

**PIA**

Pakistan International Airlines  
Supply Chain Management  
Commercial Purchases Section  
Tel: 99043304  
E-mail: [dgmpc@piac.aero](mailto:dgmpc@piac.aero)

REF: PIAC/Generator/2023-ICT  
Dated: 01-06-2023  
Tender Cost: PKR 10,000  
E/M ; Rs 150,000

M/S \_\_\_\_\_

\_\_\_\_\_

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Subject: Tender document for procurement of 150kva generator for disaster recovery RWP

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 **12-07-2023**. 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 **Pay Order** in the name of **M/ s PAKISTAN INTERNATIONAL AIRLINES** as interest free Earnest Money (Refundable) to be placed in Technical Proposal in shape of Pay Order of an amount of PKR 150,000 or a Bank Guarantee of equivalent amount (duly countersigned by the Head Office of the Bank), and remain be valid 3-months after expiry of the Contract. Tender without Earnest Money shall not be considered.

**SECURITY DEPOSIT**

- A) Successful bidders, upon award of Contract / Purchase Order shall also be required to furnish an additional amount of PKR 300,000 as interest free Security deposit in shape of Pay Order or a Bank Guarantee of equivalent amount (**duly countersigned by the Head Office of the Bank**), and remain be valid 3-months after expiry of the Contract.

**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.

**Technical Proposal having following documents.**

- a) Tender Fees Pay Order of RS. 10,000 (NOT REFUNDABLE)  
b) Company profile, Copy of GST & NTN certificate and technical literature.  
c) Distributer OR Manufacturer or Stockist  
a. Pay Order for Earnest Money Rs 150,000.

**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.

Evaluation of the sample may be carried out by the Outside well known laboratory on the expense of Supplier, on the directives of Management - PIACL. All Expenses will be borne by the Vendors. Cut Pieces and Tube shape both are acceptable at the time of technical opening and shall be treated as "Quality Sample" Only. After receiving of Purchase Order However, if found lowest, Production sample will be require in Tube shape as per specification before delivery.

**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. Term & Conditions

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

## **INTRODUCTION**

PIACL desires to engage the firm(s) for the purchasing of 150 kVA Generator Set for Data Center, Rawalpindi Booking Office. The Generator set specifications and quantity is mentioned in Annexure A

## **SCOPE OF Work**

- The vendor will be responsible for physical installation, commissioning and configuration of equipment.
- The Vendor should provide One (01) year standard warranty and onsite support with parts and labor for complete hardware.
- Vendor should provide complete support for implementation and integration with current electrical devices and environment.
- The generator is required to installed at site, with all accessories including but no limited to changeover switch, Main cable , distribution box with bussbar.
- If required at site foundation for generator to be made.
- The generator needs to be checked on load before handing /taking over, for satisfaction of the user.
- Security deposit of 10% to be withheld for 01 year time , for succesfull operation of parts.
- If any part becomes fauty , the vendor is required to change it within 48 hours at his own risk and cost during the warranty period.

## **RESPONSE REQUIREMENTS**

Potential bidders must follow the following requirement for their responses.

- Certificate of Company/Firm/Contractor Registration/Incorporation under the laws of Pakistan.
- Valid Registration Certificate for Income Tax & Sales Tax (GST).
- Bidder must submit earnest money and security deposit as per PIA rules.
- Incomplete and conditional responses will not be entertained.
- PIAC reserves the right to accept/reject any response or cancel the tender process altogether at any stage without assigning any reason.
- 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**

Bidder should be vigilant:

- To fulfil all requirements as laid down in Annex-A “Technical Specifications” and Annex-C “Mandatory Requirements” of evaluation criteria.
- That proposed bid may be rejected if any of the requirements is not met in "Technical Specifications" and “Mandatory Requirements” and no further condition shall be given.
- That minimum qualifying score is 70% (in General Evaluation).

