

Pakistan International Airlines
Supply Chain Management Department
Commercial Purchases Section
Tel: 99045137, Fax: 34570120
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TENDER REF : PIA/Cargo-Scanning/2023

Dated: 20-09-2023

Tender Fee: PKR 10,000

Earnest Money PKR: 500,000

M/S _____

Sub: Tender document for Procurement of Cargo X-Rays
Screening Machines (Qty 03)

Dear Sirs,

We are pleased to invite your sealed tenders for the items listed in the attached schedule/s. 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 sealed tenders **In Single Stage Two Envelope Basis** addressed to General Manager Procurement, PIA Supply Chain Management Building JIAP Karachi by **11-10-2023**. The tenders may be dropped in the tender box marked as "Tender Box Commercial Purchases" placed at the entrance of the PIA Procurement & Logistics 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.

EARNEST MONEY

The Tender should be accompanied by a **PKR 500,000** of the tendered value having been deposited in terms of a Pay Order payable at Karachi in lieu thereof in the name of **M/S PAKISTAN INTERNATIONAL AIRLINES** as interest free Earnest Money (Refundable) in Financial Proposal / Security deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank and to remain valid 3-months

after the expiry period of the Contract. All tenders without Earnest Money shall not be considered.

SECURITY DEPOSIT

The successful tenderers upon award of Contract / Purchase Order will be required to furnish in the amount equivalent to Rs **2000,000** of total tender value as interest free Security deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank 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.

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. After 10 days the Financial Proposal of only those bidders will be opened whose sample are found acceptable.

Financial Proposal having following documents.

- a) The Schedule duly filled in, signed and sealed.
- b) Pay Order for Earnest Money 500,000 (Refundable).

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.
If not provided, bid will be rejected On Spot.

The outer cover of envelopes should bear address of the General Manager Procurement & Logistics, PIA Procurement & Logistics Building, 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.

PRICE

- a) The Prices quoted must be ~~net as per~~ ^{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.
- f) 1% of the total amount will be kept by PIA Finance till the completion of Warranty.

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
2. Terms & Conditions

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

**TECHNICAL EVALUATION CRITERIA FOR
PROCUREMENT OF CARGO X-RAYS SCREENING MACHINES (QTY 03)**

Company Name : Pakistan International Airlines.
Assessment Weighting : **Technical 40%, Financial 60%**

Mandatory Requirements:

- | | | |
|---|-------------------|----|
| a) Equipment/Machines shall be TSA approved | YES | NO |
| b) X-Ray Scanning Machine should not be in TSA Grandfather List. | YES | NO |
| c) Vendor must be OEM or Authorize supplier in region Supplier | OEM or Authorized | |

Note: In case of anyone above requirements non-compliance, the bidders technical evaluation will not be further proceed.

A. STATUS OF COMPANY: 100 Marks
Qualifying Marks : 70 Marks (Technical)

| | | |
|---|--|----|
| 1. Vendor Status | | |
| Manufacturer/ OEM: _____ | | 20 |
| Authorize Distributor: _____ | | 15 |
| 2. No. of years in Business (Security products) | | |
| Above 15 Years | | 20 |
| 10 Years TO 15 Years | | 15 |
| Less than 10 Years | | 10 |
| 3. Clientele | | |
| Recognized/Reputed Aviation security companies/ Govt organization/ Airlines | | 15 |
| Domestic airlines | | 05 |
| 4. After Sales Service(Preventative/Breakdown Maintenance) | | |
| Local facility available in at KHI, LHE & ISB | | 15 |
| Local facility available at any two cities (KHI, LHE, ISB) | | 10 |
| Local facility available at any one city (KHI, LHE, ISB) | | 05 |
| 5. Financial Health Annual Turnover (for last 02 years in PKR) | | |
| Upto/above 100 Million | | 15 |
| Between 50-99.99 Million | | 10 |
| Less than 50 | | 05 |
| 6. Equipment/Parts repair and Maintenance facility | | 15 |
| None | | 00 |

Note: Must attach Proof/Evidence/statement of compliance for each point
(otherwise no marks will be given for without attachment)

B. SPECIFICATIONS

B.1 PHYSICAL SPECIFICATION

| MACHINE | TUNNEL SIZE WxH (cm) | CONVEYER SPEED (m/s) | CONVEYER LOAD - (kg) | CONVEYER HEIGHT (cm) |
|-------------|---|-------------------------|--|---------------------------|
| REQUIREMENT | W 150cm or above H= 166cm or above | 0.1 m/s or above | 2000 KG or above Evenly Distributed | 32 cm or above from Floor |

B.2 X-RAY GENERATOR AND IMAGE PERFORMANCE

| MACHINE | STEEL PENETRATION | WIRE RESOLUTION | COOLING | VOLTAGE | ORIENTATION |
|-------------|---|--|--|------------------|---|
| REQUIREMENT | 45 -75 mm guaranteed, 50-80 mm typical | 36-38 AWG guaranteed, 38-40 AWG typical | Sealed di-electric oil bath with forced air or Sealed oil bath with forced air or Oil and forced air cooling | 200 KVA or above | Vertically downward horizontally sideward or Vertically Downward and Horizontal |

