



داریانا افغان هوایی شرکت  
**ARIANA AFGHAN AIRLINES**  
P.O.BOX(76)KABUL AFGHANISTAN



Islamic Republic of Afghanistan

Ariana Afghan Airlines

Administration and Service Directorate

**(Electronic procurement-Standard bidding Documents-SBD)**

**FOR PROCUREMENT OF**

***WET LEASE OR DRY LEASE, LEASING OF ONE AIRCRAFT REQUIRED FROM (27-AUG-UP TO 27-DEC) 2019***

**DESCRIPTION OF SERVICES:**

***CHARTER OF ONE AIRCRAFT FOR 800 MGH FROM***

***(25-SEP-2019 TO 25—JAN- 2020)***

(Electronic procurement-SBD) Number: **(001-646-ACMI-Charter)**

Type of Aircrafts: **(B767-200 OR B767-300)**

Period of contract: 4 MONTH

(Electronic procurement-SBD) Date: **(16-Sep-2019)**

Closing Date and Time of (Electronic procurement-SBD): **(21-Sep-2019, 08:00AM KBL-Time)**

Clarification is possible through introduced email IDs only.

Procurement Procedure is supported by electronic system (Ariana Net)

**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 *charter of one aircraft with minimum capacity of (260 or above) seats OR Standard economic LOPA for transferring Ariana Afghan Airlines Passengers based on the following planed destination or any other Airport under AFG Call sign, From (25-Sep-2019 up to 25-Jan-2020) for Minimum monthly Guaranteed Hours of (200) hours.*

Planned	International	Jeddah	Istanbul	New Delhi	UAE	others
Destinations:	National	Kabul	Mazar	Herat	Kandahar	TBA

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

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:**

## **A- Instruction to Tenderers**

1. *Ariana Afghan Airlines* has a budget allocation for the *ACMI – (Allowed options: Dry-Dump or wet lease) of one aircraft* which is described in technical specification part **K** for reference of bidders/ tenderer.
2. Your offer, must be send to the following email address before closing date:  
  
[quotation-box@flyariana.com](mailto:quotation-box@flyariana.com)
3. Tenderer must not disclose prices to other parties at all.
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.
5. Tenderers must sign all pages of (Electronic procurement-SBD) and quoted prices.
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.
7. The (Electronic procurement-SBD) must be completed and signed by an authorised representative of the Lessor.
8. Tenderers may request for clarification on (Electronic procurement-SBD) via email address [techsupply@flyariana.com](mailto:techsupply@flyariana.com) , and [gm.procurement@flyariana.com](mailto:gm.procurement@flyariana.com) cc to [quotation-box@flyariana.com](mailto:quotation-box@flyariana.com)
9. Tenderer may quote prices as per requested format in specified part of (Electronic procurement-SBD) and or in separate sheet.
10. **Tenderers are allowed to submit alternative bids.**
11. There *is no need* for bid security for this tender. Acceptance of this (Electronic procurement-SBD) shall act as Declaration Letter.
12. The winner company *must provide* performance guarantee as specified in (Electronic procurement-SBD).
13. 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 *ACMI contract* .
14. The currency of SDT is USD.
15. Depending on the final requirement, the required flight hours shown may increase to more than **800 MGH**.
16. The evaluation of offers is conducted as per articles 23th-27th of Ariana procurement procedure.
17. The lessee 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.
18. Base will be Kabul Afghanistan
19. Aircraft must not be due for any heavy or major checks close or during lease Operation period.
20. Mandate Letter for offers by brokers
21. Additional documents may be provided upon request of Ariana during evaluation process.

## **B- SUBMISSION GUIDELINE**

The tenderers are required to submit offers electronically through below mentioned email ID. Your offer, must be send to the following email address only before the closing date:

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

Tenderers may be submitted also in hard copy to Ariana Head office (Post Box 76) in Share Naw, Kabul- Afghanistan.

The focal point of Ariana for technical assistance regarding aircraft specification, is *Mr,Khalid Arian* accessible via **email ID:** [tech.engg@flyariana.com](mailto:tech.engg@flyariana.com)

The focal point of Ariana for procurement assistance regarding procurment process, are *Mr,Omid Mansor* accessible via **email ID:** [gm.procurement@flyariana.com](mailto:gm.procurement@flyariana.com) and *Mr,Abdullah Amani* accessible via **email ID** [techsupply@flyariana.com](mailto:techsupply@flyariana.com).

