

PAKISTAN INTERNATIONAL AIRLINES CORPORATION LIMITED ("PIACL")



**Designing and Construction of Business Class Lounge at New
Islamabad Airport**

A) Submission and preparation of proposal

Pakistan International Airlines Corporation Limited (PIACL) invites the proposals based on single stage two envelopes basis from well experienced interior designers and turn-key solutions providers. Following procedure is defined for participation in the tender.

1. There are 3 Phases of the tender. Phase-1(profile evaluation). Phase-2 Design and quality Presentation Evaluation Phase-3 Financial Evaluation
2. In Phase-1 all bidders are required to submit the Profiles, Design & Layout, and Financial Proposal containing all necessary documents mentioned in Annexure-1. Profiles will be evaluated based on criteria mentioned in Annexure-1. Shortlisted Bidders of Phase 1 will be called for phase 2 in PIA head Office Karachi for presentations of their designs and sample items as mentioned in Scope of Work. Three shortlisted bidders of phase 2 will be selected for phase -3 for financial evaluation and one bidder with lowest financial proposal will be selected for supply of his approved design and quality of materials.
3. The bid should include 02 envelopes clearly marked as technical and financial proposal. Technical bid should include pay order of PKR 2000/- (non refundable) as tender fees and a complete detailed design proposal presentation on CD.
4. The financial proposal should be accompanied with a Pay Order equivalent to 2% of the bid price payable in favor of Pakistan International Airlines as interest free Earnest Money (Refundable). Earnest Money in any other shape shall not be accepted.
5. Proposals received after stipulated date & time shall not be considered. PIA will not be responsible for postal delays. The decision of General Manager Facilities Management in this regard shall be final and binding. Documents sent by e-mail will not be accepted. Service Providers failing to provide the required information will be disregarded. PIA has complete right to disqualify any applicant at any stage if it is being found as blacklisted, delayed application submission, false information and in any other activity against the corporation as per PPRA rule
6. All Other conditions are mentioned in details in contract.
7. Bids will be valid for 120 days .
8. All bidders are required to send proposals to General Manager Facilities Management, 1ST FLOOR, FLIGHT OPERATION BUILDING, PIA HEAD OFFICE.JIAP, Karachi latest by 14th November 2018 **till 1500Hrs**. The proposal may be dropped in the tender box marked as **“Designing and Construction of PIA Business Class Lounge”** latest by 1500 hours on the specific date.

Yours truly,

GENERAL MANAGER
FACILITIES MANAGEMENT DIVISION
1ST FLOOR, FLIGHT OPERATION BUILDING
PIA HEAD OFFICE.
Tel: 021-99044650
Email: dgmprojects.works@piac.aero

