

SECURITY SERVICES REQUIRED FOR PIA FLIGHTS AT MAN & LHR AIRPORT.

Competitive Offers Invitation:

Pakistan Intl Airlines invites authorized service providers to submit offers for provision of comprehensive aviation security services at MAN & LHR airport.

Detailed specifications can be downloaded from:

1. PIA website: (<http://www.piac.com.pk>)
2. PPRA website: (www.ppra.org.pk/EPADS)

Sealed offers must be submitted before 1300 LT on [Date: February 14, 2026] to the specified addresses and uploaded on EPADS as well. **Bids must be submitted mandatory on EPADS (<https://eprocure.gov.pk/>)**. Bidders are requested to get registered on EPADS as a supplier at earliest. (In case of any query please feel free to contact on below mentioned address).

Late submissions won't be considered, and PIA won't be responsible for postal delays.

Country Manager UK & IR
Pakistan International Airlines,
Room 3504, 3rd Floor,
Terminal 3 South Wing Offices,
Heathrow Airport, London
TW6 1PA.
Email: lonuupk@piac.aero

REQUEST FOR PROPOSAL FOR SECURITY SERVICES AT MANCHESTER & LONDON AIRPORT

PIA intends to hire the services of well reputed ground handling companies for the security services of its flights at Manchester (MAN) & London (LHR) Airport, United Kingdom

Turnaround Rates required for following aircrafts type:

A319/A320/A321/A330,B737/B777– Turnaround Rates

Guidelines for the submission of proposals are given below:

- All proposals should be drawn on IATA SGHA 2018 format.
- This contract will be for three years, with a standard 60 days exit clause, with no condition on termination.
- Rates quoted should be valid for three years.

Besides the proposals, following information/documents must be submitted in order to enable us evaluate technical bids:

1. *Certification details (ISO/IOSA/ISAGO)*
2. *Approval from UK DfT or UKBSC*
3. *Total number of employees (Skilled/Unskilled)*
4. *Letter of recommendations from 02 existing clients.*
5. *Acceptance of our Service Level Standards (SLA) & flight schedule.*
6. *Employee training record and schedule for recurrent training.*
7. *Authorization from airport authority to operate from terminal/airport.*
8. *Proof of financial position (Bank letter verifying sound financial position)*
9. *List of current clientele, along with the type of aircraft & handling provided to them.*
10. *Company profile and experience*

Financial Information:

| | | |
|------------------------------|--|--|
| Legal Entity Name | | |
| | Address (City/State) | |
| | Parent Company (if applicable) | |
| | Parent Headquarters Address (City/State) | |
| | Type of Business (S Corp., C Corp., Partnership, Sole Proprietor) | |
| Financial Information | Attach financial statements (income statements, balance sheets and cash flow statements) for the last 3 fiscal years and the most recent quarter if available. | |

Important:

Tender will be opened on “**Single Stage Two Envelope**” basis. All bidders must submit two sealed envelopes simultaneously, one containing technical proposal and the other financial proposal. Technical Proposal will be opened on tender opening date. PIA will be at liberty to extend the opening date, revise the requirement or annul the whole tender proceedings at any stage prior to opening of bids. No change will be done after the bids are opened.

Closing date and time which is the last date for submission of tender is **February 15, 2026 at 13:00 LT** at below address;

Country Manager UK & IR
Pakistan International Airlines,
Room 3504, 3rd Floor,
Terminal 3 South Wing Offices,
Heathrow Airport, London
TW6 1PA.
Email: lonuupk@piac.aero

- Technical proposals will be opened on the same day at **1330 LT** in presence of all participating parties who wish to attend.
- Pakistan International Airlines reserves the right to reject any tender in part or full after assigning a reason, however PIACL will not be required to justify the grounds of rejection.
- Interested parties who can provide these services should submit tenders directly with PIACL, no sub-agents will be entertained.
- No tender will be entertained after expiry of foresaid date & time. PIA will not be responsible for postal delays or any other reason.

Technical Evaluation Criteria:

All proposals will be evaluated as per following criteria:

Marks weightage:- Technical: 50%.

