

Bid Evaluation Report


1. Name of Procuring Agency: Provincial Disaster Management Authority, Government of Sindh
2. Tender Reference No: INF-KRY-NO.2281/2014 (SPPRA ID) 1575216572
3. Tender Description/Name of work/item: Procurement of one Medium Twin Engine Helicopter for disaster, relief operations and transport
4. Method of Procurement: Single Stage two envelope International Competitive bidding
5. Tender Published: Press (National & International), PDMA and SPPRA Website (SPPRA ID No. 1575216572 & Kawish 05.07.2014, Daily Jang 06.07.2014, Khaleej time 08.07.2014 Dawn & Express Tribune 5.7.2014)
6. Total Bid documents Sold; 08
7. Total Bids Received: One
8. Technical Bid Opening date: (if applicable) 25.08.2014 (Copy attached)
9. No. of Bid technically qualified (if applicable): One
10. Bid(s) Rejected: NIL
11. Financial Bid Opening date: 01.09.2014


12. Bid Evaluation Report:

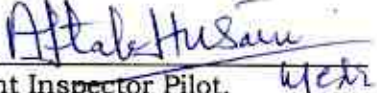
S No	Name of Firm or Bidder	Cost offered by the Bidder	Ranking in terms of cost	Comparison with Estimated cost	Reasons for acceptance/rejection	Remarks
0	1	2	3	4	5	6
1.	M/s Agusta West Land SPA	US\$ 15.95 million	-	-	Qualified as per evaluation report.	-

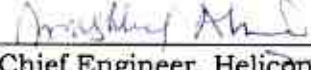
Note: Only one bid was received, which was found in conformity with the required specifications and as per financial and technical evaluation.


Signatures of the Members of the Committee.


 Director General, PDMA Sindh
 (Member / Secretary)

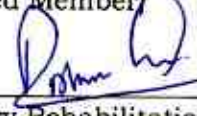

 Chief Pilot (VIP Flights)
 (Member)



 Flight Inspector Pilot,
 Civil Aviation Authority
 CAA, Pakistan (Member)


 Chief Engineer, Helicopter Flight
 Government of Sindh
 (Co-opted Member)


 Chief Pilot (Helicopter)
 (Co-opted Member)

(Post LATING VACANT)
 Special Secretary to Chief Minister
 Member


 Secretary Rehabilitation
 Government of Sindh
 (Member)


 Secretary (GA)
 Government of Sindh
 (Member)


 Additional Chief Secretary / Cooperation Department /
 Chairman Procurement Committee

021-99203181



STAFF OFFICER

No. SO to ACS-Coop/2014/17

GOVERNMENT OF SINDH
COOPERATION DEPARTMENT

Karachi, dated 27th August, 2014

To,

1. The Secretary Rehabilitation Deptt.,
Government of Sindh,
Karachi.
2. The Secretary (GA), SGA&C
Deptt., Government of Sindh,
Karachi.
3. The Special Secretary to Chief Minister,
Sindh, Karachi
4. Brig. (R) Ahmed Salman, Chief
Pilot to Chief Minister, Sindh,
(VIP Flights).
- ✓ 5. Lt. Col. Rizwan, Chief Pilot
(Helicopter).
6. Col. Mushtaq, Chief Engineer,
Chief Pilot Office.
7. Syed Aftab Hussain,
General Manager (GA),
Civil Aviation Authority, Karachi.
8. The Director General, Provincial
Disaster Management Authority,
(PDMA), Karachi.

SUBJECT: MEETING OF PROCUREMENT COMMITTEE FOR THE PURCHASE OF HELICOPTER FOR PROVINCIAL DISASTER MANAGEMENT AUTHORITY (PDMA) UNDER THE CHAIRMANSHIP OF MR. SHAHZAR SHAMOON, ADDITIONAL CHIEF SECRETARY, COOPERATION DEPARTMENT/ CHAIRMAN PROCUREMENT COMMITTEE

I am directed to refer to above captioned subject and to state that the financial bid for the procurement of Helicopter will be opened on 1st September, 2014 at 02:00 pm in the PDMA Head Office Situated at:-

House No. 40, Street No. 24, Phase-V,
Khayaban-e-Mujahid,
DHA, Karachi.

It is therefore, requested to kindly make it convenient to attend the said meeting at the above mentioned date, time and venue please. (Minutes of the last meeting which was held on 23rd August, 2014 is attached).

(ADAM NABI KHOSO)
Staff Officer
to ACS Cooperation Department
Chairman (Procurement Committee)

MINUTES OF THE MEETING FOR TECHNICAL BID OPENING FOR THE
PROCUREMENT OF HELICOPTER FOR PDMA SINDH

A meeting of the Procurement Committee for the purchase of a new helicopter for PDMA Sindh was held under the chairmanship of Mr. Shazar Shamoon, Additional Chief Secretary, Cooperation Department, Government of Sindh on 25th Aug, 2014 at PDMA office Karachi at 02:00p.m. for the opening of technical bids as per schedule communicated vide International NIT published in foreign as well as local newspapers.

Following members of the Procurement Committee attended the meeting:

1. Mr. Shazar Shamoon	ACS Cooperation	Chair
2. Syed Salman Shah	DG, PDMA	
3. Brig (R) Ahmed Salman	Chief Pilot, VIP Flight	
4. Capt. Syed Aftab Hussain	Flight Inspector CAA	
5. Lt. Col (R) Rizwan Ahmed	Chief Pilot Helicopter	
6. Lt. Col (R) Mushtaq Ahmed	Chief Engineer, CM Helicopter flight	
7. Mr. Akhlaque Ahmed Qureshi	Director (Ops), PDMA	
8. Mr. Zulfiqar Ali Nizamani	Deputy Secy. Cooperation	
9. Mr. Saleem Balogh	Deputy Secy. Rehabilitation	

The chair welcomed the participants, followed by which the DG PDMA apprised the chair and members of the procurement committee that NIT was published in local as well as foreign newspapers with a bid submission period of 45 days, which expired today at 1:00 p.m. Eight (08) bidders obtained bidding documents on payment of tender fees and as per submission deadline on 25th Aug, till 01.00 pm, only one bidder i.e. 'M/s Agusta Westland' has submitted the bid. He further apprised that one bidder namely M/s ASEAN International (AIRBUS HELICOPTERS) had requested for extension in bid submission date for which the then Chairman Committee i.e. Secretary Finance opined that extension will be made if such similar requests are received from other bidders also but none of the bidders requested for extension as a result of which Secretary Finance (the then Chairman) decided to keep this matter in front of the Committee to decide upon the extension or otherwise.

It was further apprised that certain modifications were made in the technical specification part of the bidding document by Chief Pilot (Helicopter) on the advice of Civil Aviation Authority to make the specifications in accordance with the universal accepted units/principles, which were subsequently communicated to the bidders who received bidding document.

The Chairman along with few members of the Procurement Committee inquired as if the bidding process may be continued in case of receipt of only one bid in response to which the chair was apprised and referred to Section 48 of SPP rule which is reproduced as under:



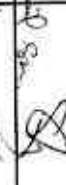





"48. Acceptance of Bids - Even when only one bid is submitted, the bidding process may be considered valid, if the bid was advertised in accordance with rules, and prices are comparable to the prices or rates of the last awarded contract or the market prices"

Moreover, the SPPRA affiliate was also present.

Date: 25/8/14

Attendance Sheet of Procurement Committee Members

Subject: International Tender for Purchase of Helicopter

No.	Name	Designation	Cell No.	E-Mail	Signature
1	Eng. Ahmad Salwan CMT	Chief Pilot via Flight	0321-3770847	ahmadsalwan@hmail.com	
2	SAIED AFTAB MUSSAIN LTCOL (R) RIZOAM ATMED	FLIGHT INSPECTOR CAP Chief Pilot Helicopter	0301-8258823 0321-3789522	saiedab@yaho.com r13778@fastmail.com	
3	ATSC(A) MUSTAFA AHMED CA Helicopter Flight	Chief Engineer Helicopter Flight	0332-3041637	amustafah@hmail.com	
4	M. Saleh Badel	P.S. Pilot	0300209882	---	
5	Zulfikar Al-Nizamini	DS (Ops)	85003275542	---	
10	Mr. Sigar Salwan Shal	Dir (Ops)	0302-8209555	salwanshal9880@gmail.com	
11	Al-Khatayeb A. Qunbli				
12	Mr. Saad Zahr Saamman	ACS Corporation			

 AgustaWestland

To: **Government of Sindh, Rehabilitation Department**
Provincial Disaster Management Authority
Bungalow No.40, Street No. 24
Khayaban-e-Mujahid, Phase 5, DHA
Karachi, Pakistan

Cascina Costa, August 20th 2014

Subject: **Your Communication**
CHANGES IN TENDER/ BIDDING DOCUMENTS FOR THE
PROCUREMENT OF HELICOPTER
No DD (AD Admin) / PDMA/ 785/ 2014

Dear Sirs,

We have received your communication dated August 18th 2014 concerning changes in the Tender/Bidding Document on the instruction of Civil Aviation Authority (CAA).

