

BIDDING DOCUMENT

B777 Integrator (Engineering Solution provider)

(Single Stage Single Envelop Procedure)

(International Competitive Bidding)

BIDDING PROCEDURE & REQUIREMENTS

Section 1: INVITATION TO BIDS

Section 2: INSTRUCTIONS TO BIDDERS

This Section provides information to help Bidders prepare their Bids. Information is also provided on the submission, opening, and evaluation of Bids and on the award of Contracts

Section 3: ELIGIBILITY & MANDATORY REQUIREMENTS

Section 4: TECHNICAL EVALUATION CRITERIA

Section 5: FINANCIAL EVALUATION

Section 6: BID FORMS

This Section includes the standard forms for the Bid Submission, Price Schedules, and Bid Security etc. These forms are to be completed and submitted by the Bidder as part of its Bid.

Section 7: DRAFT CONTRACT AGREEMENT

This Section contains forms which, once completed, will become part of the Contract. The forms for **Performance Security** will be submitted by the successful bidder to whom Letter of Acceptance is issued, before the award of contract.

Section 8: INTEGRITY PACT

The successful bidder shall be required to furnish Integrity Pact as per the attached format.

SECTION 1: INVITATION TO BIDS

Tender Fee (Non-refundable):
PKR 15,000 (For local Bidders)

Tender No. GMCM/B777/Integrator/06/2025

Date: 06-05-2025

B777 Integrator (Engineering Solution provider)

1. The *Pakistan International Airlines Corporation limited* now invites sealed bids from eligible Suppliers of ***B777 Integrator (Engineering Solution provider)***
2. The bidding shall be conducted in line with the ***Single Stage Single envelope*** procedure of the Public Procurement Rules 2004 and any Regulations, Regulatory Guides, Procurement Guidelines or Instructions issued by the Authority (from time to time), and is open to all potential bidders.
3. Bids must be submitted through EPADS at or before **25-06-2025 1100 Hrs (PST)**

Sign & Seal of Bidder

SECTION 2: INSTRUCTIONS TO BIDDERS

1. All bids must be accompanied by a Bid Security [Only for local bidders] in an acceptable form in the amount of [PKR 500,000].

OR

All bids must be accompanied by a Bid Securing Declaration [For international bidders] in the format provided in the Bidding Documents.

2. All bidders must submit bids on EPADS and the original bid along with required documents, properly filled in, and enclosed in sealed envelope(s) must be delivered to the address mentioned below at or before **closing date and time** with following documents:
 - The Tender TORs, signed and stamped
 - Banker's Cheque of PKR15,000/- (Non-Refundable) for local bidders only.
 - Banker's Cheque (from any scheduled bank of Pakistan) of 5% of bid value as Earnest Money (Refundable/Interest Free) from Local bidders (Foreign Bidders exempted).
 - Bidder Profile: A brief company profile highlighting portfolios and customer details.
 - Technical Information Document If any
3. The bids will be opened promptly thereafter in public and in the presence of bidders' representatives who choose to attend in the opening at the Tender Room, **Ground Floor**, Supply Chain Management Department Building, PIACL Headoffice Karachi.
4. Bidding Document/Tender TORs can also be accessed on following link:

www.piac.com.pk/corporate/sales-procurement/tenders

<https://www.ppra.org.pk/active-tenders>

<https://www.eprocure.gov.pk> through EPADS Supplier Login

5. Prospective bidders may contact Mr. Shahenshah Alvi at shahenshah.alvi@piac.aero for technical queries for any additional information if required may contact as follows.

Pakistan International Airlines

GM Contract Management Division

**1st Floor, Supply Chain Management Department Building, [PIACL], Head Office
Karachi Airport-75200 Pakistan**

Tel: +92-21-99044216 / 5277

Email: gm.cm@piac.aero / contract.tech@piac.aero

Website: <http://www.piac.com.pk/>

Sign & Seal of Bidder

SECTION 3: ELIGIBILITY & MANDATORY REQUIREMENTS

1. Scope of work

Pakistan International Airlines is seeking Integrator services which includes [Certification (FAA / EASA STC), Engineering (Working Instruction / Engineering Order) for **complete work scope** and required modification kits, on-site liaison support, Ground and flight testing] after retrofit, statement of work (SOW) for retrofit modification is given below:

a) Items to be removed:

1. **Business Class:** 35 Avio Interior Seats Model EVA / Perseus 2-3-2 abreast configuration.
2. **Economy Class:** 275 RECARO model 3410 and 318 Series with 3-3-3 abreast configuration in 200LR. (optional)
3. **In-Flight Entertainment:** Panasonic (3000 / 3000i) from Nose to Tail, including headend and seat boxes, cradle and handset.

b) Items to be installed:

