

**PIA****Pakistan International Airlines**Supply Chain Management  
Commercial Purchases Section  
Tel: 99043304E-mail: [dgmpc@piac.aero](mailto:dgmpc@piac.aero), [tariq.ghouri@piac.aero](mailto:tariq.ghouri@piac.aero),**REF: PIAC/22012121/IT-23****Dated: 23-08-2023****Tender Cost: PKR 10,000****Earnest Money with technical Bid: PKR 100,000****INVITATION TO TENDERS AND INSTRUCTIONS TO BIDDERS**M/S \_\_\_\_\_  
  
\_\_\_\_\_**Subject: Tender Document for the Procurement of Servers & Software**

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 **25-09-2023**. 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 Rs **150,000** 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 with Technical Proposals. 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.

**SECURITY DEPOSIT**

- A) The successful tenderers upon award of Contract / Purchase Order will be required to furnish in the amount equivalent to 5% 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. 1% of the total awarded value in form of warranty Performance will be hold till the Completion of warranty as Described in Purchase Order and will be released after expiry of such warranty.

**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) Earnest Money Rs 150,000 (Refundable)

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.

### **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. Annexure C-Evaluation Criteria
3. Term & Conditions

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

## **RFP FOR IT SERVER**

### **INTRODUCTION**

PIACL desires to engage the firm(s) for the purchasing of IT SERVER with Microsoft Windows Server License, Microsoft SQL Standard License with 5 CALS, and VMware vSphere standard license with basic support for three (03) years for two (02) sockets. The specifications and quantities are mentioned as under:

### **SCOPE OF WORK**

1. The vendor should be responsible for providing Server with Microsoft Windows 2022 Standard or the latest as specified in the technical specification.
2. The vendor should be responsible for providing Software Microsoft SQL Standard license with 5 CALS, VMware vSphere standard license with basic support for three (03) years for two (02) sockets.
3. The vendor will be responsible for the physical installation and configuration of equipment.
4. The Vendor should provide three (03) years' warranty and onsite support next business day (NBD) with parts and labor for complete hardware.
5. The vendor should provide complete support for integration with the existing environment.

### **EVALUATION CRITERIA**

Bidder should be vigilant:

- To fulfill all requirements as laid down in Technical Specifications, Mandatory Requirements, and General Requirements of evaluation criteria.
- That proposed bid may be rejected if any of the requirements are not met which are mentioned in Mandatory Requirements and technical specifications. No further conditions shall be given.
- That minimum qualifying score is 60% (in General Evaluation)

**Following is the Quantity of Equipment:**

<u>Equipment</u>	<u>Quantity</u>
<b>IT Server with Microsoft Windows 2022 Standard (24 cores) the latest</b>	<b>01</b>
<b>Microsoft SQL Standard license with 5 CALS</b>	<b>01</b>
<b>VMware vSphere standard license with basic support for three (03) years for two (02) sockets</b>	<b>02</b>

**Technical Specifications**

<b>Qty. 01 – Server</b>
Chassis 2.5 x 24 6PCIe x 1
2 x Intel Xeon Silver 4310Y 2.8 GHz 12 Core, 18M Cache OR Higher
256 GB DDR4, 3200MHz OR Higher
RAID Controller 9316_8i_12 Gbps OR Equivalent
6 x 2.4 TB 10K RPM SAS 12Gbps 2.5 in Hot-plug Hard Drive OR Higher
480 GB x 2 Read Intensive 6G SSD OR Higher
2 x Fiber NIC 10Gbps with SFPs and required patch cords of at least five meter length
Dual, Hot Plug, Redundant Power Supply (1+1), 800W OR Higher
Jumper Cord – 2 x C13/C14, 250V, 10A OR Higher
Rail Slide kit With Cable Management Arm
With all required accessories including Power Cords, Cables, Rail Kits, etc.
Microsoft Windows server 2022 Standard license OR latest for 24 Cores
Intelligent Platform Management Interface (IPMI) for Server Management license One (01) device
Three (03) years warranty with parts and labor onsite (Faulty Hard Disk Drive will not be returned to Depo)
<b>SOFTWARE Specifications</b>
Microsoft SQL Standard license with five (05) CALS
VMware vSphere Standard license with basic support for three (03) years for two (02) sockets

**Mandatory Requirements**

S. No.	Description	Documents
1	Must fully comply all the technical specifications	Yes/No (provide check-sheet)
2	Company must be OEM/Certified Partner or Authorized Distributor	OEM issued Partnership Certificate
3	NTN and GST registration certificate	Relevant certificate
4	Must be in business for at least 3 years	Company registration certificate
5	Must have offices in Karachi and Islamabad	Office addresses
6	Must have at least 3 customers to whom Servers have been supplied in last 2 years	Customer reference
7	The company must provide a letter from the principal to participate in this tender and subsequently provision of services	Letter from the principal

**General Requirements (Vendor must take 60% of the General Requirements Marks to qualify for the opening of Financial Bid)**

S. No.	Description	Marks	Documents
1	Geographical Presence (including Karachi and Islamabad)	10 2 Locations = 5 More than 2 = 10	Offices' addresses
2	Technical Staff (relevant category Engineers + Technicians + Product Certified Resources)	30 2-5 = 20 More than 5 = 30	Staff List+ CVs of certified resources
3	Financial Strength	20 5-15 Million = 10 More than 15 million = 20	Last two years audited reports
4	Number of years in business	20 3-6 years = 10 7+ years = 20	Company registration certificate
5	Similar products supplied in last two years	20 4-5 POs = 10 6-10 POs = 15 10+ projects = 20	Purchase Orders' Copies or customers 'letter or any other documentary proof

**Financial Evaluation**

S. No.	Items	Unit Qty.	Unit Cost, PKR	GST (if applicable), PKR	Cost of total Qty. (with GST), PKR
1	IT Server with Microsoft Windows 2022 Standard (24 cores) or latest	01			
2	Microsoft SQL Standard license with 5 CALS	01			
3	VMware vSphere Standard license with basic support for three (03) years for two (02) sockets	02			
Total Value in PKR.					

**Terms and Conditions**

1. Tenders will be called on **Single Stage Two Envelope** basis.
2. Company must be OEM or OEM certified partner / or Authorized Distributor of OEM or Authorized Distributor of OEM certified partner.
3. All local bidders are required to submit 150,000 of total bid value in technical proposal as Earnest Money in shape of pay order.
4. Bidders are required to submit a pay order of Rs. 10,000 (non-refundable) with Technical Proposal as Tender Documents fee.
5. All participants are required to mention all taxes & GST separately.
6. Payment term net thirty days.
7. All participants must quote one rate and best delivery period.
8. Quotation must be valid for 120 days (Extendable).
9. Guarantee & Warrantee must be provided.
10. Please note that quoted rates must be firmed and final in all respect.
11. Item found below PIA Standard shall be rejected / returned.
12. PIA may reserve the right to increase or Decrease or cancel the requirement of any or Complete tender without assigning proper reason.

Tenderer’s Signature \_\_\_\_\_ Designation \_\_\_\_\_

Address \_\_\_\_\_

Tel No. \_\_\_\_\_ Fax No. \_\_\_\_\_ Email \_\_\_\_\_

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

Seal \_\_\_\_\_