We would like to inform you that, at the current date, the complete set of bidding documents including TECHNICAL PROPOSAL and FINANCIAL PROPOSAL envelopes, has already been finalized and that the full package is in the process of being delivered in accordance with Tender instructions and deadlines.

It is therefore not possible for AgustaWestland to amend the official bidding documents in order to incorporate the changes introduced in the tender/ bidding documents according to your communication No.DD (AD Admin)/ PDMA/ 785/ 2014.

After reviewing the amended document, we have identified the following main deviations from the previous Tender Package:

Cascina Costa
Via Salaria Km 29,300
00138 Roma, Italy
Tel. +39 06 76541
Fax +39 06 76542

AgustaWestland S.p.A.
Via Salaria Km 29,300
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AgustaWestland S.p.A.
Via Salaria Km 29,300
00138 Roma, Italy
Tel. +39 06 76541
Fax +39 06 76542

- SPECIFICATIONS – clause 1.2

Seating Capacity has been modified to 15 units (from 12 units in original Tender document)

The AW139 can accommodate 15 seats and is therefore **COMPLIANT** with the amended requirement.

The configuration offered in the official bidding documents has 12 seats (in compliance to previous non-amended tender requirements) and can be replaced by a revised 15 seats option as per quotation here below:

New Requested Optional Equipment - Description	Unit Price US\$
Lightweight crashworthy passenger seat (*) To be installed in lieu of the Passenger interior layout as per 'Deluxe' Light VIP & Utility Corporate, to obtain the 15-seat interior layout	304,500

During the evaluation phase AgustaWestland is available to discussing the new layout and to evaluating its compatibility with other requested optional equipment

- PERFORMANCE – clause 3.3

Range requirement has been modified as follows: Min Range [no reserve/max std fuel] no less than 300 NM

AW139 range (no reserve and no auxiliary fuel tanks) is 430 NM and it is **COMPLIANT** with the amended requirement.


- PERFORMANCE – clause 3.6

VNE requirement has been modified as follows: VNE not less than 160 Knots

AW139 VNE(IAS) is 167 Knots and it is **COMPLIANT** with the amended requirement

- TRAINING – clause 6.4

Training requirement has been modified by adding the following: Provision of a Flying Instructor at Karachi/ex-factory for on job training to meet the PCAA requirement of under supervision flying/route check (Min 15 Hours per Pilot)



AgustaWestland can provide on-site training services and is available to discussing requirement and conditions during the evaluation phase.

AgustaWestland is fully available to discussing all changes during the evaluation stage in order to determine significance, feasibility and price impact, if any.

Kindest Regards

Fabio Frenguelli
Head Of Middle East and Africa Region



**AGUSTAWESTLAND PROPOSAL TO THE
GOVERNMENT OF SINDH (PAKISTAN)
FOR THE SUPPLY OF ONE AW139 HELICOPTER FOR
PROVINCIAL DISASTER MANAGEMENT AUTHORITY
(PDMA)**

VOLUME 1

COMMERCIAL PROPOSAL

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CONTENTS

1.	INTRODUCTION	1
2.	COMMERCIAL TERMS	3
2.1.	Price	3
2.2.	Payment	7
2.3.	Delivery	7
2.4.	Export Licenses/Approvals.....	8
2.5.	Validity	8
2.6.	Warranty	8
2.7.	Integrated Logistic Support	9
2.8.	Training.....	10
2.9.	Integrity Pact.....	10

1. ▶

INTRODUCTION

As a market driven, 6-ton class, twin-engine helicopter, the AW139 combines spacious cabin and baggage compartments with superior operational flexibility and power reserves to provide a clear advantage over all other competitors in the same weight category.

The large and flexible cabin volume enables a wide range of equipment and seating solutions that provide the ability to excel in all the major governmental and civil helicopter roles including Search and Rescue (SAR), Utility Missions, Law Enforcement, Medical Evacuation (MEDEVAC), Emergency Medical Services (EMS), Offshore, Corporate and VIP.

The AW139 can transport 12 passengers, in addition to two pilots, in its standard configuration and can transport up to 15 passengers in its high-density configuration.

For VIP transportation, a wide selection of elegant and luxurious interiors are available to satisfy the most demanding and important passengers. The finest available materials may be selected for the interior finish to provide unsurpassed comfort and style to enhance the flying experience.

The AW139 high-speed aerodynamic design, a five-blade fully articulated main rotor and four-blade fully articulated tail rotor, plus its optimized blade profiles, provide low acoustic and vibration levels for very high levels of comfort.

The new crashworthiness design under the international standard JAR/FAR 29 is achieved through crashworthy seats for the pilots and the passengers, crashworthy fuel cells positioned within the aft fuselage, and high-energy absorbing main landing gear. Featuring high engine and main transmission ratings, the AW139 demonstrates excellent performance in twin and single engine conditions in any environment.

Each of the two Pratt & Whitney PT6C-67C turbine engines supplies separate inputs to the main transmission, thus providing high levels of reliability and safety. Great reliability is also assured by a dual-supply fully separated fuel system, dual-supply fully separated hydraulic system, dual-supply electrical system, and dual-redundant lubricating and cooling systems for the main transmission and the engines.

A fully integrated Honeywell “glass cockpit” with Active Matrix Liquid Crystal displays (AMLCDs), modular avionics and a Digital Automatic Flight Control System (DAFCS) that provide the most advanced solution available.

With over 780 units already ordered from more than 200 worldwide Customers, the AW139 has demonstrated its ability to meet professional operator requirements in all the major market sectors of SAR, Utility Missions, Law Enforcement, MEDEVAC, EMS, Offshore, Corporate and VIP.

The helicopter configuration herewith proposed is intended to provide our best interpretation of the Pakistan Provincial Disaster Management Authority (PDMA) requirement for the AW139 Utility/Corporate role.

However, AgustaWestland confirms its full availability to discuss and evaluate, together with PDMA, any further requirement and/or configuration adjustment, in order to agree the best operative and cost effective solution.

2. COMMERCIAL TERMS

2.1. Price

Price for the proposed AW139 helicopter, based on AgustaWestland standard Terms and Conditions, is as follows:

Note: "M" is referring to a "Mandatory" requirement as per RFP document.

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Description		Unit Price US\$
BASIC AW139 unit price	M	12,056,400
Utility/Offshore/Pax Transport cabin basic arrangement " Light VIP & Utility Corporate " including:		
<ul style="list-style-type: none"> • Soundproofing • Standard roof liners with dome lights • Composite painted or leatherette covered liners • Rubber or carpeting passenger carpet • Passenger Address (P.A.) system (with loudspeakers) on standard ICS • Fixed steps for passenger cabin access (LH and RH) 		127,800
Passenger interior layout as per ' Deluxe ' Light VIP & Utility Corporate including two (2) armchairs leather covered (with inertial reels, reclining backrest and separate 4 points safety belts)	M	134,400
Six (6) comfortable seats leather covered (with safety belts and under-seat skirts) including two (2) in the first row rearward facing, four (4) in the third row forward facing	M	234,000
3rd vibration dampening mass in passenger area	M	26,300
Air conditioning system	M	230,100
Nose landing gear doors	M	39,300
Central approach chart holder with light	M	30,400
TCAS I KTA-970 Honeywell Bendix/King provision	M	46,600
TCAS I KTA-970 Honeywell Bendix/King removable	M	84,700
Weather Radar Primus 660 Honeywell provision	M	18,000
Weather Radar Primus 660 Honeywell removable	M	162,800
Electrical power plug in cabin (24/28 VDC)	M	7,400
Cargo hook (2,200 kg / 4,850 lb) provision (*) Including cargo hook monitoring cameras provision	M	51,900
Engine air particle separators provision	M	31,800
Engine air particle separators removable	M	149,500
Rescue hoist (Breeze) provision (*) Including ICS AV 900 Honeywell and Wireless ICS Polycon	M	241,900
Wire strike protection system	M	91,000
Customized painting scheme, metallic colours from Company selection	M	64,000
Unit Price for N.1 AW139 Equipped Helicopter	M	13,828,300

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Description		Unit Price US\$
Transportation	M	
Helicopter disassembly, preservation and packing, ready for air shipment		111,800
Shipment CIF Karachi (air freight at Jinnah International Airport)		101,700
Helicopter reassembly and flight test		96,500
Unit Price for Helicopter transportation	M	310,000
Unit Price for N.1 AW139 Equipped and Delivered Helicopter	M	14,138,300