B) DATA SHEET

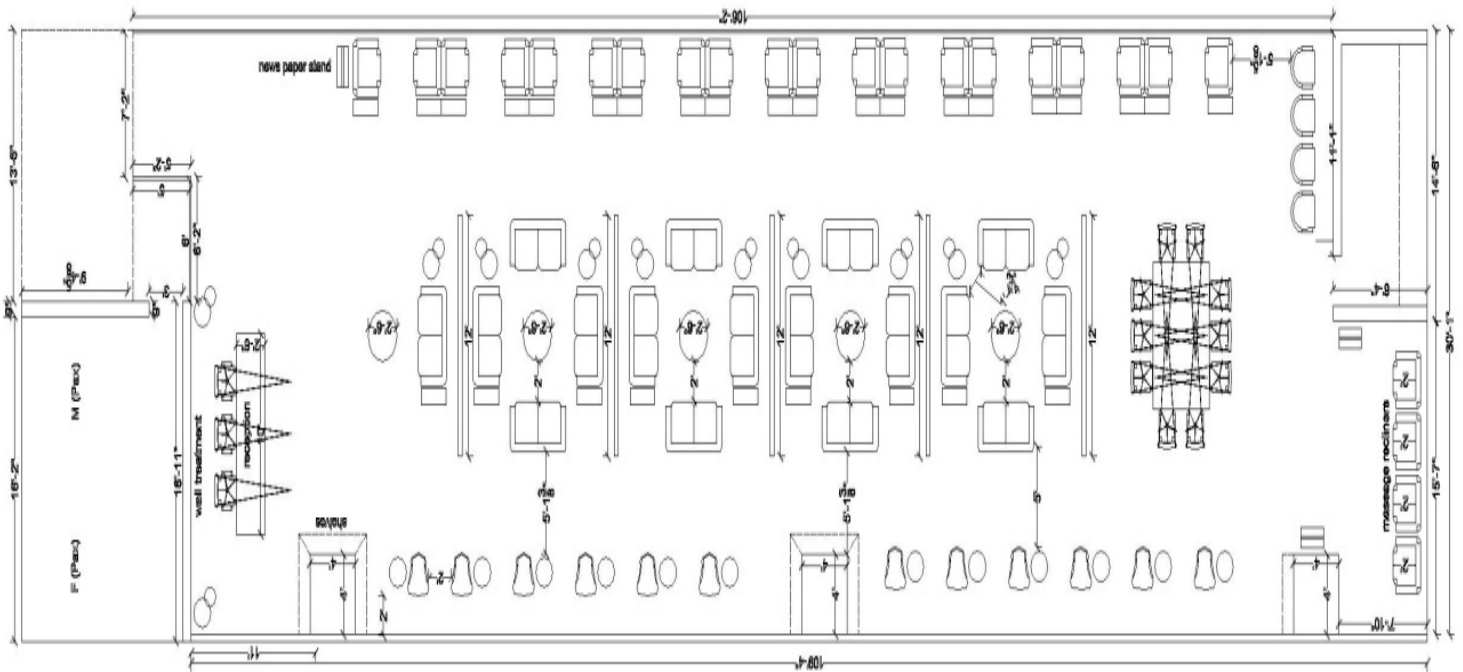
1.	The name of the Assignment is: Designing and Construction of Business Class Lounge at New Islamabad Airport.
2.	The name of the Client is: Pakistan International Airlines Company Limited (PIACL)
3.	The description and the objectives of the assignment are: Objectives are to Design and Construct Business Class Lounge at New Islamabad Airport.
4.	Phasing of the Assignment (if any): YES
5.	Pre-Proposal Conference: MANDATORY AFTER SITE VISIT. . Prebid meeting to be held on 24 th October 2018. Please contact the undersigned of time and venue
6	The name(s) and address(es) of the Client's Official(s) is (are): GENERAL MANAGER FACILITIES MANAGEMENT DIVISION 1 ST FLOOR, FLIGHT OPERATION BUILDING PIA HEAD OFFICE. Tel: 021-9904650 Email: dgmprojects.works@piac.aero
7	The Client shall provide the following inputs: All Data and Reports available with Client
8	Association with other Short Listed Consulting Firms : Not Allowed
9	The number of copies of the Financial Proposal required are: Original Only
10	The address for writing on the proposal is GENERAL MANAGER FACILITIES MANAGEMENT DIVISION 1 ST FLOOR, FLIGHT OPERATION BUILDING PIA HEAD OFFICE. Tel: 021-9904650 Email: dgmprojects.works@piac.aero
11	Date and time of proposal submission is 14 th November 2018 @1500 HRS.
12	Date and time of opening of Technical Proposal is 14 th November 2018 @ 1530 Hours
13	Opening of Financial Proposal and presentation of design proposal shall be intimated separately after technical evaluation process is completed.
14	Validity period of the proposal is: 120 Days
15	The location for submission of proposal is: GENERAL MANAGER FACILITIES MANAGEMENT DIVISION 1 ST FLOOR, FLIGHT OPERATION BUILDING PIA HEAD OFFICE. Tel: 021-9904650 Email: dgmprojects.works@piac.aero
16	Method of Evaluation Proposals will be evaluated in accordance with Quality cum Cost Based Selection Method.

C. Introduction

PIA is national flag carrier of Pakistan, serves 48 international and domestic destination and it requires optimal salutation in this business transformation stage for effective execution of new vision, new look, modern PIA to the world. In order to have a fresh look at customer touch points at the new Islamabad International Airport, PIA intends to construct Business Class International Lounge. Considering this change, PIA is looking for an end to end (one stop shop) turn-key solutions provider from designing of the lounge, international layout, furniture and compartmentalization, lighting and fixtures, flooring or floor fabrication, construction of toilets, electronic, electrical & kitchen items supply, and all other related accessories, in line with modern industry trends and business class lounges in the world.

D. Scope of Work

1. The supplier will have to provide complete services for the designing, construction and commissioning of business class lounge at new Islamabad International Airport site at Fateh Jung Islamabad.
2. The layout must host at least 70 passengers with their luggage at any given time.
3. The supplier will be required to perform below;
 - a. **Designing:** Drawings as per the specifications and layout below.



The design must feature the corporate colors of PIA (Flag Green, Lime Green & Electric Blue); and must put emphasis on the contemporary yet eastern design elements and features, at par with business class lounges at modern airports around the world. The design must also represent the new vision of PIA, as a modern, progressive, quality oriented organization focused on core values of customer centricity and National Pride. The 3D design drawing must accompany the bid documents. Only short listed companies, as evaluated by evaluation committee will be allowed to proceed to the next phase.

