

REF: GM (P)/CONT/ Overhaul of Landing Gear Shipset/20

M/S _____

Sub: Complete Overhaul of Landing Gear Shipset installed on the PIA ATR72 Fleet (AP-BKZ, AP-BKY, AP-BKX, AP-BKV)

Dear Sirs,

We are pleased to invite your sealed tenders for the item mentioned above. 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 your tenders addressed to General Manager Procurement, PIA Supply Chain Management Building JIAP Karachi latest by **04-05-2020 at 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 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.

3. Bidders are required to submit a Pay Order of Rs.6000/- (Non-Refundable) as tender fees along with Technical Proposal (Local Bidders).

B) EARNEST MONEY (Local Bidders)

The Tender should be accompanied a Pay Order payable (valid for 180 days from the date of tender opening) equivalent to 2 % of total bid value in the name of M/SPAKISTANINTERNATIONAL AIRLINES as interest free Earnest Money(Refundable). Earnest Money in any other shape shall not be accepted. Earnest/Security Money deposited against a running contract(s) purchase orders(s) shall not be transferable as earnest money for any other tender. All tenders without Earnest Money shall not be considered.

Note: Submission of Tender Fee and 2% Earnest Money only for Local Bidders

C) SECURITY DEPOSIT

The successful tenderer upon award of Contract/Purchase Order will be required to furnish security deposit (pay order) in the amount equivalent to 5% of total tender value stated in the Letter of Acceptance as interest free Security deposit and to remain valid 3-months after the expiry period of the Contract. The Earnest Money already held can be converted into Security Deposit and balance amount if any shall be deposited as above.

D) PREPARATION OF TENDER “Single Stage Two Envelope Basis”

- The BID (Tender) submitted shall comprise of a single package containing two sealed envelopes, each envelope shall be marked and will contain “TECHNICAL” and “FINANCIAL” proposal.
- On the given tender opening date only “Technical Proposal” will be opened in the presence of tenderers available.
- The “Financial Proposal” shall be shown to the parties but will be retained with PIA without being opened.
- After Technical Evaluation of the received Technical Proposals, Financial Proposals will be opened publicly at the date, time & venue to be announced and will be communicated to the bidders in advance.
- PIA will open the “Financial Proposals” publicly of the parties whose Technical Proposals have been found acceptable.

- Financial Proposals of the technically not-acceptable bids shall be returned *un-opened* to the respective bidders.

E) PREPARATION OF TENDER - TECHNICAL PROPOSAL:

All mandatory requirements are given in the schedule

Please give all the available technical details of the items offered by you, supported with the technical literature, brochure, drawings and pictures, client list details, authorization certificates etc.

BIDS / Tenders / Technical Proposal received shall be evaluated in accordance with the given technical specifications.

PIA's requirements with Technical Specifications are given.

Bidders **MUST:**

- Be registered with Sales Tax Authorities. (Please attach copy of Registration Certificate). (Local Bidders Only)
- Quote Rates, GST, and other taxes separately.
- Bid on Prescribed Proforma issued by PIA.
- Affix the company seal on all tender documents.

Mention clearly Tender Reference on **TOP RIGHT CORNER OF PROPERLY SEALED ENVELOPE, BEARING COMPANY'S STAMP**

F) PREPARATION OF TENDER - FINANCIAL PROPOSAL

The tenders should be enclosed in double cover. The inner cover should be sealed having enclosed the following documents:

- a) Schedule "A" duly filled in, signed and sealed.
- b) Original Pay Order for Earnest Money (Local Bidders).
- c) Undertaking on Rs. 100/= above non-judicial Stamp Paper duly signed and stamped by a Public Notary Oath Commissioner.
- d) The outer cover should bear address of the General Manager Procurement, PIA SCM Building, Karachi Airport and reference number of the tender with opening date of tender.
- e) All information about the services /material proposed to be supplied must be given as required in the schedule to tender.

