

INVITATION TO BID

Tender Ref: GCM/B777/CSP/01/2024

1. **Pakistan International Airline (PIA) invites quotations through EPADS and sealed bids from renowned (Eligibility as per Bidding Documents) Vendors on "Single Stage Two Sealed Envelope Basis" for**
Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components
2. **Bidding documents containing detail terms and conditions, etc. are available electronically and can be downloaded from**
3. **PIACL Website** <https://www.piac.com.pk/corporate/sales-procurement/tenders>
4. **PPRA Website** <https://www.ppra.org.pk/active-tenders>
5. **EPADS-PPRA website** <https://www.eprocure.gov.pk> through Supplier Login
6. **Bids should be submitted electronically through EPADS.**
7. **The bids must be prepared in accordance with the instruction in the bidding documents and must be submitted by **24-06-2024** on/before 10:30 AM. Bids will be opened on the same day at 11:00 AM.**
8. **Hard Copy of bid along with Original Bid Security instrument MUST BE submitted to the undersigned before above given deadline.**

**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**

E-mail. gm.cm@piac.aero / contract.tech@piac.aero
Website: <http://web.piac.com.pk/>

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 submission 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 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.

In the event that Foreign bidders are unable to register on an EPAD, manual bids (subject to company management approval) may be submitted; but, in compliance with PPRA instructions, all bidders, whether local and foreign, must subsequently register on EPADS.

For manual submission either hard copies or electronic copies can be submitted on the following addresses.

For Electronics Bids Submission:

Electronic Bids must be password protected and password of the bids is requested to be sent 30 minutes on or before the tender closing time that is 10:30 AM (Pakistan Standard time) on the email: dgmppm@piac.aero . Electronics Bids submission intimation should be sent on email: contract.tech@piac.aero .

For Bids (Hard Copies) Submission:

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

BIDDING DOCUMENT

FOR

Support on Flight Hour Basis for PIA B777 Fleet
Aircraft Specific Number of Components.

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Preamble

This document is divided into four sections.

- The first section gives interested parties an overview of the process and explains in detail as to how they should submit their bids and how their bids will be evaluated by PIA.

- The second section contains general terms which shall form the basis of the CSP Program agreement between PIA and the successful bidder.

- The third section covers "Section C – Special Conditions of Contract;"
 - a) PIA Fleet and Other Information
 - b) Pre-Requisites / Compulsory Requirements of the Program and Agreement.

- The fourth section provides the interested bidders with an overview of PIA's evaluation process to maintain complete transparency and criteria to determine the best suited offer.

The annexure contained thereafter are the standardized formats on which PIA expects to receive the actual offers from the interested bidders.

Section A - Instructions to Bidders

1. Scope of Bid

Pakistan International Airline (PIA) invites "sealed bids" from interested parties for the "Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components."

The services must include following,

- Access to a pool of rotatable components on a one-for-one exchange basis, the processes to demand, deliver and return those components to/from the supplier, and
- The test, repair, overhaul, modification and scrap replacement of those exchanged components.

2. Parties qualified to apply

MRO's / Operators/ OEM / Service Providers etc having legal right to sign the FH/CSP agreement.

3. Cost of 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.

4. Bidding Documents

For the purpose of this bidding process, the term "Bidding Documents" shall include:

- i. Invitation for Bids
- ii. Instructions to Bidders
- iii. General Conditions of Contract
- iv. Special Conditions of Contract
- v. Evaluation of Bids
- vi. Annexures
 - a) Specifications & Technical Proposal (Annex 'I')
 - b) Form of Bid (Annex 'II')
 - c) Integrity Pact (Annex 'III')
 - d) Financial Proposal (Annex 'IV')

The bidders are expected to examine all the above, prior to submission of their bids. The 'Instructions to Bidders' will not be part of Contract and will cease to have effect once the Contract is signed.

5. Clarification on Bidding Documents

A prospective bidder requiring any clarification(s) in respect of the Bidding Document shall notify PIA in writing. PIA will respond to any request for clarification which it receives earlier than five (5) days prior to the deadline for the submission of bid. For clarification on bidding document, an email may be sent to all of the following addresses:

piaplng@piac.aero, rotplng@piac.aero, Boeing777.csp@piac.aero, khimbpk@piac.aero and contract.tech@piac.aero

6. Amendment to Bidding Document

At any time prior to the deadline for submission of bid, PIA may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective bidder, modify the tender document by issuing addendum(s).

7. Extension in Submission Dates

At any time prior to the deadline for submission of bid, PIA may, for any reason, whether at its own initiative or to provide prospective bidders reasonable time, in which to take an addendum into account, at its discretion extend the deadline for submission of bids.

8. Submission of Bid

Interested bidders will have to submit their offer by any of the two method options described below:

- **Bids should be submitted electronically through EPADS.**

In the case that Foreign bidders are unable to register on an EPADS,

- The bidders will also have to submit their offer in sealed envelopes either in person or through courier. The offer should be clearly marked as **"Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components."**

Or

1. Through Electronic submission via email etc.
Parties can submit their Password Protected offers via electronic email to following address:

Addressed To: dgmppm@piac.aero

Copied to: gm.cm@piac.aero, piaplng@piac.aero, contract.tech@piac.aero

Password Protected Technical and Financial offers may be delivered for "**Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components.**" at any convenient time or days before the last date and time of submission published in the advertisement. **(24-06-2024)**

The Password to Open/Access the Technical and Financial Offers must be sent Separately via email only to: dgmpm@piac.aero at approximately ½ or 1 hour time before the last date and time of submission published in the advertisement.

9. Tender Proceedings

Single stage two envelope bidding procedure will be followed:-

Each bid shall comprise two sealed envelope. All bids received shall be opened and evaluated in the manner prescribed in the bidding document.

Bidders will be required to submit following two proposals.

- Technical Proposal
- Financial/Commercial Proposal

i) Technical Proposal: Technical Proposal shall comprise of the following along with the covering letter on the official letter pad of the bidder;

a) Bidder Profile: A brief company profile highlighting portfolios and customer details. State company profile and experience in managing Rotable pools, supporting B777 aircraft. Also provide details on in-house repair capability based in percentage of total components, number of B777 aircraft supported by your pool (total), List of existing B777 CSP/FH Customers. Infrastructure for customer support, AOG Desk 24 hours-a-day, 365 days-a-year.

b) Technical Information: The information on services as per the Annex 'I'. In case the bidder wishes to include additional technical information separate sheets may be added.

c) Form of Bid: Duly completed and signed by the bidder as per format provided in Annex 'II'. No alteration is to be made in the Form of Bid except in filling up the blanks.

d) Integrity Pact: The bidder shall sign and stamp the Form of Integrity Pact provided at 'Annex – III' which is a mandatory requirement of Government of Pakistan.

