Islamic Republic of Afghanistan

Ariana Afghan Airlines

Administration and service Directorate

**Consultancy Standard Tender Document (STD)**

**For Procurement of**

**Aircraft Sourcing and Purchasing Services**

Description of services:

brokerage firm to assist Ariana on purchasing of two 737-500 aircrafts

STD Number: (000-001)

STD Date: (17**-**April-2018)

Deadline of Tender’s Submission: 25th April 2018, 2:00 pm- Kabul Time

Clarification is possible through introduced email IDs only.

Procurement Procedure is supported by electronic system (Ariana Net)

Date:-----------

**To: Ariana Afghan Airline**

**Kabul- Afghanistan**

**To whom it may concern,**

Referring term and conditions mentioned in this tender document, we hereby request you to accept our offer regarding *brokerage services on sourcing and purchasing of two 737-500 aircrafts.*

It is respectively confirmed that this company has accepted and agreed upon terms and requirements reflected in your standard tender documents (STD)*.*

We acknowledge this is an official engagement into the process and we will not withdraw our offer up to end of the validity time.

**Best regards,**

**Name of Tender’s Representative:------------------**

**Signature:-------------------**

**Stamp:-----------------------**

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1. **Instruction to Tenderers**
2. *Ariana Afghan Airlines* has a budget allocation for the *to buy two 737-500 aircrafts* which is described in technical specification part for reference of bidders/ tenderer.
3. Your offer, must be send to the following email address before closing date:

**bidding-box@flyariana.com**

1. Tenderer must not disclose prices to other parties at all.
2. Any offer received later than the scheduled time will be rejected. The STD must be sent with complete requested information and documents.
3. Tenderers must sign all pages of STD and quoted prices.
4. All prices and offered conditions must be valid for a period of *thirty five (35) days* from the closing date of the STD announcement.
5. The STD must be completed and signed by an authorised representative of the tenderer.
6. Tenderers may request for clarification on STD via email addresses [*procurement@flyariana.com*](mailto:procurement@flyariana.com) and [*pa.consultant@flyariana.com*](mailto:pa.consultant@flyariana.com)
7. Tenderer may quote prices as per requested format in specified part of STD and or in separate sheet.
8. Tenderers *are allowed* to submit alternative bids.
9. There *is no need* for bid security for this tender. Acceptance of this STD shall act as Declaration Letter.
10. The winner firm *must not provide* performance guarantee as specified in STD.
11. In the case of any arithmetical discrepancy between the Unit Rate and the Total Amount quoted, then the Unit Rate of this document shall prevail both for the evaluation of offers.
12. The currency of SDT is USD.
13. Depending on the final requirement, the required services may be increased or adjusted.
14. The evaluation of offers is conducted as per articles 23th-27th of Ariana procurement procedure.
15. The firm is not bound to accept the lowest offer and reserves the right to accept or reject any or all the offers without assigning any reason whatsoever to tenderers.

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1. **Term of Reference for Aircraft Sourcing and Purchasing Services**

**Through Third Party (Firm)**

**Red Font Means Mandatory**

Deadline of Tender’s Submission: 25th April 2018, 2:00 pm- Kabul Time

Submission Email ID: [quotation-box@flyariana.com](mailto:quotation-box@flyariana.com)

Email Subject Line: Brokerage Service

Validity of Offer: at least 30 days

Submission Package includes: Accepted and Signed ToR, Financial Proposal, other supporting documents

1. **Description of Services**

AAA (Ariana Afghan Airlines- Buyer) has planned to procure a used aircraft (Boing 737-500) in shortest possible time to run its normal business and operations inside and outside the country. As per directive of company’s BoD, the fastest and safest possible way to expedite the buying process is through third- party (authorized broker/facilitator) services. On this purpose, to acquire the aircraft Ariana is looking for an experienced and trusted international firm in order to search, assess, co- negotiate and acquire the aircraft. The Ariana technical team will support and will be in access during technical inspection and test process. The aircraft tentative specification will be available in this document which can be used as a reference for tenderers. Additional information about AAA requirements and expectation can be provided to winner firm at the end of this process. It is worthy to mention that Letter of Intent (LOI) signed by ultimate authority of Ariana will be provided to winner firm.

**The facilitator/ broker shall provide below services to Ariana, this is the scope of services Ariana will require from tenderers:**

1. **Market Research and Shortlisting**

The firm shall have robust network of communication and relations with aircrafts potential sellers/agents.

* An available list of aircraft with tenderer, close to required aircraft by Ariana is an advantageous point at evaluation and selection time.
* A similar experience of purchasing aircrafts in last 3-12 months can be shared to Ariana along with proposal for evaluation purpose.

