

**IMPORTANT NOTES**

Bidders must claim their deposit refund (Bid Security/Performance Guarantee) within 180 days of the financial bid opening (if rates are higher side) or completion of contract period/project (incase awarded) or in case of any earlier termination. The time barred CRs (receipts)/refund cases shall not be processed. (For Local Bidders only)

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](http://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.+923459897000 and email [auditcell.scm@piac.aero](mailto:auditcell.scm@piac.aero) and [contract.tech@piac.aero](mailto: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, 1<sup>st</sup> 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>.

Foreign bidders are required to submit bid declaration while submitting proposals on EPADs.

Original Bid Security and Tender Fee instrument (Hard Copies and Soft copies) MUST BE attached with the Technical Proposal (Manual and on EPADs both). (For Local Bidders only).

## INVITATION TO BID

### **Hiring firm for Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components**

Pakistan International Airlines Company Limited, the national flag carrier, invites sealed bids from Companies / firms for **“Hiring firm for Support on Flight Hour Basis for PIA B777 Fleet Aircraft Specific Number of Components“**

Bidding documents, containing detailed terms and conditions, etc. are available and can be downloaded from PIA web, E-PADS and PPRA website.

To access the tender documents, submit electronic bids, and view other relevant details, bidders must register on E-PADS (PPRA Federal). Guidelines for bidder registration and bid submission are also included within the bidding document.

The bids prepared in accordance with the instructions in the bidding documents must be submitted on or before **12-01-2026 at 1030 Hrs (PST)**.

Bids will be opened on the same day at **11:00 Hrs** at the SCM building PIACL.

**GM Contract Management**

**Supply Chain Management**

**PIA Head Office, Karachi.**

**Ph: 021 99046122, 9904 5277**

**E- mail: gm.cm@piac.aero,  
contract.tech@piac.aero**

UAN: 111-786-786



[www.piac.com.pk](http://www.piac.com.pk) [/PakistanIntAirline](https://www.facebook.com/PakistanIntAirline) [/official\\_PIA](https://www.instagram.com/official_PIA) [pakistan-international-airlines](https://www.youtube.com/channel/UCpakistan-international-airlines) [@pakistanintairlines](https://www.twitter.com/pakistanintairlines)

# PIA 10x2

Ref: GMCM/CSP/B777/12/2025

M/s \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**SUB: Hiring firm for Support on Flight Hour Basis for PIA B777 Fleet Aircraft  
Specific Number of Components**

Dear Bidders,

We are pleased to invite your sealed tenders for the services/ items listed in the attached schedule (s). In case of more than one schedule separate tender for each schedule should be furnished. The terms & conditions of the tender / supplies are given below:-

**A) SUBMISSION OF TENDER**

1. You are required to apply for Tender through EPADS and also send your tenders physically with Tender fee and Bid security, addressed to GM Contact Management, Supply Chain Management Department, PIA Head Office, JIAP Karachi latest by **12-01-2026 till 1030 Hrs.** The tenders may be dropped in the tender box marked as “**Tender Box Commercial Purchases**” placed at the entrance of the PIA Supply Chain Management latest by **10:30 hours** on the specified date. You may also send your tenders through registered A/D mail addressed to GM Contact Management, which must reach before the closing date and time mentioned above. **Tenders will be opened at 1100 hours on the same day** in the presence of tenderers.

2. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for postal delays.

3. **Bidders are required to submit a Pay Order of Rs. 15,000/- (Not Refundable) as tender fee along with Technical Proposal. (For Local Bidders Only)**

4. In case of Public holiday, tenders will be submitted/opened on the next working day as per given schedule

**B) BID SECURITY (For Local Bidders Only)**

The tender should be accompanied by a Pay Order of **PKR 260,000,000**. (Valid for 180 days) in the name of M/S PAKISTAN INTERNATIONAL AIRLINES as interest free Bid Security (Refundable). Bid Security in any other shape shall not be accepted. Bid Security deposited against a running contract (s) purchase orders(s) shall not be transferable as Bid Security for any other tender. All tenders without Bid Security shall not be considered.

