

Pakistan International Airlines

Airworthiness Management Section
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Head Office Karachi Airport.
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Tender Ref # **B777-200LR/Project/2023**

Date: 25.02.2023

Tender Fee. PKR 10,000/= (For Pak based local bidder only)

C O R R I G E N D U M

Invitation for Tender and Instructions to Bidders

M/S _____

SUB: PROCUREMENT FOR THE FOLLOWING ITEM:

B777-200LR CABIN REFURBISHMENT PROJECT FOR 02 AIRCRAFTS.

Dear Sirs,

Pakistan International Airlines pleased to invite your sealed bids 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 Technical & Financial 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 of SCM Dept. HO Karachi Airport Pakistan 75200 marked as "**Tender Box Commercial Purchases**". Latest by **(15.March.2023 Wednesday) until (10:30) Hrs.**

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:

Deputy General Procurement Management
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 General Manager (P) 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.
 - b. As per TORs (attached).
 - c. Authority Letter (In the name of Rep. of Participating Co)
 - d. Tender Fee. **[P.O. of PKR10,000/=] 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. P.O. of Earnest Money 2,500,000.00 of the Bid. (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 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 Proposals opened shall be 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). For local Pak based 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]

Sign & Official Seal of Bidder

E) FINANCIAL MATTERS:

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

Earnest Money of PKR Rs.2,500,000.00 of the Bid which is Applicable to local bidder only. Foreign companies are exempted for Tender Fee and Earnest Money condition.

- Local bidder required to attach EM with Financial Bids.

- 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** in shape of Pay Order, 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.

The Earnest Money submitted with the tender can be converted into Security Deposit, and balance amount shall be deposited accordingly.

- 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

(Applicable for Pak based only.

Note: **Under PPRA Rule 38A, (Incorporated newly by PPRA Authority),**

- i) A bidder may offer unconditional discount, in percentage of their quoted price or Bids, before opening of the financial proposal.
- ii) The discounted bid price shall be considered as original bid for evaluation being integral part of the bid.
- iii) No offer of discount shall be offer after the bids are opened.

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 indents to quote from out of Karachi.

→BIDS THROUGH E-MAIL SHALL NOT BE ENTERTAINED.

Quotation validity 180 days will start from the time financial bid opening.

Yours truly,

For Pakistan International Airlines

A/E Shahenshah Alvi
Project Incharge /B777Project/AWM
Airworthiness Management
Email:shahenshah.alvi@piac.aero
dce.avawm@piac.aero

Sign &Official Seal of Bidder

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

Tender Schedule "A"**Tender Ref# B-777-200LR/Project/23**

PARTICULARS (Specifications)	UOM	QTY	MAKE / MODEL	ORIGIN	UNIT RATE PKR / USD / GBP / OTHERS	GST As Applicable	EXTENDED VALUE PKR / USD / GBP / EURO & OTHERS	REMARKS
1-B777-200LR CABIN REFURBISHMENT PROJECT FOR 02 AIRCRAFTS.	Project	02						
					Total			
Offered delivery schedule: _____.								
					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: B777-200LR/Project/23

1	We are participating as: (Tick 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.
3	FOR LOCAL BIDDERS ONLY GST : _____ NTN : _____ ISO : _____ PSQCA : _____ OTHERS: _____
3	FOR LOCAL BIDDERS ONLY We have attached: Note: [Don't write any amount in Earnest Money's column, if it is Single Stage Two Envelope Bid]
3	FOR LOCAL BIDDERS ONLY Tender Fee (Rs): _____ [In Tech. Prop] * Earnest Money: xxxx [In Finance. Prop] ** [Please Do Not write Amount here]
	FOR LOCAL BIDDERS ONLY * 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	Weshall 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 180 days countable from the date of FINANCIAL BID 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)

UNDERTAKING ON COMPANY LETTERHEAD

Deputy Chief Engineer (AVM).
Airworthiness Management Section
(Engineering & Maintenance department)
Pakistan International Airlines.
PIA Head Office
Karachi-Airport.

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 doso.
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 Two (02) B777-200 LR Cabin Refurbishment

PIA invites participants for a turnkey solution on cabin refurbishment program of our two B777 airplanes. Application may be submitted for all as well as individual categories. Preference will be given to the bidders participating in all categories:

Category A → Integrator (Engineering Solution provider)

Category B → Business Class Seats (Refurbished)

Category C → Economy Class Seats (New)

Category D → In-flight Entertainment

Scope of work mandatory requirement and selection criteria for various categories is appended as follows:

Category A → Appendix A

Category B → Appendix B

Category C → Appendix C

Category D → Appendix D

NOTE-1: Scope of Work and Mandatory criteria is necessary requirement to qualify for the tender.

