

Evaluation Report  
[As per Rule 35 of PPRA Rules-2004]

1. Name of Procuring Agency : Pakistan International Airlines Company Limited
2. Method of Procurement : Two Stage Two Envelop
3. Title of Procurement : Passenger Services System (PSS)& Allied System
4. Tender Inquiry No. : PIAC/P&L/ PSS & Allied System (ICT)/03/17
5. PPRA Ref No. : TS302749E
6. Date & Time of Bid Closing : 03-MAY-2017 10:30 AM
7. Date & Time of Bid Opening : 03-MAY -2017 11:00 AM
8. No of Bids Received : 07
9. Criteria for Bid Evaluation : As per specification attached with tender documents.
10. Details of Bid Evaluation : As per following details.

Core Systems				
Bidder's Name	Mark		Evaluated Cost	Rule / Regulation / SBD* / Policy / Basis for Rejection / Acceptance as per Rule-35 off PP Rules, 2004.
	Technical (if applicable)	Financial (if applicable)		
HITIT	77.86	50	14,073,048	HITIT Qualified technically for all Core systems
ISA ( Accelaero)	37.00	-	-	Technically Not Qualified
Systems Limited (RADIXX)	47.57	-	-	Technically Not Qualified
Sirena Travel	44.43	-	-	Technically Not Qualified
SABRE	62.29	-	-	Technically Not Qualified
Industrial Optimizer	80	-	-	Only offered Network & Slot Management, but unable to provide all core systems, therefore not qualified.

**Evaluation Result:**

As HITIT systems is the only technically qualified bidder that fulfill PIA requirements for the core systems, hence HITIT has been selected for all the Core systems deployment.

Signature

Official Stamp

\*Standard Bidding Documents (SBD)

Allied Systems – Revenue Management				
Bidder's Name	Mark		Evaluated Cost	Rule / Regulation / SBD* / Policy / Basis for Rejection / Acceptance as per Rule-35 off PP Rules, 2004.
	Technical (if applicable)	Financial (if applicable)		
HITIT	81	40	2,453,397	HITIT offered AirRM product principally from Mercator/ Accelya and qualified technically for Revenue management
ISA ( Accelaero)	58		-	Technically Not Qualified
Systems Limited (RADIXX)	0		-	Technically Not Qualified
Sirena Travel	45		-	Technically Not Qualified
SABRE	38		-	Technically Not Qualified
Mercator (Accelya)	81	50	2,413,012	Accelya product has qualified technically for Revenue management, and has the lowest bid, thus qualified.

**Evaluation Result:**

HITIT and Mercator pitched with the same product of AirRM - Revenue Management solution (principally offered by Mercator/ Accelya), and being the lowest is selected.

Allied Systems – Revenue Integrity				
Bidder's Name	Mark		Evaluated Cost	Rule / Regulation / SBD* / Policy / Basis for Rejection / Acceptance as per Rule-35 off PP Rules, 2004.
	Technical (if applicable)	Financial (if applicable)		
HITIT	71	50	0	HITIT Qualified technically for Revenue Integrity
ISA ( Accelaero)	53	-	-	Technically Not Qualified
Systems Limited (RADIXX)	48	-	-	Technically Not Qualified
Sirena Travel	7	-	-	Technically Not Qualified
SABRE	53	-	-	Technically Not Qualified

**Evaluation Result:**

As HITIT systems is the technically qualified bidder that fulfill PIA requirements for Revenue Integrity systems, hence HITIT has been selected for the Revenue Integrity deployment

Signature

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\*Standard Bidding Documents (SBD)

Allied Systems – Frequent Flyer Program (FFP)				
Bidder's Name	Mark		Evaluated Cost	Rule / Regulation / SBD* / Policy / Basis for Rejection / Acceptance as per Rule-35 off PP Rules, 2004.
	Technical (if applicable)	Financial (if applicable)		
HITIT	84	50	1,416,398	HITIT Qualified technically for all Core systems
ISA ( Accelaero)	44	-	-	Technically Not Qualified
Systems Limited (RADIXX)	54	-	-	Technically Not Qualified
Sirena Travel	36	-	-	Technically Not Qualified
SABRE	29	-	-	Technically Not Qualified
Mercator (Accelya)	93	40	1,612,500	

**Evaluation Result:**

HITIT and Mercator offered products that have technically qualified that fulfill PIA requirements for FFP systems. However, HITIT financial bid is lower than the Mercator hence HITIT has been selected for the FFP deployment.

Allied Systems – Internet Booking Engine (IBE) & E-Commerce				
Bidder's Name	Mark		Evaluated Cost	Rule / Regulation / SBD* / Policy / Basis for Rejection / Acceptance as per Rule-35 off PP Rules, 2004.
	Technical (if applicable)	Financial (if applicable)		
HITIT	75	50	1,998,397	HITIT Qualified technically
ISA ( Accelaero)	61	-	-	Technically Not Qualified
Systems Limited (RADIXX)	65	-	-	Technically Not Qualified
Sirena Travel	45	-	-	Technically Not Qualified
SABRE	46	-	-	Technically Not Qualified

**Evaluation Result:**

As HITIT systems is the technically qualified bidder that fulfill PIA requirements for IBE & E-Commerce systems, hence HITIT has been selected for the IBE & E-Commerce deployment.

Signature

Official Stamp

\*Standard Bidding Documents (SBD)

Allied Systems – Flight Ops System				
Bidder's Name	Mark		Evaluated Cost	Rule / Regulation / SBD* / Policy / Basis for Rejection / Acceptance as per Rule-35 off PP Rules, 2004.
	Technical (if applicable)	Financial (if applicable)		
HITIT	20	-		The Board of Director has decided to retender the solution afresh.
ISA ( Accelaero)	0	-		
Systems Limited (RADIXX)	0	-		
Sirena Travel	10	-		
SABRE	75	-		

**Evaluation Result:**

The solution will be retendered in a separate Tender.

Signature

Official Stamp

\*Standard Bidding Documents (SBD)