**Foreign bidders are required to submit bid declaration while submitting proposals on EPADs.**

**C) PERFORMANCE GUARANTEE (For Local Bidders Only)**

The successful bidder(s) upon award of Contract will be required to furnish Performance Guarantee in the amount equivalent to **05 %** of total base value of the contract as interestfree Security deposit in shape of Pay Order.

***Note:***

*Bid security already held can be converted into Performance Guarantee and balance amount if any shall be deposited as above.*

**ACCEPTANCE OF TENDER**

PIA do not pledge themselves to accept the LOWEST /MOST ADVANTAGEOUS tender and reserve the right to accept or reject any or all tenders / quotations, divide business among more than one supplier or accept the tenders at rates on lowest individual items or extend the date of opening by assigning the reason / as per the PPRA Rules.

**D) INSTRUCTION TO BIDDER**

**PREPARATION OF TENDER**

**“Single Stage Two Envelope Basis”**

- The BID (Tender) submitted shall comprise of a single package containing two sealed envelopes, each envelope shall be marked and will contain “**TECHNICAL**” and “**FINANCIAL**” proposal.
- On the given tender opening date only “**Technical Proposal**” will be opened in the presence of tenderers available.
- The “**Financial Proposal**” shall be shown to the parties but will be retained with PIA without being opened.
- After Technical Evaluation of the received Technical Proposals, Financial Proposals will be opened publicly at the date, time & venue to be announced and will be communicated to the bidders in advance.

- PIA will open the “Financial Proposals” publicly of the parties whose Technical Proposals have been found acceptable.
- Financial Proposals of the technically not-acceptable bids shall be remained **un- opened** till the completion of tender process.

**E) PREPARATION OF TENDER – TECHNICAL PROPOSAL:**

All mandatory requirements are given in the schedule.

Please give all the available technical details of the items offered by you, supported with the technical literature, brochure, drawings and pictures, client list details, authorization certificates etc.

BIDS / Tenders / Technical Proposal received shall be evaluated in accordance with the given technical specifications.

PIA’s requirements with Technical Specifications are given.

Bidders **MUST**:

Be registered with Sales Tax Authorities; please attach copy of Registration Certificate (Local Bidders Only).

Affix the company seal on all tender documents.

Mention clearly Tender Reference on **TOP RIGHT CORNER OF PROPERLY SEALED ENVELOPE BEARING COMPANY’S STAMP**

**F) PREPARATION OF TENDER – FINANCIAL PROPOSAL**

The tenders should be enclosed in double cover. The inner cover should be sealed having enclosed the following documents:

- a) Original Pay Order for Bid Security along with Technical proposal.
- b) The outer cover should bear address of the General Manager Contract Management, PIA SCM Building, Karachi Airport and reference number of the tender with opening date of tender.
- c) All information about the services /material proposed to be supplied must be given as required in the schedule to tender.

Yours truly,

GM Contract Management  
Supply Chain Management  
PIA Head Office, Karachi  
**Tel: 021 – 9904 4216, 9904 5277**  
**Email: [gm.cm@piac.aero](mailto:gm.cm@piac.aero)**

# **BIDDING DOCUMENT**

## **FOR**

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

# Pakistan International Airlines

## Table of Contents

<b>PREAMBLE</b>	<b>9</b>
<b>SECTION A - INSTRUCTIONS TO BIDDERS</b>	<b>10</b>
1. SCOPE OF BID	10
2. PARTIES QUALIFIED TO APPLY	10
3. COST OF BIDDING	10
4. BIDDING DOCUMENTS	10
5. CLARIFICATION ON BIDDING DOCUMENTS	11
6. AMENDMENT TO BIDDING DOCUMENT	11
7. EXTENSION IN SUBMISSION DATES	11
8. SUBMISSION OF BID	ERROR! BOOKMARK NOT DEFINED.
9. TENDER PROCEEDINGS	11
I) TECHNICAL PROPOSAL:	12
II) FINANCIAL PROPOSAL:	12
10. BID RELATED DETAILS:	12
I) CURRENCY OF BID:	12
II) BID VALIDITY:	12
III) LANGUAGE OF BIDS:	12
IV) FORMAT AND SIGNING OF BIDS:	13
V) SEALING AND MARKING:	13
11. DEADLINE FOR SUBMISSION OF BIDS:	13
12. LATE BIDS:	13
13. MODIFICATION AND WITHDRAWAL OF BIDS:	13
14. OPENING OF BIDS:	13
15. BID READ OUT:	13
16. PRELIMINARY EXAMINATION OF BIDS:	14
17. QUALIFICATION:	14
18. DELIBERATIONS WITH BIDDERS:	14
19. CORRECTION IN BIDS	14
20. EVALUATION OF BIDS	15
21. UNSUCCESSFUL BIDDERS:	15
22. RANKING OF BIDS:	15
23. LETTER OF ACCEPTANCE	15
24. PIA'S RIGHT	15
25. SIGNING OF CONTRACT AGREEMENT	15
<b>SECTION B – GENERAL CONDITIONS OF CONTRACT</b>	<b>16</b>
1. SCOPE OF AGREEMENT	16