- ii) **Financial Proposal:** The Financial proposal should be submitted in line with the requirements highlighted in the Bidding Document and as per Schedule of Prices in the format described in Annex 'IV'.

10. Bid Related Details:

Below information should be noted while preparing and submitting the bids.

i) **Currency of Bid:** All the prices provided in the bid shall be in US Dollars (US\$).

ii) **Bid Validity:** The bid shall have to be valid for a period of 90 days from closing date of tender.

iii) **Language of Bids:** The bids prepared by the bidder and all correspondence and documents relating to the bid, exchanged between the bidder and PIA shall be written in the English language. If a document is other than English language then bidder shall provide a true copy of that document in English.

iv) **Format and Signing of Bids:** The bidder shall prepare one set of the bid typed or written in indelible ink and shall be signed by the Authorized Representative of the bidder (who should be an employee of the bidder).

v) **Sealing and Marking:** Technical Proposal and Financial Proposal should be clearly marked and submitted in two separate envelopes. The Complete Package / envelope should bear the name and address of the sender and clearly marked as "**Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components.**". If the envelope is not sealed and marked, PIA will assume no responsibility for the bid's misplacement or premature opening.

11. Deadline for Submission of Bids:

Bids must be received by PIA at the following address no later than the Date and Time mentioned in the advertisements published in media and mentioned above **(24-06-2024)**. Bids will be opened the same day at the specified time.

General Manager Contract Management
Supply Chain Management
Pakistan International Airlines
JIAP Karachi
Tel: +92 21 9904 4216, / +92 21 9904 5277
Email: contract.tech@piac.aero

12. Late Bids:

Any bid received by PIA after the bid submission deadline time, for any reason whatsoever, shall be rejected and returned to the bidder.

13. Modification and Withdrawal of Bids:

The bidder may modify or withdraw its Bid after submission, provided that written notice of the modification or withdrawal is received by PIA prior to the deadline prescribed for bid submission.

14. Opening of Bids:

Pakistan International Airlines will open the bids on the Date and Time mentioned in the advertisements published in media, in PIA Supply Chain Management Building, near PIA Head Office, Jinnah International Airport, and Karachi 75200, Pakistan. Authorized representatives of the bidders can attend the bid opening.

15. Bid Read Out:

Following details of each bid shall be read out in front of all the participants present during the bid opening:

- a) Bidder's Name
- b) Bidder's Status (i.e. MRO, OEM, Service Provider etc)

16. Preliminary Examination of Bids:

PIA will examine the bids to determine whether they are complete and generally in order.

Prior to the detailed evaluation of bids:

PIA will examine the Bids to determine whether;

- i) The Bid is complete and does not deviate from the scope,
- ii) Any computational errors have been made,
- iii) The documents have been properly signed,
- iv) The Bid is valid till required period,
- v) The Bidder is eligible to Bid and possesses the requisite experience,
- vi) The Bid does not deviate from basic technical requirements and
- vii) The Bids are generally in order.

A bid is likely not to be considered if it is materially and substantially different from the Conditions/Specifications of the Bidding Documents.

17. Qualification:

In addition to the above, PIA will ascertain to its satisfaction whether bidders, whose bids meet the requirements of Bidding Documents, are qualified to satisfactorily perform the contract. This will take into account:

- Bidder's financial, technical capabilities and past performance.
- Documentary evidence submitted by the bidder.
- Other information as PIA deems necessary and appropriate.

18. Deliberations with Bidders:

No bidder shall be allowed to alter or modify his bid after the bids have been opened. However the PIA may seek and accept clarifications to the bid that do not change the substance of the bid.

Any request for clarification in the bid, made by PIA shall invariably be in writing. The response to such request shall also be in writing.

19. Correction in Bids

In case any arithmetic error is found in the bid, it shall be rectified as follows:

- i)** If there is a discrepancy between the unit price and total price or between subtotals and total price that is obtained by multiplying the unit price and quantity, the unit or subtotal price shall prevail and the total price shall be corrected.
- ii)** If there is a discrepancy between the words and figures the amount in words shall prevail.
- iii)** If the bidder does not accept the corrected amount of bid as determined above, the bid shall be rejected.

20. Evaluation of Bids

a) All bids shall be evaluated in accordance with the evaluation criteria and other terms and conditions set forth in the prescribed bidding documents.

b) For the purposes of comparison of bids quoted in different currencies, the price shall be converted into a single currency specified in the bidding documents. The rate of exchange shall be the selling rate, prevailing on the date of opening of bids specified in the bidding documents, as notified by the State Bank of Pakistan on that day.

The bid for "Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components." will be evaluated to determine the "Most Advantageous Bid" as per Section 'D'.

21. Unsuccessful Bidders:

Bidders whose offers have been rejected on grounds of being substantially non responsive or those that do not meet the Requirements shall be informed accordingly.

22. Ranking of Bids:

The offered bid(s) shall be listed separately in ascending order starting from the Most Advantageous Bid. Subsequently, the scores of Evaluated Bid(s) will be listed in ascending order.

23. Letter of Acceptance

The Letter of Acceptance will be issued to bidder whose offer is determined as the Most Advantageous Bid as per clause 22.

24. PIA's Right

PIA reserves the right to reject all bids and to annul the bidding process at any time prior to award of Contract. PIA upon request from bidder, who submitted a bid, shall communicate the grounds for its rejection of all bids, but is not required to justify those grounds. Notice of the rejection of all bids shall be given promptly to all the bidders.

25. Signing of Contract Agreement

The terms and conditions highlighted under "Section B - General Condition of Contract", "Section C - Special Condition of Contract" and "Section D – Technical and Financial Criteria and submitted offers " (as per this Tender Document) shall form the basis of the CSP Agreement to be executed between the two parties.

Section B – General Conditions of Contract

Following terms and conditions shall be an integral part of the FH/CSP Agreement to be signed between PIA and the successful bidder (Service Provider) to whom the contract has been awarded.

1. Scope of Agreement

The FH/CSP Agreement shall be for the Component Support Program of aircraft on terms and conditions as explained in this Section B – General Conditions of Contract, Section C – Special Conditions of Contract and "Section D – Technical and Financial Criteria and submitted offers".

2. Governing Law

Governing Law of the FH/CSP Agreement shall be agreed mutually between PIA and the Service Provider. However, it should not be in conflict with the laws of Pakistan.

