

## INVITATION TO BID

### EU/UK ACC3 AND REGULATED AGENT (RA3) VALIDATOR

#### SELECTION 2024-2025

(REF: GMCM/ACC3-RA3 Validation/01/24)

Pakistan International Airlines Company Limited, the national flag carrier, invites sealed bids from IATA Approved Validator for the purpose of ACC3 and RA3 Validation of PIA cargo operation as per EU Regulations on “**Single Stage One Envelope**” basis.

Bidding documents, containing detailed terms and conditions, etc. are available electronically and can be downloaded from PIA Website [www.piac.com.pk](http://www.piac.com.pk), PPRA Website [www.ppra.org.pk](http://www.ppra.org.pk) as well as from Pakistan Public Procurement Regulatory Authority (PPRA) E-PADS <https://eprocure.gov.pk/#/auth/login>. Bidders need to get registered at E-PADS (PPRA) to access the tender document and other relevant information including electronic bid submission.

For registration in EPADS, please contact Mr. Wali Sohaib Najeeb at Email: [wali.sohaib@piac.aero](mailto:wali.sohaib@piac.aero) , Cell: +92 0345-9897000 Tel: +92 21 9904 3153 or Mr. Rizwan Mehmood Director (MIS, PPRA) Tel: +92 51-9205728 Email: [rizwan@ppra.org.pk](mailto:rizwan@ppra.org.pk).

The bids prepared in accordance with the instructions in the bidding documents must be submitted through EPADS on or before **27-11-2024 at 1030 Hrs (PST)**. Bids will be opened on the same day at **11:00 Hrs(PST)** through EPADS.

Bidders MUST submit their bids through E-PADS, bid submission through e-mail /hard copy is NOT allowed.

PIACL reserves the right to reject any or all bids or cancel the tender process at any stage in line with PPRA rules.

GM Contract Management  
Supply Chain Management Department,  
PIA Head Office, Karachi.  
Ph: +92 21 9904 4216, +92 21 9904 3081  
E- mail: [gm.cm@piac.aero](mailto:gm.cm@piac.aero), [contract.administration@piac.aero](mailto:contract.administration@piac.aero)

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**Sub: EU/UK ACC3 AND REGULATED AGENT (RA3) VALIDATOR SELECTION 2024- 2025**  
**(BOTH EU AND UK- ACC3 AND RA3 VALIDATION ASSESSEMENT TO BE CARRIED OUT)**

Dear Sir/Madam,

We are pleased to invite your sealed tenders for the services/ items listed in the attached schedule (s) on “**Single Stage One Envelope**” basis. The terms & conditions of the tender/services/supplies are given below:-

**A) SUBMISSION OF TENDER**

1. Bidders **MUST** submit their bids through E-PADS, Manual submission of bid is **NOT** allowed. The Proposals must be submitted latest by **27-11-2024 till 1030 Hrs** (PST). Tenders will be opened at **11:00** hours on the same day in the presence of tenderers who wish to attend.
2. Tenders received after stipulated date & time shall not be considered.

**PREPARATION OF TENDER - TECHNICAL PROPOSAL**

Please give all the available technical details of the services offered by you, supported with the technical literature, brochure, drawings and pictures client list details, accordance with the given technical requirement / criteria.

**B) Financial Proposal/Prices**

- a) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order /Contract.
- b) The prices are required to be quoted in USD and 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.

PIACL reserves the right to reject any or all bids or cancel the tender process at any stage in line with PPRA rules.

Yours truly,

**GM Contract Management**  
**Supply Chain Management**  
PIA Head Office, Karachi  
Ph: +92 21 9904 4216, +92 21 9904 3081  
Email: [gm.cm@piac.aero](mailto:gm.cm@piac.aero)  
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**ANNEX- A**

**TERMS OF REFERENCE (TORs)**  
**FOR EU/UK ACC3 AND REGULATED AGENT (RA3) VALIDATOR**  
**SELECTION 2024-25**

**1. INTRODUCTION**

Pakistan International Airlines (PIA), the National Flag Carrier of Pakistan, invites “Sealed bids” from IATA Approved Validator for the purpose ACC3 and RA3 Validation of PIA cargo operation as per EU Regulations.