<b>2. GOVERNING LAW</b>	<b>16</b>
<b>3. DISPUTES</b>	<b>16</b>
<b>4. CIVIL AVIATION AUTHORITY REQUIREMENTS</b>	<b>16</b>
<b>5. PAYMENT TERMS</b>	<b>16</b>
<b>6. TAXES</b>	<b>16</b>
<b>7. INSURANCE</b>	<b>17</b>
<b>8. EXIT CLAUSE</b>	<b>17</b>
<b>9. INTEGRITY PACT</b>	<b>17</b>
<b>10. NOTICES</b>	<b>17</b>
<b>11. INDEMNITIES</b>	<b>17</b>
<b>12. FORCE MAJEURE</b>	<b>17</b>
<b>SECTION C – SPECIAL CONDITIONS OF CONTRACT;</b>	<b>18</b>
<b>A) PIA FLEET AND OTHER INFORMATION</b>	<b>18</b>
PIA FLEET INFORMATION:	18
PROGRAM COVERAGE:	18
PIA B777 FLEET, PROPOSED PROGRAM COVERAGE POSITIVE LIST (BASIC PART NUMBERS):	18
ONLINE AVAILABLE LISTS AND DATA FOR BIDDER CONVENIENCE:	24
PIA SPARE INVENTORY INFORMATION:	24
PIA EXPERIENCE OF SUCH PROGRAM:	24
ADDITIONAL PIA FLEET AND THE REQUIRED FH/COMPONENT SUPPORT PROGRAM INFORMATION:	24
<b>B. PRE-REQUISITES / COMPULSORY REQUIREMENTS OF THE PROGRAM FOR INFORMATION AND COMPLIANCE OF BIDDERS.</b>	<b>25</b>
I. CUT-OFF LIMIT OF OFFERED COMPONENT COVERAGE LIST IS SET AT 85%:	25
II. UN-LIMITED NUMBER OF EXCHANGES	26
III. REPAIRS AND GUARANTEED AVAILABILITY TO BE COVERED:	26
IV. MANDATORY SB AND AD DISCOUNTS TO AIRLINES:	26
V. REPAIRS NOT COVERED IN FH RATE:	26
VI. BER SUPPORT	26
VII. CORE RETURN DAYS	26
VIII. PENALTY ON LATE RETURN OF CORE UNIT:	27
IX. NFF LIMIT:	27
X. COMPONENT DELIVERY TIME FRAME REQUIREMENT:	27
XI. COMPONENT DELIVERY DOCUMENTATION AND THEIR RELIABILITY LEVEL:	27
XII. ADDITION / REMOVAL OF AIRCRAFT	27
XIII. INVOICING	28
XIV. PACKAGING	28
XV. MATERIAL HANDLING CHARGES; SUBCONTRACTED HANDLING CHARGES.	28
<b>SECTION D – EVALUATION OF BIDS</b>	<b>28</b>
<b>1. TECHNICAL EVALUATION CRITERIA</b>	<b>28</b>
<b>2. FINANCIAL EVALUATION CRITERIA</b>	<b>31</b>
<b>3. METHODOLOGY FOR ASSESSING MOST ADVANTAGEOUS BID</b>	<b>31</b>
<b>ANNEXURE 'I'</b>	<b>32</b>
TECHNICAL PROPOSAL	32
GENERAL INFORMATION AND ASSUMPTIONS	32