3. Disputes

Any dispute shall be resolved by reference to arbitration under such forum as may be agreed between the parties.

4. Civil Aviation Authority Requirements

Service provider must comply with the requirements of Pakistan Civil Aviation Authority (PCAA) and FAA / EASA /CAA UK with regard to FH/CSP Program. PIA shall ensure that all PCAA and other relevant regulatory requirements are followed in the operation of the Aircrafts during the FH/CSP term.

5. Payment Terms

- i) Currency of Payment: throughout the term of contract, all the payments between the two parties shall be in US Dollars.
- ii) Invoice: Service Provider shall send the monthly invoice based on monthly average of annual agreed FH at least ten days before the start of each period.

6. Taxes

Where a Tax Avoidance Agreement (Double Taxation Treaty) exists between the respective countries of PIA and the service provider; and the PIA is obliged by law to deduct taxes against payments to the service provider, the PIA will bear the tax incidence and shall make gross payments to the service provider, without any deduction of tax chargeable in Pakistan. However, the service provider undertakes to pass on the benefit of tax credit obtained under the relevant clauses of the tax treaty to the PIA, after filing of income tax

return in its country, on the basis of proof of taxes paid by the PIA on behalf of service provider in Pakistan.

In the absence of such tax treaty, the PIA will bear the tax incidence and shall make gross payments to the service provider, without any deduction of tax chargeable in Pakistan, however, if the local laws of the service provider's country allows the foreign tax credit that is withheld by PIA then the service provider undertakes to pass on the benefit of said tax credit obtained under the relevant clauses of the local laws to the PIA, after filing of income tax return in its country, on the basis of proof of taxes paid by the PIA on behalf of service provider in Pakistan.

All other taxes, duties, levies and imposts arising from or relating to such payments outside Pakistan shall be borne by the service provider.

7. Insurance

The PIA will maintain third party liability and property damage insurance, Hull insurance of agreed value and "All Risks" and "War Risks" insurance of the same type and covering the same risks as insurance customarily carried by international scheduled service providers.

8. Exit Clause

Both parties shall agree to exit condition based on notice period of Six months without giving any particular reason.

9. Integrity Pact

The Agreement shall contain a covenant and confirmation by the Service Provider that it has not obtained and/or induced the procurement of the FH/CSP Agreement through any corrupt business practices. The wordings of this clause are given at Annex 'III'.

10. Notices

All the notices during the FH/CSP term to be exchanged between PIA and Service Provider shall be in writing and sent by courier, fax or email.

11. Indemnities

The FH/CSP Agreement shall have appropriate coverage to provide indemnity for PIA and Service Provider as per the normal aviation practice.

12. Force Majeure

Both parties shall agree to appropriate incidents to define Force Majeure and its implications on the performance of the Agreement by either party.

Section C – Special Conditions of Contract;

a) PIA Fleet and Other Information

PIA Fleet Information:

PIA has a total of 12 B777, 16 A320's and 05 ATR Aircraft.

The B777 aircraft fleet of Pakistan International Airlines for which the services are required is detailed as under:

SN	MSN	Tail Registration	Ownership	Remarks
1	33775	AP-BGJ	PIA	B777-200ER with GE90-94B
2	33776	AP-BGK	PIA	
3	35296	AP-BHX	Dry Leased	
4	32717	AP-BMH	PIA	
5	33781	AP-BGY	PIA	B777-200LR with GE90-100B
6	33782	AP-BGZ	PIA	
7	35782	AP-BMS	Dry Leased	B777-300ER with GE90-115B
8	33778	AP-BHV	PIA	
9	32716	AP-BMG	PIA	Long Grounded. Not to be covered in the CSP.
10	33780	AP-BID	PIA	
11	33777	AP-BGL	PIA	
12	33779	AP-BHW	PIA	

Program Coverage:

The CSP Program is required to cover 1 to 1 exchange of specific number of components fitted on 8 B777 aircraft in the above table. AP-BID, BGL, BHW & BMG is long grounded and recovery is not planned as yet. These aircraft are not to be included in the offer for the CSP. However, in future if any aircraft is recovered it will be added based on the existing rate in the agreement.

Based on PIA In house capabilities and PIA experience, a List of Components to be covered into the FH/CSP agreement has been prepared and it is a number of 166 Component. The Part Number in the positive list and its two way interchangeable parts as per Interchangeability Code (INC 2) are required to be included in the program coverage.

The components having same form, fit and function as those in the positive list are also supposed to be included in the coverage upon request and confirmation of the attributes.

PIA B777 Fleet, Proposed Program Coverage Positive List (Basic Part Numbers): The PIA Proposed Components List for Coverage in the program is having 166 Basic Part Numbers of components as presented below:

(Note: All two way interchangeable alternates of the listed components will be assumed covered in the program. This means that the selected bidder / service provider shall accept and entertain exchange of any such alternate PN.)

SN	Description	Part Number	ATA
1	ACM	810209-11, 810209-9, 810209-7	21
2	ACTUATOR	810206-5,138400-8, 138400-6	21
3	CONVERTR	2341590-1	21
4	Cooling fan	4100941B,4100941C, 4100941D, 4100941E, 4100941A	21
5	COOLING FAN	4100945B, 4100945A	21
6	COOLING FAN	4102107A, 4100943D, 4100943C	21
7	CTC	810200-3, 810200-30	21
8	ECS CARD	285W0019-104, 285W0019-101	21
9	FID HOUSING	810207-3, 810207-7, 810207-4, 810207-9, 810207-5	21
10	FLOW SENSOR	810230-4 , 810230-3, 810230-104	21
11	HEAT EXCHANGER	810208-7, 810208-9, 810208-104, 810208-117	21
12	HEAT VLV	3290888-3, 3290888-2	21
13	MODULE	233W3204-5	21
14	OUTFLOW VLV	2119160-2, 2214420-8	21
15	SENSOR	11389-2	21
16	SENSOR	2118890-2	21
17	AFDC	822-0006-103, 822-0006-104, 822-0006-105	22
18	AUTOPILOT	822-1494-101, 822-1494-103	22
19	ALC	5700-1-11, 5700-1-7	23
20	ASG CARD	285W0020-104, 285W0020-103	23
21	CABIN CONTRL PENAL	285W0863-4, 285W0863-5 285W0863-6, 285W0863-7	23
22	CSMU	285W0034-1, 285W0034-2	23
23	HF COUPLER	964-0453-011	23
23A	HF COUPLER	822-0987-004, 822-0987-003	23
24	HF TRANSCEIVER	822-0990-004, 822-0990-003, 822-0990-002	23
24A	HF TRANSCEIVER	964-0452-012, 964-0452-042	23
25	HI PWR AMPL	7516250-20050	23
26	OEU	285W0029-4	23
27	OPIC	285W0218-5	23