B.3 OPERATING ENVIRONMENT

| MACHINE | OPERATING TEMPERATURE | STORAGE TEMPERATURE | RELATIVE HUMIDITY |
|-------------|-----------------------|---------------------|--------------------------|
| REQUIREMENT | 0°C to 40°C | -20°C to +60°C | Up To 95% Non-Condensing |

B. 4 MANDATORY REQUIREMENTS

| S. NO | Specification | Requirement |
|-------|------------------------------------|--|
| 01 | X-Ray Generator | 02 Generator |
| 02 | Material Discrimination Capability | Yes/ Enabled |
| 03 | Image Presentation | a. Black & White b. 3 Colors c. Dual Energy |
| 04 | Automatic Detection | i. Drugs ii. Explosive iii. High Density |
| 05 | Image Archive | Auto/ Enabled |
| 06 | Image Review Function | Without moving conveyor at least with 20 to 25 images presented on the screen |
| 07 | Scanned Object Counter | Yes/ Enabled |
| 08 | TIP | Enabled |
| 09 | Color Image | Atomic Number Based |
| 10 | AI for detection | Can detect all illicit objects by X-Rays & Atomic No. Shown on Image material vise |
| 11 | Image Storage Capacity | 100,000 – 200,000Images |
| 12 | Zooming Capacity | Min 64x or above |
| 13 | Color Image | Atomic Number Based |
| 14 | Workstation and Monitors | 02 LCD (27 Inch or more) |
| 15 | Internal UPS | Online Backup |
| 16 | Networking/ Remote Viewing | Ethernet Enabled and Wifi |

C: Special Conditions/Instructions

| S. N | Special Requirements | Vendor Remarks |
|------|--|----------------|
| 01 | X-Ray Scanning Machine should be transported directly from the Manufacturer | |
| 02 | The Participating Vendor Product (machine) must meet the above machine specifications. In case of non-compliance of defined specification, the vendor technical qualification would be not accepted. | |
| 03 | In case of Hardware/ Software up-gradation, firm will provide details and install new version free of cost for two years | |
| 04 | Warranty will start from the date of commissioning of machine at respective station. The Warranty should be at least for 02 years of period covering machine serviceability includes rectification of machine/parts fault (major/minor) with free of cost replacement. | |
| 05 | Model must be STAC (France) certified and Model must have EU/ CE Declaration of Conformity | |
| 06 | X-Ray Scanning Machines to be installed at Air Cargo Terminal Karachi, Lahore & Islamabad. It will be Principal's/Vendor's responsibility to safely deliver and make the machine operational at respective station. | |
| 07 | Free Basic and Refresher Training with certificates by OEM/Authorized supplier for all operators deployed by PIA for KHI/ISB/LHE station operators for two (02) years with effect commissioning of machines at respective sites. | |
| 08 | The machines must meet the Pakistan Nuclear Regulatory Authority (PNRA) all mandatory requirements (i.e. ionizing and radiation level etc) | |
| 09 | Each machine must be along with latest Calibration Tool (EWSTP) compatible | |

PROCUREMENT OF CARGO X-RAYS SCREENING MACHINES (QTY 03)

| Description | Unit | Quantity Required | Unit Rates (PKR) Without GST | GST on Qty (if applicable) | Total Value PKR (Including GST) |
|--|-----------|-------------------|------------------------------|----------------------------|---------------------------------|
| PROCUREMENT OF CARGO X-RAYS SCREENING MACHINES (QTY 03) | EA | 03 | | | |
| Total Amount. | | | | | |

Prices must be inclusive of all taxes but GST separately.

1. They have quoted the rates *inclusive of all GOVT Taxes*; but; *GST in currency separately*.
2. Required / tendered quantity may increase or decrease.
3. SCM Department (PIA) will not be held responsible for any postal delay.
4. Purchase Order will be awarded to lowest Evaluated Bidder.
5. **Delivery:** Delivery must be made as per Schedule given in Purchase Order.
6. **Validity of Quote:** Quote must be valid for **120 Days** countable from date of opening of Technical Bid.
7. **Rejection:** Item found below PIA standard shall be rejected / returned at the cost to the vendor.
8. Please quote only one rate. More than one rates bid may be consider as Rejected
9. Vendor is requested to quote Refurbished OR New both Options.
10. **Guarantee / Warranty:** Guarantee & Warrantee must be provided. (if Applicable)
11. **Payment Terms:** Payment terms **NTD** (Net Thirty Days).
12. Management may decide whether to Choose New Or Used Machine.
13. **Deduction of Tax:** Income Tax will be deducted at source.
14. **Declaration by Bidder:** We/ I hereby affirm that all terms and conditions of the said tender are read and understood and we / I expressly confirm and agreed that our bid is in consonant to the terms and conditions of the tenders.

Tenderer's Signature _____ Designation _____

Address _____

Tel No. _____ Fax No. _____

Email _____

GST No. _____ NTN NO. _____

Seal _____