<b>ANNEX - II</b>	<b>34</b>
<b>INTEGRITY PACT</b>	<b>34</b>
<b>ANNEXURE 'III'</b>	<b>35</b>
FINANCIAL PROPOSAL	35
1. CSP PROGRAM RATE (CSP RATE ON PER FLIGHT HOUR BASIS):	35
2. DELIVERY / RECEIVING CENTER LOCATION& COST:	35
3. YEARLY ESCALATION WILL BE APPLIED ON:	35
4. YEARLY ESCALATION WILL BE BASED ON:	36
5. LAST THREE YEARS DATA OF YEARLY ESCALATION	36
6. PRICE LEVEL	36
7. TIME & MATERIAL CONDITIONS	36

## 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) Integrity Pact (Annex 'II')
  - c) Financial Proposal (Annex 'III')

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](mailto:piaplng@piac.aero), [rotplng@piac.aero](mailto:rotplng@piac.aero), [Boeing777.csp@piac.aero](mailto:Boeing777.csp@piac.aero) and [contract.tech@piac.aero](mailto: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. 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) Bid Declaration:** Duly completed and signed by the bidder as per format provided. No alteration is to be made in the Form of Bid except in filling up the blanks and also the same shall be required to submit on EPADs.
  - d) Integrity Pact:** The bidder shall sign and stamp the Form of Integrity Pact provided at 'Annex – II' 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 'III'.

## **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 180 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. Bids will be opened the same day at the specified time.

**General Manager**

**Contract Administration Cell**

**Supply Chain Management**

**Pakistan International Airlines**

**JIAP Karachi**

**Tel: +92 21 9904 6056, / +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 nonresponsive 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 'II'.

## **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	33780	AP-BID	PIA	
9	33778	AP-BHV	PIA	
10	32716	AP-BMG	PIA	Long Grounded. Not to be covered in the CSP.
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 9 B777 aircraft in the above table. AP- 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 206 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 206 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 RAM Air Turbine	810206-5,138400-8, 138400-6	21
3	CONVERTR OZONE	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	A/C MODULE	233W3204-5	21
14	OUTFLOW VLV	2119160-2, 2214420-8	21
15	PRESS.SENSOR	11389-2	21
16	SENSOR	2118890-2	21
17	VALVE BY PASS	810214-1/2	21
18	CONDENSER/REHEATER	810210-2	21
19	ZONE TRIM VALVE	810221-2	21
20	FLOW CONTROL VALVE	810204-4	21
21	AFDC	822-0006-103, 822-0006-104, 822-0006-105	22
22	AUTOPILOT MODE CONTR.	822-1494-103	22
23	AUDIO MANGT.	5700-1-11, 5700-1-7	23
24	ASG CARD	285W0020-104, 285W0020-103	23
25	CABIN CONTRL PENAL	285W0863-4, 285W0863-5 285W0863-6, 285W0863-7	23
26	CSMU	285W0034-1, 285W0034-2	23
27	HF COUPLER	964-0453-011	23
28	HF COUPLER	822-0987-004, 822-0987-003	23
29	HF TRANSCEIVER	822-0990-004, 822-0990-003, 822-0990-002	23
30	HF TRANSCEIVER	964-0452-012, 964-0452-042	23
31	HI PWR AMPL	7516250-20050	23
32	OEU	285W0029-4	23
33	OPIC	285W0218-5	23
34	RTP	285W0114-2,-3,-4,-5	23