28	RTP	285W0114-2,-3,-4,-5	23
29	PANEL	5701-1-1	23
30	SDM	285W0025-2	23
31	SDU	7516118-27010	23
31A	SDU	822-2023-002	23
32	BATTERY	BFS24	24
33	BATTERY CHARGER	263BC101-2, 263BC101-3	24
34	C.C.U	ELM2001-11-10, ELM2001-12-10, ELM2001-10-10	24
35	CONTACTR	ELM2011-1, ELM2011-2	24
36	CONTRLLR	ELM2013-10-10	24
37	CONVERTR	757183D, 757183F, 757183G	24
38	GCU	756603C, 756603E, 756603F	24
39	MODULE	233W3202-20	24
40	RELAY	ELM831-2, ELM831-3	24
41	STATIC INVERTER	1-002-0102-2090	24
42	UNIT	ELM2000-10-10	24
43	VSCF	1701768	24
44	FCDCPSA	8-736-05, 8-736-06	24
45	ACTUTOR	132VJ2RL17B	25
46	Chiller FWD Gly Air	236-8	25
46A	Chiller FWD Gly Air	338-3	25
47	Chiller	267-100	25
48	CSC	285W0162-10	25
49	JOYSTICK	90-42603-1	25
50	O/W Slide Ay L/H	5A3109-1	25
51	O/W Slide Ay R/H	5A3109-2	25
52	PDU	43100-12, 192AD1R218B	25
53	Seat Captain	3A258-0041-01-1, 3A258-0041-01-1Z , 3A201-0007-01-1	25
54	Seat First Officer	3A258-0042-01-1, 3A258-0042-01-1Z, 3A201-0008-01-1	25
55	BOTTLE	473854-3	26
56	CARD	473487-09	26
57	DETECTOR	2118860-4	26
58	DLOD	35010-30, 35010-80	26
59	smoke detector	2119835-6, 2119835-7	26
60	ACE	488550-10-02	27
61	ACTUATOR	822-0407-101	27
62	FLAPERON PCU	1544100-7, 1567700-3, 1567700-5	27
63	FSEU	285W0023-2, 285W0023-3	27
64	PCU	1544200-3	27

65	PCU	1544300-3	27
66	PCU	B43541-7	27
67	PCU	B43542-8	27
68	PCUAY	1561300-1	27
69	PFC	49-177-25, 49-177-12, 49-177-30	27
70	SENSOR	402875-03-01	27
71	SPOILER PCU	B43540-008, B43540-7	27
72	VALVE	3930007-105, 3930007-106, 3930007-102	27
73	VALVE	3930021-105	27
74	BOOST PUMP	568-1-30080-001, 568-1-30080-002	28
75	FQPU	0320KPU01, 0335KPU01, 0330KPU01, 0335KPU02	28
76	MOTOR	568-1-29115-004	28
77	MOV. ACT.	MA20A2027, MA30A1001, MA30A1001-1, MA20A1001-1	28
78	HYD. PUMP	972952	29
79	HYDIM	285W0017-104, 285W0017-102, 285W0017-101	29
80	HYDRAULIC PUMP	731966, S270T201-7	29
81	SNUBBER	87020-2	29
82	ACIPS	810505-3	30
83	MOTOR CONVERT.WIPER	90-0408-10, 90-0408-9	30
84	PROBE	0871DL6	30
85	WHCU	785897-3	30
86	Display	4086850-921, 4086850-923, 4091900-941, 4091900-943	31
87	MODULE	4089300-901	31
88	MODULE	4089350-901	31
89	MODULE	4089400-901	31
90	MODULE	4089450-901	31
91	MODULE	4089500-901	31
92	PANEL	4073870-901, 4073870-902	31
93	CCD	4073970-901, 4073970-951	31
94	PRINTER	C12349AD03	31
95	UNIT	285W0037-101	31
96	WEU	285W0015-102	31
97	ACTR AY	734-17360-03	32
98	ACTUATOR	293W2202-2	32
99	ACTUATOR	615000-1002, 615000-1001	32
100	Brake & Tire Monitor Unit	83-102-01	32
100A	BRAKE TEMP. SYSEM	4305790050	32
101	BSCU	142-123	32
102	BSCU	42-907-3, 42-907-4	32

103	BTMU	4305890071	32
104	COMPANSATOR	4305890060	32
105	DOWN LOCK ACTUATOR	293W3172-3	32
105A	DOWN LOCK ACTUATOR	293W3001-1	32
106	MAIN GEAR STEERING COT.	7586000-4, 7586000-3	32
107	NLG BYPASS VALVE	3910028-104, 3910028-106	32
108	PSEU	80-777-01	32
109	PSU-2	80-778-01, 80-778-02	32
110	Tyre pressure sensor	4305990100	32
110A	Tyre pressure sensor	83-200-01, 83-200-02, 83-200-03	32
111	VALVE	3910036-101	32
112	VALVE ASSY	74149	32
113	VALVE AY	3910031-105	32
114	VALVE AY	3910032-104	32
115	CONTRLLR	3352-90-50110	33
116	DIMMER	1024-4, 1024-3	33
117	LIGHT	4321561	33
118	LIGHT	4321584	33
119	LIGHT	30-2620-2	33
119A	LIGHT	31-7612-5	33
120	LIGHT AY	4321554	33
121	LIGHT AY	4321577	33
122	LIGHT AY	30-2335-3	33
123	LIGHT AY	30-2407-1	33
124	LIGHT AY	30-2414-3	33
125	LIGHT AY WING TIP	30-2300-6, 30-2300-5	33
125A	LIGHT AY WING TIP	30-2620-1	33
126	LUFTFAHRT	3352-90-14200	33
127	POWER SUPPLY	60-4983-3, S283A305-101	33
128	PWR SUP	60-4791-3	33
129	ADIRU	HG2060AD01	34
130	ADM	4071400-904	34
131	COMPUTER TCAS	940-0300-001, 940-0351-001	34
131A	COMPUTER TCAS	822-1293-033	34
132	FMC CDU	4072800-901, 4088240-901	34
133	ISFD	C16221QA01	34
134	MULTI-MODE RECEIVER	066-50029-1101, 066-50029-1201	34
134A	MULTI-MODE RECEIVER	822-1821-002	34
135	Radio Altimeter TRANSCEIVER	066-50007-0111, 066-50007-0531	34
135A	Radio Altimeter TRANSCEIVER	822-0334-002	34