Description		Unit Price US\$
Requested Optional Equipment		
Lightweight crashworthy passenger seat (* To be installed in lieu of the Passenger interior layout as per 'Deluxe' Light VIP & Utility Corporate, to obtain the 12-seat interior layout	M	243,600
MGB Premium grade	M	22,300
Separation wall, fixed window (* Alternative to Separation wall sliding window selection (**) Applicable to Interior Layout 1 - Utility/Corporate only	M	31,500
Separation wall, sliding window (* Alternative to Separation wall fixed window selection (**) Applicable to Interior Layout 1 - Utility/Corporate only	M	38,300
Mast Vibration Absorber (MVA) (* Already included in Interior Layout 2 - VIP Deluxe	M	56,000
Passenger cabin thermo acoustic double layer tinted windows (* Already included in Interior Layout 2 - VIP Deluxe	M	19,700
Pilot and co-pilot adjustable seats (in lieu of standard seats)	M	17,800
Cockpit tinted upper window	M	14,700
Pilot and co-pilot headsets Bose ANR type (in lieu of standard headset)	M	2,400
Approach plates chart holders with lights for pilot and co-pilot (* Alternative to Central approach plate chart holder with light selection (DELTA PRICE)	M	-3,900
Auxiliary heavy duty battery 27 Ah (in lieu of 13 Ah)	M	6,200
Health & Usage Monitoring System (HUMS) provision	M	84,700
Health & Usage Monitoring System (HUMS) removable	M	337,800
Headset H10-13H David Clark (Qty 1)	M	1,800
ICS AV900 Honeywell - 2 headset plugs for cabin operators	M	66,500
ICS GEM-05 Gemelli - 8 headset plugs	M	27,900
ADF 2nd unit	M	52,700
ADELTA (2-frequency Automatic Deployable ELT with GPS interface) in lieu of standard ELT	M	92,800
DME 2nd unit	M	67,800
Moving Map Honeywell SkyForce V.4 provision	M	18,000
Moving Map Honeywell SkyForce V.4 removable	M	150,100
Transponder 2nd unit	M	61,900
V/UHF AM/FM Flexcomm II RT-5000 Wulfsberg (Analogic) provision	M	42,400
V/UHF AM/FM Flexcomm II RT-5000 Wulfsberg (Analogic) removable	M	107,900

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 - A large signature at the top.
 - "R. J. J." in the middle.
 - "A. H. H." below that.
 - "M. S. S." further down.
 - "M. S. S." at the bottom.
 - A date "1/1/14" at the very bottom.

Description		Unit Price US\$
VHF/FM NPX-138 NAT provision	M	7,700
VHF/FM NPX-138 NAT removable	M	12,300
Emergency floats provision	M	48,100
Inlet Barrier Filter provision (*) Alternative to Engine Air Particle Separators provision selection (DELTA PRICE)	M	300
Inlet Barrier Filter removable (*) Alternative to Engine Air Particle Separators removable selection (DELTA PRICE)	M	-39,000
Additional anti-collision light under fuselage	M	14,100
Strobe lights on the winglets	M	9,400
Auxiliary transversal fuel tanks 132 USgal provision	M	20,800
NVG compatibility for external lights (*) Not Civil Certified. The Civil Certified Kit includes NVG compatibility for cockpit, cabin and external lights, as well as a separation wall for NVG operations	M	52,500
Main rotor blades high visibility painting	M	17,500
Pilot and co-pilot heated glass windshield	M	110,100

Description		Unit Price US\$
Additional Suggested Optional Equipment		
Full VIP Deluxe interior - 8 places (Delta price vs Light VIP & Utility Corporate)		1,342,600
Increased Gross Weight – 6,800 kg		799,100
Active Vibration Control System (AVCS) provision		128,400
Active Vibration Control System (AVCS) removable (*) In lieu of 3rd vibration dampening mass		277,800
Electrically operated pax step (RH and LH) with boarding lights (*) (in lieu of Fixed steps for passenger cabin access (LH and RH) (**) Not compatible with Rescue hoist (Breeze) provision selection		196,300
Bambi bucket (up to 2,000 l/530 USgal – 2,085 kg/4,587 lb) provision		11,700
Bambi bucket (up to 2,000 l/530 USgal – 2,085 kg/4,587 lb) (loose equipment)		33,800
Rescue hoist (Breeze) removable (*) Including light		288,500
Cargo hook (2,200 kg/4,850 lb) removable (*) Including cargo hook monitoring cameras		232,200
Aerolite single stretcher (installed transversally)		51,900

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 Sindh, [Signature], [Signature], [Signature], [Signature], [Signature], [Signature]

Description		Unit Price US\$
Training		
PILOT GLASSCOCKPIT TRANSITION COURSE (5 students)	M	23,400
AW139 INITIAL VFR TYPE RATING (5 students) (*)	M	476,700
AW139 INITIAL IFR TYPE RATING (5 students) (*)	M	417,700
AW139 TYPE RATING INSTRUCTOR - INITIAL ISSUE (1 student)	M	87,300
AW139 AIRFRAME MAINTENANCE TYPE TRAINING - PRE-ENTRY COURSE (4 students)	M	49,400
AW139 AIRFRAME MAINTENANCE TYPE TRAINING COURSE - Theoretical Elements (4 students)	M	25,100
AW139 AIRFRAME MAINTENANCE TYPE TRAINING COURSE - Practical Elements (4 students)	M	58,200
AW139 AVIONIC SYSTEMS MAINTENANCE TYPE TRAINING - PRE-ENTRY COURSE (3 students)	M	49,300
AW139 AVIONIC SYSTEMS MAINTENANCE TYPE TRAINING COURSE Theoretical Elements (3 students)	M	18,900
AW139 AVIONIC SYSTEMS MAINTENANCE TYPE TRAINING COURSE Practical Elements (3 students)	M	43,600
HUMAN FACTOR (2 students)	M	4,900
TECHNICAL INSTRUCTORS (2 students)	M	12,300
LESSON PREPARATION AND TUTORING (2 students)	M	24,400
Total Price for Training		1,291,200

(*) Reference value for Standard Type Rating, subject to Pilot experience level

Description		Unit Price US\$
Logistic Support (**)		
Spare Parts for Scheduled Maintenance (airframe, avionics and engine)	M	20,617
Tools and GSE Special	M	633,657
Tools on Customer Request: Two (2) Refuelling Pump Kits (budgetary allocation)	M	55,600
AW Tech Pubs - additional copies One (1) complete set of AW139 Publications		Free of Charge
AW Technical Publications customization		Free of Charge
AW Tech Pubs - additional copies 5-years Revision & Update for one (1) complete set of AW139 Publications		Free of Charge
5-years Revision & Update of AgustaWestland Tech Pubs customized for proposed configuration		Free of Charge
One year of warranty extension		Free of Charge
Suggested Additional Spare Parts, Common Aviation Tools and Customer Support Services (**)		
Spare Parts for Unscheduled Maintenance (airframe, avionics and engine)		2,100,000
One (1) Field Service Representative deployed on-site for 1 year		587,100
Tools & GSE Common		837,603

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(**) AgustaWestland is willing to further discuss with PDMA the proposed value for Spare Parts, Tools and GSE Package, during a dedicated Logistic Conference to be held immediately after contract award.

2.2. Payment

The prices are based on AgustaWestland standard Terms and Conditions which include the following payment conditions:

- 30% down payment at contract signature
- 65% payment at factory acceptance of helicopter, ex-works AgustaWestland Facilities, through a Letter of Credit to be opened through a primary international bank.
- 5% balance pro rata at final acceptance of helicopter in Pakistan.

Furthermore, AgustaWestland has extensive experience in advising on mayor trade and export finance transactions in order to provide competitive medium and long term finance packages.

If requested, we will be available to support PDMA in the arrangement of the best financing solutions available on the market, including if possible, the use of the Italian Export Credit Agency "SACE".

We will be pleased to further discuss in detail the proposal in order to fine-tune the scheme and financing according to PDMA needs and market requirements.

2.3. Delivery

AgustaWestland is available to special deliver the AW139 helicopter (in the proposed configuration) to PDMA **within April 2015**, under a Contract Effective Date (CED) within September 2014.

Otherwise the proposed AW139 will be offered for standard delivery within twelve (12) months from CED.

AgustaWestland is available to further discuss with PDMA about delivery during the negotiation phase.

