

# **BIDDING DOCUMENT**

**EXCHANGE OF A320-214 LANDING GEAR SHIPSETS installed on PIACL A320 Fleet**

**(Single Stage Two Envelop Procedure)**

**(International Competitive Bidding)**

# **BIDDING PROCEDURE & REQUIREMENTS**

## **Section 1: INVITATION TO BIDS**

## **Section 2: INSTRUCTIONS TO BIDDERS**

This Section provides information to help Bidders prepare their Bids. Information is also provided on the submission, opening, and evaluation of Bids and on the award of Contracts.

## **Section 3: ELIGIBILITY & MANDATORY REQUIREMENTS**

## **Section 4: TECHNICAL BID EVALUATION CRITERIA**

## **Section 5: FINANCIAL BID EVALUATION CRITERIA**

## **Section 6: DRAFT CONTRACT AGREEMENT**

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**SECTION 1: INVITATION TO BIDS**

Tender No. GMCM/LG EXCHANGE/A320/05/2026

Date: 19-05-2026

**EXCHANGE OF A320-214 LANDING GEAR SHIPSETS installed on PIACL A320 Fleet**

1. The *Pakistan International Airlines Corporation limited* now invites sealed bids from eligible Suppliers for **Exchange of A320-214 Landing Gear Shipsets installed on PIACL A320 Fleet**
2. The bidding shall be conducted in line with the *Single Stage Two Envelope* procedure of the Pakistan Public Procurement Rules 2004 and any Regulations, Regulatory Guides, Procurement Guidelines or Instructions issued by the Authority (from time to time), and is open to all potential bidders.
3. Bids can be submitted through EPADS on or before **1030 Hrs 22-06-2026 (Pakistan Standard Time)**
4. Bids will be opened through EPADS at **1100 Hrs dated 22-06-2026 (Pakistan Standard Time)**

## **SECTION 2: INSTRUCTIONS TO BIDDERS**

1. All bids must be accompanied by a Bid Security [**Only for local bidders**] in an acceptable form in the amount of [PKR 500,000].

OR

All bids must be accompanied by a **Bid Securing Declaration Form** [For international bidders] in the format provided in the Bidding Documents.

2. All bidders **must submit bids through EPADS** and the original bid along with required documents, properly filled in, and enclosed in sealed envelope(s) must be delivered to the address mentioned below at or before **closing date and time** with following documents:
  - The Tender TORs.
  - Tender Fee: Banker's Cheque of **PKR 15,000/-** (Non-Refundable) for local bidders only.
  - Banker's Cheque (from any scheduled bank of Pakistan) of **PKR 500,000** (One Hundred Thousand Only) as Earnest Money (Refundable/Interest Free) from Local bidders (Foreign Bidders exempted).
3. The bids will be opened through EPADS in public and in the presence of bidders' representatives who choose to attend in the opening at the Tender Room, Ground Floor, Supply chain Management Department Building, PIACL Head-office Karachi Pakistan on mentioned or communicated date and time.
4. Bidding Document/Tender TORs can also be accessed on following link:  
<https://www.piac.com.pk/corporate/business-with-pia/tenders>  
<https://www.ppra.org.pk/active-tenders>  
<https://www.eprocure.gov.pk> through EPADS Supplier Login
5. **Bid Security (Local bidder only)**  
The successful bidder(s) upon award of Contract will be required to furnish Performance Guarantee in the amount equivalent to 5 % of total base value of the contract as interest free Security deposit in shape of Pay Order/Bank Guarantee.