G) PRICES

- a) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order/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) **Hand written Bid via pen/ marker/ pointer etc will not be acceptable. Only typed bid/ typed unit rates will be accepted and not otherwise.**
- d) Offers must be valid for 180 days.

H) Duration of Contract

This contract shall be for a term of Three (03) years from the Effective Date hereof starting from ----- to -----. Either Party may without prejudice to its other rights under the law or in equity terminate the Agreement by a notice in writing of sixty (60) days, at any time during the term of this Agreement.

Muhammad Usman Akhtar
GM Procurement
Supply Chain Management
PIA Head Office, Karachi.
Ph: 021 9904 3081, 9904 4101
Email: khijzpk@piac.aero, contract.administration@piac.aero

For any query, please feel free to contact **Maria Mustafa Aircraft Engineer** Repair Abroad | M.O.C. | Engineering & Maintenance Pakistan International Airlines, Karachi Airport, KHI, Off: +92 (0) 21 9904 5122
email: mesca1@piac.aero

BIDDING DOCUMENTS

FOR

Complete Overhaul of Landing Gear Shipset installed on the PIA ATR72
Fleet (AP-BKZ, AP-BKY, AP-BKX, AP-BKV)

Section A - Instructions to Bidders

1. Scope of Bid

Pakistan International Airline (PIA) invites “sealed bids” from interested parties for the Complete Overhaul of Landing Gear Shipsets installed on following PIA ATR72 Aircraft.

S/N	AIRCRAFT TAIL No.	MSN	DUE DATE
1	AP-BKZ	1029	30-Sep-2020
2	AP-BKY	994	10-Nov-2020
3	AP-BKV	1000	11-Apr-2021
4	AP-BKX	1037	16-Aug-2021

The services must include following,

- Complete Overhaul of ATR72 Landing Gear Shipset including following Part Numbers with up to date MOD status (i.e. incorporation of all Applicable ADs, Mandatory SBs and recommended Modifications by the OEM).

S/N	PART NO.	NOMENCLATURE
1	D23190000-24	MLG R/H
2	D23188000-6	Shock strut R/H
3	D23189000-24	MLG L/H
4	D23188000-6	Shock strut L/H
5	D22698500-7	NLG
6	D22700500-2	Shock strut NLG
7	D23220000-5	Side Brace R/H
8	D23219000-5	Side Brace L/H
9	D22703500-3	NLG Drag Brace

- Availability of Loaner Landing Gear Shipset to support operations of ATR72 Fleet if required by PIA.
- Capability of Management of Transportation of PIA’s Landing Gear Shipset to and from Karachi (ex-works).

2. Parties qualified to apply (Mandatory Requirements)

S/N	PRE-QUALIFICATION	YES / NO
1.	Must have in-house overhaul capability of ATR72 Landing Gear Shipset.	
2.	PIA requires certification EASA Form-1 or FAA Form 8130 or TCA Form 24-0078 for repair / overhaul of ATR72 Landing Gear Shipset.	
3.	The Service Provider must get their facility audited and approved by Pakistan Civil Aviation Authority (PCAA)	
4.	No PMA Parts Allowed	
5.	No DER Repairs Allowed	
6.	Proposal must be non-exclusive	

Note: Offer MUST contain the above table duly filled to consider the proposal.

Section B – Evaluation of Bids

In order to ensure that the bidding process is conducted in fair and transparent manner, following Evaluation Criteria will be followed to determine the successful service providers for PIACL in efficient, cost effective and economical manner.

Note: Proposals must contain the criteria table duly filled with offer mentioned against each field.