Marks weightage:- Financial: 50%.

Financial Proposal of only Technically Qualified Proposals will be opened. The Handling Agent getting maximum marks on 50-50 weightage (50 % for Technical & 50 % for Financial) will be awarded contract.

| Mandatory Requirements | | | Ground Handling Company |
|--|---|--------------------|--------------------------------|
| TECHNICAL EVALUATION PERFOMA | | | Y=In/N=Out |
| CAA UK Registration as Aviation Security Provider | | Y/N | |
| Ground Operator's License – Heathrow and/ or Manchester Airports | | | |
| Provision of Basic Security Services as per IATA SGHA for narrow bodied and wide-bodied aircrafts (whichever aircraft is operated) | | Y/N | |
| Other Requirements | Comments | Total Marks | Handling Agency Score |
| Type of handling provided | All services provided by the bidding company | 20 | |
| | Sub-Contractors | 10 | |
| Clientele | More than or equal to 5 airlines. At least one 05-star airline. | 20 | |
| | More than or equal to 05 airlines (nofive star airline) | 10 | |
| Acceptance of SLA & Schedule | Complete Acceptance | 10 | |
| | Partial Acceptance | 05 | |
| Letter of Recommendation | From 2 or more airlines | 10 | |
| | From less than 2 airlines | 05 | |
| Training & Certifications | Approval from UK Department for Transport (<i>DfT</i>) or UKBSCas a regulatory prerequisite, along with an approved Security and Training Program (which required as a Station Security Program SSP LHR/MAN accordingly.) | 20 | |
| | Any other certification? | 05 | |
| Company profile and Experience | Highly established, well experienced (more than 05 years) | 10 | |
| | Experience 7 to 5 years | 07 | |
| | Experience 1 to 5 years | 05 | |
| No. of skilled manpower | 80% trained employees | 20 | |
| | 60% trained employees | 10 | |
| Total Marks | | 100 | |
| Passing Marks | | 70 | |

Required List of Security Services at Manchester (MAN) & London (LON)

SECTION 7 - SECURITY

7.1.1

- a) Provide
- b) Arrange for
 - 1. matching passengers against established data
 - 2. Security questioning

7.1.2

- a) Provide
- b) Arrange for
 - 4. Physical examination of checked, transfer and mishandled baggage
 - 5. Identification of security checked baggage

7.1.3

- a) Provide,
- b) Arrange for
 - 1. Screening of cabin/unchecked baggage
 - 2. Physical examination of passengers and cabin /unchecked baggage

7.1.4

- a) Provide
- b) Arrange for
 - 1. Identification of passengers prior to boarding

7.2.1

- a) Provide
- b) Arrange for
 - 5. Secure/Escort Cargo and/or mail

7.3.1

- a) Provide
- b) Arrange for
 - 7. Escorting/ Secure transport of catering from the catering facilities to the aircraft

7.4.1

- a) Provide,
- b) Arrange for
Control of access to
 - 1. aircraft

7.4.2

- a) Provide
- b) Arrange for
 - 1. Searching of Aircraft
 - 2. Guarding of Aircraft

7.4.3

- a) Provide
- b) Arrange for
 - 1. Guarding of Aircraft
 - i. Aircraft
 - iii. Baggage in the baggage make-up areas

7.4.4

- a) Provide
- b) Arrange for
 - Security personnel to safeguard all loads
 - 1. during the transport between aircraft and designated locations. e.g. Firearms
 - 2. During offloading and loading of aircraft

7.5.1

- a) Provide
- b) Arrange for

Additional Security Services (Firearms), as specified in Annex B

Manpower Requirements for Security Services:

1. Requirement for single flight a day:

| Requirement for single flight a day | No. of Agents |
|--|----------------------|
| Executive Economy Class Queue Comber | 1 |
| Economy Class Queue Comber | 1 |
| Out Of Gauge Baggage | 1 |
| Aircraft Access Control / Guard the Aircraft | 2 |
| Catering Security and Escorts | 1 |
| Cargo escorts | 1 |
| Baggage Make-up Area Security | 1 |
| Maximum Total Deployment | 08 to 10 |