**ANNEXURE A – TECHNICAL SPECIFICATIONS**

**All specifications to include " or equivalent " wherever applicable**

The following are the Quantity and Technical Specifications of Equipment:

Equipment	Quantity
150kVA or higher Generator with installation and commissioning	01

150kVA Generator Set		
S.No	Specification	Required
1	Output Prime Rating at least: 150.0 KVA, 120.0 KW OR Higher	
2	AMF/ATS Panel (3P) with M.O.R panel	
5	Control cable 25mm, 3 core, 12 meters	
6	Neoprene Sheet (Anti Vibration Rubber Pad)	
7	All necessary accessories including but not limited to parallel Kits, cables, & interlinks and etc.	
8	At least One (1) Year Standard Warranty of Generator Set	
9	Starting Batteries with Six months warranty OR Higher	
10	Remote Monitoring with Display Panel and required software	
11	Installation, Startup, Remote monitoring configuration and Commissioning	
12	Oil, FILTER AND REQUIRED COOLANTS	
13	Sound Proof Canopy	

## ANNEXURE C–EVALUATION CRITERIA

### Mandatory Requirements

S.No.	Description	Documents
1	Company must be OEM or OEM certified partner / or Authorized Distributor of OEM	Partnership Certificate
2	GST, and NTN registration certificate	Relevant certificate
3	Company must have geographical presence in Islamabad.	Office addresses
4	Quote the Unit Rate and GST(If applicable) <b>SEPARATELY</b>	Tender Document
5	Must not be black Listed / Debarred by PIA or its subsidiaries	Records/Affidavit
6	Must be Active Tax Payer	Online verification
7	The Equipment should not be refurbished must be new	
8	Company must provide at least 02 installation references of Generator set of at least 100 Kva OR Higher, installed for Data Center OR any 24 x 7 Operational environment in Pakistan for the proposed brand/OEM.	Documentary Evidence
9	The Company should provide local trainings for 02 persons Training include Principal Official Curriculum and held on proper training facilities instead of PIA premises.	Company's Letter Head
10	Company must be in business for at least three years.	Documentary Evidence
11	Proposed product should be a renowned brand with presence in at least Five (05) countries across the globe.	Documentary Evidence
12	Must be imported couple set	Company's Letter Head
13	ENGINE: CUMMINS / PERKINS OR Equivalent	

### General Requirements

S.No.	Description	Marks	Documents
1	Geographical Presence	<b>Max = 15</b> 1 Location = 5 Marks 2 Locations = 10 Marks 3 and Above = 15 Marks	Offices' addresses
2	<u>Availability of Technical Staff</u> (relevant category Engineers / Technicians)	<b>Max = 15</b> 1 Technical Staff = 5 Marks 3 Technical Staff = 10 Marks Above 3 Staff = 15 Marks	Staff List+ CVs of relevant resources
3	Financial Strength (Annual Turnover)	<b>Max = 20</b> 2 Million= 1 Mark	Last two years audited reports *Evaluation will be on the basis of 2021
4	Number of years in business	<b>Max = 15</b> 3 to 5 Year = 5 Marks 6 to 10 Years = 10 Marks Above 10 = 15 Marks	Company registration certificate
5	Similar projects or delivery of goods successfully completed in last five years (SLA/PO at least 2.5 Million)	<b>Max = 20</b> 1 Project/Delivery = 5 Marks	Purchase Orders

Passing / Qualifying marks = **70%** of the total

Bidders securing Less than **70%** will not be entertained further

## FINANCIAL EVALUATION

S.No	Description	Qty.	Per Unit Cost (PKR)	GST (if applicable), PKR	Cost of Total QTY (with GST), PKR
1	150 kVA Generator with starting batteries and all required accessories, etc. (for Hardware and Software)	01			

### Term and Condition → Important Notes to Bidder (Mandatory)

**A. All participants are required to affirm that:**

1. Required / tendered quantity may increase or decrease by 15%.
2. SCM Department (PIA) will not be held responsible for any postal delay.
3. Validity of Quote: Quote must be valid for 120 Days countable from date of opening of Technical Bid.
4. Registration of Firm: Participated must be registered with FBR (active Tax Payer in GST)
5. Delivery: Delivery must be made as per Schedule given in Purchase Order.
6. Rejection: Item found below PIA standard shall be rejected / returned at the cost to the vendor.
7. Guarantee / Warranty: Guarantee & Warrantee must be provided. (if Applicable)
8. Payment Terms: Payment terms NTD (Net Thirty Days). Advance Payment shall not be made for Commercial items. Hence payment term will be NTD after submission of invoices.
9. Deduction of Tax: Income Tax will be deducted at source.

Declaration by Bidder: We/ I hereby affirm that all terms and conditions of the said tender are read and understood

TENDERER'S SIGNATURE \_\_\_\_\_ Name \_\_\_\_\_

Tel / Cell No. \_\_\_\_\_ Email \_\_\_\_\_

GST No. \_\_\_\_\_ NTN NO. \_\_\_\_\_

SEAL \_\_\_\_\_