

Tender Ref:GMCM/APU/APS3200/Repair/01/24

IMPORTANT NOTES

Bidding documents, containing detailed terms and conditions, etc. are available and can be downloaded from PIA Website <https://www.piac.com.pk/corporate/sales-procurement/tender> as well as from E-PADS PPRA web site www.eprocure.gov.pk free of cost. Bidders need to get registered at E-web portal of E-PADS PPRA (Federal) to access the tender document and other relevant information including electronic bid submission. In case of any help regarding EPADS online Bid submission and vendor registration , Mr. Wali Sohaib Najeeb Cell No. +92 345 9897000 and email auditcell.scm@piac.aero and contract.tech@piac.aero may be contacted.

Bids should be submitted electronically ONLY through EPADS PPRA web portal. Manual submission of bid, without EPADS electronic bid is NOT acceptable. For registration and training on EPADS or in case of any technical difficulty in using EPADS, prospective bidder/s may also contact Mr. Rizwan Mehmood, Director MIS Room No.109, 1st Floor, FBC Building Sector G-5/2, Islamabad or Helpline Contact No. 051-111-137-237.

The bids prepared in accordance with the instructions in the bidding documents must be submitted through EPADS web portal by closing time & date mentioned in the tender document. Bids will be opened on the same day at 11:00 AM through EPADS.

All interested bidders must register themselves at EPADS by using link: <https://eprocure.gov.pk/#/supplier/registration>

Original Bid Security and Tender Fee instrument MUST BE attached with the Technical Proposal and the reference / Pay Order copy must be submitted through EPADS online submission as well, before Tender Closing Date & Time (For Local Bidders only).

Note for International Bidders

International Suppliers/Vendors/Bidders are requested to register on EPADS if for assistance to get registered contact PIA Focal EPADS Mr. Wali Sohaib Najeeb Cell No. +92 345 9897000 and email auditcell.scm@piac.aero and contract.tech@piac.aero.

Bids should be submitted electronically ONLY through EPADS PPRA web portal. Manual submission of bid, without EPADS electronic bid is NOT acceptable and will be rejected without intimation.

Bidders must claim their deposit refund (Bid Security/Performance Guarantee) within 180 days of the financial bid opening (if rates are higher side) or completion of contract period/project (in case awarded) or in case of any earlier termination. The time barred CRs (receipts)/refund cases shall not be processed. (For Local Bidders only).

M/s _____

**SUB: Overhaul/Repair Services For PIA A320 Fleet APU's Model APS3200 P/N: 450001B or
P/N: 450001C**

Dear Sirs,

We are pleased to invite your sealed tenders for the services/ 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 tenders addressed to GM Contact Management, Supply Chain Management Department, PIA Head Office, JIAP Karachi latest by **31-01-2025 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. 15,000/- (Not Refundable) as tender fee along with Technical Proposal. (For Local Bidders Only)**

B) BID SECURITY (For Local Bidders Only)

The tender should be accompanied by a Pay Order of **PKR 1,000,000.00** in the name of M/S PAKISTAN INTERNATIONAL AIRLINES as interest free Bid Security (Refundable). Bid Security in any other shape shall not be accepted. Bid Security deposited against a running contract (s) purchase orders(s) shall not be transferable as Bid Security for any other tender. All tenders without Bid Security shall not be considered.

C) PERFORMANCE GUARANTEE (For Local Bidders Only)

The successful bidder(s) upon award of Contract will be required to furnish Performance Guarantee in the amount equivalent to **5 %** of total base value of the contract as interest free Security deposit in shape of Pay Order / Bank Guarantee. The Bid Security already held can be converted into Performance Guarantee and balance amount if any shall be deposited as above.

D) INSTRUCTION TO BIDDER

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 remained **un- opened** till the completion of tender process.

E) PREPARATION OF TENDER - TECHNICALPROPOSAL:

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 Performa issued by PIA (Schedule-A).
- 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 - FINANCIALPROPOSAL

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

- a) Price Schedule ‘A’ duly filled in, signed and sealed.
- b) Original Pay Order for Bid Security/Earnest Money.
- c) Undertaking on Rs. 100/= above non-judicial Stamp Paper duly signed and stamped by a Public Notary Oath Commissioner (Local Bidders Only).
- d) The outer cover should bear address of the **General Manager Contract****

Management, 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) Offers must be valid for 180 days.

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

TERMS OF REFERENCE FOR BIDDING
Of
Overhaul/Repair Services For PIA A320 Fleet APU's Model
APS3200 P/N: 4500001B or P/N: 4500001C

Section A - Instructions to Bidders

1. Scope of Bid

Pakistan International Airline (PIA) invites “sealed bids” from interested parties for the Repair / Overhaul of Hamilton Sundstrand (PW) APU’s Model APS3200 installed on the PIA A320 Fleet. The services must include following,

- Complete Overhaul of APU with up to date MOD status. (i.e. incorporation of all Applicable ADs, Mandatory and OEM recommended SBs)
- Availability of APU for Lease and Lease cum purchase to support operations of Aircraft
- Availability of APU for advance exchange per PIA demand/urgency and in case core unit is BER.