[Payment will be on actual deployment basis.](#)

2. Requirement for two flights a day:

| Requirement for two flights a day | No. of Agents |
|--|----------------------|
| Executive Economy Class Queue Comber | 1 |
| Economy Class Queue Comber | 1 |
| Out Of Gauge Baggage | 2 |
| Aircraft Access Control / Guard the Aircraft | 4 |
| Catering Security and Escorts | 2 |
| Cargo escorts | 2 |
| Baggage Make-up Area Security | 2 |
| Total | 14 to 16 |

[Payment will be on actual deployment basis.](#)

Flight Schedule of MAN & LHR

| Pakistan International Airlines | | | | | | | | | | | | | |
|---------------------------------|-------------|-----|----------------------------|----------|----------|-----------|----------|------------------------------|----------|----------|-----------|----------|----------|
| PAK-LON-PAK Schedule | | | | | | | | | | | | | |
| Eff 29-03-2026 to 30-10-2026 | | | | | | | | | | | | | |
| All times UTC | | | | | | | | | | | | | |
| Operation / Validity | | DOW | To LON (Block hours 08:25) | | | | | From LON (Block hours 07:45) | | | | | |
| Valid From | Valid Until | | A/C Type | Dep Port | Arr Port | Flight No | Dep Time | Arr Time | Dep Port | Arr Port | Flight No | Dep Time | Arr Time |
| 29-03-2026 | 25-10-2026 | 7 | B777 | LHE | LHR | 785 | 07:30 | 15:55 | LHR | ISB | 786 | 18:05 | 01:50 |
| 30-03-2026 | 26-10-2026 | 1 | B777 | ISB | LHR | 785 | 07:35 | 16:00 | LHR | ISB | 786 | 17:55 | 01:40 |
| 01-04-2026 | 28-10-2026 | 3 | B777 | ISB | LHR | 785 | 06:30 | 14:55 | LHR | ISB | 786 | 18:05 | 01:50 |
| 03-04-2026 | 30-10-2026 | 5 | B777 | ISB | LHR | 785 | 06:50 | 15:15 | LHR | ISB | 786 | 18:05 | 01:50 |
| | | | | | | | | | | | | | |

| PIA Winter Schedule - MAN | | | | | | | | | | |
|---------------------------|-------------|-----|---------|-----------|----------|----------|--------|----------|----------|-----------------|
| All times UTC | | | | | | | | | | |
| Valid From | Valid Until | DOW | AC Type | Flight No | Dep Port | Arr Port | Status | Dep Time | Arr Time | Reporting Group |
| 10/28/2025 | 3/28/2026 | 2 | 772 | 701 | ISB | MAN | RZ | 7:05 | 16:00 | UK |
| 10/28/2025 | 3/28/2026 | 6 | 772 | 702 | MAN | ISB | RZ | 18:00 | 1:50 | UK |

| Pakistan International Airlines | | | | | | | | | | | | | |
|---------------------------------|-------------|-------|----------|----------|----------|-----------|----------|----------|----------|----------|-----------|----------|----------|
| PAK-MAN-PAK Schedule | | | | | | | | | | | | | |
| All times UTC | | | | | | | | | | | | | |
| Eff 31-03-2026 to 24-10-2026 | | | | | | | | | | | | | |
| Valid From | Valid Until | DOW | A/C Type | Dep Port | Arr Port | Flight No | Dep Time | Arr Time | Dep Port | Arr Port | Flight No | Dep Time | Arr Time |
| 31-03-2026 | 24-10-2026 | 2.4.6 | B777 | ISB | MAN | 701 | 7:30 | 16:00 | MAN | ISB | 702 | 18:30 | 2:20 |

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 for participating in respective category of public procurement proceedings for a period of (not more than) six months, if fail to abide with 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) Disagreement 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. failure to sign the contract if required by Procuring Agency to do so or
 - ii. fail or refuse 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)