136	Radio Altimeter TRANSCEIVER	066-50007-0101	34
137	SAARU	HG2040AD03, HG2040AD04	34
138	TRANSCEIVER-WEATHER RADAR	622-5132-634	34
138A	TRANSCEIVER-WEATHER RADAR	066-50008-0408	34
139	ASCPC	1152972-4, 1152972-5	36
140	CONTROLER	3399100-31	36
141	PRE COOLER	2341838-1	36
141A	PRE COOLER	2340874-3, 2341992-1	36
142	VALVE AY	3290744-10	36
143	BLOWER	606802-2, 645172-2, S417T102-5	37
144	CLS UNIT	1721F4, 1721F5	38
145	PORTABLE WATER PUMP	28823-9 , 8543, 417N2601-16	38
146	WQSU	285W0514-2	38
147	DU (EFB)	197800-5,197800-3,197800-7,197800-1	46
148	EU	198200-9	46
149	ACTR AY	R5365-3, 734-07390-03	49
150	APU CTRL	2118834-100	49
151	FUEL CLUSTER	3879008-1, 441761-7, 441761-10	49
152	GEN AY	756589A	49
153	STARTER APU	2704442-5, 2704442-4	49
154	STARTER AIR Engine	3505814-3	49
155	TRNSDR	3876212-1	49
156	ACTUATOR	904800-01, 933D100-1	52
157	PDU	734-15610-03, 734-15610-02	52
158	UNIT AY	TY1904-50, TY1904-50A, TY1904-60, TY1904-60A	71
159	EDIU	816420-3	73
160	CONVERTR	8KE144AAB1	77
161	AVMSCU	8KE143GAB1, 8KE143GAD1	77
162	ACTUATOR	1U1544-5	78
163	ACTUATOR	1U1545-6	78
164	ACTUATOR	1U1554	78
165	ACTUATOR	1U1555	78
166	LOCK	1U1509-5	78

Notes:

1. List SN with suffix A or B are peculiar parts installed on few of the covered aircraft. They are same function components.
2. Available alternate Part Numbers are mentioned with comma in the Part Number rows.

Online Available Lists and Data for Bidder convenience:

For Bidder convenience, following document are available on-line and can be accessed through link:

<https://drive.google.com/drive/folders/1AdHwqRj5v6WnJTdVsQWWu9szc1rqgy0w>

- a) **PIA Proposed Positive Coverage List of 166 components (Basic Part Numbers) in worksheet format.**
- b) **Annexure II Form of Bid (in editable format for copying on bidder letterhead) & Annexure III Integrity Pact (in editable format for copying on bidder letterhead)**

PIA Spare Inventory Information:

PIA is operating its B777 Fleet since about 20 years. On the average; it is having at least 01 or more spare part float of each type of component/ spare fitted is available as per QPA.

PIA Experience of Such Program:

For B777, PIA fleet has remained covered in a comprehensive CSP Program of a Boeing Service Provider since the start of B777 Type fleet operation . This program matured and is expiring in the month of May 2024 after end of its term. In the CSP program, PIA receives an EASA certified component from the Pool of Service Provider with a warranty Level of 3000 hrs or 1 year service whichever comes first. The program covers more than 166 exclusive Part Numbers of components and their alternates, with unlimited (no limit/cap) number of exchanges.

For A320 PIA A320 fleet is covered in a Component Support Program based on FH basis.

For ATR PIA ATR fleet is also covered in a GMA (Global Maintenance Agreement) which is basically a component support program on FH basis.

Additional PIA Fleet and the required FH/Component Support Program Information:

Contract Duration	6 Years
Contract Extension Option	<p>Extension option will be there for any defined with Mutual Consensus of both parties. During the extension the rates and terms of agreement will remain the same.</p> <p>This extension may be needed to continue support of same fleet to cover-up interim support until a major fleet change lease return / renewal process is being finalized.</p>
Aircraft	B777-240/340 series

No. of Aircrafts	12 Existing (Program will cover 08 aircraft. AP-BID, BGL, BHW & BMG are long grounded and out of operation, they are <u>not</u> to be covered in the FH/CSP offer)
Country of Registration	Pakistan
Flying Hours Per Year	3,800 FH
FH/FC Ratio	4.5:1 (on average for B777-200/300 ER's) 8:1 (on average for B777-200LR's)
Flight Destinations	International, Saudi Arabia, China, Kualalumpur, Toronto. (UK and European destinations are to be started)
Expected Protection levels for NO GO, GO IF & GO	AOG: %96 ESS1: MEL-A : 95% ESS2: MEL-B: 95% ESS3 : MEL-C: 92%, MEL-D: 92%
Required Certifications	EASA /FAA/CAA UK/TCCA Canada

The number of components in coverage shall be subject to re-definition by both parties and adjusted accordingly on annual basis.

b. Pre-Requisites / Compulsory Requirements of the Program for information and compliance of Bidders.

FH/CSP Agreement between PIA and the CSP Provider will be based on the following conditions to be included in the contract:

i. Cut-off Limit of offered Component Coverage List is set at 85%:

The cut-off limit of Basic Part Numbers to be covered in this program is set at 85% of the PIA Proposed Basic Part Number Coverage List provided in Section C a) of this bidding document.

The technical evaluation criteria Section D 1, 1, may be referred as it provides details of evaluation of component coverage. Offers will be graded based on matching with PIA Proposed list, 100% matching (all parts covered) will be having highest marks in the criteria. The grades will decrease with lesser matching. Below 85% matching offers is a Cut-off and offers will not be considered.

ii. Un-limited Number of Exchanges

PIA will place an order, whenever a component covered in the program is found defective on the covered fleet. FH/CSP Service Provider will deliver an exchange unit against order for replacement on the aircraft.

iii. Repairs and Guaranteed availability to be covered:

All Normal Repairs / restoration charges and guaranteed availability is to be covered in CSP offered rates.

iv. Mandatory SB and AD discounts to airlines:

Discounts applicable to airline customers by OEM's / Aviation Authorities for implementation of Mandatory SB's and / or AD's on components covered in the program is to be provided / arranged by FH/CSP service provider.

v. Repairs not covered in FH Rate:

The repairs for errors in removal / installation and operational negligence's, shipping damages should only be covered under "Exclusions" and are chargeable on Time and Material Basis for their extent only. The Normal Wear and Tear /Repair portion is not to be charged on T&M basis as this is to be automatically covered in FH rate invoices. Prior Notice email to inform about such repairs for "exclusions" is required to be sent atleast 20 days before creation of invoice. The Notification email should include details of the repair/analysis report, exclusion justification, pictures, marking, notes, quotation of each part/spare needing replacement and manhours needed to repair the "exclusive" portion only. PIA Technical Services Section etc may contest such notifications and exclusion justification. Such Cases are to be resolved by continued communication and details shared according to agreement clauses, industry experiences / averages and technical details.

