(g) For Local Pakistani bidders valid GST/NTN Certificates as per Check List in tender docs).

(h) After opening of Technical Proposals, all the Technical literature/Approval/Certificates submitted by respective bidders will be forwarded to Central Evaluation Committee of PIA for Evaluation purpose. Lowest bidder will be declared only subject to technically qualified by respective committee of PIA.

(i) Evaluation Report shall be uploaded on PIA / PPRA website and will inform to bidder. Upon any disagreement with evaluation, participant(s) can submit their grievances to the Central Grievance Committee address of GM Procurement within period of 10 days. (Note: after stipulated days no any grievance will be entertained).

(j) ACCEPTANCE / REJECTION OF TENDER

PIA does not pledge herself to imperatively accept the lowest bid, but reserves the rights to accept or reject any or all bids / quotations as per PPRA rules.

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 as per PPRA rules.

(k) For Local Bidders **02% of Earnest Money (Refundable)** of Gross value of quoted price in shape of Pay Order /PIA Cash receipt in favor of "Pakistan International Airline" must be attached at the time of submission of Financial Proposal on first opening date **(Non-submission of Earnest Money will lead to REJECTION of Tender. (Earnest Money is applicable for local vendors only)**

In case of high cost item or long terms contract successful bidder in the tender will be required to submit **05% Security Deposit** (Refundable) of total contract duly sign of contract along with Bank Guarantee before awarding of Purchase order (for local bidders only)

(l) Pak based Local Bidders MUST be registered with Govt. Taxation Authorities (GST/ NTN). [Attach copy]. Authorization from the Principal (if Authorized Agent / Distributor) on behalf of OEM participating in tender.

(m) Shipment Inco-Terms: Bidders should clearly mention their shipping INCO TERMS; however PIA will prefer to supply the Oil by successful bidder on CFR KARACHI basis (Supply Chain Management Building near PIA Head Office (Terminal-1) Karachi Airport Pakistan Karachi).

(n) Bids through e-mail shall not be entertained.

Yours truly,

For **(Pakistan International Airlines)**

General Manager -Procurement
1st floor SCM -Dept Building
Near PIA Head Office (Terminal No.1),
Karachi Airport Karachi Pakistan 75200.
Tel No. 0092 21 99044423/ 21 9904483
Khijzpk@piac.aero

Tender Schedule- A: Procurement of Aircraft Pallet Lashing Nets)

Tender Ref #: 19010163 /2019

S/No	PARTICULARS (Specifications)	UOM	QTY	MAKE /MFGR	ORIGIN	UNIT RATE (Currency)	Duty & Taxes (If Applicable)	EXTENDED VALUE (Currency)	REMARKS
01	AIRCRAFT PALLET LASHING NETS	EA	200						
						Total Value			
Offered delivery schedule: _____						+02 % Earnest Money (For Pak based local bidders)			
						Grand Total			

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

Authorized Signatures (of the Bidder): _____

Official Seal of the Company: _____

MANDATORY REQUIREMENT AFFIDAVIT & CHECK LIST

TENDER REF: 1901063/2019

1	We are participating as: (Tick as applicable) Manufacturer / Producer / Authorized Distributor / Whole Seller / General Order Supplier / Stockiest None of All.	Our Principals are M/ s: _____ [Note: Please attach Copy as applicable]
2	We are registered with following Authorities and our Registration Numbers are: <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> _____ 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. Proposal] * Earnest Money: _____ [In Financial. Proposal] ** [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. Company will be responsible for all transportation /labor charges till PIA designated premises at Karachi	
8	We are quoting JUST ONE RATE (inclusive of all taxes, mentioned separately) that are firm & final in all respects, and quotation shall be valid for 180days countable from the date of tender 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	<p>I / We do hereby affirm that: 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.</p>
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 <input type="checkbox"/> (if Proprietorship) : Active Partner or Attorney <input type="checkbox"/> (if Registered under Partnership Act) : Secretary / Director / Manager <input type="checkbox"/> (if Registered under Company's Ordinance)	

Seal & Sign of Bidder

(To be furnish by vendor only)

Encl:

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

Notes: Prescribed Tenders forms / Documents are available in PIA/PPRA websites and can be downloaded from www.piac.com.pk and www.ppra.org.pk

(To be submitted on Company Letter Pad)

To: General Manager Procurement
Supply Chain Management Department
Pakistan International Airlines. Karachi

Subject: Undertaking to Execute Contract

Dear Sir,

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:
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. That all expense in connection with the preparation and execution of the contract including stamp duty will be borne by us / me. 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. 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: -----

Full Name: -----

Designation: -----

Address: -----

Phone/Fax No: -----

Seal : -----

Date: -----/-----/2019

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 it 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.