*Bidding Documents for Exchange of B777-300ER & 340ER Landing Gear Ship sets*

35	AUDIO SELECTOR PANEL	5701-1-1	23
36	SDM	285W0025-2	23
37	SDU	7516118-27010	23
38	SDU	822-2023-002	23
39	BATTERY	BFS24	24
40	BATTERY CHARGER	263BC101-2, 263BC101-3	24
41	BATTERY ASSY	263BA101-2	24
42	C.C.U	ELM2001-11-10, ELM2001-12-10, ELM2001-10-10	24
43	CONTACTR	ELM2011-1, ELM2011-2	24
44	CONTRLLR	ELM2013-10-10	24
45	CONVERTR VSCF	757183D, 757183F, 757183G	24
46	GCU	756603C, 756603E, 756603F	24
47	MODULE	233W3202-20	24
48	RELAY	ELM831-2, ELM831-3	24
49	STATIC INVERTER	1-002-0102-2090	24
50	S.I.U.	ELM2000-10-10	24
51	VSCF	1701768	24
52	FCDCPSA	8-736-05, 8-736-06	24
53	ACTUTOR	132VJ2RL17B	25
54	Chiller FWD Gly Air	236-8	25
55	Chiller FWD Gly Air	338-3	25
56	Chiller	267-100, 267-500,267SV,7000-2	25
57	CSC	285W0162-10	25
58	JOYSTICK	90-42603-1	25
59	O/W Slide Ay L/H	5A3109-1	25
60	O/W Slide Ay R/H	5A3109-2	25
61	PDU	43100-12, 192AD1R218B,43100-21,192AD1R218A	25
62	Seat Captain	3A258-0041-01-1, 3A258-0041-01-1Z , 3A201-0007-01-1	25
63	Seat First Officer	3A258-0042-01-1, 3A258-0042-01-1Z, 3A201-0008-01-1	25
64	REFRIGERATOR	AR3021-A-7802-1 , AR3021-A-7802	25
65	FIRE EXT. BOTTLE	473854-3	26
66	FIRE EXT. BOTTLE	446347-1	26
67	FIRE EXT. BOTTLE	473474-3	26
68	APU FIRE EXT. BOTTLE	34600042-1	26
69	O/HEAT DTCTR - P/C	473487-09	26
70	DETECTOR	2118860-4	26
71	DLOD	35010-30, 35010-80	26
72	Smoke detector	2119835-6, 2119835-7	26
73	ACE	488550-10-02	27
74	ACTUATOR	822-0407-101	27

Bidding Documents for Exchange of B777-300ER & 340ER Landing Gear Ship sets

75	FLAPERON PCU	1544100-7, 1567700-3, 1567700-5	27
76	FSEU	285W0023-2, 285W0023-3	27
77	PCU	1544200-3	27
78	PCU	1544300-3	27
79	PCU	B43541-7	27
80	PCU	B43542-8	27
81	RUDDER PCU	1561300-1	27
82	PFC	49-177-25, 49-177-12, 49-177-30	27
83	SENSOR	402875-03-01	27
84	SPOILER PCU	B43540-008, B43540-7	27
85	VALVE	3930007-105, 3930007-106, 3930007-102	27
86	VALVE	3930021-105	27
87	BOOST PUMP	568-1-30080-001, 568-1-30080-002	28
88	FQPU	0335KPU01, 0330KPU01, 0335KPU02	28
89	MOTOR	568-1-29115-004	28
90	FUEL VALVE ACTUATOR	MA20A2027, MA30A1001, MA30A1001-1, MA20A1001-1	28
91	HYD. PUMP	972952	29
92	HYDIM	285W0017-104, 285W0017-102, 285W0017-101	29
93	HYDRAULIC PUMP	731966, S270T201-7	29
94	SNUBBER	87020-2	29
95	MSOV	3215394-7, 3215394-8	29
96	P/C ACIPS	810505-3	30
97	MOTOR CONVERT. WIPER	90-0408-10, 90-0408-9	30
98	PROBE	0871DL6	30
99	WHCU	785897-3	30
100	Display	4086850-921, 4086850-923, 4091900-941, 4091900-943	31
101	MODULE CPM STANDARD	4089300-901	31
102	MODULE PCM	4089350-901	31
103	MODULE CPMGG	4089400-901	31
104	MODULE CPM COMM	4089450-901	31
105	MODULE IOM	4089500-901	31
106	PANEL	4073870-901, 4073870-902	31
107	CCD	4073970-901, 4073970-951	31
108	PRINTER	C12349AD03	31
109	P/C PSU LINEAR/MONIT	285W0037-101	31
110	WEU	285W0015-102	31
111	TRUCK POS. ACT MLG	734-17360-03	32
112	ACTUATOR LOCK	293W2202-2	32
113	ACTUATOR STEERING	615000-1002, 615000-1001	32
114	Brake & Tire Monitor Unit	83-102-01	32
115	BRAKE TEMP. SYSEM	4305790050	32
116	BSCU	142-123	32