vi. BER support

- a) 100% Replacement of a component for its core unit declared BER due normal wear and tear or life expiry, will be covered in the FH Rates of the program.
- b) In case of BER other than point no. a) above, PIA will have option that if it has an EASA / FAA released unit of the service provider, it may return it in lieu of BER unit.
- c) The offered option of Section D, 1. Technical Evaluation Criteria, Point 8. is to be charged for BER replacement invoices created as per vi. b) above.

vii. Core Return Days

PIA will normally opt for replenishment order using its inventory items. Replenishment orders will be submitted once the export formalities of core unit at Karachi are completed and unit is about to reach the delivery Point (destination) in next week time or earlier. About 90% of orders for this program will be processed in the same manner since PIA has a good inventory for support of its operation.

However for other orders which will be AOG / Critical in Nature or if their replenishment for which a spare is not available, PIA estimates that as per its experience the Import/Export

formalities will take a 30 days core return time in general; starting from delivery of such orders at the delivery center of the service provider.

The technical evaluation criteria Section D 1, 6, may be referred as it provides details of evaluation of Core Return Days. Offers will be graded based on agreed days selected in the criteria. Core return days > 30 will be having highest marks in the criteria. The grades will decrease with lesser core return days. Below 14 days is a Cut-off and offers will not be considered.

viii. Penalty on Late Return of Core Unit:

PIA discourages application of penalty on late return on core units. As mentioned in Point No. vii. above, the majority of component will complete their cycle well within the agreed time; the late cases if any will be rare and PIA would like to have a 3 monthly analysis and meeting to discuss the logistics with service provider. During the meeting; such matters are supposed to be resolved.

ix. NFF Limit:

Keeping in view of PIA experience of such program and the expertise of PIA Engineering & Maintenance staff; units are removed after careful analysis and fault isolation. As such there is no chance of NFF orders exceeding 10 to 15 % and therefore the NFF limitation clause shall not be included in the agreement.

x. Component Delivery time frame Requirement:

- a) AOG Orders: Delivery in 24 hrs of ordering
- b) Normal/critical Orders: Delivery in 03 days of ordering
- c) Stock Replenishment Orders: Delivery in 07 days of ordering
- d) Planned Orders: Delivery in 15-20 days of ordering

xi. Component Delivery Documentation and their Reliability Level:

All released components provided by CSP provider in exchange from its pool etc must have original signed copy of EASA Form 1/FAA - 8130 /CAA UK Form-1 or TCCA Form-1 release certificate. The Release Certificate should also include Workshop report of issuing repair agency (or OEM C of C in case of new components). Other documents like tracking tag etc may also be included. The component must have a reliability level of around 12 calendar months or 3000 FH usage.

xii. Addition / Removal of Aircraft

In case of total loss, lease return, permanent grounding, long grounding > 3 months of covered aircraft; Both parties agree to remove / amend the Fleet Size covered under CSP Program. In all such cases the Fleet is to be updated for monthly invoicing and yearly reconciliation. The other term and condition will remain same.

xiii. Invoicing

- a) Monthly Invoicing FH Invoicing:

Monthly Invoicing will be based on FH rate quoted in Financial Offer multiplied with average monthly utilization of flight hours based on the existing fleet average of covered aircraft. This invoice is to cover normal repairs/replacement, modification with in threshold of D, 1 points 11 and 12, pool access /availability. The FH yearly reconciliation will be done using actual yearly FH figures, Fleet applicable size and Min Guaranteed Fleet Hours of the agreement, the difference may be invoiced or credit note provided for the delta hours.

b) Other than Monthly FH Invoices:

Any additional invoice except for monthly invoicing should be generated after a notification emails with around 20 days response period. The notification email should inform the details of event to be invoiced and full written and pictorial justification on case to case basis.

c) Shipping Invoice with delivered Exchange Units:

Each time a part is made available for collection at delivery center or a batch of parts are made available for collection, there must be a shipping invoice / invoices to include the normal shipment details and should also have a NOTE: This Serviceable Component is being delivered in Exchange of PIA Core (Unserviceable Component) as per 1 to 1 CSP Exchange Program. And the Value of the Invoice, must have a Repair Value as last column. The Repair Value on the shipping invoice is to be typically around 6% of the Fair Market Value of the component.

xiv. **Packaging**

All parts must be in ATA 300 standard packing during logistics movement.

xv. **Material Handling Charges; Subcontracted Handling Charges.**

In case of Repairs / work on Time and Material Basis if any, the Material Handling Charges and Subcontracted Handling Charges may be quoted as required in Annex IV.

Section D – Evaluation of Bids

In order to ensure that the selection process is conducted in fair and transparent manner, following Evaluation Criteria will be followed to determine the best suitable service provider for PIA in efficient and economical manner:

1. Technical Evaluation Criteria

Technical Evaluation grading will be based on criteria and points obtained as mentioned below:

1. Component coverage offered - Matching with PIA Coverage List: (Weightage 25%)

Bidders to provide their component coverage list with P/N in worksheet format for ease of comparison.

Offered coverage ≥ 98% Match	Matching 98% > offered coverage ≥ Matching 96%	Matching 96% > offered coverage ≥ Matching 94%	Matching 94% > offered coverage ≥ Matching 92%	Matching 92% > offered coverage ≥ Matching 90%	Matching 90% > offered coverage ≥ Matching 88%	Matching 88% > offered coverage ≥ Matching 86%	Matching 86% > offered coverage ≥ Matching 85%	offered coverage < Matching 85%
10	8	6	5	4	3	2	1	Cut-off

2. ATA Chapter wise coverage of critical components; routinely exchanged as per industry standards: (Weightage 12%)

Full Coverage = 100%	100% > coverage ≥ 98%	98% > coverage ≥ 96%	96% > coverage ≥ 94%	94% > coverage ≥ 92%	coverage < 92%
10	8	6	4	1	0

3. In-house capability - the ability to repair components from offered list at bidders owned facility. Facility details may be provided. (Weightage 4%)

Capability ≥ 80%	80% > Capability ≥ 65%	65% > Capability ≥ 50%	50% > Capability ≥ 35%	35% > Capability
10	8	6	4	2

4. Number of B777 Aircraft already under component support. Breakdown of customers may be provided. (Weightage 4%)

Number of B777 ≥ 400	400 > Number of B777 ≥ 200	200 > Number of B777 ≥ 100	100 > Number of B777 ≥ 50	50 > Number of B777 ≥ 30	Number of B777 < 30
10	8	6	4	2	0

5. BER Financial support percentage.

NOTE: As mentioned in Section B b) vi, All routine expiries, normal wear and tear BER's will be covered in the FH rates of the program.

