



داریانا افغان هوایی شرکت
ARIANA AFGHAN AIRLINES



Administration and Service Directorate



Document Name	Electronic procurement-Standard bidding Documents-SBD
Description of services	Procurement of <i>Aircraft</i>
SBD Number	002-160
SBD Announcement Date	18-FEB-2020
SBD Closing Date	Closing Date changed from 26-FEB-2020 TO 29-Feb-2020
SBD Closing Time	09:00 am Kabul local TIME



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To: Ariana Afghan Airline

1- To whom it may concern,

Referring term and conditions mentioned in this tender document, we hereby request you to accept our offer regarding sale of the Aircraft

It is respectively confirmed that this company has accepted and agreed upon terms and requirements reflected in your (Electronic procurement-SBD(002-160).

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 Bidders Representative: -----

Signature: -----

Stamp: -----

Date:



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2- Instruction to Tenderers

- 2-1 Ariana Afghan Airlines has a budget allocation for the purchasing of the Aircraft which is described in technical specification part K for reference of bidders/ tenderer.
- 2-2 Your offer, must be send to the following email address before closing date: quotation-box@flyariana.com
- 2-3 Tenderer must not disclose prices to other parties at all.
- 2-4 Any offer received later than the scheduled time will be rejected. The (Electronic procurement-SBD) must be sent with complete requested information and documents.
- 2-5 Tenderers must sign all pages of (Electronic procurement-SBD) and quoted prices.
- 2-6 All prices and offered conditions must be valid for a period of **thirty (30) days** from the closing date of the (Electronic procurement-SBD) announcement.
- 2-7 The (Electronic procurement-SBD) must be completed and signed by an authorised representative of the Seller.
- 2-8 Tenderers may request for clarification on (Electronic procurement-SBD) via email address techsupply@flyariana.com cc to quotation-box@flyariana.com and cao@flyariana.com
- 2-9 Clarification is possible through introduced email IDs only.
- 2-10 -Tenderer may quote prices as per requested format in specified part of (Electronic procurement-SBD) and or in separate sheet.
- 2-11 Tenderers *are allowed* to submit alternative bids.
- 2-12 There *is no need* for bid security for this tender. Acceptance of this (Electronic procurement-SBD) shall act as Declaration Letter.
- 2-13 The winner company *must provide* performance guarantee as specified in (Electronic procurement-SBD).
- 2-14 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 and for the subsequent *Aircraft sale/purchase contract* .
- 2-15 The currency of SBD is USD.
- 2-16 The evaluation of offers is conducted as per articles 23th-27th of Ariana procurement procedure.
- 2-17 The Purchaser 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.
- 2-18 Mandate Letter for offers by brokers
- 2-19 Additional documents may be provided upon request of Ariana during evaluation process.

3- SUBMISSION GUIDELINE

- 3-1 The tenderers are required to submit offers electronically through below mentioned email ID. Your offer, must be send to the following email address before closing date: quotation-box@flyariana.com
- 3-2 Tenderers may be submitted also in hard copy to Ariana Head office (Post Box 76) in Share Naw, Kabul- Afghanistan.

4- EVALUATION CRITERIA OF OFFERS

- 4-1 -The evaluation criteria's of offers are defined as below. The tenderers are required to prove having general experience and similar experience in accordance with following criterions:
 - a- Offer shall be responsive to the requirement of (Electronic procurement-SBD) and technical specifications
 - b- At least one similar contract is required.
 - c- Annual total experience in the similar project is required.
- 4-2 -Tenderers shall attach supporting documents responsive to above criteria's. Tenderers may submit financial proposal along with these supporting documents and signed (Electronic procurement-SBD) in one scan copy and one original copy. The original documents may be collected from tenderer after opening deadline.
- 4-3 -The evaluation of a (Electronic procurement-SBD) will exclude and not take into account:
- 4-4 -If an offer is not substantially responsive, it shall be rejected by the Purchaser, and may not subsequently be made responsive by correction or withdrawal of the nonconforming deviation or reservation.



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- 4-5 -No negotiation shall be held with the lowest or any other Tenderer so the bidder should mentioned final price including all type of discounts.
- 4-6 -A bidder shall not be required, as a condition for award, to undertake major responsibilities not stipulated in the (Electronic procurement-SBD).
- 5- GUARANTEES**
- 5-1 The Seller must provide valid performance bank guarantee as follow.
- 5-2 *10-percent of contract amount upon contract signature to Ariana.*
- 5-3 *Provide bank guaranty equal to the advance payment invoice or Provide security deposit in escrow account.*
- 5-4 -Any failure at contract implementation, weak performance and breach of contract terms by Seller will result to fortify the bank guarantee and debarment in Afghanistan.
- 6- CONTRACT DOCUMENT**
- 6-1 -Tenderers are encouraged to submit draft contract format along with (Electronic procurement-SBD) to Ariana. This is not mandatory and has no effect on evaluation result.
- 6-2 -Ariana will inform the successful Seller through a written letter for contract award notice. The contract award information will be published in relevant websites by Purchaser.
- 7- -The contract type is purchase of the Aircraft**
- 8- ADVANCE PAYMENT**
- 7-1 -The Seller may request for an advance payment up to *20% of contract amount*. The advance money is only provided to Seller against equal bank guarantee submitted to Ariana.
- 9- PAYMENT TERMS**
- 8-1** -The total payment to Seller are paid in *four* equal instalments. Once the invoice is submitted by the Seller, Ariana is responsible to transfer the fund within 10 days to specified bank account reflected in contract document.