## **C- EVALUATION CRITERIA OF OFFERS**

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.

Tenderers shall attach supporting documents responsive to above criteria's. Tenderers may submit financial proposal along with these supporting documents and singed (Electronic procurement-SBD) in one scan copy and one original copy. The original documents may be collected from tenderer after opening deadline.

The Lessee's evaluation of a (Electronic procurement-SBD) will exclude and not take into account:

- If an offer is not substantially responsive, it shall be rejected by the Lessee, and may not subsequently be made responsive by correction or withdrawal of the nonconforming deviation or reservation.
- No negotiation shall be held with the lowest or any other Tenderer.
- A bidder shall not be required, as a condition for award, to undertake major responsibilities not stipulated in the (Electronic procurement-SBD).

#### **D- GUARANTEES**

1- The lessor must provide valid performance bank guarantee or equivalent as follow.

a- **5- percent** of contract amount upon contract signature to Ariana.

**OR**

b- *Provide bank guaranty equal to the advance payment invoice.*

**OR**

c- *Provide security deposit in escrow account.*

2- Any failure at contract implementation, weak performance and breach of contract terms by lessor will result to fortify the bank guarantee and debarment in Afghanistan..

#### **E- CONTRACT DOCUMENT**

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.

Ariana will inform the successful lessor through a written letter for contract award notice. The contract award information will be published in relevant websites by lessee.

The contract type is ACMI leasing which stands for Aircraft, Crew, Maintenance and Insurance

#### **F- ADVANCE PAYMENT**

The lessor may request for an advance payment up to **20% of contract amount**. The advance money is only provided to lessor against equal bank guarantee submitted to Ariana.

#### **G- PAYMENT TERMS**

The total payment to lessor are paid in **four** equal instalments. Once the invoice is submitted by the lessor, Ariana is responsible to transfer the fund within 10 days to specified bank account reflected in contract document.

The payment schedule may be subject to change in minor at contract preparation stage.

#### **H- TAXATION**

The payment to lessor 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.

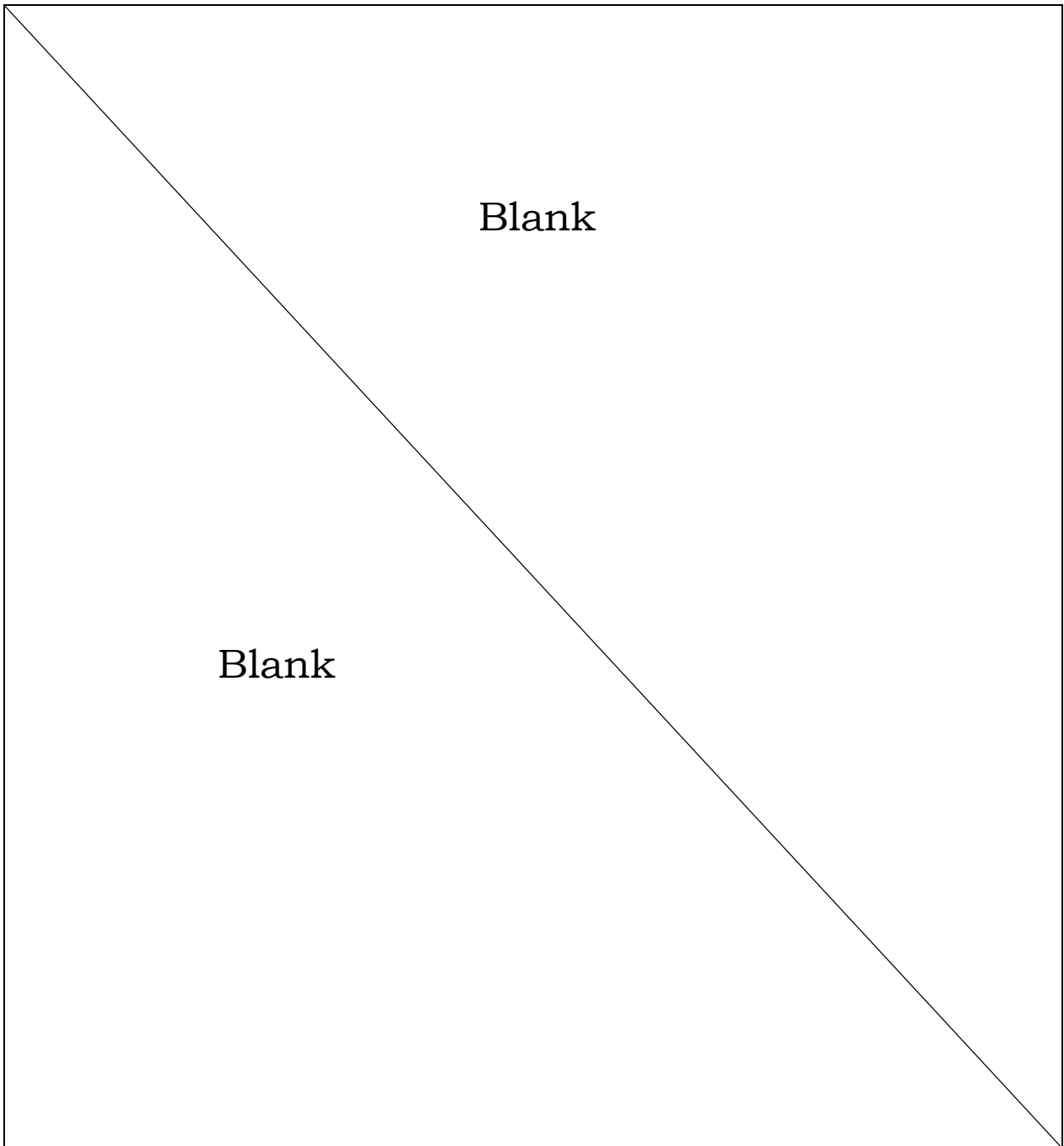
#### **I- DELIVERY AND BACK-UP AIRCRAFT**

