

**PRE-QUALIFICATION OF FIRMS FOR PROVIDING DATA /**  
**INTERNET CIRCUITS**

**Tender Ref: GCM/Pre-qualification/Data & Internet/01/2024**

1. Pakistan International Airline (PIA) invites quotations through EPADS and sealed bids from renowned (Eligibility as per Bidding Documents) Vendors on “Single Stage Single Envelope Basis” for

**“PRE-QUALIFICATION OF FIRMS FOR PROVIDING DATA /  
INTERNET CIRCUITS ”**

2. Bidding documents containing detail terms and conditions, etc. are available electronically and can be downloaded from
3. PIACL Website <https://www.piac.com.pk/corporate/sales-procurement/tenders>
4. PPRA Website <https://www.ppra.org.pk/active-tenders>
5. EPADS-PPRA website <https://www.eprocure.gov.pk> through Supplier Login
6. Bids must be submitted electronically through EPADS.(Bids submitted through EPADS will be entertained only)
7. The bids must be prepared in accordance with the instruction in the bidding documents and must be submitted by **10-07-2024** on/before 10:30 AM. Bids will be opened on the same day at 11:00 AM.
8. Hard Copies of bids along with Original Bid Security instrument MUST Also be submitted to the undersigned before above given deadline.

**Pakistan International Airlines**  
**GM Contract Management Division**  
1<sup>st</sup> Floor, Supply Chain Management Department  
Building, [PIACL], Head Office Karachi Airport-75200  
Pakistan  
Tel: +92-21-99044216 / 5277  
E - mail. [gm.cm@piac.aero](mailto:gm.cm@piac.aero) / [contract.tech@piac.aero](mailto:contract.tech@piac.aero)  
Website: <http://web.piac.com.pk/>

Ref: GMCM/Pre-qualification/Data & Internet/01/2024

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

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**SUB: PRE-QUALIFICATION OF FIRMS FOR PROVIDING DATA / INTERNET CIRCUITS**

Dear Sir,

We are pleased to invite your sealed tenders for **PRE-QUALIFICATION OF FIRMS FOR PROVIDING DATA / INTERNET CIRCUITS** . The terms & conditions of the tender / supplies are given below:-

**A) SUBMISSION OF TENDER**

1. You are required to send your tenders addressed to GM Contact Management, Supply Chain Management Department, PIA Head Office, JIAP Karachi latest by **10-07-2024 till 1030 Hrs.** 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 latest by **10:30 hours** on the specified date. You may also send your tenders through registered A/D mail addressed to GM Contact Management, which must reach before the closing date and time mentioned above. **Tenders will be opened at 11:00 hours on 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.
3. **Bidders are required to submit a Pay Order of Rs. 10,000/- (Not Refundable) as tender fee along with Proposal. (For Local Bidders Only)**

**INSTRUCTIONS TO BIDDERS**

**B) PRICES**

- a) The Prices mentioned in the tender will be treated as firm till the completion of Contract.
- b) The Prices must be stated both in words and figures. Additional information, if any must be linked with entries on the Schedule to Tender.
- c) Offers must be valid for 180 days.

**C) DURATION OF CONTRACT**

The duration of Pre-qualification will be period of 03 years from the date of selection of Pre-qualified vendors.

Detailed contract document and pricing mechanism will be decided and signed after final selection of the vendor

Yours truly,

**GM Contract Management**  
Supply Chain Management  
PIA Head Office, Karachi  
**Tel: 021 - 9904 4216, 9904 5277**  
**Email: gm.cm@piac.aero**  
contract.tech@piac.aero

## **PRE-QUALIFICATION SCOPE**

PIACL desires to Pre-qualify the firms for the provisioning of Data and Internet Links on “As and When Required” basis in different categories as mentioned in Annexure-A. This Pre-Qualification will remain enforce for the period of Three (03) years.