Evaluation Criteria

Following Criterion will be used for Evaluation:

1. Technical Evaluation Criteria

Following Criteria will be used for Technical Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	Turnaround time	Calendar days	07	
2.	Penalty clause in case of extension in TAT	USD Per day	04	
3.	Lease Landing Gear Shipset offer in case of extension in TAT without Daily Rental	Agree / Not Agreed	03	
4.	Warranty terms			
	a) In Terms of Days	Calendar Days	03	
	b) In Terms of Flight Hours	Flight Hours	03	
5.	Landing Gear Piece Part's Repair Development Capability (out of CMM)	Yes / No	03	
6.	Number of Overhaul of ATR Landing Gear Shipset performed in last three years (Minimum 30 ATR Landing Gear Shipsets)	In Numbers	03	
7.	Performance Guarantees			
	c) In Terms of Days	Calendar Days	03	
	d) In Terms of Flight Hours	Flight Hours	03	
8.	In case of failure of ATR Landing Gears within Warranty/Guarantee period, Service Provider will provide loaner ATR Landing Gear Shipset, repair defective Shipset and manage transportation of repaired & loaner Shipset on FOC Basis.	Agreed / Not agreed	03	
9.	Availability of Leased/Loan Landing Gear Shipset for any unscheduled Landing Gear change in exigencies, if required.	Agreed / Not agreed	03	
10.	Management of transportation both ways, To & From Karachi (Ex-works)	Agreed / Not agreed	02	
	Total		40	

USD = US Dollars

Marks will be calculated as per following formula:

Obtained Marks (A) = (Best Offer / Bidder's offer) x weightage

2. Financial Evaluation Criteria

Following Criteria will be used for Financial Evaluation:

S/N	Criteria	Units	Weightage	Bidder's Offer
1.	Fixed Overhaul Cost for one Landing Gear Shipset	USD	15	
2.	Capping on Over and Above Charges	USD	06	
3.	Non Routine Labour Rate	USD	04	
4.	Loan / Lease Charges per day	USD	03	
5.	Discount on New Parts Supply	% CLP	02	
6.	Price of Used Parts Supply	% CLP	02	
7.	Exchange Fee for Used Serviceable Replacement Parts	% CLP	03	
8.	Handling Fee on New Parts	% CLP	01	
9.	Capping on New Parts Handling Fee per Item	USD	02	
10.	Capping on New Parts Handling Fee per line item	USD	02	
11.	Handling Fee on Used Parts	% CLP	01	
12.	Capping on Used Parts Handling Fee per Item	USD	02	
13.	Capping on Used Parts Handling Fee per line item	USD	02	
14.	Sub-Contracted Work Surcharge	% Invoice	01	
15.	Capping on Subcontracted Work per Item	USD	02	
16.	Capping on Subcontracted Work p per line item	USD	02	
17.	Annual Escalation	%	03	
18.	Invoices to be paid on 30 days net after receipt	Agreed / Not agreed	03	
19.	Volume Discount for agreement of 03 years	%	02	
20.	Sharing of Transport charges to and from PIA station	%	02	
	Total		60	

Marks will be calculated as per following formula:

Obtained Marks (B) = (Best Offer / Bidder's Offer) x weightage

3. Methodology for Assessing Best Evaluated Bid

Following methodology will be used for assessing the Best Evaluated Bid:

$$X = A + B$$

Where,

X = Net Outcome

A = Marks obtained in Technical Evaluation

B = Marks obtained in Financial Evaluation

The offer with highest Net Outcome will be considered as the Best Evaluated Bid.

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.

(RUPEE ONE HUNDRED NON-JUDICIAL STAMP PAPER)

General Manager Procurement)
Supply chain Management
Pakistan Intentional Airlines
Karachi.

Subject: **UNDERTAKING TO EXECUTE CONTRACT**

Dear Sir,

1. We / I, the undersigned tenderer do here by confirm, agree and undertake to do following in the event our / my tender for _____, is approved and accepted:-
2. That all expenses in connection with the preparation and execution of the contract including stamp duty will be borne by us / me.
3. That we / I shall deposit with PIA the amount of Security as specified in the contract which shall continue to be held by PIA until three months after expiry of the contract period.
4. 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 stand forfeited and we / I shall not question the same.

Tenderer's Signature _____

Name in Full _____

Designation _____

Address: _____

Phone / Fax # _____

N.I.C. # _____

Seal _____

Date _____