**2. SCOPE OF THE BID**

The ACC3 and RA3 validation assessment/audit cover locations **Karachi, Lahore & Islamabad Stations** (operational bases) and Sialkot (ACC3) only of PIA for EU and UK. Any follow up visit or re-validation activity and verification and closure of assessment(s) findings/observation(s) in case any.

The selected valaditor will prepare assessment reports of following stations for UK DfT and EU- French CAA as under:-

Stations	UK- DFT		EU- FRENCH CAA	
	ACC3	RA3	ACC3	RA3
1. Karachi (KHI)	√	√	√	√
2. Lahore (LHE)	√	√	√	√
3. Islamabad (ISB)	√	√	√	√
4. * Sialkot (SKT)	√		√	

\*SKT, SIAL is cargo agent contracted by PIA, SIAL is responsible for RA3 validation,

**3. DURATION OF THE CONTRACT**

The contract shall be valid for initial validation assessment/audit as per defined scope. Any follow-up / re validation in relation to the assessment shall also be covered.

**4. QUALIFICATION OF THE BIDDERS**

- a) The Bidder must have a valid ACC3 validation certificate from IATA.
- b) The Bidder must have conducted successful validation assessments of at least 10 comparable aviation concerns, including 05 validations through UK and or EU states and in Pakistan.
- c) The Bidder must be able to obtain a valid visa for Pakistan and should be able to conduct the assessment during the month of **December 2024**. Tentative date(s) for the availability is required to be submitted.
- d) The Bidder, must have more than 15 years Aviation Experience with exclusive 10 years in Aviation Security (AVSEC) will be preferred
- e) The Bidder should preferably have a valid IATA Security Qualification and ICAO qualified Inspector
- f) The Bidder should be well conversant with the EU and UK Aviation laws and rules and regulation and policies.

- g) The Bidder should have a good working experience with FR CAA-EU and UK-DFT.

**Note 1:** The bidder must respond and submit relevant documents/reply for each point above.

**Note: 2, Must points** are mandatory, whereas **should** are recommended.

## **5. OTHER TERMS & CONDITIONS**

All travel, boarding & lodging, transportation expenses of the ACC3 and RA3 Validator shall be decided as per the agreed terms & conditions laid down in the agreement. (Will be drafted in consultation with the selected Validator)

## **6. COST OF THE BIDDING**

The bidder shall bear all costs associated with the preparation and submission of its bid and PIA will, in no case, be responsible or liable for those costs regardless of the conduct or outcome of the bidding process.

## **7. TECHNICAL PROPOSAL**

The Technical Proposal must consist of and provide the following details:-

- a. Personal and Company Profile if applicable along with copies of relevant authorizations, certificates and credentials.
- b. Number & names of clients in relation to ACC3/RA3 for which services have been rendered in recent past 05 years along with contact details.
- c. Approval/Accreditation/Recognition/Authorization from IATA for conducting ACC3/RA3 Validation/Validator Certificate from EU and UK.
- d. Validator availability (preferably in month of December 2024).
- e. In case the bidder wishes to include additional technical information separate sheets may be attached.
- f. Copies of latest Validation E-Checklist, E-Documents and Assessment Checklists.

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**Schedule A****FINANCIAL BID FORMAT****EU/UK ACC3 AND REGULATED AGENT (RA3) VALIDATOR**  
**SELECTION 2024- 2025**

S. No.	Description	Per Day Charges USD	No. of Days	Total Charges USD
01	EU/UK ACC3 AND REGULATED AGENT (RA3) VALIDATION			
		Any Other Charges		
		Total		
		Taxes (if any)		
		Grand Total		