



**PAKISTAN CIVIL AVIATION AUTHORITY (CAA)
EXPRESSION OF INTEREST**

**EXPRESSION OF INTEREST (EoI)
PROVIDING AUTOMATED BORDER CONTROL E-GATE SYSTEMS
AT MAJOR AIRPORTS OF PAKISTAN**

Pakistan Civil Aviation Authority (PCAA) seeks applications from highly experienced and professional, Automated Border Control solution providers for providing E-Gate systems at CAA airports.

The project has been conceived as a self-service immigration system for installation at airports to cut costs and improve on passenger satisfaction. The system shall be placed at the arrival and departure gates of the airports, which validates the identity of passengers using top-trending technologies. In the context of increasing numbers of passengers and with the recent expansion of airports, it is intended to modernize its border control solution in order to enable a seamless Immigration process of travelers at Pakistani airports while improving security processing. This initiative aims to alleviate the workload on manned immigration counters and establish a standardized automated immigration process that includes document verification and personal authentication for maintaining the security and integrity of the borders. The scope of services includes providing, installation, integration, testing and commission of e-Gate systems followed by operation & maintenance.

Interested parties should fulfill the criteria provided on the CAA website (<https://www.caapakistan.com.pk>) or Pakistan Public Procurement Regulatory Authority website (<https://www.ppra.org.pk>) by downloading it free of cost and submitting it on the address given below.

The proposals may be submitted with complete documentation as per the criteria provided in hard copy at or before 3pm (PST) Tuesday, 13th August, 2024 at the under mentioned address. The international parties can submit EOI electronically on director.engsr@caapakistan.com.pk.

RFP (Request For Proposal) will be issued to pre-qualified parties and contract shall be awarded on quality and cost basis method.

PCAA reserves the right to reject all Bids or Proposals at any stage without assigning any reason as per Public Procurement Rule 2004.

Engineering Services Directorate
Terminal-I, First Floor Pakistan Civil Aviation Authority
Jinnah International Airport Karachi
Telephone Nos. (021) 99072251 / (021) 99242028,
Fax No. (021) 99242685”

Expression of Interest (EOI) Service Providing Firms

Project Number	HQCAA/1673/06/ESEM
Project Name	Providing, designing, installation, integration, testing and commission of e-Gate systems followed by operation & maintenance at major airports of Pakistan

A. Submission of EOI documents

The prospective firms shall submit their proposals as per the requirement prescribed in this EOI document in following manner: -

- a) Submission through E-Pads Software platform of PPRA – **Mandatory**
- b) Submission through email (address given in advertisement) – **Mandatory**
- c) Submission through hard copies of documents (paper form) – Optional

B. Provider Firm Information - in case of Single Entity

Full Name of the Firm:	Acronym (of Firm):
Date of Incorporation:	Country of Incorporation:
EO Submission Authorized by (Name of person)	Position in Firm: (of Person)
Postal Address	E-mail Address:

**C. Provider Firm Information - in case of Joint Venture
(Fill it for all Joint Venture members)**

S.No.	Joint Venture	Acronym	Date of Incorporation	Country of Incorporation	EOI Submission Authorized by	Position
E-mail (Lead Firm):				Postal Address (Lead Firm):		

Note: Relevant valid licenses and other proof of registration must be submitted

D. Eligibility of Firms:

Firms / Joint Venture must meet the following requirements to be eligible for further processing of shortlisting:

Requirements	Remarks
Registered with Pakistan Engineering Council (PEC) in Specialization Codes EE02 & EE09 and constructors' category "C-A"	Must meet by the entity or any of the JV member
In case of a foreign participating firm, a letter of intent from a Pakistani Firm to form a JV must be submitted as per requirements of PEC Construction and Operation of Engineering Works Bye-laws.	Must meet by the foreign firms
EOI Submission Authorized by (Name of person)	Must meet by the entity or any of the JV member
Postal Address	Must meet by the entity or any of the JV member

E. Shortlisting Criteria:

Your EOI shall demonstrate financial soundness, general & specific technical experience and overall managerial capacity: The shortlisting criteria is as under:

NO.	CRITERIA
1	<p><u>Financial Soundness (30 Marks):</u></p> <p>1.1 Average Annual Turnover for the last three financial years. (In case of Joint Venture, the above information is required for lead member of JV only)</p> <ul style="list-style-type: none"> • 15 marks will be awarded if average annual turnover of last three financial years is Rs. 10,000 Million or above. • For average turnover of less than Rs. 1000 Million, marks shall be awarded as per following formula: $(A \times 15 / 10,000)$, where 'A' is average annual turnover in Million <p>1.2 Average Annual Working Capital for the last three financial years</p> <ul style="list-style-type: none"> • 15 marks if average working capital of last three financial years is Rs. 1000 Million or above • For average working capital of less than Rs. 1000 Million, marks shall be awarded as per following formula: $(A \times 15 / 1000)$, where 'A' is average annual working capital in Million <p>Note: The applicant Firm or any of the JV Partner Firms are required to provide evidence by submitting certified audit reports of last three (03) years.</p>
2	<p><u>General Technical Experience (20 Marks):</u></p> <p>The applicant Firm and the JV Partner Firms proven general experience and diversity of experience in providing the Digital identity and security solutions during last ten (10) years (maximum 10 projects). Projects information to be provided in the prescribed Projects Information Performa and Project completion or satisfactory performance Certificate issued by the Client is to be attached for substantiation. Marks shall be assigned as follows: -</p> <ul style="list-style-type: none"> → 2 Marks for each completed Project during last 10 years → 20 (Full) Marks for 10 or more completed Projects during last 10 years