1. **Desktop Assessment and Negotiation**

The firm shall seek complete specifications of target aircrafts and conduct preliminary and in depth assessment as an assistance to Ariana. The firm with consideration of Ariana’s available budget and market value of target aircrafts, shall provide a short list of potential aircrafts to Ariana for review and interim approval.

The firm shall facilitate negotiation process with selected seller at the end of this process. In case the negotiated price is not acceptable to Ariana, the process shall be repeated with other sellers in shortest possible time.

1. **Technical Inspection and Assistance**

The firm shall conduct a technical inspection and audit of relevant documents as per market standards by an ISTAT certified appraiser. The firm shall ensure the provided aircraft is in full compliance with Ariana requirements and presented specification in papers. Ariana will provide second interim approval at the end of this stage.

1. **Documentation and Delivery**

The firm shall record all and each steps of the process including marketing, shortlisting, selection, and negotiation in proper format to be shared to AAA management.

* The firm will collect and share updated document, legal document of aircraft to Ariana.
* The firm will prepare and share draft agreement to AAA. The firm shall play active role between buyer and seller upon preparation of contract terms and conditions.
* The visual inspection of aircraft for physical condition and defect will be done by Ariana team, and firm shall facilitate the process.
* The test flight will be performed by the firm recruited pilot, however Ariana may send his technical team to participate the process at its own cost (buyer cost).

1. **Selection Criterions of the tenderer (firms) is supported by submission of below documents:**
2. Submission of signed Term of Reference (ToR) with supporting documents, financial proposal and information responding to above requirements.
3. Submission of License, Work Permit or any similar certificates
4. List of its purchased aircrafts in last one year is valuable criteria to prove experience of a firm.
5. List of available aircrafts close to requirements of Ariana is a plus point. (If not provided can’t be reason of firm’s disqualification however the list may be provided during evaluation process by the firms).
6. Draft LOI including term and conditions mentioned in this ToR plus any other additional terms
7. **Financial Proposal**

The firm shall provide financial proposal reflecting:

1. Success fee (payable only upon signing purchase agreement with final seller and delivery of aircraft to Ariana) and
2. Non-refundable costs in a detailed sheet for above mentioned services.

AAA will provide an official LOI to the firm to ensure the purchase, not requesting an advance or requesting small advance money by tenderer/firms is a plus point and may affect the final selection process.

After contract signature, a reimbursable cost shall be paid to firm within 10 days after services rendering and expense’s occurrence by Ariana.

The cost shall be in USD as below format, A separate sheet can be used:

1. Overall Acquisition Cost (Success Fee): *Here-Amount in USD*
2. Fixed Cost and Non Refundable Cost (Marketing, Travels, Specific Activities and Sourcing): *Here*-*Amount in USD*
3. **Location of Delivery and Time Constrain**

Ariana team needs to visually conduct physical check of target aircraft found by facilitator in countries with possible and fastest access. Ariana prefers to have flight test and delivery of aircrafts in nearby countries like UAE, Jordan, Turkey, India, Moscow-Russia and other countries in close proximity.

The winner firm is responsible to find and provide potential aircrafts list to Ariana as per provided requirements within 6 weeks.

Negotiated aircraft shall be available for delivery to Ariana (max) within next 2-3 months after agreement signature between buyer and seller.

1. **Final Product/ Services Expected from the Firm**

For Successful completion of the project, firm is expected to perform below deliverables:

* Delivery of two aircrafts as per specifications (buy first available aircraft and move for next approach is okay to Ariana)
* Submission of required drafts document and draft agreement to Ariana for review
* Provision of ownership and legal document of aircrafts to Ariana
* To ensure economic and transparency principles through all processes.

1. **Experienced Staffs of Firm**

The firm shall provide or already have experienced and technical staffs to perform project’s scope of services. The remuneration shall be included in the quoted prices in tendering process.

1. **Required Aircraft Specification for Reference**

**Aircraft General Min Specification (Details specification will be provided to requesting broker later)**

* Two (2) Boeing 737 -500 Used.
* The Airplane must not be older than 20 years.
* The Airplane must have fresh “C” Check (must have at least 3000 Flight Hours remaining for next “C” check.
* Each must have at least 3000 Flight Cycle remaining for the first LLP limit replacement, and the engine type must be CFM56-3C1
* All three landing gears must have minimum 5 years remaining for the next overhaul.
* There should not be any open major modification rise from and or any other technical publication with coming one year.
* Aircraft shall be available for leakage, deterioration, fuselage defect and corrosion check at final visual/technical inspection.

**Acceptance of Tenderer: ----------Sign and Stamp here----------------------**

**Date: -----------------**

**Please sing each page of this ToR**

**Please attach financial proposal and supporting documents**