The lessor must make sure that the aircraft will be available to Ariana at or before **25-Sep-2019** in Kabul. In case aircraft is not provided or available or faces technical problems, the lessor must provide another aircraft with equal or higher capacity within next **48 hours**.

## **J- CONFIDENTIALITY**

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.

Any effort by a tenderer to influence the lessee 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.



## K- MINIMUM ACCEPTABLE SPECIFICATION OF THE AIRCRAFT

### Project: Charter for regular operation of Ariana

#### Type of the Aircraft (Airbus or Boeing):

Type of the Aircraft	Requested Seating
B767-200	Any configuration (260 or above)
B767-300	Any configuration (260 or above)

#### **The lease 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
ACMI rate to be advised by lessor including periderms allowed options: Dry, Dump OR wet lease			
Minimum Monthly Guarantee Block Hours (MGH):200 Hours			
Type of the Aircraft : <b>(B767-200 OR B767-300)</b>			
LOPA-From 260 Seat full economy configuration + 4 seats for Crew			
Lease Duration: Minimum 4 Months.			
Advance Payment Allowed against Bank Guarantee or security deposit in Escrow account.			
Planned Destinations: International: Jeddah, Istanbul, New Delhi, UAE, etc National: Kabul, Mazar, Herat and Kandahar			
Flight cycles ratio: Preferably 1:1.5			
Base will be Kabul.			
Regulatory compliance with ESA/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 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.			
Aircraft must not be due for any heavy or major checks during contract period. For tractability purpose please provide copy of the CRS of last Heavy Check.			
Provide Technical Specification and General Aircraft Datasheet.			

**L- PRICE QUOTATION:**

FOR THE PURPOSE OF FINANCIAL EVALUATION THE LESSOR IS RESPONSIBLE TO FULFIL BELOW TABLE WHICH MARKED BY YELLOW COLOUR. THE PRICES ARE CONFIDENTIAL BEFORE AND AFTER BID SUBMISSION:

Type of the Aircraft	<b>B767-200</b> -With configuration OF 260 OR ABOVE		Actual configuration
Type of Contract	ACMI, Dry Lease ,Dump or wet lease		
Average Fuel Consumption Per hours	Net-Price per Flight Hour (USD)	Total price for 800 block hours (USD)	Nearest Delivery Date

Type of the Aircraft	<b>B767-300</b> -With configuration OF 260 OR ABOVE		Actual configuration
Type of Contract	ACMI, Dry Lease ,Dump or wet lease		
Average Fuel Consumption Per hours	Net-Price per Flight Hour (USD)	Total price for 800 block hours (USD)	Nearest Delivery Date

Please sign 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:**