<p>3</p>	<p><u>Specific Technical Experience (40 Marks):</u></p> <p>Please select most relevant design of providing Automated Border Control e-Gate to demonstrate the technical qualifications and experience (maximum 10 projects during last 10 years). Projects information to be provided in the prescribed Projects Information Performa and Project completion or satisfactory performance Certificate issued by the Client is to be attached for substantiation. Marks shall be assigned as follows: -</p> <ul style="list-style-type: none"> → 4 Marks for each completed Project during last 10 years → 40 (Full) Marks for 10 or more completed Projects during last 10 years
<p>4</p>	<p><u>Local Presence (10 Marks):</u></p> <p>The Contractor shall establish a presence in Pakistan having established engineering facility equipped with necessary technical resources and number of qualified technical personnel. Marks shall be awarded on the basis of qualification and experience of the staff as per following criteria:</p> <p>4.1 <u>Computer Systems Engineer (01 No.)</u></p> <p>[03 marks will be given for Bachelor of Computer Systems Engineering or equivalent having minimum 5 years of relevant* experience. 01 additional mark will be given for Master of Electronic / Electrical / Computer Systems / Information Technology]</p> <p>Must be registered with PEC. Experience shall be considered from the date of registration with PEC.</p> <p>Nil marks shall be given if the above criteria is not fulfilled.</p> <p>*Relevant experience means specific experience in Computer Hardware & Software, Networking, Information Technology and Programming etc.</p> <p>4.2 <u>Electrical / Electronic Engineer (01 No.)</u></p> <p>[02 marks will be given for Bachelor of Electrical / Industrial Electronic Engineering having minimum 5 years of relevant* experience. 01 additional mark will be given for Master of Electrical / Industrial Electronic / Information Technology / Computer Systems]</p> <p>Must be registered with PEC. Experience shall be considered from the date of registration with PEC.</p> <p>Nil marks shall be given if the above criteria is not fulfilled.</p> <p>***Relevant experience means specific experience in Computer Hardware, Networking, Electronics, Information Technology and Programming etc.</p> <p>4.3 <u>Computer Network Specialist (01 No.)</u></p> <p>[02 marks will be given for having Bachelor's degree in Computer Sciences specialized in Network Communication / Security or related fields from a recognized institution and having minimum 5 years of</p>

	<p>relevant* experience. 01 additional mark will be given for Master of Electrical / Industrial Electronic / Information Technology / Computer Systems / Computer Sciences from a recognized institution</p> <p>Experience shall be considered as per information provided in the CV.</p> <p>Nil marks shall be given if the above criteria is not fulfilled.</p> <p>***Relevant experience means specific experience in Computer Networking, Information Technology and Programming etc.</p> <p>Note: CV of the personnel and copies of educational certificates must be attached along with PEC registration certificate / card where applicable.</p>
<p>Note: PCAA will evaluate the submitted EOI as per above criteria and will issue Request For Proposal (RFP) document to only those Firms / JVs who are eligible and obtain minimum acceptable 50 percent marks in the individual categories (S. No. 1 thru 5 of Section-D) and aggregate of minimum 70 marks.</p>	

F. Projects Information Performa

S. No.	Project	Period	Client	Country
1				
2				
3...				

G. Projects Summary

S. No. ____

Project Title	
Country	
Start Date	
Completion Date	
Continuous / Intermittent	
Client	
Description	(Indicate your role and input in person-month)

Note: Please insert more tables as required

H. EOI Attachments

SN	DESCRIPTION
1	Certificates of Incorporation of the Entity OR the JV Members
2	Letter of Intent to form JV (in case of JV) indicating the name of Lead Member

3	Copy of NTN(s) of the Entity OR the JV Members
4	Copy of Registration with organization(s) [refer Para-C above]
5	List of Technical Staff [refer Para-D(4) above]
6	Project completion or satisfactory performance Certificates against each Project listed at Para-F & Para-G to substantiate the general and Specific Experience
	(Please insert more rows as necessary)

I. Eligibility Declaration

We, the undersigned, certify to the best of our knowledge and belief:
(Please tick on the left box)