*Note:*

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

### SECTION 3 SCOPE, ELIGIBILITY & MANDATORY REQUIREMENTS

Landing Gear Shipsets (QTY 04) Part Numbers and due date for overhaul is as under:

S/N	A/C	Overhaul due date	Landing Gears Replacement (Planned) Date	Description	Part No
1	AP-BLB	09-Feb-27	04-Jan-27	MLG R/H	201582002-030
				MLG L/H	201582001-030
				NLG	D23757550-6
2	AP-BLZ	05-Mar-27	15-Jan-27	MLG R/H	201582002-40
				MLG L/H	201582001-40
				NLG	D23757550-6
3	AP-BLS	04-Jun-27	15-Feb-27	MLG R/H	201582002-030
				MLG L/H	201582001-030
				NLG	D23757550-6
4	AP-BLY	02-Aug-27	02-Jul-27	MLG R/H	201582002-040
				MLG L/H	201582001-040
				NLG	D23757550-6

**PIA offered landing gears for exchange will become due for second overhaul.**

**Further details will be provided upon request :**

**Email:** [dcetseppoh@piac.aero](mailto:dcetseppoh@piac.aero), [mescal1@piac.aero](mailto:mescal1@piac.aero)

Data of core landing gears will be provided via web link on request.

**NOTE: Bidder should fill in bids for each offered landing gear Shipset separately.**

#### **Important Notes:**

- Proposals must include all required tables duly filled for each offered Shipset. Parties can submit offer for Qty 01, 02 onwards or for all 04 landing gear Shipsets depending on availability. It is not compulsory to submit offer for all four Shipsets. PIA may select any one or more Shipsets offered by parties depending on their evaluation.
- Each exchange Shipset for AP-BLB, AP-BLZ, AP-BLS, and AP-BLY shall be evaluated separately.
- Incomplete proposals will not be entertained.

### **Mandatory Requirements**

The following are mandatory requirements for offered Landing Gear Shipsets. Bidders must clearly indicate compliance (Yes/No).

**Proposals may be rejected if this table is not duly filled against each field.**

S/N	Mandatory Requirements	YES / NO	Bidder's Response
1	Offered exchange Shipsets must be certified by EASA Form1/FAA Form 8130-3/TCCA Form One / PCAA Form 1/ CAA (UK) Form 1	YES / NO	
2	Confirmation of Non-accidental certificate with BTB traceability of Exchange Landing Gear Shipsets/Parts.	YES / NO	
3	Use of PMA parts and Non-OEM repairs are not allowed for Offered exchange landing gear Shipset.	YES / NO	
4	Proposal must be submitted on a non-exclusive basis.	YES / NO	
5	All applicable Airworthiness Directives (ADs) and mandatory Service Bulletins (SBs) must be fully complied with.	YES / NO	
6	The bidder must provide confirmation of storage conditions and preservation status of offered Landing Gear Shipsets.	YES / NO	
7	The bidder must confirm that quoted price will not be exceeded.	YES / NO	
8	Availability of Spare LRUs with each Landing Gear Shipset (Retract Actuators)	YES / NO	

*for Pakistan International Airlines*

**GM Contract Management Division**

**1<sup>st</sup> Floor, Supply Chain Management Department Building, [PIACL], Head Office**

**Karachi Airport-75200 Pakistan**

**Tel: +92-21-99045277**

Email: [gm.cm@piac.aero](mailto:gm.cm@piac.aero) / [contract.tech@piac.aero](mailto:contract.tech@piac.aero)

Website: <http://www.piac.com.pk/>

**SECTION 4: TECHNICAL BID EVALUATION CRITERIA**

Following Criteria will be used and to be filled for Technical Evaluation for each Shipset of Aircraft AP-BLB, AP-BLZ, AP-BLS and AP-BLY separately:

S/NO	Criteria	Units	Weightage	Bidder's Offer A/C_____
1.	<b><u>Exchange Landing Gear Life:</u></b> Minimum of 11,000 cycles remaining or fresh overhaul. (TBO) (Life remaining for offered ship set will be pro-rated for calculation of marks)	Cycles	20	
	Minimum 72 months remaining or fresh overhaul. (TBO) (Life remaining for offered ship set will be pro-rated for calculation of marks)	Months	20	
2.	<b><u>Warranty</u></b>			
	a) On-wing Life (Flight Cycles)	Flight Cycles	10	
	b) On-wing Life (Days)	Days	10	
3.	In case of failure of exchange Landing gears within Warranty period, provision of repair or replacement to be provided including transportation on FOC basis.	Agreed / Not agreed	15	
4.	Core return time (Vendor giving core return time more than 30 days will get full marks)	Days	5	
5.	Reliability Commitment (repeat failure replacement guarantee)	Agreed / Not agreed	10	
6.	In case of failure to provide committed unit, a backup plan with unit of better life must be shared with PIACL.	Agreed / Not agreed	10	
		<b>Total</b>	<b>100</b>	

USD = US Dollars

Marks will be calculated as per following formula:

Obtained Marks (A) = (Best Offer / Bidder's offer) x 100

Y = 40% of Obtained Marks (A)

**NOTE: It is mandatory to achieve 70% marks to qualify technically**

*Only technically qualified bidders shall proceed to financial evaluation*

## SECTION 5: FINANCIAL BID EVALUATION CRITERIA

Following Criteria will be used and is to be filled for Financial Evaluation for each Shipset of Aircraft AP-BLB, AP-BLZ, AP-BLS and AP-BLY separately:

S/ N	Criteria	Units	Weightage	Bidder's Offer A/C_____
1.	Total price for Exchange of Landing Gear (Including Repair cost of Core landing Gear Shipset and exchange fee) (all-inclusive with No exclusions, No Over & Above or hidden charges)	USD	60	
2	Sharing of Transportation charges to and from PIA station (Door-to-Door including customs)	%	10	
3	<u>Payment Terms:</u> 1) 50% payment on Net Thirty Days after Release of Exchange LDG	%	5	
4	2) 50% payment on Net Thirty Days After Receipt of core LDG	%	5	
5	No Annual Escalation during contract term	Agreed / Not agreed	10	
6	The exchange Shipset shall be ready for pick-up by freight forwarder within fifteen (15) days from the date of exchange order. In the event of delay beyond the agreed readiness date, a penalty of USD 1000 per day (without capping) shall be imposed until the exchange Shipset is ready for pick up	Agreed / Not agreed	10	
<b>Total</b>			<b>100</b>	

**Note: No additional or hidden costs shall be accepted beyond quoted price.**

Marks will be calculated as per following formula:

Obtained Marks (B) = (Best Offer / Bidder's Offer) x 100

Z = 60% of Obtained Marks (B)

### Methodology for Assessing Best Evaluated Bid

Following methodology will be used for assessing the Best Evaluated Bid:

**X = Y + Z**

Where,

X = Net Outcome

Y = Marks obtained in Technical Evaluation

Z = Marks obtained in Financial Evaluation

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

**ADDITIONAL COMMERCIAL & CONTRACTUAL CONDITIONS**

- PIACL reserves the right to reject all proposals at any stage without giving justification. (As per PPRA rules #33. (1))
- PIACL reserves the right to award contract to multiple bidders.
- PIACL reserves the right to negotiate with the most advantageous bidders.
- Liquidated damages may be applied for delays beyond agreed timelines.

**SECTION 6: DRAFT CONTRACT AGREEMENT**

**Draft agreement will shared with successful bidder after issuance of LOI.**

**SECTION 7:**

**INTEGRITY PACT**

**INTEGRITY PACT / DISCLOSURE CLAUSE**

Must be printed on company Letter Head – [Submit with Financial Proposal] Declaration of Fees, Commissions and Brokerage Etc. Payable by the Suppliers, Vendors, Distributors, Manufacturers, Contractor & Service Providers of Goods, Services & Works. M/s. \_\_\_\_\_  
the

Manufacturer / Authorized Distributor / 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 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 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 an arrangement 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. The Seller / Supplier / Contractor 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 Government of Pakistan under any law, contract or other instrument, be void-able at the option of Government of Pakistan.

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

**BID DECLARATION FORM**

(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)