*Bidding Documents for Exchange of B777-300ER & 340ER Landing Gear Ship sets*

117	BSCU	42-907-3, 42-907-4	32
118	BTMU	4305890071	32
119	COMPANSATOR	4305890060	32
120	DOWN LOCK ACTUATOR	293W3172-3	32
121	DOWN LOCK ACTUATOR	293W3001-1	32
122	MAIN GEAR STEERING COT.	7586000-4, 7586000-3	32
123	NLG BYPASS VALVE	3910028-104, 3910028-106	32
124	PSEU	80-777-01	32
125	PSU-2	80-778-01, 80-778-02	32
126	TYRE PRESSURE SENSOR	4305990100	32
127	TYRE PRESSURE SENSOR	83-200-01, 83-200-02, 83-200-03	32
128	NLG STEERING VALVE	3910036-101	32
129	VALVE ASSY	74149	32
130	DOOR RELEASE VALVE	3910031-105	32
131	DOOR RELEASE VALVE	3910032-104	32
132	HYDRAULIC STRUT ASSEMBLY	293W4201-2/3/4	32
133	AREA LIGHTING CNTRLR	3352-90-50110	33
134	DIMMER	1024-4, 1024-3	33
135	LOGO LIGHT ASSY	4321561	33
136	LIGHT	4321584	33
137	LIGHT	30-2620-2	33
138	LIGHT	31-7612-5	33
139	LIGHT AY	4321554	33
140	LIGHT AY	4321577	33
141	LIGHT AY	30-2335-3	33
142	LIGHT AY	30-2407-1	33
143	LIGHT AY	30-2414-3	33
144	WING POS LIGHT AY.	30-2481-3	33
145	LIGHT AY WING TIP	30-2300-6, 30-2300-5	33
146	LIGHT AY WING TIP	30-2620-1	33
147	LIGHT ASSY.SIDEWALL	3352-90-14200	33
148	LIGHT ASSY.SIDEWALL	3352-91-12100	33
149	LIGHT ASSY.SIDEWALL	3352-91-24200	33
150	LIGHT ASSY.SIDEWALL	3352-91-15600	33
151	POWER SUPPLY	60-4983-3, S283A305-101	33
152	PWR SUP	60-4791-3	33
153	ADIRU	HG2060AD01	34
154	ADM	4071400-904	34
155	COMPUTER TCAS	940-0300-001, 940-0351-001	34
156	COMPUTER TCAS	822-1293-033	34
157	FMC CDU	4072800-901, 4088240-901	34
158	ISFD	C16221QA01	34
159	MULTI-MODE RECEIVER	066-50029-1101, 066-50029-1201	34

*Bidding Documents for Exchange of B777-300ER & 340ER Landing Gear Ship sets*

160	MULTI-MODE RECEIVER	822-1821-002	34
161	SBAS MMR	69002600-0101	34
162	Radio Altimeter TRANSCEIVER	066-50007-0111, 066-50007-0531	34
163	Radio Altimeter TRANSCEIVER	822-0334-002	34
164	Radio Altimeter TRANSCEIVER	066-50007-0101	34
165	SAARU	HG2040AD03, HG2040AD04	34
166	TRANSCEIVER-WEATHER RADAR	622-5132-634	34
167	TRANSCEIVER-WEATHER RADAR	066-50008-0408	34
168	EGPWS	965-0976-003-218-218	34
169	ADU	2041444-0422, 2041444-0402	34
170	ASCPC	1152972-4, 1152972-5	36
171	HP/FAV CONTROLLER	3399100-31	36
172	PRE COOLER	2341838-1	36
173	PRE COOLER	2340874-3, 2341992-1	36
174	PRSOV CONTROLLER	3399102-20, 3399102-30	36
175	PR/HP SHUT OFF VALVE	3215302-4	36
176	FAN AIR VALVE	3290744-10	36
177	BLOWER	606802-2, 645172-2, S417T102-5	37
178	CLS UNIT	1721F4, 1721F5	38
179	PORTABLE WATER PUMP	28823-9, 8543, 417N2601-16	38
180	FAUCET ASSY	9834-100	38
181	FAUCET ASSY	0FX0100A09G03, 0FX0100A15G03	38
182	WQSU	285W0514-2	38
183	DU (EFB)	197800-5, 197800-3, 197800-7, 197800-1	46
184	EFB ELECTRONIC UNIT	198200-9	46
185	INTAKE DOOR ACTUATOR	R5365-3, 734-07390-03	49
186	APU CTRL	2118834-100	49
187	FUEL CLUSTER	3879008-1, 441761-7, 441761-10	49
188	GENERATOR	756589A	49
189	STARTER APUMOTOR	2704442-5, 2704442-4	49
190	STARTER AIR Engine	3505814-3	49
191	ATSC VALVE	32830-76-5	49
192	TRNSDR	3876212-1	49
193	ACTUATOR	904800-01, 933D100-1	52
194	PDU	734-15610-03, 734-15610-02	52
195	RAM AIR INLET ACTUATOR	149W1201-1	53
196	UNIT AY	TY1904-50, TY1904-50A, TY1904-60, TY1904-60A	71
197	EDIU	816420-3	73
198	CONVERTER	8KE144AAB1	77