- b. **Construction of the Site:** As per the design specifications provided by the supplier and finally selected by the evaluation committee, supplier would be required to perform all activities related to the realization of the design; including but not limited to, all the civil work, installation

of wooden, glass, plastic, metallic or gypsum panels and compartments, fabrication, furnishing, glazing, wiring, installation of lighting, sockets and other fixtures etc.

- c. **Furnishing of the Site:** Based on the design layout pasted above, the furnishing of the site must be done with furniture as per specified below;

1	1:-RECEPTION COUNTER 2:- BACK WALL	Announcement area	1:- RECEPTION COUNTER:- Providing and fixing reception counter with standard size at site, main structure made of 32mm thick sandwich of MDF board (medium density fiber board) with both side 0.6 mm thick Ash veneer, pressed with urea format glue on 90centigrade temperature with hydraulic pressure 50/100 kg per cm2, opened edges covered with 2mm thick solid and seasoned Ash wood (imported from America) edging with hot melt glue on automatic edge banding machine, finish with PU lacquer with approved stain, working and client top of imported 12mm corian 2:- BACK WALL:- main frame made of imported FIR wood covered with 16mm thick MDF board, finish as per approved graph design, above portion with solid and seasoned Ash wood as per design finish with PU lacquer with approved stain, complete in all respects.
2	SOFAS AND TABLES	FAMILY SITTING AREA	SOFAS:- supplying of sofas with upholster arms as per design at site, internal structure made of imported FIR wood/ acacia wood with termite proofing spray, using imported metal zic zac spring as per international standard, and 1st grade rubber foam with polyester sheet, seat, back rest and arms cushioned with leatherette, TABLES:- supplying of corner table as per design, lower structure made of mild steel rods with approved powder coated finish, top made of 12mm thick corian top, complete in all respects.
3	CORNER RACKS	SITTING AREA	1:- CORNER RACK, Providing and fixing corner racks as per site sizes, main structure made of 16mm thick of MDF board (medium density fiber board) with both side 0.6 mm thick Ash veneer, pressed with urea format glue on 90centigrade temperature with hydraulic pressure 50/100 kg per cm2, opened edges covered with 2mm thick solid and seasoned Ash wood (imported from America) edging with hot melt glue on automatic edge banding machine, finish with PU lacquer with approved stain, shelve with 8mm thick clear, complete in all respects.
4	DINING TABLES	DINING AREA	1:- DINING TABLE, Supplying of dining table size 42" X 42"X 30" height as per design, main lower structure made of solid and seasoned Ash wood, (legs and border), top made of 16 mm thick MDF board (medium density fiber board), finish with approved stain and PU lacquerstain,12 mm thick corian top , complete in all respects.
5	DINING CHAIRS	DINING AREA	1:- DINING CHAIRS, Supplying of armless dining chairs with standard size as per design, main structure made of solid and seasoned Ash wood, (legs and border), finish with approved stain and PU (poly urethane) lacquer stain, seat and backrest cushioned with approved leatherette, complete in all respects.
6	BACK WALL	DINING AREA	BACK WALL:- main frame- made of imported FIR wood covered with 16mm thick MDF board, finish as per approved graph design, complete in all respects.
7	SERVICE COUNTER	DINING AREA	SERVICE COUNTER:- providing and fixing service counter at site as per approved design, main structure made of 32mm thick sandwich of MDF board (medium density fiber board) and 16mm thick vertical partition with both side 0.6 mm thick Ash veneer, pressed with urea format glue on 90centigrade temperature with hydraulic pressure 50/100 kg per cm2, opened edges covered with 2mm thick solid and seasoned Ash wood edging with hot melt glue on automatic edge banding machine, finish with PU lacquer with approved stain, front with approved leatherette padding, 12 mm thick working and client top of imported 12mm corian
8	BAR STOOLS	DINING AREA	1:- BAR STOOLS, Supplying of armless bar stools with standard size as per design, main structure made of solid and seasoned Ash wood, (legs and border), finish with approved stain and PU (poly urethane) lacquer stain, seat and backrest cushioned with approved leatherette, complete in all respects.

9	HIGH BACK REVOLVING CHAIR	SITTING AREA	HIGH BACK REVOLVING CHAIR:- supplying of high back revolving chair with arms as per design, seat and back imported ply curb structure, having five star revolving nylon base with twin disc wheels casters, height adjust with gas lift, seat, backrest and arms cushioned with approved leatherette, complete with all respects.
10	NEWS PAPER RACKS	SITTING AREA	1. NEWS PAPER RACKS, Providing and fixing news paper racks as per design site , size 36" X 12" (depth) X 60" height, main structure made of 16mm thick of MDF board (medium density fiber board) with both side 0.6 mm thick Ash veneer, pressed with urea format glue on 90centigrade temperature with hydraulic pressure 50/100 kg per cm2, opened edges covered with 2mm thick solid and seasoned Ash wood (imported from America) edging with hot melt glue on automatic edge banding machine, finish with PU lacquer with approved stain, complete in all respects.
11	LED HANGING BRACK	SITTING AREA	LED HANGING BRACK:- providing and fixing ceiling hanging LED brack, made of meld steel with bearings and finish with black powder coating, complete in all respects.
12	RECLINER IN LEATHER	SITTING AREA	RECLINER IN LEATHER:- Supplying of imported recliner in leather, standard size
13	KITCHEN CABINET	KITCHEN	KITCHEN CABINET;- Providing and fixing kitchen cabinet as per design, structure made of 16mm thick white laminated board with matching PVC edging, front made of high gloss lamination board with matching pvc edging, top in corian, without accerisories, complete in all respects.

Any other furniture which will go consistent with the drawings made by interested parties can be included in the final layout if it is consistent and provide grace, convenience or style to the lounge setting. The quantities are also not specified and will be based on the design scope presented by the bidders.

- d. Support & Maintenance:** Provide spares, replacements and maintenance of the site for a period of 12 months after site handing over to the corporation.

Site Visit: Interested bidders will be allowed a site visit 7 days after the tender publishing for greater understanding of the location / work site. The contact info for the person conducting the site visit can be obtained from the Facilities Management Department, PIA Head Office, Karachi.

e. Requirements of applicants:

The bidder must

1. Be Registered with FBR/SRB/PRB with valid NTN and/or STR numbers.
2. Have Minimum 10 years of experience in the field of interior design and architecture, civil works and site construction with minimum 05 projects of worth more than 50 Million each.
3. Have minimum 10 national or multinational clients.
4. Have minimum annual turnover of PKR 50 Million for Last one year.
5. Have minimum 20 employees for running the business including all outlets including architects, site supervisors, civil works engineers, masons and fixers, labour etc.
6. Have not been involved recently or in his business history in any Litigation with any Client.

Bidders will have to submit the document against each mentioned above requirement. The bidder will also fill the form available in **Anexxure-1**. Bidders without meeting above mentioned requirements will not be considered for further process.

4. Selection Procedure:

1. Bidders will submit their profiles along with 3D Design, Technical and Financial proposals.
2. Profiles will be evaluated as per defined criteria and requirements of tender.
3. Qualified Bidders of Phase 1 will be called to present the furniture, fabric and sample items in the form of a display within 5 days of receipt of request from PIA.
4. Bidder/s with best designed, fabric and quality accessories will be selected based on criteria mentioned in phase 2.
5. Financial proposals will be evaluated and bidder offering lowest bid will be selected.

6. Issuance of Letter of Intent to first bidder of lowest financial proposal
7. Security Deposit 10% will be deducted from each running bill till completion and will be released after 06 month of satisfactory period.
8. Signing of Formal Contract for project execution.

5. Selection Criteria

PHASE-1 (PROFILE EVALUATION-100 MARKS) Passing Marks (75)

Participants will be evaluated as per criteria defined below. Total 100 evaluation marks will allocated for 5 categories. Each category has specific marks. Bidders with complete documents (as list mentioned above) will be considered for evaluation for phase 1. All qualified bidders will be called for presentation of phase 2.

- Company Experience (10 marks)
- Clientage details (10 marks)
- Human resource (10 marks)
- Financial health (10 marks)
- Litigation history (10 marks)
- Design (50 marks)

1. Company Experience (Marks Allocated 10)

The Service Provider must have the requisite technical and professional expertise regarding interior design & architecture, furnishing, fabrication, production and sourcing for retail and/or national and multinational brands.

S.NO.	YEARS OF EXPERIENCE	MARKSS ALLOCATED	MARKS SECURED
1	20 YEARS OR ABOVE	10	
2	10-19 YEARS	8	
3	5-9 YEARS	5	

Experience certificate mentioning the number of years will be provided by the participant at its letter head, which will be double checked with the date of issuance of NTN or company registration certificate.

2. Clientage Detail (Marks Allocated 10)

Participant will provide the list of clients at company letter head and also the letter from each client.

S.NO.	LIST OF CLIENTS	MARKSS ALLOCATED	MARKS SECURED
1	MORE THAN 20	10	
2	10-19	8	
3	5-9	5	

3. Personnel Experience Qualification (Marks allocated 10)

Participant will provide a certificate of List of employs with type/no. of experience on company letterhead and with NIC/service card copies. PIA will evaluate as per following criteria.

S.NO.	NO. OF EMPLOYEES	MARKSS ALLOCATED	MARKS SECURED
1	MORE THAN /EQUAL TO 100	10	
2	50-99	8	
3	20-49	5	
4	LESS THAN 20	0	

One (1) Mark will be allocated (maximum 10 marks for 100 & plus employees) for 20 employees with minimum 3 years related experience.

4. Litigation History (Marks allocated 10)

Agency will be evaluated with its litigation history with any entity/Airline current & pending on similar service. One mark will be deducted up to maximum five marks for any current or historical case with any entity/airline (vice versa). Agency is required to submit the case history at its letter head. Otherwise PIA has right to disqualify or terminate the contract if PIA finds any litigation case of the agency, during or later on at any stage.

S.No.	Litigation History	Marks Allocated	Marks Secured
1	NO LITIGATION	10	

5. Financial Health (Marks allocated 10)

Participating organization must provide a letter mentioning average annual turnover for last 3 years accompanied bank statement of last 3 years. Minimum Qualifying marks are 5.

S.No.	Turnover (PKR)	Marks Allocated	Marks Secured
1	Average Annual turnover of last three years > PKR 200 Millions	10	
2	Average Annual Turnover of last three years > PKR 100 Millions	7	
3	Average Annual Turnover of last three years > PKR 50 Millions	5	

PHASE-2

1. Design (Marks allocated 50) Passing Marks (35)

Participating organization must provide 3D Design Drawing as per the specifications provided in Section C above. Minimum Qualifying marks are 35. The design will be evaluated as per following;

Design Presentation	50 Marks	MARKS SECURED	Marks Range
Comfort and practicality considering flow and open areas in design	10		E G A P
Style and design compliance to aviation industry	10		E G A P
Facilities provided in the lounge (such as lounge area, relaxers, dining areas, kitchen etc)	10		E G A P
Colour combinations (using PK Corporate Colours) and relativity to PIA's brand personality	10		E G A P
Ability to Construct the Site with 45 days	10		YES or NO

Excellent –9-10 Good 7-8 Average 4-6 Poor 0-3

PHASE-3 (FINANCIAL EVALUATION)

Minimum One (01) or Maximum Three (03) Bidders with highest or equal marks will be qualified for evaluation of financial proposals, while only one bidder (between three technically qualified bidders) offering lowest financial proposal will be selected as PIA's Business Class Lounge Designer and Construction Firm. All bidders are required to fill the annexure-2 for submission of financial proposals. The sealed financial proposals of non-qualified bidders of phase-2 will be returned without opening the financial bids.

Annexure-1

Profile Evaluation form

Name of the Service Provider:

Sr.No	Phase-1 Criteria	Yes	No	Remarks
1	Be Registered with FBR//PRB/SRB with valid NTN and/or STR numbers.			
2	Have Minimum 10 years of experience in the field of interior design and architecture, civil works and site construction with having minimum 05 projects of 50 Million each			
3	Have minimum 20 employees for running the business including all outlets.			
4	Have at least minimum 10 clients.			
5	Have Minimum annual turnover PKR 50 Million for Last one year.			
6	Never involved recently or in his business history in any Litigation with any Client.			
7	Have submitted 3D Drawings			

Documents attached:

Sr.No	Document	Yes	No	Remarks
1	Annexure1 and Annexure 2 in separate envelops			
2	Pay order PKR 2,000 as tender fee			
3	Pay order @ 2% of Bid Price as earnest money			
4	Sales and Income tax certificates			
6	Experience Letter (company letter head)			
7	Clientage list(Company letterhead)			
8	Letters/contracts from all clients			
9	Human resource details (Company letterhead) with CNICs of the company			
12	Minimum Bank statement for last 1 year of PKR 50 Million			
13	Litigation History if any (Company letterhead)			

Any other Detail:

Name in full Designation

CNIC Phone / Fax #

Address

Signature Date

Annexure-2

Financial Proposal Form:

Sr.No	Description	Price PKR
1	Designing and construction of PIA Business Class International Lounge (End to End) as per specification in Section C of this document	

***NOTE:**

- Prices must be submitted with complete breakup, item wise, the payments will be made against actual work done.
- Price Quotes should be valid for a minimum period of 120 days from the date of opening of tender.

Any other Detail: _____

Name in Full _____ Designation _____

CNIC _____ Phone / Fax _____

Address _____

Signature _____ Date _____