The AW139 helicopter will be delivered with an EASA/FAA Certificate of Airworthiness for Export, with the exception of the following Optional Item which, in case, will be delivered as company qualified with an AgustaWestland Certificate of Conformity:

- NVG compatibility for external lights
(Not Civil Certified. The Civil Certified Kit includes NVG compatibility for cockpit, cabin and external lights, as well as a separation wall for NVG operations.*

The selection and use of the helicopter post acceptance for training purpose at AgustaWestland to be jointly agreed.

2.4. Export Licenses/Approvals

The acceptance and performance of any contract will be subject to the granting of all necessary export and other governmental approvals. At this time, AgustaWestland does not foresee any issues relating to these approvals.

2.5. Validity

This Proposal is valid for the forthcoming 120 days from the opening of Tender.

2.6. Warranty

Warranty for the AW139 is offered, as requested, 2 years / 1000 hours, whichever occurs first.

Please refer to following Volume 2, Section 6, Annex 1, for further information.

2.7.-

Integrated Logistic Support

AgustaWestland will be pleased to conduct a site survey at Customer's facilities, in conjunction with Customer's maintenance engineering personnel, in order to assist the selection process of the support equipment.

The proposed Logistic Support package has been defined in line with the following basic assumptions on Customer logistic and operating scenario:

- Fleet: 1 x AW139 helicopter
- Base: 1 Main Operating Base (MOB) with O-Level and limited mechanical I-Level maintenance capability
- Forecast Flight Activity: 300 FH per year
- Initial Support Period (ISP): 2 years from aircraft delivery.

Please refer to Volume 2, Section 6, Logistic Support Proposal, for all details regarding the recommended AgustaWestland indications for the support of the proposed AW139 Helicopter.

Three Annexes are also attached to the above mentioned Logistic Support Proposal to better detail the aspects related to Warranty (Annex 1), Special Tools & GSE (Annex 2) and Technical Manuals (Annex 3 - AW139 CDs with Unmaintained copies for Information Only of one "AW139 IETP" Manual and one EASA "AW139 Rotorcraft Flight Manual").

The proposed Logistic Support Package has been based on the PDMA given requirements filtered through the AgustaWestland worldwide gained specific experience.

If requested, we remain anyway available to discuss and negotiate any further improvement, together with the PDMA, of the offered support, in a subsequent more advanced contractual phase.

2.8. Training

Referring to the training requirements, please refer to Volume 2, Section 7, AW139 Training Proposal, for the description and details of the AgustaWestland proposed planning.

The selection and use of the helicopters post acceptance, for training purpose at AgustaWestland, will have to be jointly defined and agreed.

The proposed Training, including the offered number of pilot and technicians, has been based on Customer given requirements and AgustaWestland specific experience. However, if requested, we remain fully available to discuss and negotiate any further improvement to satisfy other possible needs of PDMA.

2.9. Integrity Pact

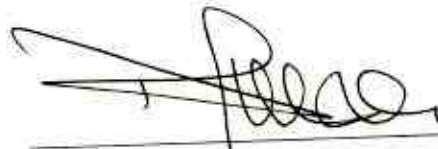
AgustaWestland confirms that it is compliant with the requirements of paragraph 26 (Integrity Pact) of the Tender requirement instructions and that a resulting contract would be signed on the basis of the inclusion of such a contract clause.


Evaluation of Technical Proposal by Technical Committee

1. During meeting of Procurement Committee on 25 August 2014, the technical bid received from Agusta Westland was opened for technical evaluation against fender specifications. A subcommittee was formed for this purpose.
2. Following are the recommendations by subcommittee:-
 - a. Para 10 of data sheet explains the warranty provided by the Agusta. It is recommended that the warranty provided by Engine, Avionics and other manufacturers and venders may also be explained in detail by the Agusta.
 - b. As the Power by hour program (PBH) is provided to the FAA/EASA registered helicopters by the manufacturer, it is recommended that Agusta may be asked to provide us the same or similar program.
 - c. The equipment which is not included in the basic helicopter and is part of optional equipment may be evaluated again after opening the financial bid for the cost versus utility analysis.
3. However the technical specifications of the offered AW-139 helicopter meets almost all the required parameters. In fact in some cases it is better than the required. Evaluation details are enclosed.
4. Keeping in view the above, the committee recommends opening of the financial proposal already submitted.

Members of Technical Evaluation Committee

1. Brig (R) Ahmed Salman
Chief Pilot VIP Flight
Govt. of Sindh
2. Lt Col (R) Rizwan Ahmed Saleem
Chief Pilot (Helicopter)
Govt. of Sindh
3. Lt Col (R) Mushtaq
Chief Engineer (Helicopter)
Govt. of Sindh
4. Mr. Akhlaque Qureshi
Director Operation,
PDMA Sindh
5. Captain Syed Aftab Hussain
Flight Inspector Pilot
CAA Pakistan













ANALYSIS OF TECHNICAL BID AUGUSTA WESTLAND
(AW-139)

S. No	Required Specifications	Preference (*P/**M)	Offered Specifications	Specifications Met
1	The helicopter shall be of new construction and certified in the manufacturer's country and by the American FAA before delivery.	M	Helicopter offered is of new construction	Yes
2	The helicopter must be able to operate in configurations of Pax, search & Rescue and Utility. The helicopter shall have minimum seating capacity of 15 places excluding two pilots. While in the corporate transport configuration shall have suitable corporate interior with 6 to 8 deluxe seats.	M	Helicopter is reconfigure able for transport, search & rescue and for	Yes
3	The helicopter shall be twin engine equipped with full Authority Digital Engine Control (FADEC)	P	Available	Yes
4	The baggage compartment shall offer a volume larger than 2.0 m ³	P	3.4m ³	Yes
5	The helicopter main system (electrical, fuel, hydraulic) shall be duplicated.	M	Yes, main systems are duplicate	Yes
6	It shall be possible to pass from the Pax transport configuration to the corporate configuration as well as utility configuration. In the easiest possible way within minimum time. Therefore two sets of seats must be provided for the purpose.	P	Two sets of seats are offered	Yes
7	The helicopter shall be equipped with powerful engines to grant an AEO take off Power to max gross weight ratio higher than 0.2 SHP/Kg	P	AEO take off power to maximum gross weight ratio higher than 0.52	Yes
8	The helicopter shall be equipped with 2 passenger sliding doors granting an opening higher than 1.2m. Doors may be fitted with actuators.	P	Yes, with an opening of 1.48m	Yes
9	The helicopter must be certified to operate in a range of temperatures from -20°C to + 50°C	P	Temperature range is -40°C to +50°C	Yes

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John Smith

A. H. Hale

Augusta Westland

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10	A minimum manufacturer's Warranty of 2 (two) years and/or 2000 flight hours Prorata must be offered from date of delivery of the helicopter.	P	No Prorata coverage is offered a. <u>Airframe Warranty</u> Components up to 2000 flying hours or 24 months which ever is earlier. b. <u>Vendor items Warranty</u> Original warranty given by vendor but not less than 1000 hours/12 months. c. <u>Engine Warranty</u> Given by engine manufacturer directly to buyer. d. <u>Avionics Equipment</u>	
11	The helicopter has to be equipped with pilot and co-pilot instrumentation and controls.	M	Available	Yes
12	The helicopter has to be equipped with dual IFR package.	M	Available	Yes
13	The helicopter has to be equipped with dual Automatic Flight Control System (AFCS) (4 axis).	M	Available	Yes
14	The helicopter has to be equipped with a GNS module with Flight Plan Management System (FPMS) coupled with Flight Director.	M	Includes 2x modules GNS's and SBAS coupled with Flight Director	Yes
15	The helicopter shall be equipped with communication equipment including dual VHF Communication FM as well as AM.	P	Available	Yes
16	The helicopter shall be equipped with navigation equipment including dual VOR, LOC, GS, MB, ADF, DME, Mode S transponder 2 and Radar Altimeter.	M	Available	Yes
17	The helicopter shall be equipped with a dedicated FMS with moving map/navigation screen.	P	Available	Yes
18	The helicopter shall be equipped with engine fire extinguisher system.	M	Available	Yes
19	The helicopter shall be equipped with a swiveling landing/search light [IR] Combination position and strobe lights and Rotating Beacon.	M	Available	Yes
20	The helicopter shall be equipped with pilot/co-pilot wind shield wipers.	M	Available	Yes