199	AVMSCU	8KE143GAB1, 8KE143GAD1	77
200	NON-LOCKING ACTR T/R	1U1544-5	78
201	NON-LOCKING ACTR T/R	1U1545-6	78
202	NON-LOCKING ACTR T/R	1U1554	78
203	A NON-LOCKING ACTR T/R	1U1555	78
204	SYNC LOCK	1U1509-5	78
205	STARTER	3505830-51/9/10/11/12/13	80
206	STARTER CONTROL VALVE	3291677-2	80

Notes:

1. 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/1avl5iX79988emFqpx6P9t2qpo7ie76aS>

**PIA Proposed Positive Coverage List of 206 components (Basic Part Numbers) in worksheet format.**

**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 expired 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 206 exclusive Part Numbers of components and their alternates, with unlimited (no limit/cap) number of exchanges.

**For A320** PIAA320 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	6Years
Contract Extension Option	Extension option will be there for any defined with Mutual Consensus of both parties. During the extension the rates and terms of agreement will

	<p>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 09 aircraft. AP- BGL, BHW & BMG are long grounded and out of operation, they are <b>not</b> 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 Europe.
Expected Protection levels for NO GO, GO IF & GO	<p>AOG: %96</p> <p>ESS1: MEL-A : 95%</p> <p>ESS2: MEL-B: 95%</p> <p>ESS3 : MEL-C: 92%, MEL-D: 92%</p>
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 or if an aircraft completes its life as per National Aviation Policy it will be removed from CSP Program ; 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 III.

## 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 ≥ 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	Waiver of 55% of CLP value by service provider for BER* cases (Customer will be invoiced	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	No Support
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to 35% of CLP)	up to 45% of CLP)		up to 65% of CLP)	
<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 $\geq 30$	30 > Redelivery Days $\geq 25$	25 > Redelivery Days $\geq 21$	21 > Redelivery Days $\geq 17$	17 > Redelivery Days $\geq 14$	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 $\leq 3000$	3000 < MAGFH $\leq 3200$	3200 < MAGFH $\leq 3400$	3400 < MAGFH $\leq 3600$	3400 < MAGFH $\leq 3600$	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	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	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	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	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
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threshold will be done on FOC basis)	threshold will be done on FOC basis)	this threshold will be done on FOC basis)	this threshold will be done on FOC basis)	costing below this threshold will be done on FOC basis)
10	8	6	4	2

**11) Component Warranty for FOC Repair etc(Weightage2%)**

WarrantyPeriod 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 Charge35% 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 III.**

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:

$$B = \text{PVx} / \text{PVy} \times 100$$

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:

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

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 going basis
- Provide details on commitments on post Warranty and Performance Guarantees

## Annex - II

### 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.

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

## ANNEXURE 'III'

### 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:**

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(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 2022 escalation was \_\_\_\_\_  
2023 escalation was \_\_\_\_\_  
2024 escalation was \_\_\_\_\_

**6. Price Level**

All prices offered shall be price level 2025.

**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 \_\_\_\_\_

(To be submitted on Company Letterhead)

GM Contracts Management,  
SCM Department,  
Pakistan International Airlines,  
Karachi.

## 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 from participating in the respective category of public procurement proceedings for a period of (not more than) six months, if we fail to abide by 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) Disagreed 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) Failed to sign the contract if required by the Procuring Agency to do so; or
  - (ii) Failed or refused 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)