NOTE-2: Project lead time shall not be more than To + 09 months.

Approved as per digital minute,
ref: HOENGG/B777LR/CABIN UPGRADE/2023-1,
dated: 27-01-23 & revised as per
decision in meeting, dated: 21-02-23,
chaired by Secretary Aviation.

Sadia Moin
Deputy Chief Engineer
Avionics
Airworthiness Management
Pakistan International Airline

1 Page

CATEGORY A: Integrator (Engineering Solution provider)**1. Scope of work**

Pakistan International Airlines is seeking Integrator services which includes [Certification (FAA/EASA STC), Engineering (Working Instruction / Engineering Order) for **complete workscope** and required modification kits, on-site liaison support, Ground and flight testing] for retrofit modification on its two Boeing 777-200LR airplanes, statement of work (SOW) for retrofit modification is given below:

➤ **Items to be Removed:**

Business Class: 35 M/s Avio Interior model EVA/Perseus 2-3-2 abreast configuration.

Economy Class: 275 M/s RECARO model 3410 and 318 Series with 3-3-3 abreast configuration in 200LR.

In-Flight Entertainment: M/s Panasonic (3000i) from Nose to Tail.

➤ **Items to be installed:**

Business Class: Used (Serviceable) Business Class lie flat bed seats, 2-3-2 abreast configuration.

Economy Class: New seats with a provision to accommodate standalone ISPS and PSS, this may be 3-3-3 or 3-4-3 abreast configuration.

In-Flight Entertainment: Installation of IFE system (seat and Head end) in Business Class and integration with Boeing systems along with revised Cabin Data Base (CDB).

Passenger Service System: PSS will be controlled via IFE in Business Class and standalone PSS to be installed in Economy Class. Nose-to-Tail PSS integration with Boeing system.

In-seat Power Charging: USB type ISPS will be available via IFE in Business Class and standalone ISPS in Economy Class (TYPE-A and TYPE-C).

Cabin: New carpet, curtains, non-textile flooring (NTF) and side wall laminations.

2. Mandatory requirement

- i. At-least five (05) years of experience being EASA/FAA Approved Design Organization.
- ii. Supplementary Type Certificate (STC) regularity authority FAA/EASA.
- iii. Design Organization must have obtained at-least five (05) STCs on cabin refurbishment and IFE upgrades from any regularity authority, preference will be given to FAA.
- iv. All Kits and equipment provided by the bidder must be compliant with FAA/EASA.
- v. On-site support must be provided for at-least prototype airplane modification.
- vi. Post modification Instructions for Continued Airworthiness (ICA) support throughout aircraft life.
- vii. Integrator will be responsible to liaison with the all the stakeholders and project management from start till end.

3. Additional Information:
2 | Page


- PIA shall be responsible to supply Buyer Furnished Equipment (BFE) corresponding to the cabin configuration such as Seats, IFE and PSUs, curtain, carpets, NTF and lamination.
- **(IF REQUIRED)** Engineering solution shall include relocation/ addition of Reading Light Assemblies, Oxygen Box Assemblies, Sign Assemblies, Emergency Equipment etc and the installation of new Spacer Panels throughout the cabin, as required to accommodate additional rows and center column passengers. Installation of new PSUs panels, Info signs and OEUs as per requirement.
- The required tests after modification such as Harmonics testing, Ground EMI testing and TPED testing etc. must be included in engineering instructions and assistance in performing tests is required at designated MRO facility.
- Certified and conformed electrical design installation including load management.
- Ensure configuration control by documentation
 - Flight manual changes
 - Maintenance Manual changes
 - Instructions for Continued Airworthiness
 - Electrical Load Analysis in Boeing fashion
- Test all installations and interfaces

4. Proposal format

It is requested to provide commercial and technical proposals along with the following documentations:

- Design Organization Approval (FAA/EASA)
- List of approved STCs obtained for Cabin Refurbishment and IFE upgrade
- Define aircraft down time and provide schedule for lead time
- Submit an integration plan

5. Configuration option

SN	Aircraft Type	MSN
1	777-200 LR	33781
2	777-200 LR	33782

6. Right of amendment

PIA reserves the right to modify RFP terms and conditions at any moment during the RFP process. Changes to the RFP terms and conditions will be duly communicated to participants as long as they remain in the process.




