

BIDDING DOCUMENT

**Flat Exchange of PIA's APS3200 APU Part No: 4500001C S/N: 3563
against Serviceable/Overhauled APS3200 APU**

(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

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SECTION 1: INVITATION TO BIDS

Tender No. GMCM/FLAT EXCHANGE/APU/APS3200/06/2026

Date: 05-06-2026

**Flat Exchange of PIA's APS3200 APU Part No: 4500001C S/N: 3563
against Serviceable/Overhauled APS3200 APU**

1. The *Pakistan International Airlines Corporation limited* now invites sealed bids from eligible Suppliers/vendors Flat Exchange of PIA,s APS 3200 APU Part No:4500001C S/N:3563 against serviceable/overhauled APS3200 APU.
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 06-07-2026 (Pakistan Standard Time)**
4. Bids will be opened through EPADS at **1100 Hrs dated 06-07-2026 (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.

SECTION 3 SCOPE, ELIGIBILITY & MANDATORY REQUIREMENTS

Scope of Bid

Pakistan International Airline (PIA) invites “sealed bids” from interested parties for the Exchange of Pratt & Whitney APU Model APS3200 installed on the PIA A320 Fleet. The services must include following,

- ☐ APU should be with up to date MOD status. (i.e. incorporation of all Applicable ADs, Mandatory and OEM recommended SBs)

APU Mandatory Requirements

OFFERED APU SERIAL NUMBER: _____

S/N	PRE-QUALIFICATION	YES / NO
1.	Certification: PIA requires certification EASA Form-1 or FAA Form 8130 or TCA Form 24-0078 or PCAA form1 for repaired / overhauled APUs	
2.	Documentation: Original APU Log Book, EDS, APU Hours/Cycles Statement, NIS, OIL Statement, APU Removal Installation History Status, Latest BSI Report, All Shop Visit Records, Current LLP Status, LLP Status at every removal and installation, LLP Back to Birth (Traceability Records), AD Status, SB Status, Current LRU Life list, All LRU Form 1s, Bill of Sale.	

Note: Offer MUST contain the above table duly filled to consider the proposal.

for Pakistan International Airlines

GM Contract Management Division
 1st Floor, Supply Chain Management Department Building, [PIACL], Head Office
 Karachi Airport-75200 Pakistan
 Tel: +92-21-99045277
 Email: gm.cm@piac.aero / contract.tech@piac.aero
 Website: <http://www.piac.com.pk/>

SECTION 4: TECHNICAL BID EVALUATION CRITERIA

Following Criteria will be used for Technical Evaluation. Separate Sheet may be filled / marked for each offered APU. 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 APU, Bidder should fill / Tick the following:

SUBMITTED BY (Name of Bidder/lessor) _____

APU SERIAL NUMBER _____

- a) APU OFFERED FOR FLAT EXCHANGE IN LINE WITH SCOPE OF BID: YES
- NO

OFFER AGAINST CORE APU SN _____.

- 1) Hours Since Last Shop Visit: Weightage 45%. Grading will be done based on Minipack/ Data provided. Note: First Run APUs will be graded separately.

TSLSV < 1000 Hrs	1000 ≤ TSLSV < 1500 Hrs	1500 ≤ TSLSV < 2000 Hrs	2500 ≤ TSLSV < 3000 Hrs
10	6	4	0

- 2) BSI Requirement / Limitations: BSI must be satisfactory as evaluated by PIA Technical Section. Weightage 15%.

Nil Observation	APU with Observation
10	2

- 3) LLP First Limiter Remaining Life (Stub Life): Weightage 10%

Remaining cycles > 5000	Remaining cycles ≤ 3000
10	2

- 4) Compliance of Critical SB /AD : Weightage 5%.

Complied	Major Complied	To be Complied
10	7	1

Technical Passing Marks=50%

Marks will be calculated as per following formula:
Obtained Marks (Score) = (Best Offer / Bidder's offer) X weightage

The offer with highest Net Outcome (Technical Marks +Financial Marks) will be considered as the Most Advantageous Bid.

SECTION 5: FINANCIAL BID EVALUATION CRITERIA
FINANCIAL OFFER:

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

SUBMITTED BY (Name of Bidder) _____

OFFERED APU SERIAL NUMBER _____

a) APU OFFERED FOR FLAT EXCHANGE: YES NO

OFFER SN AGAINST CORE SN _____.

All prices offered shall be price level 2026 in USD.

S/N	Criteria	Offer	Weightage
1	Net Value on Exchange basis , inclusive of repair charges or resale value of core APU SN _____. (No other financial impact / transaction required.)	USD	100
2	Transportation arrangement for Exchange and core unit to & from KHI.	Both way coverage will be awarded full marks (100%), while the scores for the remaining coverage will decrease proportionally.	10
3	Payment terms	Net 30 days after receipt of core will get full marks(20) 50% advance payment and 50% upon receipt of exchange unit at Karachi will get 10 marks	20
4	Confirmation that flat rate exchange offer in point 1 mentioned above in this table is the net exchange value and includes the PIA's core APU buying/exchange impact. Please Tick.	<input type="checkbox"/> Yes <input type="checkbox"/> No	

Marks will be calculated as per following formula:

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

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.

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 time the sum of any commission, gratification, brief, 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)