This criteria point relates to BER cases due any reason other than normal wear and tear or life expiry. These include cases in which BER replacement of component is necessary and it has been notified via shop reports / justification that full BER reasons are applicable due to abnormal wear & tear/FOD/Damages.

For example: BER Financial Support of $\geq 65\%$ of CLP means that if BER replacement is chargeable to PIA (After consideration of portion if any covered in FH rate), It will be done by considering the Fair Market Value of the used unit. The service provider will invoice the customer up to $(100 - 65 = 35\%)$ of the CLP for its pool replenishment against BER Unit.

Similar scenario's for different levels of support are given in options of the grading matrix below. Bidder is required to select his offered support option. (Weightage 15%)

Waiver of 65% of CLP value by service provider for BER*cases (Customer will be invoiced up to 35% of CLP)	Waiver of 55% of CLP value by service provider for BER* cases (Customer will be invoiced up to 45% of CLP)	Waiver of 45% of CLP value by service provider for BER*cases (Customer will be invoiced up to 55% of CLP)	Waiver of 35% of CLP value by service provider for BER* cases (Customer will be invoiced up to 65% of CLP)	No Support
<i>BER* refers to components declared beyond economic repair due to abnormal / induced damage which was notified earlier</i>				
10	7	5	3	0

6. Re-delivery days of core unit. Calendar days to start from collection from delivery center till core delivery at collection center. Refer section C b) vii for details (Weightage 12%)

Redelivery Days > 30	30 > Redelivery Days > 25	25 > Redelivery Days > 21	21 > Redelivery Days > 17	17 > Redelivery Days > 14	Redelivery Days < 14
10	8	6	4	2	Cut-off

7. Penalty on late return. Refer section C b) viii for details (Weightage 7%)

No Penalty	0.25% of CLP charged on each additional day over the number of days quoted in Criteria Point # 6 above.	0.5% of CLP charged on each additional day over the number of days quoted in Criteria Point # 6 above.	0.75% of CLP charged on each additional day over the number of days quoted in Criteria Point # 6 above.	1% of CLP charged on each additional day over the number of days quoted in Criteria Point # 6 above.
10	7	5	3	1

8. Minimum Annual Guaranteed Flying Hours (MAGFH) on per aircraft basis. MAGFH will be calculated on the Average of the applicable fleet aircraft flown hours. Refer Section C, b clause xii and xiii). (Weightage 5%)

No Limit (on actual basis)	MAGFH ≤ 3000	3000 < MAGFH ≤ 3200	3200 < MAGFH ≤ 3400	3400 < MAGFH ≤ 3600	3400 < MAGFH ≤ 3600	MAGFH > 3600
10	8	6	4	2	1	Cut-off

9. AOG Order Allowed Limit. (Weightage 4%)

25% < AOG Orders $\leq 30\%$ (Compared with total number of orders)	20% < AOG Orders $\leq 25\%$ (Compared with total number of orders)	15% < AOG Orders $\leq 20\%$ (Compared with total number of orders)	AOG Orders $\leq 15\%$ (Compared with total number of orders)
10	8	6	4

10. Component Modification Charges Waiver Threshold. (Weightage 7%)

Due to FH Contract, service provider will grant waiver on component modification charges applicable on removed components of customer. Customer will get discount of USD 4,000 on each modification per component. (Mods costing below this threshold will be done on FOC basis)	Due to FH Contract, service provider will grant waiver on component modification charges applicable on removed components of customer. Customer will get discount of USD 3,500 on each modification per component. (Mods costing below this threshold will be done on FOC basis)	Due to FH Contract, service provider will grant waiver on component modification charges applicable on removed components of customer. Customer will get discount of USD 3,000 on each modification per component. (Mods costing below this threshold will be done on FOC basis)	Due to FH Contract, service provider will grant waiver on component modification charges applicable on removed components of customer. Customer will get discount of USD 2,500 on each modification per component. (Mods costing below this threshold will be done on FOC basis)	Due to FH Contract, service provider will grant waiver on component modification charges applicable on removed components of customer. Customer will get discount of Less than USD 2,500 on each modification per component. (Mods costing below this threshold will be done on FOC basis)
10	8	6	4	2

11) Component Warranty for FOC Repair etc (Weightage 2%)

Warranty Period from Order Delivery ≥ 12 Calendar Months or 3000 FH usage	Warranty Period from Order Delivery ≥ 8 months or 2000 FH usage	Warranty Period from Order Delivery ≥ 6 months or 1500 FH usage	Warranty Period from Order Delivery < 6 months
10	7	5	2

12) For Components which are NOT Covered in the CSP Program List, in rare cases, If exchange option from service provider’s pool or surplus inventory is available. An agreed Exchange Fee and Core BER threshold may be set as a general rule in consideration of the main long term CSP agreement between the parties is in place. (Weightage 3%)

Arrangement of Exchange Unit at Exchange Fee @ 3% CLP, core unit repair on T&M basis, Core BER Charge 35% of CLP	Arrangement of Exchange Unit at Exchange Fee @ 4% CLP, core unit repair on T&M basis, Core BER Charge 45% of CLP	Arrangement of Exchange Unit at Exchange Fee @ 5% CLP, core unit repair on T&M basis, Core BER Charge 55% of CLP	Arrangement of Exchange Unit at Exchange Fee @ 6% CLP, Core BER Charge on T&M basis, BER 65% of CLP	No Support
10	7	5	3	0

Marks will be calculated as per following formula:

$$A = \text{Obtained Points (Criteria 1)} \times \text{weightage (Criteria 1)} \times 10 + \text{Obtained Points (Criteria 2)} \times \text{weightage (Criteria 2)} \times 10 + \dots + \text{Obtained Points (Criteria 12)} \times \text{weightage (Criteria 12)} \times 10$$

2. Financial Evaluation Criteria

Financial Proposal is to be submitted as per Annex IV.

The financial comparison will be based on Cash Flow requirement over the Six years term.

Marks will be calculated based on accumulative cost/payments over the term of six years.

Marks will be calculated as per following formula:

$$B = PVx / PVy \times 100$$

PVx = Lowest Value of Cash Flow amongst all service provider offers.

