

BIDDING DOCUMENT

**VSAT bandwidth services required at PIACL Skardu, Gilgit and Turbat
Stations**

(Single Stage Two Envelop Procedure)

(National 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

Section 7: INTEGRITY PACT

SECTION 1: INVITATION TO BIDS

Tender No. GMCM/VSAT/SKD/GIL/TUK/06/2026

Date: 22-06-2026

**VSAT bandwidth services required at PIACL Skardu, Gilgit and Turbat
Stations**

1. The *Pakistan International Airlines Corporation limited* now invites sealed bids from eligible Suppliers/vendors VSAT bandwidth services required at PIACL Skardu, Gilgit and Turbat Stations.
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 20-07-2026 (Pakistan Standard Time)**
4. Bids will be opened through EPADS at **1100 Hrs dated 20-07-2026 (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 300,000].

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 300,000** (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

INTRODUCTION

PIACL desires to engage the firm(s) / Service Provider(s) for the procurement of VSAT Internet Bandwidth Services for one (01) year, which will be extendable for two (02) more terms with same terms and conditions.

Scope of work

1. Service provider shall provide 6Mbps downlink / 2Mbps uplink VSAT Internet Bandwidth CIR connectivity unlimited at one/more than one/all of the following mentioned locations:

- a- PIA Booking Office Chashma Bazar Main Road Skardu**
- b- PIA Office Gilgit Airport**
- c- PIA Office Turbat Airport**
- d- PIA Office Skardu Airport**

Service Provider shall terminate their VSAT media / equipment at one/more than one/all mentioned locations.

2. Vendor will be responsible for installing and acquire all permissions from any authorized Regulatory Body where required.
3. Price should be valid for three (3) years.
4. In case of shifting the links from one location to another, the same shall be carried out free of cost.

RESPONSE REQUIREMENTS

Potential bidders must follow the following requirement for their responses.

- Certificate of Company/Firm/Contractor Registration/Incorporation under the laws of Pakistan.
- Valid Registration Certificate for Income Tax & General Sales Tax (GST).
- Bidder must submit earnest money and security deposits as per PIA rules.
- Incomplete and conditional responses will not be entertained.
- PIAC reserves the right to accept/reject any response or cancel the tender process altogether at any stage with assigning reason.
- Responses are liable to be rejected if; they are not confirmed to the terms, conditions and specifications stipulated in this document.
- The Responses submitted via email or fax will not be entertained

for **Pakistan International Airlines**

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SECTION 4: TECHNICAL BID EVALUATION CRITERIA

EVALUATION CRITERIA

Bidder should be vigilant:

- To fulfill all requirements as laid down in Mandatory Requirements.
- That proposed bid may be rejected if any of the requirement(s) is not met in “Mandatory Requirements” and no further condition shall be given.

MANDATORY REQUIREMENTS

S. No.	Description	Document Required
1	Service Provider shall terminate their VSAT media / equipment at one/more than one/all mentioned locations: <ol style="list-style-type: none"> 1. PIA Booking Office Chashma Bazar Main Road Skardu 2. PIA Office Gilgit Airport 3. PIA Office Turbat Airport 4. PIA Office Skardu Airport 	Letter on Company's letter head
2	Bandwidth of Data/Internet link should be dedicated/CIR for both Uplink and Downlink.	
3	Customer Support must be 24x7x365 and must provide graphical user interface of utilization.	Letter on company's letter head

Technical Passing Marks=Bidders who fulfill Mandatory requirements will be declared technically qualified

SECTION 5: FINANCIAL BID EVALUATION CRITERIA
FINANCIAL OFFER:

S. No.	VSAT Internet bandwidth service cost, Including all Items with Required Quantity	Monthly Amount PKR	Amount for One Year PKR	Applicable Tax on yearly amount with tax rate ___ % PKR	Total amount for one year including tax PKR
1	PIA Booking Office Chashma Bazar Main Road Skardu				
2	PIA Office Gilgit Airport				
3	PIA Office Turbat Airport				
4	PIA Office Skardu Airport				
TOTAL					

Methodology for Assessing Most Advantageous Bid

Technically qualified bidder with lowest offer will be considered as the Most Advantageous Bidder (LCB)

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.