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21	The helicopter shall be equipped with Environmental Control System.	M	Available	Yes
22	The helicopter shall be equipped with Engine Air Particle Separator System and/or sand filters.	M	Optionally Available	Yes
23	The helicopter shall have provisions and equipped with Wire Strike Protection System, Sling Assembly, Hoist Assembly and Stretchers provision.	M	Optionally available	Yes
24	The helicopter shall be equipped with Heated Wind Shield.	M	Optionally available	Yes
25	The helicopter shall be equipped with a Weather Radar.	M	Available	Yes
26	The helicopter shall be equipped with Traffic Alert and Collision Avoidance System [TCAS].	M	Available	Yes
27	The helicopter shall be equipped with a deployable Emergency Locator Transmitter [ELT] with satellite and GPS interface. Frequency 406MHz.	M	Available	Yes
28	The helicopter should have provisions for the floats.	P	Optionally available	Yes
29	The helicopter shall be equipped with a Health and usage Management System HUMS.	M	Optionally available	Yes
30	The helicopter should be equipped with intercommunication system between pilot and Co-pilot, pilots and cabin passengers four [4] seats, cabin intercom as well as pilots and ground crew. For this purpose ANR headphones must be provided.	P	Available	Yes
31	The helicopter shall be equipped with Electrically Operated Passenger steps with lights.	P	Optionally available	Yes
32	The helicopter shall be equipped with provision of installing Auxiliary Fuel Tanks.	P	Optionally available	Yes
33	The helicopter shall be equipped with a cabin screen [Air Show] capable to visualize the current position of the aircraft on a map.	P	Optionally available	Yes
34	The helicopter shall be equipped with a cockpit/cabin Separation panel.	P	Optionally available with either fixed or sliding window	Yes
35	The helicopter shall be equipped with Pilot/Co-pilot seats capable of being adjusted along two degrees of freedom.	P	Available	Yes
36	The helicopter shall be equipped with 24/28V DC power outlet in passenger Cabin.	P	Optionally Available	Yes
37	The helicopter shall be equipped with a marks for high Visibility on Main/Tail Rotor Blades.	P	Optionally available	Yes
38	The helicopter shall be equipped with Rotor Brake System.	P	Available	Yes
39	The helicopter shall be equipped with Defogging System for the Front Windshield.	P	Available	Yes

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40	the helicopter shall be equipped with two (2) high speed refueling System/pumps to enable refueling from barrels.	P	Will be provided	Yes
41	The helicopter shall provide the following performance at its Maximum Gross Weight [MGW] certified for internal loads [not jettison able] in ISA +20°C at Sea level, clean configuration conditions (unless otherwise specified)	P	Available	Yes
42	Cruise speed at MCP not less than 140 knots.	P	162 knots	Yes
43	Endurance not less than 3 hours with std. Fuel.	M	3 hours 49 minutes with no Reserve	Yes
44	Min Range (no reserve/ max std. fuel) not less than 300 NM.	M	435 NM	Yes
45	Hover in ground Effect at TOP not less than 9000ft. preferred 12000ft	P	12310 ft	Yes
46	Single engine service ceiling at contingency power rating not less than 9000 ft.	P	11200 ft	Yes
47	VNE not less than 160 Knots.	P	162 knots.	Yes
48	Hover out of ground Effect at TOP not less than 6000ft preferred 9000ft.	P	6000 ft	Yes
49	Rate of climb at (TOP) not less than 1500ft/min.	P	2140 ft/min	Yes
50	Service ceiling (AEO) at takeoff power not less than 16000ft.	P	18000 ft	Yes
51	full class I category (A) performance in ISA+20 conditions at sea level with its maximum Takeoff Weight (MTOW)	P	Available	Yes
52	lateral controllability in hovering from SL up to 6000ft with wind up to 30 KTS from any direction, shall be granted.	P	45 knots any direction upto 9500 ft.	Yes
53	The helicopter's major's components shall have a TBO higher than 2500 hours.	M	a. Airframe life On condition b. Engine life - 5000 hours c. MGB Life - 6000 hours d. TGB Life - 7500 hours	Yes
54	Manufacturer is required to propose maintenance package and procedures such as to grant maximum availability of the offered helicopter.	P	Proposal available	Yes
55	manufacturer is required to propose "power by the hour" programs covering materials (Helicopter & engines)	P	No	No
56	two sets of the maintenance/technical manuals and publications, required to maintain the helicopters, must be provided (both hard and soft copy)	P	Available	Yes
57	Training Courses for Air and Ground Crew shall be in compliance with EASA requirements or equivalent for 5 pilots and 7 Maintenance/Certifying staff to be able to operate and maintain helicopter up to the Time between Overhuals [TBO]	P	Available	Yes

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' POST VISIT (CABINET DIVISION AVIATION SQUADRON / AGHA KHAN FOUNDATION AVIATION WING) REPORT OF SUBCOMMITTEE OF THE HELICOPTER PROCUREMENT COMMITTEE.

1. The Financial bid for purchase of Helicopter was opened on 01 September, 2014. During the course of meeting of the Committee for Procurement of Helicopter for PDMA Sindh, a Subcommittee was constituted to visit Islamabad for interacting with the Ex-Cabinet Division and other users of same helicopters in country. The Subcommittee was required to submit its report based on their Operational and Maintenance experience of AW-139 Helicopter, final configuration of the Helicopter and requirement of Logistic support is decided.

2. Sequel to above, following officials of Helicopter Procurement Committee visited Agha Khan Foundation Aviation Wing and 06 Aviation Squadron at Islamabad from 4th September, 2014 to 7th September, 2014:-

- | | |
|------------------------------------|---|
| a. Commander (R) Syed Salman Shah | DG PDMA |
| b. Lt. Col (R) Rizwan Ahmed Saleem | Chief Pilot, Chief Minister's Helicopter Flight. |
| c. Lt. Col (R) Mushtaq Ahmed | Chief Engineer, Chief Minister's Helicopter Flight. |

3. During the visit following optional equipment which were offered by the Agusta West Land recommended in front of the complete committee during the next meeting:-

- a. 2 x Arm-Chairs leather covered with relining backrest.
- b. 3rd Vibration Damper.
- c. Air Conditioning System.
- d. Nose landing gear Doors.
- e. TCAS KTA-970.
- f. Weather Radar.
- g. Cargo Hook.
- h. Engine Air Particle separator.
- i. Wire strike protection system.
- j. 12 x Light Weight Seats.
- k. Separation wall.
- l. Mast Vibration Absorber (MVA).
- m. Passenger cabin thermo acoustic double layer tinted windows.
- n. Pilot and Co-Pilot adjustable seats.
- o. Cockpit tinted upper window.
- p. Pilot and Co-pilot Bose ANR Type headsets.
- q. Auxiliary heavy duty battery 27AH.
- r. ICS Gem-05 Gemelli.
- s. Transponder 2nd Unit.
- t. Emergency float system provision only.
- u. Bambi bucket for fire fighting.

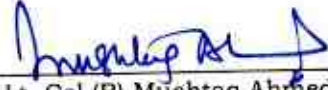
4. For some of the equipment which were not offered by M/s Agusta West Land, it was decided to be included as under:-

- a. Brigade Cabinet for Passenger Cabin.
- b. Passenger Door Handles.
- c. 4 x Light weight stretcher for casualty evacuation.

5. Requirement and utility of specialized tools/ standard and Ground Support equipment were also seen. During the visit the Chief Engineer observed that some of the ground support equipment can be built in country thereby saving lot of foreign exchange and recommend that a separate allocation of funds may be made for the purpose.



Lt. Col (R) Rizwan Ahmed
Chief Pilot CM Helicopter Flight.



Lt. Col (R) Mushtaq Ahmed
Chief Engineer, CM Helicopter flight



Commander (R) Syed Salman Shah
Director General, PDMA

**MINUTES OF THE MEETING FOR FINANCIAL BID OPENING FOR THE
PROCUREMENT OF HELICOPTER FOR PDMA SINDH**

A meeting of the Procurement Committee for the purchase of a new helicopter for PDMA Sindh was held under the chairmanship of Mr. Shazar Shamoon, Additional Chief Secretary, Cooperation Department, Government of Sindh on 1ST September, 2014 at PDMA office Karachi at 02:00 p.m. for the opening of financial bids.

2. Following attended the meeting:

1. Mr. Shazar Shamoon	ACS Cooperation	Chair
2. Syed Salman Shah	DG, PDMA	
3. Brig (R) Ahmed Salman	Chief Pilot, VIP Flight	
4. Capt. Syed Aftab Hussain	Flight Inspector CAA	
5. Lt. Col (R) Rizwan Ahmed	Chief Pilot Helicopter	
6. Lt. Col (R) Mushtaq Ahmed	Chief Engineer, CM Helicopter flight	
7. Mr. Akhlaque Ahmed Qureshi	Director(Ops), PDMA	
8. Mr. Zulfiqar Ali Nizamani	Deputy Secy. Cooperation	
9. Mr. Saleem Baloch	Deputy Secy. Rehabilitation	

3. The Special Secretary, Chief Minister's Secretariat and Secretary (General Administration) or their representative did not attend the meeting. The representative of bidder M/s Agusta Westland Mr. Omer A Jaffer was also present in the meeting.