1. **Business Class:** Used (Serviceable) Business Class (lie flat / full flat) seats.
2. **Economy Class (optional):** New seats with a provision to accommodate standalone ISPS and PSS for 3-3-3 abreast configuration.
3. **In-Flight Entertainment (optional):** Installation of wireless IFE System [Seat Back monitors in Business Class and BYOD for Economy Class].
4. **Passenger Service System (optional):** Installation of Stand-alone PSS for Business class and Economy class.
5. **In-seat Power Charging (optional):** Either with TYPE C only or TYPE A&C – single outlet for each seat)
6. **Cabin (optional):** New carpet, curtains, non-textile flooring (NTF) and side wall laminations.
7. **Lavatories (optional):** Only aesthetic looks revamping of existing lavatories.
8. **Android Screens (optional):** Installation in Business Class seats (optional). Android screens are SFE / BFE.
9. **Economy Class (optional):** Existing seats modification in case of IFE items removal, e.g. covering plates for removed cradle and seat back screens covering.

Note: **Cost for all items (1 – 9) must be quoted separately. Changes may be made to any of the above depending upon the final decision. All items (1-9) are BFEs.**

2. Mandatory requirement

Sr.No	Requirement	Y/N
1	At-least ten (10) years of experience being EASA / FAA Approved Design Organization.	
2	Supplementary Type Certificate (STC) regulatory authority FAA/ EASA. Preference may be given to FAA depending on PCAA requirement.	
3	Design Organization must have obtained at-least five (05) STCs on cabin refurbishment and IFE upgrades from any regulatory authority, preference will be given to FAA.	
4	All Kits and equipment provided by the bidder must be compliant with FAA / EASA.	
5	On-site support must be provided for at-least prototype airplane modification.	
6	Instructions for Continued Airworthiness (ICA) support throughout aircraft life.	
7	Integrator will be responsible to liaison with all the stakeholders and project management from start till end.	
8	New Cabin Data Base Configuration.	

3. Additional Information:

1. PIA shall be responsible for appointing Buyer Furnished Equipment (BFE) suppliers corresponding to the cabin configuration such as Seats, IFE / PSS / ISPS, curtain, carpets, NTF and lamination for integrator to liaison as per project requirement.
2. Due to cabin re-configuration any alteration required for Emergency Equipment (EE) for additional passenger accommodation must be included in engineering instructions.
3. Minor changes to monuments to accommodate seats on bulkhead and EE should be included in instructions on when and where required basis.
4. Modification Kit's breakdown must be provided along with its itemized cost and exclusive of the certification cost and should be part of the commercial proposal.
5. During the project, the integrator is requested to identify risk and critical tasks for complementary plans to resolve them.
6. PSU adjustment as per finalized LOPA after Business Class Installation.
7. VCC modification **(optional)**

4. Proposal format

It is requested to provide commercial and technical proposals along with the following documentation:

3. Design Organization Approval (FAA / EASA)
4. List of approved STCs obtained for Cabin Refurbishment, IFE upgrade & PSS installation
5. Define aircraft downtime and provide schedule for lead time
6. Submit an integration plan

5. PIA Aircraft Tails and MSN's

SN	Aircraft Type	PIA TAIL	MSNs
1	777-200 LR	AP-BGY	33781
2	777-200 LR	AP-BGZ	33782
3	777-200 ER	AP-BHX	35296
4	777-200 ER	AP-BGK	33776

6. Right of amendment

PIA reserves the right to modify RFP terms and conditions at any moment during the RFP process. Changes to the RFP terms and conditions will be duly communicated to participants as long as they remain in the process.

SECTION 4: TECHNICAL EVALUATION CRITERIA

1	Design Organization	Number of Years			
	Experience	< 05	05-06	07-09	≥10
	Weightage=15%	0	07	15	20
2	STC Experience for Cabin Reconfiguration (Seat/ IFE Upgrade) on B777	Number of STCs			
		01-04	05-10	10-15	>15
	Weightage=20%	03	07	15	20
3	Leadtime for Engineering instructions & Kits	Number of months			
		> 09	09	07-08	06
	Weightage= 25%	0	05	10	20
4	Estimated time for Issuance of STC after modification completion	Number of Days			
		> 07	04-07	02-03	<01
	Weightage=25%	0	10	15	20
5	Post Modification Support	Number of Years			
		< 04	04	05	06
	Weightage = 15 %	0	05	10	20

Methodology for assessing Highest Technical Scoring Bid

$$X = [B/A) * TEW]$$

X	Net Outcome
A	Maximum Points of Technical Criteria
B	Points obtained in Technical Criteria TEW Technical Evaluation Weightage
TEW	Technical Evaluation Weightage

Note: Technical Criteria weightage will be **40 %** & financial weightage will be **60%** of the total weightage. Aggregation of Technical Criteria & Financial weightage will be considered for short listing of most advantageous vendor.