Signature of Bidder_____

Sign/Seal/Stamp_____

Date/Place_____

LASHING NET SPECIFICATION

Description	Specification
Lashing Net Technical Data	
IATA Code	NAD/NMB/NME
NAS specification	NAS 3610 2A1N/2M2N
Max. gross weight	15,000lbs (6804 kg)
Base size	88/96inx125in (2235/2438mmx3175mm)
Height variants	96in (2438mm)
Certification	FAA TSO C90d
	UK CAA TSO C90d
	TWA CAA TSO C90d
Standards references	IATA specification 50/1 or 50/9
Life limit	Recommend a 3 years' service life
Burn Rate	Less than 2.5 inches/min
Construction	Knotless construction with Polyester braid
Mesh size	255 mm per side
Number of Meshes	8 each on 125in (3175mm)sides
	6 each on 96in (2438mm)sides
Weight	Average: 18kg (39.68lbs) for max height
Net components	18,5000lbf (2224daN) double stud fittings (see pictorial view attached) Fittings in accordance with MS3360 1A-ISO 9788-ISO 12118
	18,2204lbf (9800N) hooks (For hook positions see pictorial view attached)
	4 polyester lashing lines, length of 185 in (4.7m) for max height
Color options	Net body – as per customer requirement White Lashing line – as per customer requirement Green
Markings	Logos: as per customer requirement 2TSO tags: attached on the 125in sides Permanent fixture labels: as per customer requirement Information labels: as per customer requirement 1Damage limitation label: attached on one 125in side

1305-02-1304

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EVALUATION CRITERIA FOR LASHING NETS

Total Marks: 116
Qualifying Marks: 80

<u>Vendor Status</u>		05
Manufacturer	05	
Supplier	03	
<u>Years in Business</u>		10
10 Years & above	10	
05 Years	07	
Less than 05 Years	05	
<u>Airline Clientele</u>		10
Reputed/Recognized	10	
Average	07	
Below average	05	
<u>Warranty</u>		05
02 years	05	
01 year	03	
Less than 01 year	01	
<u>Delivery Points</u>		10
PK online points	10	
PK nearest offline points	07	
Others	05	
<u>Financial Health – Annual Turnover</u>		10
USD 10 Million	10	
USD 05 Million and above	07	
Below USD 05 Million	05	

Total Marks: 67

Mandatory Qualifying Marks: 50

Description	Specification	Ttl. Pts.	Pts. Obt
Lashing Net Technical Data			
IATA Code	NAD/NMB/NME ✓	03	
NAS specification	NAS 3610 2A1N/2M2N ✓	03	
Max. gross weight	15,000lbs (6804 kg) ✓	03	
Base size	88/96inx125in (2235/2438mmx3175mm) ✓	03	
Height variants	96in (2438mm) ✓	03	
Certification	FAA TSO C90d ✓	02	
	UK CAA TSO C90d	02	
	TWA CAA TSO C90d	02	
Standards references	IATA specification 50/1 or 50/9	05	
Life limit	Recommend a 3 years' service life	05	
Burn Rate	Less than 2.5 inches/min	05	
Construction	Knotless construction with Polyester braid	05	
Mesh size	255 mm per side	03	
Number of Meshes	8 each on 125in (3175mm)sides	05	
	6 each on 96in (2438mm)sides		
Weight	Average: 18kg (39.68lbs) for max height	03	
Net components	18,500lbf (2224daN) double stud fittings (see pictorial view attached) Fittings in accordance with MS3360 1A-ISO 9788-ISO 12118	07	
	18,2204lbf (9800N) hooks (For hook positions see pictorial view attached)		
	4 polyester lashing lines, length of 185 in (4.7m) for max height		
Color options	Net body – as per customer requirement White	03	
	Lashing line – as per customer requirement Green		
Markings	Logos: as per customer requirement 2TSO tags: attached on the 125in sides Permanent fixture labels: as per customer requirement Information labels: as per customer requirement 1Damage limitation label: attached on one 125in side	05	
Total		67	