4. The chair welcomed the participants. The Chief Pilot VIP Flights apprised the chair that a 5 member Sub-Committee constituted for the technical evaluation of the proposal in the last meeting had carried out the technical assessment and had prepared a checklist on the basis of criteria mentioned in the tender documents. With the permission of chair, the Chief Pilot VIP Flights and Chief Pilot (Helicopter) delivered a presentation in which the technical parameters findings were highlighted. The Technical Committee also shared their observation that certain mandatory components/parts/equipments have been shown as 'optional' by the bidder in the technical bid. The representative of M/s Agusta Westland briefed the members that the financial bid will cover the said components. The Chief Pilot (VIP Flights) also showed his concern on absence of 'Power by Hour' option and stressed upon the need to add it as although it does not have any financial implication and is related to subsequent operations which gives an added advantage similar to that of insurance.

5. Later on, with the permission of the chair, the financial proposal and the 'Price Adder' were opened before the Committee. The DG PDMA read out the financial bid. The Procurement Committee discussed at length about inclusion of optional items in the helicopter. Detailed deliberations were made after which following decisions were taken:

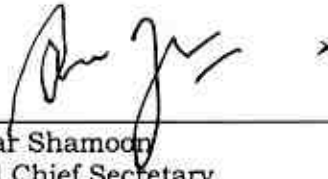
- (i) In order to examine the financial proposal of the bidder, another member i.e. Special Secretary (B&E) Finance Department was added in a 5 member already existing Technical Committee. It was further decided that Special Secretary (B&E) Finance Department will attend the proceedings of the evaluation of financial proposal and would also attend the next meeting of the Committee.
- (ii) Following three members will visit to Cabinet Division and Aga Khan Foundation and meet their Operations and Maintenance Team to assess the feasibility of equipments/items which are practically in use over the period of

operations of the helicopter so that those equipments/items/parts may be proposed to be part of the helicopter. The 3 members Committee will furnish its findings in the next meeting of the Procurement Committee:

- (a) Lt. Col (R) Rizwan Ahmed Chief Pilot Helicopter
- (b) Lt. Col (R) Mushtaq Ahmed Chief Engineer, CM Helicopter flight
- (c) Representative from PDMA Sindh

- (iii) The next meeting of the Procurement Committee was fixed for Tuesday 09.09.2014 at 2:00 pm.

The meeting ended with vote of thanks to and from the chair.



Shazar Shamoon
Additional Chief Secretary
Cooperation Department /
Chairman Procurement Committee

MINUTES OF THE MEETING FOR THE PROCUREMENT OF HELICOPTER FOR PDMA SINDH

A meeting of the Procurement Committee for the purchase of a new helicopter for PDMA Sindh was held under the chairmanship of Mr. Shazar Shamoon, Additional Chief Secretary, Cooperation Department, Government of Sindh on 9th September, 2014 at PDMA office Karachi at 02:00p.m. as a follow up meeting regarding financial proposal opened in the Committee's last meeting as well as the Sub-Committee's visit to Cabinet Division and Aga Khan Foundation.

2. Following attended the meeting:

1. Mr. Shazar Shamoon	ACS Cooperation	Chair
2. Syed Salman Shah	DG, PDMA	
3. Lt. Col (R) Rizwan Ahmed	Chief Pilot CM Helicopter Flight.	
4. Lt. Col (R) Mushtaq Ahmed	Chief Engineer, CM Helicopter flight	
5. Mr. Akhlaque Ahmed Qureshi	Director(Ops), PDMA	
6. Mr. Saeed Ahmed Shaikh	Deputy Secy. (B&A), SGA&CD	
7. Mr. Saleem Baloch	Deputy Secy. Rehabilitation	

3. The Chief Pilot VIP Pilot, GM CAA and Special Secretary Chief Minister's Secretariat could not attend the meeting due to their other commitments.

4. The chair welcomed the participants and sought briefings regarding the decisions taken in the last meeting of the Committee. The Chief Pilot (Helicopter) apprised the chair that the financial proposal was examined with Chief Engineer and other members of the Sub-Committee after which he submitted the findings/observations through a power point presentation as under:

- (i) Type specifications of the helicopter have not been provided. The same are required to verify that seats and air conditioning system are part of basic configuration or otherwise.
- (ii) Technical specifications of many optional equipment is yet to be provided by the bidder.
- (iii) PDMA proposed that option of 6 comfortable seats may not be required as the helicopter is meant for SAR and relief activities;
- (iv) Customized painting shown as optional item be carried out without additional cost. The same be negotiated with the bidder;
- (v) Similarly 12 seats shown as optional item may also be contested for to be included without additional cost.
- (vi) Training cost amounting to 1,291,200 USD was also proposed to be contested for to be free of cost.
- (vii) Breakup cost of Ground Support Equipment worth 682,074 USD was proposed to be furnished by the bidder after which the financial implication of final GSE and Special tools to be proposed for procurement would be made.
- (viii) Sound proofing level has to be defined by the bidder as minimum level required is 76.5 dbs.
- (ix) Transportation cost has to be excluded/ revised as the helicopter is intended to be flown to Pakistan with a suitable Pilot and engineer of the bidder.
- (x) Warranty of engines, avionics and equipment of other vendors has to be provided by the bidder. The same needs to be negotiated.
- (xi) Certain additional optional equipment such as bridge cabinet for VIP, heavy mooring system, passenger door handles, enhanced auto pilot with SAR mode,

enviro ECS system, sun shades for windows and water proofing were also proposed.

5. The Chief Engineer opined that there are certain items of GSE & Special Tools which can be fabricated /purchased from local market/alternative sources at lower cost. Accordingly some funds must be retained for this purpose. The DG PDMA inquired about the inclusion of Hoist in response to which the Chief Pilot informed that the Hoist has not been included since the 2 existing helicopters already have Hoists available with them and the same has not been used for last 22 years. The Chief Pilot suggested that a cargo hook with cage may be arranged which will carry 2 to 3 person instead of winch which has a carrying capacity of only 1 person. The committee discussed at length about inclusion of hoist , fire bucket and cargo hook. The members of the Technical Sub-Committee presented the dead and live weights along with their prices of each of the component of optional equipment after which it was jointly decided that Bomby bucket with cargo hook would be included.

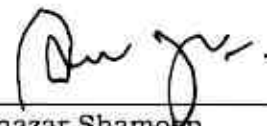
6. The Committee also discussed about the conditional bid given by the bidder whereby 30% advance payment has been proposed by the bidder. The Committee decided to form a 3 member Sub Committee comprising of members from Finance, Law, PDMA, GA, Chief Engineer to seek advice from SPPRA Rules/Regulations in this regard.

7. The Chief Pilot (Helicopter) and Chief Engineer proposed that a formal letter of Invitation be issued to Agusta Westland to call their representative for configuration discussion and contract finalization. The representative (s) may discuss both technical and financial components in the light of observations mentioned above.

8. Following decisions were taken:

- (I) Invitation letter shall be sent to Agusta Westland to send their representatives who can discuss both technical and financial components of the bids.
- (II) Costs of the components which can be procured in the local market be obtained. Likewise, local vendors for the said components be traced out.
- (III) The Sub-Committee comprising representatives from Finance, GA, Chief Engineer of CM Helicopter Flight, PDMA, Law Department was constituted to seek advice from SPPRA on rules and regulations regarding conditional bid.
- (IV) The Committee will meet after the representatives of bidder visit and hold meetings with the Technical Sub-Committee including representative from Finance and Law Department.

The meeting ended with vote of thanks to and from the chair.



Shazar Shamoen
Additional Chief Secretary
Cooperation Department /
Chairman Procurement Committee

**MEETING REGARDING
PURCHASE OF HELICOPTER FOR P
UNDER THE CHAIRMANSHIP OF M
COOPERATION DEPARTMENT**

Date

S.No.	Officer Name	Designation
1	LT COL (R) RIZWAN AHMED	Chief Chief
2	MS/ST/14 MUSHTAR AHMED	Chief Chief
3	Muhammad Saleem Baloch	DS -
4	Saeed Ahmed Shaikh	DS - 1
5	Shahzad Shamoon.	ACS
6	SYED SALMAN SHAH	DIRE
7		
8		
9		
10		

MARKET SURVEY ASSESSMENT REPORT AND FINANCIAL EVALUATION FOR PURCHASE OF HELICOPTER FOR PDMA SINDH

During the meeting of Procurement Committee held on 25th September, 2014 it was decided that the committee would conduct a market assessment survey of similar helicopters. The objective of the analytical and market based approach was to have a comprehensive understanding of the value of Helicopter, need for making sound acquisition etc. The Procurement Committee decided that the market assessment survey report should be presented in next meeting.

