

## INVITATION TO BID

### **HIRING FIRM FOR LEASE OF GE90-115B AND GE90-94B ENGINES**

Pakistan International Airlines Company Limited, the national flag carrier, invites sealed bids from Companies/ firms for **"Hiring firm for Lease of GE90-115B and GE90-94B engines"**.

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 **11-02-2026 at 1030Hrs (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: 02199046122, 99045277  
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12x2

**Ref: GMCM/GE90/115B/ 94B/01/26**

M/s

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**SUB: Hiring firm for Lease of GE90-115B and GE90-94B engines**

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 **11-02-2026 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

5.

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

The tender should be accompanied by a Pay Order of **PKR** 86,240,000. (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.

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.

#### **Electronic Bid Submission Guidelines (EPADS Portal)**

1. As per **PPRA directives**, all procurement processes shall be carried out **only through the EPADS portal**.
2. **Manual submission shall not be entertained.**
3. **Technical and financial proposals** must be submitted **separately in PDF format on EPADS**.
4. All bidders must be **registered on EPADS-Federal** in order to submit their bids.
5. **Foreign bidders** are required to submit a **Bid Declaration Form-attached**, which is a **mandatory prerequisite** for bid submission on EPADS.
6. Vendors intending to submit bids electronically must do so **exclusively through the EPADS portal**.

Yours Truly

GM Contract Management  
Supply Chain Management

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## General Instructions

### 1. The scopes of the requirement is:

Bidders are invited to submit a Technical Proposal and a Financial/Commercial proposal for each offered engine required as per the requirements detailed in the bidding documents.

By submitting a Proposal, the Bidder agrees to be legally bound by the terms and conditions set out in this Bidding Document. The Proposal will be considered as a binding offer from the Bidder subject to acceptance by PIA.

### 2. 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 within the prescribed Date on EPADs.

For clarification on bidding document please email to [mesca1@piac.aero](mailto:mesca1@piac.aero), [piaplng@piac.aero](mailto:piaplng@piac.aero), [khimapk@piac.aero](mailto:khimapk@piac.aero), [dcetseppoh@piac.aero](mailto:dcetseppoh@piac.aero), [dceplngeoh@piac.aero](mailto:dceplngeoh@piac.aero) and [contract.tech@piac.aero](mailto:contract.tech@piac.aero)

### 3. Tender Proceedings

#### Single stage – Two envelope procedure. -

Each bid shall comprise two separate PDFfiles, one for technical and other for financial proposals (both PDF files shall be uploaded on EPADs).

Each bid shall comprise two PDF files. All bids received on EPADs 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.
  - b) **Technical Information:** The information 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 excepting 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.

**e) Support Package:** Additional Support Package, web-based link to access mini pack (technical details) of each offered engine may be provided.

In preparing the Technical Proposal, Bidders are expected to examine the documents constituting Bidding Documents in detail. Deficiencies in providing the information requested may result in rejection of a proposal.

- 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'. In preparing the Financial Proposal, Bidders are expected to consider the requirements and conditions outlined in the Bidding documents. The Financial Proposal should list all associated costs. Proposals must remain valid for 90 days after the submission date. PIAC will endeavor to complete discussions/clarifications within this period. However, if necessary, PIAC may require extension in the said validity period.

## **5. Opening of Bids:**

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

## **6. Bid Read Out:**

Following details shall be provided clearly by each bidder and shall be read out in front of all the participants present during the bid opening:

- Bidder's Name
- Engine Serial Number offered.

## Mandatory / Special Requirements

### 1. Agreement

- a) Lease Agreement will be in accordance with IATA Master Short Term agreement for lease.

### 2. Lease Term

In general the Lease Term for Lease is set as 11 months. However, lease term of more than 11 months may also be offered depending on the condition of engine.