 3 | Page

7. Integrator technical evaluation criteria

1	Design Organization Experience	Number of Years		
		05-06	07-09	≥10
	Weightage = 15 %	07	15	20
2	STC Experience for Cabin Re-configuration (Seat/IFE Upgrade) on B777	Number of STCs		
		05-10	10-15	>15
	Weightage =30%	07	15	20
3	Lead time	Number of months		
		09	07-08	06
	Weightage = 30%	07	10	20
4	Estimated time for Issuance of STC after modification completion	Number of Days		
		>06	04-06	02-03
	Weightage= 25 %	07	15	20

8. 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:

Technical Criteria weightage will be 50% & financial weightage will be 50% of the total weightage. Aggregation of Technical Criteria & Financial weightage will be taken into account for short listing of vendor.






CATEGORY-B: Business Class Seats

1. Mandatory Requirement

1.1. Project Scope:

- i. Used (serviceable) Business class seats with new Trim & finish.
- ii. Proposed business class seats must be approved for installation on B777.
- iii. All the equipment must be compliant with EASA/FAA Part 21 standard.
- iv. All offered seats must have fresh FORM 1/8130 with them.
- v. Certification of offered seat back IFE.

1.2. Product Description:

- i. Used Serviceable Business class seats (02) shipset for 777-200LR
- ii. Seat must not be older than 10 years.
- iii. Both shipset must be identical to each other.
- iv. Seat must have remaining life of 05 years with required spare support
- v. Full flat beds/ lie flat with minimum length of 77 inches
- vi. Minimum seat width 21 inches
- vii. Leather seat cover with high density , soft seat cushions (New Cover & Cushions)
- viii. Rotary or Snake LED lights

NOTE: minimum 01 year warranty on all offered items

Technical Evaluation Criteria Business Class Seats

SN	Criteria	Scoring		
		06 months	07-08 months	09 months
1	Lead time after To	06 months	07-08 months	09 months
	Weightage =20%	10	07	04
2	Seat age	< 07 years	07-08 years	09-10 years
	Weightage = 10%	10	07	04
3	Seat weight (per pax)	< 90 kg	90 – 100 kg	> 100 kg
	Weightage = 05%	10	07	04
4	Seat width	≥ 22 inches	≥ 20 inches	< 20 inches
	Weightage = 05%	10	07	04
5	Spares Support	10 Years	05 years	
	Weightage = 20%	10	05	
6	Cocktail table	YES	NO	
	Weightage = 10%	10	00	
7	Warranty Primary Structure (Seat frame, arm rest, honeycomb structure)	03 Years	02 years	01 years
	Weightage = 10%	10	07	04
8	Warranty Crane Mechanism Actuators & Gears	02 Year	01 Year	
	Weightage = 10%	10	05	
9	Warranty secondary seat parts Meal stay, cocktail table, side skirts, seat control box, shell outer surface , arm caps	02 Year	01 Year	
	Weightage =10%	10	05	

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:

Technical Criteria weightage will be 50% & financial weightage will be 50% of the total weightage. Aggregation of Technical Criteria & Financial weightage will be taken into account for short listing of vendor.

Category C: Economy Class Seats

1. Mandatory Requirement

i. Project Scope:

- Economy class seats (New)
Abreast configuration: (3-4-3) & (3-3-3) [Please quote for both option]
- New Seat covers

ii. Product Description:

1. Seats must be approved for installation on B777-200LR Fleet.
2. Seat must be compliant with the latest FAR25/CS25 requirements (including 25.562) that include 16G certification.
3. Seats must be equipped with PED holders/ clamps to hold device vertically and horizontally.
4. Offered seats must be of latest seat model
5. Both shipset must be identical to each other.
6. Seat must have spare support of 10 years
7. Minimum seat counts is 275 for (3-3-3) and 300 for (3-4-3 abreast configuration)
8. Seat cushion must be less weight, better ventilation and high density, durable to ultraviolet rays and designed to provide lumbar support.
9. Transparent pouch for Life Vest stowage at seat bottom.
10. For ease of Stretcher installation, the seat backrest must be provided with quick release break over device for seats specified for stretcher installation.