2. In pursuance of the decision of Procurement Committee, the Market Assessment Survey was conducted accordingly. While conducting the survey it was revealed that the prices from internet or media were not available as these were confidential. Incountry users were also approached regarding their financial affect. Agha Khan Foundation helicopter flight didn't have any price but the squadron ex cabinet division had the prices but they were not in a position to take any official stance. However, unofficially they revealed that they bought Five Helicopter for \$ 67 M in 2008. This price included the 5 x basic helicopters, optional equipment, ground support equipment and training of their crew. They also distributed the Role of five helicopters, thereby distributing different optional equipment in all five helicopters.

3. In case of PDMA Sindh, where only one helicopter is to be purchased, so the training cost and most of the ground support equipment is required even if we buy five or one helicopter. Moreover, number of optional equipment has been added in one helicopter are as follows:

1. Cargo Hook for goods transportation.
2. Search and Rescue mode.
3. Casualty Evacuation mode.
4. Capability of Evacuation over the water body / sea.

4. Few things/ optional equipment which Cabinet Division did not opt were also added are as follows:

1. 4 x stretcher set kit for (medivac) Medical Evacuation
2. Bamby bucket for fire fighting.
3. Additional fuel tank for long duration Search and Rescue.
4. Capability of Search and Rescue over the water body / Sea.
5. 400 kilo gram additional weight carrying capacity.

5. The above listed items are expensive for instance, the additional weight carrying capacity only (if acquired) separately costs 799000 US\$

6. Escalation in the prices of helicopter and its optional equipments is calculated 10% per year internationally.

7. The Cabinet Division Government of Pakistan purchased the Helicopters in the year 2008, therefore, it is worthy to point out here that over a period of six years, there has been escalation in prices. Besides, there has also been an advancement in technology.

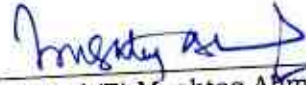
8. After considering the above mentioned facts, the analysis of bid offered by M/s Agusta Westland for the basic helicopter along with the training, optional equipment and ground support equipments seemed to be a good deal. The selection of the optional

equipments had been made prudently thus the Government of Sindh will have sufficient savings.

9. Based on the above, the Committee recommend that the price (s) offered by M/s Agusta West Land are reasonable and the Government of Sindh may go ahead for purchase of Helicopter for PDMA Sindh.



Lt. Col (R) Rizwan Ahmed
Chief Pilot CM Helicopter Flight.



Lt. Col (R) Mushtaq Ahmed
Chief Engineer, CM Helicopter flight



Brigadier Ahmed Salman (R)
Chief Pilot VIP Flights

MINUTES OF THE MEETING OF TECHNICAL COMMITTEE FOR PROCUREMENT OF HELICOPTER FOR PDMA SINDH

In pursuance of the decision of the Procurement Committee taken in meeting held on 24.09.2014, the technical team headed by Brigadier Ahmed Salman, Chief Pilot VIP Flights had a meeting with the team of Agusta Westland (AW) comprising Mr. Fabio Fremguisy, Mr. Febrico and Mr. Febrizio Riveria. The meeting was held in the office of Chief pilot VIP flights Government of Sindh from 10:30 hours to 13:30 hours on 25.09.2014.

2. Following attended the meeting:

- | | |
|-------------------------------|---|
| a. Lt. Col (R) Rizwan Ahmed | Chief Pilot CM Helicopter Flight. |
| b. Lt. Col (R) Mushtaq Ahmed | Chief Engineer, CM Helicopter flight |
| c. Captain Syed Aftab Hussain | Flight Inspector, CAA |
| d. Mr. Fabio Fremguisy | Head of Middle East and Africa, Agusta Westland |
| e. Mr. Febrico | Head of Eastern Middle East |
| f. Mr. Febrizio Riveria | Product Marketing Lead |

3. The offer of logistic support consisting of the following was reviewed in light of visit of the technical team to Islamabad, meeting with existing users of AW 139 Helicopter and ground support equipment held with Chief Minister's Helicopter Flight:

- Spare parts for schedule maintenance (Air frame, Avionics and Engine);
- Tools and GSE special;
- Tools on customer request;
- One year warranty extension from 2 - 3 years;
- Spare parts for unscheduled maintenance (Air frame, Avionics and Engine);
- Tool and GSE common.

4. Based on detailed discussion and review of each of the items offered, its utility and cost, only essentially required items were shortlisted for procurement thus reducing the overall cost.

5. Following few items were added on the committee's request in the optional equipment of Helicopter:

- Cabinet.
- Auxiliary transversal fuel tank of 132 US gallons capacity.
- Leather cushions for normal seats.
- Medical Evacuation (MEDEVAC) - 4 Longitudinal stretchers.

6. Air freight of the Helicopter to Pakistan (Karachi) was very high; the

committee recommended transportation of Helicopter by sea thereby reducing the freight cost from US\$ 310,000 to US\$ 155,000.

7. After detailed discussion Agusta Westland agreed to provide following trainings free of cost, any other training requirement will be charged by M/s Agusta westland according to their schedule of training cost.

- a. Pilot's glass cockpit transition course - 3 pilots.
- b. Standard initial VFR training - 3 pilot.
- c. Standard initial IFR training - 3 pilots.
- d. Air frame maintenance - theoretical and practical training - 3 x engineers.
- e. Avionics maintenance - theoretical and practical training - 3 x engineers.

8. M/S Agusta Westland also agreed to offer Power by Hour program after the expiry of 3 years warranty period.

9. As the committee has decided not to purchase spare parts of un-scheduled maintenance (Air frame, Avionics and Engine) costing 2.1 million US dollars. Instead they have requested AW to provide all un-scheduled maintenance spares not covered under warranty on ninety (90) day credit basis. For this AW requested the committee to open letter of credit in their name and they have agreed to check the ninety days credit from their hierarchy.

10. After detailed deliberations and customization of optional equipment / logistic support total proposed value of the contract came to US\$ 15,950,000.00 which included all the optional equipment, training, logistic support and freight charges.

The meeting ended with vote of thanks to and from the chair.



Brigadier Ahmed Salman,
Chief Pilot VIP Flights

MINUTES OF THE MEETING

A meeting of the Procurement Committee for purchase of Helicopter for PDMA Sindh was held on 28th October, 2014 at 2:00 hours in the conference room of PDMA Sindh under the chairmanship of Mr. Shazar Shamoan, ACS, Cooperative Department / Chairman Procurement Committee.

2. Following attended the meeting:

- | | | |
|-------|----------------------------|--|
| i. | Mr. Abdul Kabir Qazi | Secretary (GA), SGA&CD |
| ii. | Syed Salman Shah | DG, PDMA Sindh |
| iii. | Lt. Col (R) Rizwan Ahmed | Chief Pilot CM Helicopter Flight. |
| iv. | Lt. Col (R) Mushtaq Ahmed | Chief Engineer, CM Helicopter flight |
| v. | Captain Syed Aftab Hussain | Flight Inspector, CAA |
| vi. | Captain (R) Anwar-ul-Haq | Deputy Secretary/ Representative CM House. |
| vii. | Mr. Moazam Ali Mari | Deputy Secretary, Finance Department (on special invitation) |
| viii. | Mr. Altaf-u-Rehman | Deputy Secretary, Law Department (on special invitation) |

Note: The Secretary Rehabilitation Department, Government of Sindh/ Member Procurement Committee was abroad on ex-Pakistan leave.