### 3. Note for Bid Validity

The Bid Validity is 180 days. However, keeping in view of market conditions, it will not be a binding on the parties to hold their assets. Parties are requested to communicate if their offered engine is being sold / leased to other parties. PIA will make its best endeavors to finalize the evaluation, select the engine and enter into agreement at the earliest possible timeframe.

### 4. Fleet & Usage Information:

PIA is the National Airline of Pakistan. PIA B777 fleet includes B777-200LR, B777-200ER & -300ER fitted with GE90-94B and GE90-115B engines,

PIA mainly operates Europe, Saudi Arab, Beijing, Kuala Lumpur, Istanbul & Middle/Far East regions etc.

### 5. Preservation Requirement:

The offered Engine/s must be preserved as per AMM Instructions

### 6. TAG / Release Requirement:

EASA Form 1 or FAA form 8130 or TCCA Form One or CAA UK Form 1 release are accepted documents for inspection and release of Engines for installation.

### 7. Documentation Access

Minipack link comprising engine details is to be submitted on the following emails: [mesca1@piac.aero](mailto:mesca1@piac.aero), [piaplng@piac.aero](mailto:piaplng@piac.aero), [dcetseppoh@piac.aero](mailto:dcetseppoh@piac.aero), [dceplngeoh@piac.aero](mailto:dceplngeoh@piac.aero) and [khimapk@piac.aero](mailto:khimapk@piac.aero)

All documentary details, records and BSI details and report must be available.

### 8. Regulatory Requirements:

PIA is regulated by PCAA Pakistan Civil Aviation Authority <http://www.caapakistan.com.pk/> which is a public sector autonomous body working under the Federal Government of Pakistan.

#### 9. Trolley Requirement:

Engines must be offered in OEM recommended Shipping Stand. All prices for Lease are to be quoted inclusive of the shipping stand.

## ANNEX-I (A)

### 1. Technical Evaluation Criteria

Following Criteria will be used for Technical Evaluation. Separate Sheet may be filled/ marked for each offered Engine. The marking should be according to data provided in Minipack/ details of the record. The actual Minipack / Record data will be considered as final for evaluation:

**For Each offered Engine, Bidder should fill / Tick the following:**

**SUBMITTED BY (Name of Bidder/lessor)** \_\_\_\_\_

**ENGINE SERIAL NUMBER** \_\_\_\_\_

### Technical evaluation Criteria for Lease GE90-94B & GE90-115B Engines

S.NO	Criteria	Weightage	Score
1	<b>EGT Margin: (Total Marks are 25 which will be awarded as per below table)</b>	<b>25</b>	
	EGTM > 50 Deg C	25	
	50 > EGTM > 40 Deg C	22.5	
	40 > EGTM > 30 Deg C	20	
	30 > EGTM > 20 Deg C	15	
	20 > EGTM > 10 Deg C	10	
	EGTM < 10 Deg C	5	
2	<b>Cycles Since Last Performance Shop Visit (Full Overhaul) : (Total Marks are 45 which will be awarded as per below table)</b>	<b>45</b>	
	CSLPSV < 1000 Cycles	45	
	1000 < CSLPSV < 1500 Cycles	36	
	1500 < CSLPSV < 2000 Cycles	27	
	2000 < CSLPSV < 2500 Cycles	22.5	

	2500 < CSLPSV < 3000 Cycles	18	
	3000 < CSLPSV < 3500 Cycles	13.5	
	3500 < CSLPSV < 4000 Cycles	9	
	CSLPSV > 4000 Cycles	4.5	
3	<b>BSI Requirement / Limitations: BSI must be satisfactory as evaluated by PIA Technical Section: (Total Marks are 15 which will be awarded as per below table)</b>	<b>15</b>	
	Nil Observation	15	
	At $\geq$ 500 Cycles	12	
	At < 500 Cycles	9	
	Engine with restriction	4	
	<b>LLP First Limiter Remaining Life (Stub Life)</b>	<b>10</b>	
4	Remaining cycles > 6000	10	
	6000> Remaining cycles > 4500	8	
	4500>Remaining cycles > 3000	6	
	3000>Remaining cycles > 1500	4	
	Remaining cycles < 1500	2	
5	<b>Compliance of Critical SB /AD</b>	<b>5</b>	
	Complied	5	
	Major Complied	3	
	To be Complied	1	
<b>Total</b>		<b>100</b>	