PVy = Value of Cash Flow of a service provider.

3. Methodology for Assessing Most Advantageous Bid

Following methodology will be used for assessing the Most Advantageous Bid:

$$X = [(A \times TEW)] + [(B \times FEW)]$$

Where,

X = Net Outcome

A = Marks obtained in Technical Criteria

B = Marks obtained in Financial Criteria

TEW = Technical Evaluation Weightage = 40%

FEW = Financial Evaluation Weightage = 60%

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

ANNEXURE 'T'

Technical Proposal

General Information and Assumptions

Each Bidder is required to provide details to enable grading as per Technical Evaluation Criteria. Bidder should provide his selection of the options mentioned in the criteria for marking and calculating grading result.

Following are program general information and assumptions for evaluation:

The scopes of services required are:

- Access to a pool of rotatable components on a one-for-one exchange basis, the processes to demand, deliver and return those components to/from the supplier.
- And
- the test, repair, overhaul, modification and scrap replacement of those exchanged components.

Under following information and assumptions;

1. Component Coverage

Coverage and positive availability of agreed number of Specific components to facilitate smooth operation of B777 fleet.

The number of components in coverage shall be subject to re-definition by both parties and adjusted accordingly on annual basis. For technical evaluation, a complete list of B777 components to be supported by CSP provider may be submitted. The list should include Component Description, P/N, ATA Chapter and remarks if any.

2. Component Pool Access and Material Availability

- Guarantee of availability for 1-to-1 exchange
- Inclusion of all exchange fee cost and all administration cost
- Provision free of charge of a loan unit in case of non-availability of a component from the pool in an AOG case
- AOG Service 24/7 and response time for AOG request within 30 minutes
- Components removed during base Maintenance
- Guaranteed Service level according to the agreement to be provided.

Component MRO Support

- Inclusion of all cost in order to bring the unserviceable units to a serviceable condition according to the approved CMM. (e.g. material, test bench and man hour cost for test, minor repair, major repair and overhaul etc.)

- All mandatory ADs and all mandatory SBs must be included up to Limit set in Technical Evaluation per engineering order and serial number Provision of all consumables & expendables used in inspection, testing, repair and overhaul of Pool Components
- Scheduled removals of covered components
- Component Reliability Monitoring
- Interchangeability management
- Management and recommendation regarding implementation of ADs and SBs
- Electronic/IT platform to order Materials/Components via Internet
- Support during capability build-up for maintenance, repair and overhaul of aircraft components
- Trainings including Program Familiarization, Web-Portal/Software Platform Training on ongoing basis
- Provide details on commitments on post Warranty and Performance Guarantees

ANNEXURE 'II'

Form of Bid

Date: _____

Ref:

To: Chief Technical Officer

Pakistan International Airlines

Dear Sir,

Having examined the Bidding Documents, we, the undersigned, offer proposal for "Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components." under the tender reference published in PIA and PPRA Websites in full conformity with the said Bidding Documents against the terms and conditions mentioned in the Technical Proposal 'Annex-I' and Financial Proposal 'Annex – IV'.

We undertake, if invited to do so by you, and at our own cost, to attend a clarification meeting at a place of your choice.

We agree to abide by this Bid, for a period of 90 days from the date fixed for submission of bids as stipulated in the Bidding Documents, and together with the above written undertakings, it shall remain binding on us.

Until a formal agreement is prepared and executed between us, this bid, together with your written acceptance thereof and your notification of award shall constitute a binding contract between us.

We understand that you are not bound to accept the lowest or any bid you may receive.

Signature of Authorized Person

Name: _____

Position: _____

Official Seal

Dated this day of, ,24

Annex - III

Integrity Pact

[Name of Bidder] hereby declares its intention not to obtain or induce 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 foregoing, [Name of Bidder] 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, Representative, 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 GoP, except that which has been expressly declared pursuant hereto.

[Name of Bidder] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoP and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

[Name of Bidder] 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 GoP under any law, contract or other instrument, be voidable at the option of GoP.

Notwithstanding any rights and remedies exercised by GoP in this regard, [Name of Bidder] agrees to indemnify GoP for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoP in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [Name of Lessor] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP.

Signature of the Bidder
(Name, Title and Address)
(Official Seal)

ANNEXURE 'IV'

Financial Proposal

Please provide your offer with following information. All rates must be inclusive of all terms as requested in bidding documents.

1. CSP Program Rate (CSP Rate on per Flight Hour Basis):

a) Component Repair Rate	=	_____	Currency _____
b) Pool Access Charges	=	_____	Currency _____
Total	=	_____	Currency _____

The above rates are to be multiplied with Average Monthly Fleet Hours for creation of FH/CSP Monthly Billing Invoices.

At every year end reconciliation of flight hours will take place to cater for actually flown fleet hours and monthly billed hours throughout the year.

Minimum guaranteed Average fleet hours and Number of active fleet aircraft (Section "C", Part "b", item "xii and xiii") will be taken into consideration during annual reconciliation.

2. Delivery / Receiving Center Location & Cost:

The end use destination of all components arrival and departure will be to PIA at Karachi KHI.

i) THE SERVICE PROVIDER will make available the Exchange Component at the Delivery Center / Point.

Full Address of the Delivery Center / Point: _____

The ICC Incoterm 2020 for the delivered components will be _____

Service Provider cost for delivery at Delivery Center will be Yes (please mention) _____ or Nil (please mention)_____

ii) THE CUSTOMER shall send the Removed Component at the Receiving Center / Point.

Full Address of the Receiving Center / Point: _____

The ICC Incoterm 2020 for collection of components will be _____

Service Provider cost for collection from receiving center will be Yes (please mention) _____ or Nil (please mention)_____

(Note: PIA will estimate the logistics cost based on the location along with deliveries/returns. This cost will be accounted in the financial evaluation)

3. Yearly Escalation will be applied on:

- a) Component Repair Rate = Yes _____ No _____
- b) Pool Access Charges = Yes _____ No _____

4. Yearly Escalation will be based on:

(The escalation index references and the formula (if any) must clearly be presented. Capping on escalation if any must be mentioned.)

5. Last Three years data of yearly escalation shows 2023 escalation was _____
2022 escalation was _____
2021 escalation was _____

6. Price Level

All prices offered shall be price level 2024.

7. Time & Material Conditions

Besides the FH/CSP Agreement, for Components / Repairs not covered in the program, following details are to be provided:

- ▮ Man hour rate: _____ Currency _____
- ▮ Subcontracted handling charge: _____ Currency _____
- ▮ Material handling charge: _____ Currency _____