Sign & Seal of Bidder

SECTION 5: FINANCIAL BID EVALUATION CRITERIA

FINANCIAL BID FORMAT

Date of this Bid submission: *[insert date (as day, month and year) of Bid submission]*

No.: *[insert number of bidding process]*

Name of Project.: *[insert identification]*

Alternative No.: *[insert identification No if this is a Bid for an alternative]*

To: *[insert complete name of Procuring Agency]*

We, the undersigned Bidder, hereby submit the second part of our Bid, the Financial Proposal

In submitting our Financial Proposal we make the following additional declarations:

- (a) **Bid Validity Period:** Bid shall be valid for the period of 180 days from the bid opening date
- (b) Price must be quoted in **USD**. Price should be mentioned in Figures also.
- (c) **Total Price:** The total price of our Bid, excluding any discounts offered in item

In case of only one lot, the total price of the Bid is *[insert the total price of the bid in words and figures, indicating the various amounts and the respective currencies];*

In case of multiple lots, the total price of each lot is *[insert the total price of each lot in words and figures, indicating the various amounts and the respective currencies];*

In case of multiple lots, total price of all lots (sum of all lots) *[insert the total price of all lots in words and figures, indicating the various amounts and the respective currencies];*

- (d) **Binding Contract:** We understand that this Bid, together with your written acceptance thereof included in your Letter of Acceptance, shall constitute a binding contract between us, until a formal contract is prepared and executed.

Name of the Bidder: **[insert complete name of the Bidder]*

Name of the person duly authorized to sign the Bid on behalf of the Bidder: *** [insert complete name of person duly authorized to sign the Bid]*

Title of the person signing the Bid: *[insert complete title of the person signing the Bid]*

Signature of the person named above: *[insert signature of person whose name and capacity are shown above]*

Date signed *[insert date of signing]* **day of** *[insert month]*, *[insert year]*

Sign & Seal of Bidder

1. FINANCIAL EVALUATION CRITERIA

Methodology for Assessing Most Advantageous Bid

Marks will be calculated as per following formula:

$$Y = [(Lowest) / (Others Bid) * FEW]$$

Final Score = X+Y

The offer with highest Net Outcome will be considered as the Most Advantageous Bid.

Sign & Seal of Bidder

SECTION 6:**BID FORMS****Bid Declaration Form**

[The Bidder shall fill in this Form in accordance with the instructions indicated.]

Date: *[insert date (as day, month and year)]*

Bid No.: *[insert number of Bidding process]*

Alternative No.: *[insert identification No if this is a Bid for an alternative]*

To: *[insert complete name of Procuring Agency]*

We, the undersigned, declare that:

We understand that, according to your conditions, Bids must be supported by a Bid Securing Declaration.

We accept that we will be blacklisted and henceforth cross debarred for participating in respective category of public procurement proceedings for a period of (not more than) six months, if fail to abide with a bid securing declaration, however without indulging in corrupt and fraudulent practices, if we are in breach of our obligation(s) under the Bid conditions, because we:

- (a) have withdrawn or modified our Bid during the period of Bid Validity specified in the Form of Bid;
- (b) Disagreement to arithmetical correction made to the Bid price; or
- (c) having been notified of the acceptance of our Bid by the Procuring Agency during the period of Bid Validity, (i) failure to sign the contract if required by Procuring Agency to do so or (ii) fail or refuse to furnish the Performance Security or to comply with any other condition precedent to signing the contract specified in the Bidding Documents.

We understand this Bid Securing Declaration shall expire if we are not the successful Bidder, upon the earlier of (i) our receipt of your notification to us of the name of the successful Bidder; or (ii) twenty-eight (28) days after the expiration of our Bid.

Signed: *[insert signature of person whose name and capacity are shown]* In the capacity of
[insert legal capacity of person signing the Bid Securing Declaration]

Name: *[insert complete name of person signing the Bid Securing Declaration]*

Duly authorized to sign the Bid for and on behalf of: *[insert complete name of Bidder]*

Dated on _____ day of _____, _____ *[insert date of signing]*

Corporate Seal (where appropriate)

Sign & Seal of Bidder

SECTION 7: DRAFT CONTRACT AGREEMENT

Draft agreement will be share with the successful bidder along with LOI

Sign & Seal of Bidder

SECTION 8: INTEGRITY PACT**INTEGRITY PACT / DISCLOSURE CLAUSE**

Must be printed on company Letter Head – [Submit with Financial Proposal] Declaration of Fees, Commissions and Brokerage Etc. Payable by the Suppliers, Vendors, Distributors, Manufacturers, Contractor & Service Providers of Goods, Services & Works. M/s. _____ the

Manufacturer / Authorized Distributor / 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 subdivision 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 an arrangement 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.

Sign & Seal of Bidder