9. Links specifications and quantities will be mentioned at the time of floating of RFQs to the pre-qualified firms.
10. Firms may apply for given category.
11. The bidder shall ensure that the communication services and the equipment should not be against the rules and regulations outlined by the Pakistan Telecommunication Authority (PTA).
12. Under the pre-qualification, firms will be shortlisted for subsequent procurement as per firms proposed categories on Form at “Annex-B”.
13. The Request for Proposal (RFP) for procurement of services with required Service Level Agreement (SLA) will be circulated among all the pre-qualified Firms. Whereas the Request for Quotations (RFQs) shall be called on emails to all pre-qualified firm(s) for the specific procurement.
14. The bidder shall sign the required Service Level Agreement (SLA) with PIACL after approving of any work award.

## **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 with 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-C “Mandatory Requirements” and “General Requirements” of evaluation criteria.

- That proposed bid may be rejected if any of the requirements is not met in “Mandatory Requirements” and no further condition shall be given.
- That minimum qualifying score is 60 (in General Evaluation).
- PIACL may seek clarification from any of the participating bidders, at any stage during the pre-qualification process, as deemed necessary

### **POST QUALIFICATION PROCUREMENT PROCEDURE**

- a) All the pre-qualified firms will be responsible to respond within stipulated time to the PIACL either through Courier Service/Email.
- b) The proposals/bids will be evaluated based on the Technical and Financial Evaluation Criteria as laid down in RFP/RFQ.
- c) After the approval of any Work Award, bidder shall complete the order on time frame as defined in RFP/P. O.
- d) Payment will be made as per terms and conditions mentioned in RFP. Invoices will be cleared in 30 days upon receiving the invoice and complete supporting documents.
- e) Request for Quotations (RFQs) shall be called on emails to all or any pre-qualified firm(s) for the specific service(s) in consideration.
- f) The work/purchase order shall be placed to the firm on lowest basis method.
- g) The Selected Firm/Contractor shall provide all necessary supporting documents along with GST invoice, delivery challan and other relevant documents as required by the PIAC.

**ANNEXURE A – CATEGORIES**

**Category 1 – Data Links / Internet**

S.NO.	Category	Description
1	Data Link / Internet	This category includes all kinds of data / Internet links including but not limited Internet, point to point, DSL, MPLS, etc. Detailed Specifications and Items shall be shared at the time of RFP/RFQ.

**ANNEXURE B–PRE-QUALIFICATION FORM**

Company Name			
Applying for Category	Category 1 <input type="checkbox"/>	<b><u>Data Links / Internet</u></b>	<input type="checkbox"/>
NTN No.			
GST No.			
Date of Formation			
No. of Employees			
Registered Office Address			
Branch Offices' Address			
Email			
Website			
Phone			

## ANNEXURE C–EVALUATION CRITERIA

### Mandatory Requirements

<b>S.No.</b>	<b>Description</b>	<b>Documents</b>
1	The bidder shall have the relevant valid license from Pakistan Telecommunication Authority (PTA) to provide the required services nationwide.	Valid PTA License for the applied category
2	Bidder shall have fully resilient and self-healing network architecture, on fiber Medium.	
3	Bidder shall provide the NMS (Network Monitoring System) for monitoring. The provided NMS shall be capable to provide the following reports.  <b>a. Bandwidth Utilization (in Mbps)</b>	
4	Bidder must be in business for at least 3 years	Company registration certificate
5	The bidder must have a proper 24/7 support department available with proper UAN numbers. The bidder must have 24/7 support available including public holidays.	Provide escalation process/matrix



## General Requirements

S. No.	Description	Points	Document Required
1	General Experience in Telecom Industry: 10+ years 5-9 Years 3-6 Years 1-2 Years	<u>25</u> 15 10	NTN Certificate
2	Geographical Presence 1 Locations = 3 Marks Max = 25	<u>25</u>	Office Addresses
3	List of Corporate Customers with SLA (Service Level Agreements)? 12 Plus Clients 10-12 Clients 5-9 Clients 0-4 Clients	<u>25</u> 15 10 05	Provide PO/ Documentary evidence
4	Availability of Technical Staff (relevant category Engineers + Technicians + Product Certified Resources) 1 Technical Staff = 2 Marks Max = 25	<u>25</u>	Copy of certificate
<b>TOTAL MARKS:</b>		<b>100</b>	
<b>QUALIFYING MARKS:</b>		<b>60</b>	