

Tender No. PIAC/PR-25012381/26

Dated. 30-03- 2026

Tender Cost Rs 30,000.00

Earnest Money Rs 50,000.00 must submit with Technical 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 Two Sealed Envelope Basis" for supply of

Renewal of Kaspersky Endpoint Security for Business-Advance OR Higher for Server and Workstations

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>
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 **20-04-2026** 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. dgmmpc@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 Renewal of Kaspersky Endpoint Security for Business-Advance OR Higher for Server and Workstations

Dear Sirs,

Pakistan International Airline (PIA) invites quotations through EPADS and sealed bids from renowned Eligible Vendors “Single Stage Two 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 Two Envelope Basis” addressed to D.G.M Procurement Management, Supply Chain Management, 1st Floor SCM Department Building, PIACL Head Office, JIAP Karachi-75200 by **20-04-2026**.
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 **TECHNICAL** 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 Two Envelopes” basis. All bidders must submit two 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.

TECHNICAL Proposal - *[having following documents].*

1. Tender Fees Pay Order of Rs 30,000.00 [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. Specifications must be attached with Technical Proposal.
6. Manufacturers or Authorized Distributors of Manufacturer [with Authorization Letter from Manufacturer] can participate.
7. Technical Proposal [Certificates & Distribution Letters only] should be submitted in 02-two sets, inserted in Technical Proposal Envelope. [One for Technical Evaluation & One for file record]. Mandatory

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.

- Note. All Foreign Bidders must sent their samples / tender envelopes on DDP [Delivery Duty Paid this is only for Tender Samples / Envelopes] basis. Outer Courier Envelope must be with cross Tender Reference Number/ Item Description.

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>

RFP for Renewal of Kaspersky Endpoint Security for Business-Advance OR Higher for Server and Workstations

Pakistan International Airlines (PIA) invites proposals for the renewal / upgrade of 2,000 licenses of Kaspersky Endpoint Security for Business – Advanced or higher.

Scope of Work

The selected vendor shall provide:

- Renewal/Upgrade of 2,000 endpoint licenses to Advanced tier or higher, with full EDR functionality and host isolation activated and managed via an on-premises console.
- Technical assistance for the complete deployment, configuration, and validation of the upgraded solution.
- Provision of remote troubleshooting and on-site technical assistance throughout the subscription period.
- Provision of comprehensive technical training for five (05) nominated personnel, covering advanced EDR investigation, incident response workflows, and full Kaspersky Security Center (KSC) administration.

Service Description

The following license renewal/upgrade will be required.

Type of Services	Quantity
Renewal of Kaspersky Endpoint Security for Business – Advance or Higher for servers and workstations	2000

Mandatory Technical Requirements

The renewal/upgrade must include the following capabilities:

- Integrated Endpoint Detection and Response (EDR) functionality.
- Behavior-based threat detection and exploit prevention.
- Ransomware rollback capability.
- Endpoint isolation capability for incident containment.
- MITRE ATT&CK technique mapping support.
- Centralized management via a single Kaspersky Security Center console.
- Support for on-premises environments.

Vendor Eligibility Criteria

Bidders must provide the following mandatory documents / evidence:

- OEM or officially authorized Kaspersky partner / distributor (Gold-tier or higher)
- Must provide a Manufacturer Authorization Letter (MAL) specifically for this project.
- Minimum 03 years of experience in cybersecurity in Pakistan.
- Minimum 03 active customer references (min. 1500 nodes each). (attach evidence).
- Evidence of at least 03 Kaspersky-certified technical resources (attach valid certificates).
- Must have physical offices or designated technical representatives in Karachi and Islamabad.
- Signed undertaking for 24/7/365 technical support throughout the subscription period.
- Valid GST and NTN registration; must be on the FBR Active Taxpayer List.
- Affidavit on stamp paper confirming the bidder is not blacklisted/debarred by PIA or its subsidiaries.
- Provision of off-site technical training for 05 resources on EDR management and KSC administration.

Financial Evaluation

Tender Schedule "A"

Ref No. PIAC/PR-25012381/26 [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]
<u>Antivirus Software</u> Renewal of Kaspersky Endpoint Security for Business-Advance OR Higher for Server and Workstations	EA	2000			
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].
- 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].
- Delivery 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. PIAC/PR-25012381/26

Tender Terms & Conditions

1. If any stage documents provided by bidder found tempered /bogus deposited E/Money will be forfeited.
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 International 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 borne 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*