2. Parties qualified to apply (Mandatory Requirements)

| S/N | PRE-QUALIFICATION | YES / NO |
|-----|---|----------|
| 1. | Must have in-house repair / overhaul capability of A320 APUs AP3200 | |
| 2. | PIA requires certification EASA Form-1 or FAA Form 8130 or TCA Form 24-0078 or PCAA for repaired / overhauled APUs. | |
| 3. | The Service Provider must facilitate PCAA auditors for audit and PIA team for scrap/progress review of APU. | |

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.

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

Evaluation Criteria

1. Technical Evaluation Criteria

Following Criteria will be used for Technical Evaluation:

| S.NO | CRITERIA | UNITS | WEIGHTAGE | BIDDER,s OFFER |
|--------------|--|-------------------------|-----------|----------------|
| 1 | Capability of Repair and Overhaul of APU performed in last three years (Max Marks for 30 APUs) | In Numbers | 05 | |
| 2 | Turnaround time | Calendar days | 10 | |
| 3 | Compensation in case of extension in TAT due non excusable delays | USD Per day | 02 | |
| 4 | Capability for APU advance exchange due urgency and in case core unit is BER | Agree / Not Agreed | 05 | |
| 5 | Capability of in house LRU testing | Available/Not Available | 02 | |
| 6 | Availability of Required Parts in advance exchange & Repair (if Required) | Agree / Not Agreed | 02 | |
| 7 | Lease APU offer without Daily Rental in case of extension in TAT | Agree / Not Agreed | 03 | |
| 8 | <u>Repair Warranties:</u> a) On-wing life (Days) b) On-wing life (APU Hours) | Calendar Days | 04 | |
| | | Flight Hours | 04 | |
| 9 | <u>Performance Guarantees:</u> a) On-wing life (Days) b) On-wing life (APU Hours) | Calendar Days | 04 | |
| | | Flight Hours | 04 | |
| 10 | In case of failure within Warranty / Guarantee period, Service Provider will provide Loaner APU, repair and transportation of failed APU on FOC basis. | Agree / Not Agreed | 10 | |
| 11 | Two way Management of shipment | Agreed/Not Agreed | 05 | |
| TOTAL | | | 60 | |

Note: Minimum 70% marks are required to qualify technically.

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 |
|-----|---|---------------------|------------|----------------|
| | Not to Exceed Pricing Inclusive of Replacement and Repair / Overhaul of LLPs and LRUs | | | |
| 1. | a) NTE for APU Heavy Repair including LLP Repairs as per inclusion/exclusion mention in Annex-A. | USD | 10 | |
| | b) NTE for APU Heavy Repair including LLP replacement (OH/NEW) as per inclusion/exclusion mention in Annex-A. | USD | 22 | |
| 2. | Not to Exceed Cost for BER (Inclusive of Replacement and Repair / Overhaul of LLPs and LRUs) as per inclusion/exclusion mention in Annex-A. | USD | 25 | |
| 3. | BER declaration of APU. | % CLP | 10 | |
| 4. | APU Test Charges (inclusive of fuel & oil), if only test required. | USD | 02 | |
| 5. | Non Routine Labor Rate | USD | 02 | |
| 6. | a) Loan / Lease Charges per day | USD | 02 | |
| | b) APU Consumption charges per hour | USD | 02 | |
| 7. | Discount on New Parts Supply | % CLP | 05 | |
| 8. | Price of Used Parts Supply | % CLP | 08 | |
| 9. | Prorate rates for used LLP supply | % of CLP | 10 | |
| 10. | Exchange Fee for Used Serviceable Replacement Parts | % CLP | 02 | |
| 11. | Annual Escalation | % | 05 | |
| 12. | Penalty in case of extension in TAT (Without capping) OR providing loaner APU | USD per Day | 05 | |
| 13. | Sharing of Transport charges to and from PIA station. (Full marks will be given for to-from transportation coverage) | % | 05 | |
| 14. | Invoices be paid on NTD basis after receipt of unit at KHI | Agreed / Not agreed | 08 | |
| 15. | Coverage of cost of LRUs repair/replacement | USD | 15 | |
| 16. | Volume Discount for business above 03 APUs per years | % | 02 | |
| | Total | | | |
| | | | 140 | |

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:

$X = (30\% \text{ of } A) + (70\% \text{ of } B)$

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.

ANNEX- A

NTE Included Services:

- Incoming Inspection & testing
- APU component removal, installation, repair & inspection
- APU disassembly
- Cleaning and inspection of APU parts
- Repair of APU parts & LRUs (both in-house and subcontract)
- Replacement of non-LLP parts and their applicable handling fees
- **For NTE 2 and NTE 3 only**, the replacement of LLP and LRU parts and the applicable handling fees is included.
- Removal, inspection, functional test of LRUs
- Incorporation of ADs and mandatory SBs
- Expendables/Consumables
- Preservation
- Final acceptance test & certification
- Preparation for shipment and packing
- **For NTE 3:** APU will lie in it when repair cost of APU is exceed minimum 70% of the new unit price of CLP of current year.

NTE Price excluded:

- FOD/Catastrophic Failure/fire
- For NTE 1 only, the replacement of LLP parts is excluded. (Repair of these items are covered under the NTE.)
- Non-mandatory SBs
- Missing parts/QEC
- QEC equipment requiring repair or replacement
- Abuse/misuse/improper operation