

Tender No. DGMPC/Air Condition/26

Dated. 10-06- 2026

Tender Cost Rs 15,000.00

Earnest Money Rs 50,000.00 must submit with Financial Proposal

INVITATION TO BID

1. Pakistan International Airline (PIA) invites quotations through EPADS and sealed bids from renowned (Eligibility as per Bidding Documents) Vendors "Single Stage Single Sealed Envelope Basis" for supply of

Procurement of Ceiling Cassette Heat & Cool 8 Way Air Discharge Air Conditioner 4.0 Ton

2. Bidding documents containing detail terms and conditions, etc. are available at electronically and can be downloaded from
3. PIACL Website [https://www.piac.com.pk/corporate/sales- procurement/tenders](https://www.piac.com.pk/corporate/sales-_procurement/tenders)
4. PPRA Website <https://www.ppra.org.pk/active-tenders>
5. EPADS-PPRA website <https://www.eprocure.gov.pk> through Supplier Login
6. Bids should be submitted electronically through EPADS.
Please Note. Manual submission of bid without E-PADS is NOT allowed.
7. The bids must be prepared in accordance with the instruction in the bidding documents and must submit by **29-06-2026 at 10:30 AM**. Bids will be opened on the same day at 11:00 AM.
8. Hard Copy of bid along with Original Bid Security instrument **MUST BE** submit to the under signed before deadline of the bid.

Pakistan International Airlines

Local Purchases Commercial Section

1st Floor, Supply Chain Management Department Building, [PIACL],

Head Office Karachi Airport-75200 Pakistan

Tel: +92-21-99043304 / 5379, Fax: +92-21-34570120

E-mail. dgmcp@piac.aero / khijzpk@piac.aero / ghulam.ali@piac.aero

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

Instructions to Bidders [Must Read Carefully]

Important Note:

After Submission of bids through E-PADS, following evidences are required:

- E-PADS Reference _____
- Tender Fee: PKR _____
- Bid Security: PKR _____
- Quality Tender Samples (Qty) _____
- Technical Literature (If applicable) _____
- Company Profile _____
- Certifications _____
- Authorizations _____

Manual bids must be submitted before Closing date i.e. _____

M/s. _____

Sub: Procurement of Ceiling Cassette Heat & Cool 8 Way Air Discharge Air Conditioner

Dear Sirs,

Pakistan International Airline (PIA) invites quotations through EPADS and sealed bids from renowned Eligible Vendors "Single Stage Single Sealed Envelope Basis" for supply of below tabulated items / goods / services. The terms & conditions of the tender / supplies are given below:-

SUBMISSION OF TENDER [MANUAL]

1. You are required to send your sealed tenders on "Single Stage Single Envelope Basis" addressed to D.G.M Procurement Management, Supply Chain Management, 1st Floor SCM Department Building, PIACL Head Office, JIAP Karachi-75200 by **29-06-2026**.
2. The tenders may be dropped in the tender box marked as "Tender Box Commercial Purchases" placed at the entrance / stairs of the PIA Supply Chain Management Building latest by 10:30 hours on the specified date.
3. You may also send your tenders through registered A/D, which must reach before the closing date and time mentioned above.
4. Tenders will be opened at 11:00 hours, the same day in the presence of bidders. [optional]
5. Both technical & Financial Proposals should be sealed with Scotch Tape with authorized signature.
 - a) Tenders must be in two separate sealed envelopes;
 - ✓ [Technical Proposal] → with Tender Reference Number & Supplier Name.
 - ✓ [Financial Proposal] → with Tender Reference Number & Supplier Name.
 - b) Note: All foreign bidders must mention Tender Ref No, date of opening & item description on their OUTER courier envelope. [strict compliance]
6. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for any postal delays.
7. The decision of General Manager [Procurement] in all terms & conditions respect shall be final and binding.

EARNEST MONEY *[for local bidders only]*

The **FINANCIAL** Proposal should be accompanied with a Pay Order [issued by any scheduled bank] amounting **Rs 50,000.00** and must be payable at Karachi Pakistan in lieu thereof in the name of M/s. PAKISTAN INTERNATIONAL AIRLINES CORPORATION LIMITED as interest free Earnest Money [Refundable] only with Financial Proposal. All tenders without Earnest Money shall not be considered.

SECURITY DEPOSIT - *[for local bidders & optional for foreign bidders]*

Successful bidders, upon award of Contract / Purchase Order an additional amount of **PKR 80,000.00** [will be called if required] as interest free Security deposit in shape of Pay Order or a Bank Guarantee of equivalent amount [duly countersigned by the Head Office of the Bank], Bank Guarantee remain be valid 03-months after expiry of the Contract. *[for foreign bidders PIA may call some amount as Security Money by new participants upon evaluated 1st lowest bidder (if required)]*

PREPARATION OF TENDER

Tender will be opened on “Single Stage Single Envelopes” basis. All bidders must submit one sealed envelopes “Technical proposal and Financial Proposal” on specified tender opening date/time. Technical Proposal will be opened on same date, whereas Financial Proposal will remain sealed till the evaluation of samples according to the specifications. Financial Proposal of only those bidders will be opened whose sample are found acceptable. Evaluation Report as per PPRA Rule-35 will be uploaded on both PPRA and PIA websites.

FINANCIAL Proposal - *[having following documents]*

1. Tender Schedule –“A” Complete Form duly filled in, signed, stamped every page and sealed with scotch tape.

Financial Proposal - *[having following documents.*

1. **Tender Fees Pay Order of Rs 15,000.00 [Non Refundable]** - *On back side of Pay Order, Vendor must write company name/stamp, Tender Ref. No, date, Earnest Money & amount*] - *for Local Bidders only*
2. **Earnest Money amounting Rs 50,000.00 of Total Bid Value in shape of Pay Order [issued from any scheduled bank] as Earnest Money [Refundable/Interest Free]** - *On back side of Pay Order, Vendor must write company name/stamp, Tender Ref. No, date, Earnest Money & amount*] - *for Local Bidders only*
3. **Technical Proposal of item & Company profile.**
4. **Copy of GST & NTN Certificate** - *[for local bidders only]*
5. **Manufacturers or Authorized Distributors of Manufacturer [with Authorization Letter from Manufacturer], General Order Supplier, Wholesaler, Stockiest OR Related Trade can participate.**

All information about the material proposed to be supplied must be given as required in the schedule to tender - The tender will not be considered if complete information required is not given therein - Particular attention must be paid to delivery time - Authorized Signatures of individual signing the tender and other documents connected with the contract must specify whether signing as:

- a) Sole Proprietor or his attorney.
- b) A registered active partner of the firm or his attorney.
- c) For the firm per procreation.
- d) As secretary, Manager, Partner, etc., or their attorney in case of firms registered under Partnership Act.
- e) In any query without hesitate you will contact / emails mentioned concerned officer.

PRICES

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule of tender, inclusive of all duties / taxes, packing, octroi and delivery charges for free delivery to PIA Local Receipt Section Supply Chain Management [old P&L] Department Building PIA Karachi Airport. However, if GST is applicable, same should be shown separately.
- b) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
- c) The Prices must be stated for each item separately both in words and figures. Additional information, if any must be linked with entries on the Schedule to Tender.
- d) Offers must be valid for 120 days. [Extendable in line with PPRA Rules]
- e) Rates must be written on PIA prescribed form otherwise Bids will not be entertained.
- f) Correction White Fluid or Over Writing strictly is not allowed otherwise tender will be rejected/ not-considered.
- g) For foreign bidders, rates will be converted into local currency at the date of financial opening & will be locked till completion of P.O supplies.
- h) Hand written bid [RATES] via Pen / Marker / Pointer etc will not be acceptable. Only TYPED BID / TYPED UNIT RATES will be accepted. Alternatively Transparent TAPE should be pasted over WRITTEN RATES. Non-Compliance of above may result in REJECTION OF YOUR BIDS.

ACCEPTANCE OF TENDER

PIA does not pledge itself to accept the lowest tender and reserve the right to accept or reject any or all tenders / quotations, divide business among more than one supplier or accept the tenders at rates on lowest individual items or extend the date of opening / cancel as per PPRA Rules.

Yours truly,
for and on behalf of **Pakistan International Airlines**

Purchases Commercial
Supply Chain Management – PIA KHI

Encl;

1. Tender Schedule “A” & “B” complete form.
2. Undertaking [If attached with tender]

Note *Prescribed Tenders form for the subject item may be directly downloaded from*
<http://web.piac.com.pk/> or www.ppra.org.pk websites.
<https://www.piac.com.pk/corporate/sales-procurement/tenders>

Financial Evaluation

Tender Schedule "A"

Ref No. DGMPC/Air Condition/26 [enclose in Financial Envelope only]

Particulars of Item	Unit	Quantity Required	Unit Rate Rs [Exclusive of GST]	GST [if Applicable]	Total Value Rs. [Inclusive of GST]
Air Conditioning Unit 4.0 Ton Ceiling Cassette Heat & cool 8 Way Air Discharge Air Conditioner with standard kit remote safety tools and 5 year parts and compressor supplier warranty(Mandatory) Compressor:T3 Airflow: 360-degree round-flow discharge prevents uneven temperatures and dead zones Technology: Full DC Inverter compressor, which intelligently adjusts output to match cooling load Refrigerant Gas: R-410A Btu-48500-52500 EER :3.0++ Power Supply: 380-415v,3 Ph, 50Hz Excellent Air Distribution Auto Random Restart with Last State Memory Built in High Head Drain Pump Wired Handset Supplied as Standard Mount With Decorative Panel Decorative Panel 2ft *2ft Sleep Mode Self Diagnosis Feature Compact Unit Design Bran daikin/Acson imported or equivalent Site is operational 24/7 hence only quality product will be technically accepted	EA	01			
Total Value in figures/words →					
				Total Contract Value Rs →	
				Earnest Money Amount Rs →	
				50,000.00	

Note:

- All participants must quote one rates. Rates must be inclusive of all Govt. Taxes but GST shall be mentioned separately [if applicable] - GST [if applicable] will be paid on items where applicable.
- After receiving of P.O bidder must submit additional amount [as mentioned above] as Security Deposit within fifteen [15] working days. [for local bidders if required].
- Deliver required within 15 days after P.O received or as agreed [both mutual understanding basis].
- Bidders are required to offer one rate despite offering more than one proposal / sample. In case of more than one financial offer / rate, bidders must submit separate Technical & Financial Proposals [with tender fee & Earnest Money for local bidders].

I / We hereby confirm having read and understood the terms and conditions of the tender and I / we expressly confirm and agree that our tender for the supply of above mentioned items are in terms of and subject to the terms and conditions of the tenders.

Must fill all mentioned fields.

Bidder's Signature _____ Bidder's Name _____
 Designation _____
 Address _____
 Tel No. _____ Fax No. _____
 Contact Person _____
 Cell No. _____
 Valid Email _____
 GST No. _____
 NTN NO. _____ SEAL _____

Tender Schedule “B”

Tender No. DGMPC/Air Condition/26

Tender Terms & Conditions

1. If any stage documents provided by bidder found tempered /bogus deposited E/Money will be fortified.
2. All participants are required to quote rates inclusive of all Govt: Taxes & GST separately. [for local bidders]
3. Please note that quoted rates must be firm and final in all respect.
4. Guarantee & warrantee must be provided. [if applicable]
5. Payment TERMS NET THIRTY DAYS or as agreed.
6. Income tax will be deducted at source. [for local bidders]
7. Quotation must be valid for 120 days from the date of technical proposal opening.
8. Quantity 15% may increase or decrease.
9. Bid will be awarded on technically qualified individual lowest rates basis.
10. All foreign vendors must send their sealed quotation via courier service, with *cross reference Tender No.* directly to General Manager [Procurement], Supply Chain Management, 1st Floor [old P&L Department] Building PIACL Head Office J.I.A.P Karachi Airport – 75200, in case of postal delay PIA will not be responsible.
11. Items are subject to evaluation by providing advance sample to determine the required quality by the user department/Joint Evaluation Committee. Item found below PIA standard shall be rejected & not entertained.
12. If goods deliver late than delivery schedule mentioned in Purchase Order. An amount equivalent 2% / multiple by time bar will be deducted from invoice / bill of bidder [as per rules].
13. PIA has right to visit the bidder's manufacturing site [if required].
14. Technically successful bidders will be informed their results & Financial Opening date.
15. If you have any query you can contact without any hesitation to concerned Procurement Officer email ghulam.ali@piac.aero +92-21-99043304 / +92-300-4993634

[RUPEE ONE HUNDRED NON-JUDICIAL STAMP PAPER]

[Enclose with technical proposal]

General Manager [Procurement]

Supply Chain Management

1st Floor Supply Chain Management [old P&L] Department, Building,
Pakistan Intentional Airlines Corporation Limited
Head Office J.I.A.P Karachi Airport 75200 Pakistan.

Subject: UNDERTAKING TO EXECUTE CONTRACT

Dear Sir,

1. We / I, the undersigned bidders do here by confirm, agree and undertake to do following in the event our / my tender for _____, is approved and accepted:-
2. That we / I will enter into and execute the formal contract, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledged and which has been studied and understood by me / us without any change, amendment, revision or addition thereto, within a period of seven days when required by PIA to do so.
3. That all expenses in connection with the preparation and execution of the contract including stamp duty will be borned by us / me.
4. That we / I shall deposit with PIA the amount of Security as specified in the contract which shall continue to be held by PIA until three months after expiry of the contract period.
5. That in event of our / my failure to execute the formal contract within the period of Seven days specified by PIA the Earnest Money/Security Deposit held by PIA shall stand forfeited and we / I shall not question the same.

Bidder's Signature _____

Name in Full _____

Designation _____

Cell No: _____

Email: _____

Address: _____

Phone No _____

Fax No _____

N.I.C. # _____

Seal _____ Dated _____

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 sub-division 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 and arrangements 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.

PARTICIPATION AUTHORIZATION LETTER

*Must be filled by Representative of Company with C.N.I.C Copy, Company Identification & must be submit with
Technical Proposal only*

TO WHOM IT MAY CONCERN

Dated. _____

I namely _____

Bearing CNIC* No. _____

Representing M/s. _____,

Am hereby authorized by my company to submit proposal against

Tender No: _____

For [item] _____

To PIA and observe proceeding on tender opening day. Copies of my CNIC & Company Card copy are enclosed.

Authorized Signature & Seal of Supplier with Designation _____

Address _____

Telephone No _____ **Cell No.** _____

Fax No: _____ **Valid Email** _____

**Computerized National Identity Card*