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10- ARIANA Afghan Airlines obligations

- 9-1 -Ariana shall pay to the Seller [x] in respect of the (Aircraft sale/purchase Agreement) set out in **article 15-1.**
- 9-2 -Ariana shall have the right to cancel a the deal in the event of any Force Majeure event outside the control of Ariana, Ariana provides prompt notice thereof to Seller and all monies paid in advance shall be refunded, and Ariana shall have no further liability to Seller or otherwise.
- 9-3 -All purchased Aircraft shall be used exclusively for Ariana.

11- SELLER Services and obligations

- 10-1 Seller shall provide the Aircraft to Ariana as set out in SBD
- 10-2 Seller shall provide performance guaranty from an international Bank and should be verified by National Bank in Afghanistan with amount of 10 percent of total contract value before signing of the contract. If the Seller is not able to perform the operation, the performance guarantee will be confiscated by AAA.
- 10-3 Seller shall provide the Aircraft with the same condition and model set out in the SBD.
- 10-4 Seller shall obtain and maintain (or procure that there is obtained and maintained) in full force and effect all necessary certificates, licenses, permits and authorizations required for the use and operation of the Aircraft, including, without limitation, an air operator's certificate, an unrestricted certificate of airworthiness with respect to the Aircraft and such certificates of maintenance;
- 10-5 Seller shall ensure that the Aircraft is used, operated and controlled in accordance with all applicable laws affecting the Aircraft in any jurisdiction in which it is operating and in accordance with all certificates, licenses, permits, authorizations and registrations relating to the Aircraft, and regardless of upon whom any of the same are by their terms imposed, and so as not to invalidate any manufacturer's warranties;
- 10-6 The payment schedule may be subject to change in minor at contract preparation stage.

12- TAXATION

- 11-1 -The payment to Seller is subject to *BRT* tax as per rule and regulation of Afghanistan. The tax inclusion or exclusion may be clearly mentioned with the quoted price.

13- CONFIDENTIALITY

- 13-1 -All Information relating to the examination, evaluation, comparison, and qualification of tenders, and recommendation of contract award, shall not be disclosed to tenderers or any other persons not officially concerned with such process until publication of the contract award.
- 13-2 Any effort by a tenderer to influence the Purchaser in the examination, evaluation, comparison, and post-qualification of the tender or contract award decisions may result in the rejection of its offer subsequently followed by other legal actions including debarment.



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14- MINIMUM ACCEPTABLE SPECIFICATION OF THE AIRCRAFT

14-1 -The aircraft for Ariana Operation should meet the following criteria:

Ariana Afghan Airlines	Responsibility of the supplier		
General Criteria	Yes	No	If no what is the alternative
The Airplane must not be older than 20 years (date of manufacture)			
The Airplane must have fresh "C" Check (next "C" check should not be due before two years)			
Each engines must have at least 3000 FC remaining for the first LLP limit replacement.			
All three landing gears must have 5 years or 50% remaining for the next overhaul.			
There should not be any open major modification rise from AD or any other technical publication			
Regulatory compliance with EASA/FAA			
Technical Check List and certificates			
Has valid AOC? If yes please provide copy of the AOC.			
Has valid certificate of registration? If yes please provide copy.			
Has valid Certificate of registration? If yes please provide copy.			
Has valid certificate of insurances? If yes please provide copy.			
Has valid radio License? If yes please provide copy.			
Has valid Noise certificate? If yes please provide copy.			
Is the Aircraft equipped with 7.1 TCAS? If yes please provide copy.			
Is the Aircraft equipped with GNSS/GPS? If yes please provide copy.			
Is the Airline have IATA Registration Code? If yes please provide copy.			
Provide Technical Specification and General Aircraft Datasheet.			



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15- PRICE QUOTATION:

15-1 -The SELLER IS TO FILL OUT BELOW TABLE FOR THE PURPOSE OF FINANCIAL EVALUATION. THE PRICES ARE CONFIDENTIAL BEFORE AND AFTER BID SUBMISSION:

Type of Contract	QTY	Purchase of Aircraft			
Type of the Aircraft	UOM	Fuel Consumption Per hours	Net-Price per (USD)	Total price (USD)	Nearest Delivery Date
A330-200	2 UNIT				
DASH 8 Q300	2 UNIT				
B767-300ER	2 UNIT				

If you accept the terms and conditions of the SBD Please completely sign and stamp all pages of SBD accordingly.
Please attach supporting documents of your offer.
Alternative bid and procurement by items will be allowed.

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Name of Bidders Representative:

Signature:

Stamp:

Date: