



To, M/s \_\_\_\_\_




PIA Ref. No. FSD-Crockery-10



**Schedule for Invitation of Tender**

Please drop your sealed quotation in the tender box marked “**Purchases (Commercial)**” placed in the main entrance of PIA Logistics Building, Karachi Airport for the following item(s) latest by **29-03-2010** at 1030 hrs. Envelope containing tender, must mention PIA Ref No. and Date of Opening. PIA will not be responsible for any postal delay.

SNo	Particulars of Item	Unit	Quantity Required	Unit Rate (Rs.)	16% G.S.T. (Rs.)	Delivery Period	Make, Brand & Type	Remarks
<b>Crockery:</b> China Ware / Porcelain, 5* restaurant environment contemporary stylish design light weight and compact size. PIA Branded on reverse of each item for Security purposes.								
01	<b>a). Salad Bowl / Dessert Dish Size:</b> 11.5 x 9.5 x 3.5 cm Ivory White, Tentative design (Creative design suggestions welcome) 		50,000					
02	<b>b). Dinner Bowl / Plate</b> Size: 18 x 18 cm, Dept: 3 cm Ivory White, Tentative design (Creative design suggestions welcome) 		20,000					

03	<p><b>c). Appetizer Plate</b>  Size: 13 x 10 x 1.8 cm,  Ivory White, Tentative design(Creative design suggestions welcome)</p> 		50,000					
04	<p><b>d). Charger Plate</b>  Size: 18.2 x 12 x 2 cm,  Ivory White, Tentative design (Creative design suggestions welcome)</p> 		20,000					
05	<p><b>e). Casserole</b>  Size: 17 x 11.5 x 3 cm,  Ivory White, Tentative design: (Creative design suggestions welcome)</p> 		20,000					

06	<p><b>f). Tea / Coffee Mug</b>  Size: 10.5 cm, Dia : 7.5,  Ivory White, Tentative design (Creative design suggestions welcome)</p> 		30,000					
07	<p><b>g). Salt &amp; Pepper Shaker</b>  H: 4 cm, Ivory White, Tentative design:  (Creative design suggestions welcome)</p> 		20,000					
08	<p><b>h). 2 part and 3-part Sauce / raita /chutney holder</b>  Size: 2 parts : 11 cm  Ivory White, Tentative design (Creative design suggestions welcome)</p>  <p>Size: 3 parts : 17 cm,  Ivory White, Tentative design(Creative design suggestions welcome)</p> 		10,000 each					

09	<p><b>i). Butter /nut dish similar design to h) above</b>  Size: 5.5 cm,  Ivory White, Tentative design (Creative design suggestions welcome)</p> 		30,000					
10	<p><b>j). Hot towel platter</b>  Size: 15 x 6 cm, 2.5 cm Deep  Ivory White, tentative design(Creative design suggestions welcome)</p> 		15,000					

N.B. Tender proceeding will be convened on Two Stages, Two Envelopes basis, Technical Proposal will be opened on 29-03-2010 at 1100 Hrs (PST)

\* **all quantities are subject to  $\pm$  25% variance.**

**Note**

- 01. Participant must be registered with Sales Tax authorities G.S.T. No. must be quoted
- 02. All participants are required to mention all taxes & G.S.T. separately.
- 03. All participants must quote one rate and best delivery period.
- 04. Please note that quoted rates must be firm and final in all respect.
- 05. Samples must be provided along with the quotation.**
- 06 Successful bidder will be required to submit professional tax / NOC
- 07. Tender Fees = Rs. 1500/=

- 08. Guarantee & Warrantee must be provided. (if applicable)
- 09. Payment term net thirty days, Income tax will be deducted at source.
- 10. Quotation must be valid for 90 days from the date of tender opening.
- 11. Delivery must be made at PIA Procurement & Logistics Building, Karachi.
- 12. 2% Earnest Money must be submitted alongwith quotation, 3% after award of order.
- 13. Qty 25% may increase or decrease.

Authorized Signature of

Supplier with seal and Designation: \_\_\_\_\_

Date: \_\_\_\_\_

## **TERMS AND CONDITIONS:**

- PIA will give preference to Manufacturers.
- Design so finalized by PIA will be PIA Proprietary and shall be patent in PIA name.
- All suppliers must quote CNF, FOB and Airfreight rates (in case shipment required on urgent basis).
- Potential vendors must provide Performance Bond in shape of Bank Guarantee of 10% of total order value.
- Potential suppliers will provide evidence of manufacturing capacity & capability to PIA.
- Manufacturing facility of potential suppliers will be assessed for production facility / capability by PIA.
- After finalization of prototype design samples must be submitted with in 2 weeks for evaluation in case of failure 2.5% of Bank Guarantee will be confiscated.
- Deliveries are required as per following schedules from the date of placement purchase order:
  - 10% of ordered quantity within 4 weeks from placement of order.
  - 30% of ordered quantity within 8 weeks from placement of order.
  - 30% of ordered quantity within 12 weeks from placement of order.
  - 30% of ordered quantity within 16 weeks from placement of order.
- Ordered quantities in any quantum can be reduced or increased at the sole discretion of PIA.

## EVALUATION CRITERIA

TOTAL MARKS -----100

QUALIFYING MARKS -----70

Details are as follows:

Marks breakdown is as under:

**1) Company Profile:**

**(Marks Allocated 50)**

**a). Status of the potential vendors:**

- Manufacturers of Repute (10 Marks)
- Manufacturers through Authorized Distributors (05 Marks)
- Manufacturers through Importer / Exporter (03 Marks)

**b). Manufacturing and Design facility:**

- Fully Automated (10 Marks)
- Semi Automated (05 Marks)
- Manual (03 Marks)

**c). Manufacturing Units:**

- More than three manufacturing unit (10 Marks)
- Two manufacturing unit (05 Marks)
- One manufacturing unit (03 Marks)

**d). Year in business:**

- Upto 20 years of experience (10 Marks)
- Upto 10 years of experience (07 Marks)
- Upto 05 years of experience (05 Marks)
- Less than 05 years of experience (03 Marks)

**e). Qualification of Key Personnel:**

- Foreign recognized qualification in relevant field (10 Marks)
- Local recognized qualification in relevant field (05 Marks)
- Foreign / Local recognized qualification in irrelevant field. (03 Marks)
- No Qualification (00 Marks)

**2) Manufacturing with Reference to Airline:**

**(Marks Allocated 10)**

- a. Manufacturer for Airline Supplies (Marks Allocated 10)
- b. Manufacturer for Non Airline Supplies (Marks Allocated 05)

**3). Financial Health :**

**(Marks Allocated 10)**

Participating organisation must provide annual Turnover alongwith Net Profit Before Tax and Net Profit Margins.

<b>Financial Health</b>	<b>Turnover</b>
10 Marks	* \$3 M+
07 Marks	\$2 M+
04 Marks	\$1 M+
01 Mark	\$0.5 M+

**\* Or Equivalent in PAK Rupees**

**4) Clientage Details: (Marks Allocated 10)**

Participating organisation must provide detail of their Clients to whom they .

- a. Airlines (Marks Allocated 10)
- b. Non Airline Clients (Five Star Hotels etc) (Marks Allocated 05)
- c. General Market (Marks Allocated 03)

**5) Certifications: (Marks Allocated 10)**

Participating organisation must Internationally recognized certifications.

- a. Three Certifications (Marks Allocated 10)
- b. Two Certifications (Marks Allocated 05)
- c. One Certification (Marks Allocated 03)
- d. No Certification (Marks Allocated 00)

**6). Litigation History with any Firm/Airline current & pending on similar service. (Marks Allocated 10)**

<b>Litigation History</b>	<b>Current cases</b>	<b>Historic Cases (5 years)</b>
10 Marks	0	0
8 Marks	0	1
6 Marks	0	2
4 Marks	1	2+
2 Marks	2	2+
0 Marks	2+	2+

**NOTE :**

Please download and complete PIA Pre-Qualification Document for Suppliers / Vendors / Distributors / Service Providers from [www.piac.com.pk](http://www.piac.com.pk) (web content PIA for Business). This document is a integral part of the Prequalification Process.