<input type="checkbox"/>	We have read the advertisement, including the terms of reference (TOR as Attachment to EOI), for this assignment.
<input type="checkbox"/>	In case of a foreign participating firm, a Joint Venture shall be formed with a Pakistani Firm as per the requirements of PEC Construction and Operation of Engineering Works Bye-laws.
<input type="checkbox"/>	We confirm that the project references submitted as part of this EOI accurately reflect the experience of the specified Firm / prospective JV (or a member of prospective JV)
<input type="checkbox"/>	The Firm / prospective JV Member(s) shall not be blacklisted / debarred by PCAA or other Govt. / Semi Govt. Organizations etc.
<input type="checkbox"/>	Prospective JV Member including all proposed experts named in this EOI, confirmed / authorized us in writing to represent them in expressing interesting this activity.
<input type="checkbox"/>	We understand that any misrepresentations that knowingly or recklessly mislead, or attempt to mislead may lead to the automatic rejection of the proposal or cancellation of the contract, if awarded, and may result in further remedial action, in accordance with PCAA's Mechanism and Manner for Blacklisting of Suppliers, Consultants & Contractors.
<input type="checkbox"/>	All pages of the EOI have been signed by the Authorized Person and stamped. Authorization Letter giving name, CNIC number and three specimen signatures have been attached [<i>Authorization letter of single entity may be issued by legal representative of the Entity or by legal representatives of all JV Members in case of JV authorizing a person from the Lead Member</i>]
<input type="checkbox"/>	It is certified that the EOI attachments (para-H), all of which are attached, are true copies.

Signature (of Authorized Person – attach Letter of Authorization)_____

Name (of Authorized Person):_____

Position / Designation: _____

Company Seal: _____

Note-1: Only those Firm / JV will be issued the Request for Proposal who are eligible and short-listed as per criteria given above.

Note-2: PCAA reserves the right to withdraw from this process at any stage without any obligation for expenses incurred by the participants.

**ATTACHMENT TO EOI
TERMS OF REFERENCES (TORs)**

**INVITATION FOR SUBMISSION OF EXPRESSION OF INTEREST (EOI) FOR
PROVIDING, INSTALLATION, TESTING AND COMMISSION OF E-GATE SYSTEMS
AT MAJOR AIRPORTS OF PAKISTAN**

Pakistan Civil Aviation Authority (hereinafter referred to as “Procuring Agency”) having its head office at the Terminal-1, Jinnah International Airport, Karachi, Pakistan intends to provide Automated Border Control e-Gate systems at Major airports of Pakistan.

OBJECTIVES OF THE ASSIGNMENT

The Procuring Agency wishes to engage a qualified Firm / JV (hereinafter referred to as “the Contractor”) to provide Automated Border Control solutions at major airports of Pakistan. The services to be provided under this assignment are including, but not limited to, the providing, designing, installation, integration, testing & commissioning of the e-Gate systems on turnkey basis followed by Operation & Maintenance (O&M) as per requirements set forth in the Request For Proposal (RFP) documents.

SCOPE OF SERVICES

The Contractor shall be responsible for providing the services including, but not limited to:

1. **Site evaluation:** The Contractor will conduct site evaluation at the major airports to assess the availability of required space and prerequisites for proper installation of the e-Gate systems. The Contractor may also suggest necessary alterations / improvements at site to suite the requirements of the equipment and efficient and fast track processing of the travelers.
2. **Design services:** The Contractor will design the overall e-Gate systems based on the site evaluation report and in accordance with the requirements contained in the RFP documents. The layout plan, indicating various zones, installation sites of various equipment, IT infrastructure, electricity and network cabling, foundations requirement, temporary storage requirements and passenger processing layouts etc. shall be provided.
3. **Installation services:** The Contractor shall install the e-Gate systems based on the finalized design, layout plans and zoning requirements etc. including, but not limited to, the project management, construction administrations, procurements, engineering, temporary structures, ground leveling / grading, cutting, fitting or patching, foundation preparation, civil works, mechanical works, electrical works, IT infrastructure, electricity & network cabling, equipment storage, labor, technicians, licenses, software installation, hardware installation, materials, parts, tools, equipment, chemicals, supplies, transportation, travel, lodging, insurance etc. to efficiently and effectively perform the scope of work.
4. **Integration services:**

The Contractor will provide all necessary integrations and interfaces with relevant authorities / databases for local and global interoperability of the automated immigration process as per relevant service rules:

5. **Testing, commissioning & documentation:** Post installation, the contractor shall perform operational configurations & settings as per requirement and undertake testing and commissioning of a fully operational and integrated Automated Border Control e-Gate System. The Contractor shall also facilitate PCAA for conducting Site Acceptance Test before final commissioning and go-live of the e-Gate systems. Moreover, the Contractor will provide all necessary Project Documentations in digital as well as paper forms.

 6. **Operation & maintenance:** The Contractor shall be responsible for Operation & Maintenance (O&M) of the installed e-Gate systems with all associated infrastructures that will include, but not limited to, the preventive as well as breakdown maintenance along with the provisioning of spares, software, licenses, consumables, bench stock, labors, technicians, etc. as per manufacturer's recommendations, engineering standards and prudent industry practice.
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