Marks will be calculated as per following formula:

Obtained Marks (Score) = (Best Offer / Bidder's offer) X weightage

**Note:** The Bidders with 50% or more marks in Technical Evaluation will only be considered for Financial Evaluation.

**ANNEXURE- I (B)****2. Financial Evaluation Criteria**

Following table will be used for submission of financial offers.

**Financial evaluation Criteria for Lease GE90-94B & GE90-115B Engines**

S.NO	Criteria	Unit	Weightage	Score
1	<b>Daily Rent</b>	USD	<b>15</b>	
2	<b>Use Fee Rate(Hourly)</b>	USD		
a)	For: $3.0 \leq \text{Hrs/Cycle Ratio} < 3.5$ (weightage 10)		5	
b)	For: $3.5 \leq \text{Hrs/Cycle Ratio} < 4.0$ (weightage 20)		10	
c)	For: $4.0 \leq \text{Hrs/Cycle Ratio} < 4.5$ (weightage 20)		10	
d)	For: $4.5 \leq \text{Hrs/Cycle Ratio} < 5.0$ (weightage 20)		10	
e)	For: $5.5 \leq \text{Hrs/Cycle Ratio} < 6.0$ (weightage 20)		10	
f)	For: $6.5 \leq \text{Hrs/Cycle Ratio} < 7.0$ (weightage 10)		5	
3	<b>Use Fee Rate (Cyclic)</b>	<b>USD</b>	<b>13</b>	
4	<b>Security Deposit</b>	<b>USD</b>	<b>4</b>	
5	Transportation Location: Please write city/country or region: eg. USA / Europe / Far East / Others etc Please mention Delivery Location _____ and Re-delivery/Return Location _____ (PIA Logistics will estimate rates for this arrangement and same will be accounted in the financial impact)	USD	3	
6	Lease term (Minimum six 06 months) *Full marks will be given who offered engine for 11 months	Term	4	
7	<b>Invoicing</b>			
a)	Security Deposit and Rental will be on advance basis	Agree/Not Agree	4	
b)	Monthly Use Fee will be on Net 30 of invoicing	Agree/Not Agree	4	
8	Escalation in prices if lease term exceed	%	3	
9	No daily rental fee applicable till receipt of engine at PIA facility	Agree/Not Agree	5	
10	After removal of engine 15days of no rental fee will be provided to PIA for complete all requirements of redelivery and despatch of engine to service provider facility	Agree/Not Agree	5	
<b>TOTAL</b>			<b>110</b>	

**NOTE: All prices will remain fixed for offered lease term**

Marks will be calculated as per following formula:

Obtained Marks (Score) = (Best Offer / Bidder's offer) X weightage

### **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.

**INTEGRITY PACT / DISCLOSURE CLAUSE**

**(To be submitted on Company's Letterhead)**

Declaration of Fees, Commissions and Brokerage Etc. Payable By The Suppliers, Vendors, Distributors, Manufacturers, Contractor & Service Providers Of Goods, Services &

Works \_\_\_\_ M/S: \_\_\_\_\_ the Seller / Supplier / Contractor hereby declares its intention not to obtain the procurement of any Contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative sub-division or agency thereof or any other entity owned or controlled by it (GOP) through any corrupt business practice.

Without limiting the generality of the forgoing the Seller / Supplier / Contractor 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, agent, 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 Government of Pakistan, except that which has been expressly declared pursuant hereto.

The Seller / Supplier / Contractor 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 Government of Pakistan and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

(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)

**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).