3. The purpose of the meeting was to review and discuss the issues concerning purchase of a new helicopter for PDMA Sindh. The Director General, PDMA Sindh briefed the participants on the following issues:

- i. **Bid Evaluation Report:** The procurement process had almost been completed and the Bid Evaluation Report was ready for hoisting the same on the websites of SPPRA and PDMA Sindh as required under rule 45 of the Sindh Public Procurement Rules-2010.
- ii. **Advance Payment:** It was informed that the issue of down payment of 30% as contained in the financial proposal was debated upon in the previous meeting of Procurement Committee held on 24.09.2014. The matter was referred to SPPRA for seeking opinion. The SPPRA had informed that there was no provision for advance payment in SPP Act and SPP Rules 2010 to the bidders for supply of goods. The observation of SPPRA was conveyed to M/s Agusta West Land for seeking clarification under the rule 43 of the SPP Act 2010 with request to re-visit para-2.2 of their financial proposal. The company vide letter dated 30th September, 2014 waived off the condition of 30% mobilization advance down payment and accordingly revised the schedule of payment. Since the clarification from M/S Agusta West Land was sought in the light of above referred letter of SPPRA, therefore, SPPRA was again approached to clarify its stance.
The SPPRA informed that there was no provision in SPP Act 2009 and Rules 2010 with regard to the advance payment to be made to the bidder / contractor for supply of goods or otherwise. However, payment of 10% in advance to the bidders / contractors is in vogue for procurement of works in terms of para 9.3(2) of guide lines / regulation for procurement of works. Meanwhile, SPPRA advised that the procuring agency / administrative department may refer financial rules through Finance Department for ensuring the transparency and fairness in the procurement process.
In light of the advise of the SPPRA, matter was referred to Finance Department for guidance. The Finance Department informed that the SPPRA Rules-2010 currently in practice do not mention about the advance payment but Rule 84 of the Sindh Purchase manual 1991 (SPPRA Rules 2010 have over ridding effect on these rules) provided as under:
"No advance payment is permissible as a matter of rule. Where this is inescapable, however and supplier insists on advance payment, a certain percentage of the value of the contract may be recommended by the Purchase Officer concerned for approval of Administrative Secretary and Finance Department regardless of the amount

involved. This payment will be against a Bank Guarantee or other Suitable Security. *

The Finance Department further suggested the Procurement Committee to debate upon the issue and decide the matter accordingly. It was also suggested to the committee to seek opinion of the Law Department in the matter.

The Committee deliberated upon the issue and was of the opinion that as a matter of record , in case of purchase of vehicles etc. advance is paid through pre-receipt bill. Similarly, mobilization advance is paid to the contractors that is also a kind of advance.

The Deputy Secretary (Opinion) Law Department, Government of Sindh informed the meeting that there is no legal bar on making advance payment to the Contractors/ Bidders. He further clarified that absence of the provision in relevant rules of procurement cannot be described as a restriction or bar. The Committee considering the opinion of Deputy Secretary, Law agreed that Rules being silence cannot be described as restriction or bar. He also opined that when the bidder / party has already withdrawn the request for advance payment, then the issue should be considered resolved.

- iii. **Market Survey Assessment Report and Financial Evaluation:** As per the decision taken in the meeting held on 16.10.2014 at Chief Minister House Karachi, Col (R) Rizwan Ahmed Chief Pilot , Helicopter presented the Market Survey Report (**Annexure-A**). The Market Survey Report recommended that the price offered by M/s Agusta Westland for the basic helicopter along with the training, optional equipment and ground support equipment was a good deal. The Committee was briefed that the exact market survey in the instant case would not be applicable.

The Committee based on the Survey Assessment Report and Financial Evaluation has recommended that the price (s) offered by M/s Agusta West Land were reasonable and Government of Sindh may go ahead for purchase of Helicopter for PDMA Sindh.

- iv. **Applicable Laws on Contract:** The Director General informed the committee that in pursuance of the decision of PC taken in its meeting held on 24.09.2014, the proposed draft of the contract agreement was forwarded to Law Department for vetting. The Law Department after vetting the draft contract agreement opined as under:

- a. The proposed contract agreement may be expressed in the name of Governor.
- b. The proposed contact agreement (applicable laws and disputes) should be governed and interpreted with the laws of Pakistan.

The above observations were communicated to the company. The company agreed to express the proposed contract in the name of Governor while on the observation of applicability of the laws of Pakistan in case of the arbitration; they regretted to accept the request. However, for a viable and mutually acceptable alternative they agreed to have the laws of England governing the proposed contract.

The Secretary (GA) SGA&CD proposed to committee to revert back to the company to reconsider the proposal of arbitration under the laws of Pakistan to which the committee unanimously agreed.

- v. **Committee for Complaint Redressal (CCR):** The Director General, PDMA Sindh informed the meeting that under Rule 31 of the SPP Rules-2010, a Committee for Complaint Redressal is to be constituted for which a reference has already been moved for competent authority through Secretary Rehabilitation Department.

- vi. **Hoisting of NIT and Bid Documents on the website of SPPRA:** The Director General, PDMA Sindh informed the meeting that SPPRA has communicated that the bidding documents have not been supplied to them by PDMA Sindh for hoisting the same on its website. The DG PDMA / Member Secretary briefed the meeting that the NIT and bidding documents were communicated to SPPRA vide the Authority's letter dated 09.07.2014 and 10.07.2014. The SPPRA hoisted the tender on its website, whereas PDMA hoisted both tender as well as bidding documents on its websites, that was the reason 08 companies obtained bidding documents.

4. Following decisions were taken by the Procurement Committee:

S. No.	Issue	Decision	Action
1.	Finalization of Bid Evaluation Report	The Committee decided to hoist the Bid Evaluation Report on the	Secretary Procurement Committee

		website of SPPRA and PDMA.	
2.	Applicable Laws of Contract	The Procurement Committee unanimously decided to revert back to the M/s Agusta West Land in this behalf and convince them that arbitration (if any arising out of the contract) should be dealt with under the laws of Pakistan.	Secretary Procurement Committee
3.	Market Assessment of the price	The report on market assessment of price presented by Technical Committee in the meeting of Procurement Committee was approved and made part of record.	Secretary Procurement Committee
4.	Down payment	In light of the comments of SPPRA, Finance Department and considering the opinion of Deputy Secretary Law, the Committee firmed up the opinion that the advance payment can be made subsequent to execution of agreement between the Government of Sindh and Company and fully securing the public money through robust financial instrument such as bank guarantee from National or Internationally recognized bank and for the period of time as mentioned in contract.	Secretary Procurement Committee
5.	Committee for Complaint Redressal	The Committee decided to approach General Administration Department (SGA&CD) for early constitution of the Committee for Complaint Redressal.	Secretary (GA), SGA&CD Secretary Procurement Committee

The meeting ended with vote of thanks to and from the chair.



Shazar Shamoon
Additional Chief Secretary
Cooperative Department /
Chairman Procurement Committee

ATTENDANCE SHEET

MEETING OF PROCUREMENT COMMITTEE FOR THE PURCHASE OF HELICOPTER FOR PROVINCIAL DISASTER MANAGEMENT AUTHORITY (PDMA) UNDER THE CHAIRMANSHIP OF MR. SHAHZAR SHAMOON, ADDITIONAL CHIEF SECRETARY, COOPERATION DEPARTMENT / CHAIRMAN PROCUREMENT COMMITTEE

Dated: Tuesday, 28th October, 2014

Time: 2:00 p.m.

S.No.	Officer Name	Designation	Department	Tel. Nos.	E-mail address	Signature
1	CAPT. S. AETAB HUSSAIN	FLIGHT INSPECTOR	CIVIL AVIATION AUTHORITY	0301-8258833	Syastab@yaho.com	Affab
2	LTCOL (R) RIZWAN AHMED	Chief Pilot (Helicopter)	CM Helicopter Flight	0321-378752	v13778@fotmail.com	Rizwan
3	Lt. Colr. MUSTAFIZ AHMED	Chief Engineer Helicopter	CM Helicopter Flight	03323041637	Mustafizahmed1953@indianmail.com	M.A.
4	CAPT (C) ANWER UL HAQ	DS (MD CM Secretariat)	CM Secretariat	0332-208704	anwer@yaho.com	A.U.
5	M. Nawaz Sarwar	DS, Cooperation	Cooperation	0300 8282664		M.S.
6	Mozzammil Masri	DS (Budget)	Finance Deptt	03002046267	mazzammilmasri@gmail.com	M.M.
7	Shahzad Shamm	ACS	Corp	03000823333		S.S.
8	Atif ur Rahman	Asst. Secy. (OP)	Law Deptt	0333370	X.	A.R.
9	Abdul Kabir Kazi	Secy (G.A)	SG AD	24478 0332-237614		A.K.
10	Syed Salman Shah	DM PDMA	PDMA	0302 8807553		S.S.



CHIEF MINISTER'S SECRETARIAT, SINDH

KARACHI

No.PA/DS(U&B)/CMS/PSB/2014

Dated: 17.10.2014

To,

The Director General,
Provincial Disaster Management Authority,
Government of Sindh,
Karachi

SUBJECT: NOMINATION OF OFFICER TO REPRESENT THE
SPECIAL SECRETARY, CHIEF MINISTER'S
SECRETARIAT IN PROCUREMENT COMMITTEE

I am directed to refer to your letter No.PDMA(S)/5(1)/14, dated 17.10.2014, on the subject noted above, and to state that post of Special Secretary does appear on the strength of Chief Minister's Secretariat. However, **this post is lying vacant since 24.3.2014** when Mr. Muhammad Abbas Baloch, then Special Secretary, C.M. Secretariat, was transferred and posted as Commissioner Sukkur.

2. This is for your kind information and record, please.


17/10/2014
(SHAFI UDDIN)
DEPUTY SECRETARY (U&B.)


17/10/2014