7 | Page 


Technical Evaluation Criteria Economy Class Seats

SN	Criteria	Scoring		
		06 months	07-08 months	09 months
1	Lead time after To			
	Weightage = 20%	10	07	04
2	Vendor Repute (Line fit offerability from Boeing/ Airbus	Airbus & Boeing both	Boeing	Airbus
	Weightage = 05%	10	07	07
3	Seat weight (per pax)	< 11 kg	11-13 kg	>13kg
	Weightage= 20%	10	07	04
4	Spares Support	10 Years	05 years	
	Weightage = 10%	10	05	
5	Warranty Primary Structure (Seat frame, arm rest, honeycomb structure)	07 Years	05 years	03 years
	Weightage = 10%	10	07	04
6	Warranty secondary seat parts Meal tray, side skirts, shell outer surface, arm caps	03 Year	01 Year	
	Weightage= 10%	10	05	
7	Warranty seat cushions	05 Year	03 Year	
	Weightage= 10%	10	05	
8	Seat pan articulation feature	Yes	No	
	Weightage= 05	05	00	
9	Retractable Armrest flush with seat back Cushion	Yes	No	
	Weightage= 05%	05	00	
10	Head rest movement freedom	Yes	No	
	Weightage= 05%	05	00	

Methodology for assessing Highest Technical Scoring Bid

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

X Net Outcome

A Maximum Points of Technical Criteria

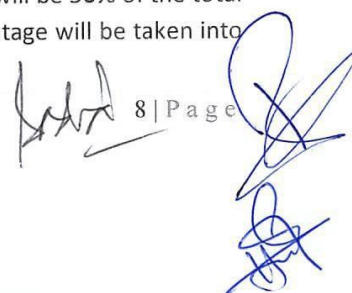
B Points obtained in Technical Criteria

TEW Technical Evaluation Weightage

Note:

Technical Criteria weightage will be 50% & financial weightage will be 50% of the total weightage. Aggregation of Technical Criteria & Financial weightage will be taken into account for short listing of vendor.

8 | Page



Category D: In-Flight Entertainment**1. Mandatory Requirement****1.1. Project Scope:**

In Refurbished Business Class:

- Seat Back IFE with ISPS. The Business Class IFE must be able to integrate with existing Boeing PSS.

In Economy class:

- PSS which can be integrated with existing Boeing PSS.
- ISPS (Type A & C – 02 doublet units on one triplet seat)
- Fixed Wireless streaming- Pre-loaded content streaming

1.2. Product Description:

- IFE must be certified or able to certify on offered refurbished Business Class seats.
- IFE must be certified for B777 approved used serviceable business class seats.
- Business Class Screen size 15" or more.
- IFE must be compatible with existing Boeing PSS system for Business Class.
- USB charging port with business class IFE screens (Type-A or C).
- Fixed wireless content streaming capability throughout cabin.
- Customized User Interface for BYOD.
- In-seat USB charging (Type A & C – 02 doublet units on one triplet seat) in Economy class.
- PSS in Economy Class seat must be able to integrate with Boeing system for reading lights and attendant calling.

NOTE-1: Economy class PSS & ISPS equipment must have a minimum warranty of 02 years and industry spare support of minimum 05 years after installation on PIA aircraft.

NOTE-2: All the offered equipment must comply with FAA Part 21 standards.

NOTE-3: PIA intends to upgrade these aircraft with In-Flight Connectivity in future. Therefore, the IFE server and WAPs offered against this bid must be capable of being integrated with the IFC cabin and terminal equipment at a later stage.




Technical Evaluation Criteria

1	Business Class Screen size	Inches		
		15	>15	
	Weightage = 10 %	05	10	
2	Lead Time	Number of months		
		09	07-08	06
	Weightage =20%	04	07	10
3	Business class IFE Equipment Warranty	Number of years		
		02	03-04	>04
	Weightage = 10%	04	07	10
4	Post Modification Support for equipment	Number of Years		
		05	06-07	>08
	Weightage = 10 %	05	10	20
5	Business Class ISPS Type	Type of Port		
		TYPE-A		TYPE-A and TYPE-C
	Weightage = 5 %	05		10
6	Economy class ISPS and PSS units Warranty	Number of Years		
		02-03 years	04-05 years	>05 years
	Weightage = 10 %	04	07	10
7	Recommended Spare Part List of Total Items (No-Charge)	05%	10%	15%
	Weightage= 10 %	4	7	10
8	IFE System Compatibility/Integration with Connectivity	With Specified Vendors		With All Vendors
	Weightage 10%	5		10
9	IFE Equipment Reliability (MTBF)	15000H-20000H		21000H-25000H
	Weightage = 5%	4		8
10	Contents Loader & Software Loader Equipment	No		Yes
	Weightage = 5%	0		10
11	Training of Maintenance & Cabin Crew	No		Yes
	Weightage = 5%	0		10

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:

Technical Criteria weightage will be 50% & financial weightage will be 50% of the total weightage. Aggregation of Technical Criteria & Financial weightage will be taken into account for short listing of vendor.


 10 / Page
