

PROC OF HOLD BAGGAGE CT SCANNING MACHINES FOR PAA AIRPORTS
I/T No. HQPCAA/1992/371/XXLN

S.No.	Clause Ref No. & Page No.	Clause	Request for Clarification and Consideration of Review	PAA Response
01	Bid document Page No. 26, 30, 74 and PDF Page No. (29,33,74)	• BDS Clause No. 11, • ITB No. 18.1 • Items Lots (Bid Security)	Request for Review of Bid Security: We kindly request a review of the Bid Bond requirement of Rs. 72,225,000/-, which is substantially high, particularly considering the multiple tenders of a similar nature currently available on the PAA portal. A reasonable reduction, such as approximately 50% of the stated amount or the establishment of a maximum cap of Rs. 10,000,000/-, would encourage wider participation and enable qualified bidders, including ourselves, to compete more effectively while maintaining the objective of the bid security requirement.	Bid Security revised & Addendum issued.
02	Bid Document Page No 26 and PDF Page No. 29	Clause D. Submission of Bids, BDS Clause No. 12, ITB No.20.1	Request for Extension in Bid Submission Date: • The tender documents are dated 22 July 2026 and were made available on 29 July 2026, with a submission deadline of 25 August 2026. Considering the time required for site surveys, submission of clarification requests, coordination with OEMs, procurement of bid security, and preparation of a comprehensive proposal, the available timeframe is insufficient, particularly given the requirement for a high-value bid bond. • Additionally, the current period coincides with the summer holiday season in Europe, during which many OEM representatives are unavailable, further affecting bid preparation activities. • Response of clarifications submitted on 29th July 2026 are still awaited • We therefore respectfully request an extension of the bid submission date by at least 30 days beyond 25 August 2026.	Corrigendum has already been issued regarding the extension of the bid submission date. No further action is required.

03	Bid document Page No.67,92 and PDF page no. 70, 95	• ITB Clause 1 (Scope of Bid) • Invitation to Bid (Technical)	Request for Review-Delivery Timeline a) It is requested that the delivery lead time be reviewed, as the equipment is not an off-the-shelf product and requires customization to meet the given specific requirements of PAA instead of standard configuration equipment. b) The stipulated period of 90 days appears insufficient to complete (Manufacturing of goods, FAT, OEM Technical Training, OEM-Operation Training, Packing & Delivery, Custom Clearance, Delivery in PAA store for DC issuance then onward delivery to destinations, Installation & Commissioning, Integration, Testing and SAT, Local Training). Every milestone will require a considerable amount of time. Therefore, it is respectfully requested that the lead time be extended to a reasonable and practical duration to ensure the successful execution of the project. The proposed timeline is only suitable for suppliers who already have the required goods available in stock according to the given requirement.	The delivery timeline has been revised and Addendum issued accordingly.
04	Bid Document Page No. 120 and (PDF Page No. 123)	Clause No. 2.2 (Scope) of operational and technical specifications/compliance sheet	• Annexure A is not attached. Kindly provide it. • In addition, please also provide the relevant line numbers.	Annexure-A has already been provided. The machines are presently intended to be installed on Lines 1, 2 and 3. However, the Employer reserves the right to change the installation location to any other suitable line at the time of contract execution, based on operational/site requirements

05	Bid Document Page No. 120 and (PDF Page No. 123)	Clause No. 2.5 (Operational Continuity) of operational and technical specifications/compliance sheet	• Please clarify what is meant by “without disruption to airport operations.” • Please confirm whether planned shutdown windows, night-time work permits, and scheduled conveyor system outages will be made available for installation, testing, and integration activities. • Please confirm that delays arising from factors beyond the Bidder's control, including third-party interfaces, airport operational restrictions, regulatory approvals, site access limitations, or Purchaser dependencies, shall not be considered a breach of contract nor result in any associated liability for the Bidder.	During installation and commissioning, minimum operational downtime shall be ensured by diverting the operational load to other available lines, as feasible. The bidder shall submit a detailed execution/migration plan describing the proposed methodology for installation, integration and testing while maintaining operational continuity. Delays arising solely from airport operational restrictions, security approvals, site-access limitations or other factors beyond the Bidder's control shall not be considered a liability on contractor's part.
06	Bid Document Page No. 119 and (PDF Page No. 122)	Clause No. 4.10 (b)(Standard imaging features)	Please confirm whether the requirement should be "material discrimination" rather than "metal discrimination." If "metal discrimination" is intended, kindly provide the detailed functional requirements and performance criteria for this feature.	Metal discrimination” was a typographical error and shall be read as material discrimination.

07	Bid Document Page No. 118 and (PDF Page No. 121)	Clause No 5 (Centralized Management Software) of operational and technical specifications/compliance sheet	1. Kindly confirm site/location of: a. Centralized Management Server b. Remote Administration Station using centralized dashboard 2. Kindly confirm whether the Central Management System (CMS) is required to integrate only the three (03) CT systems under this tender, or whether integration with additional screening systems and/or any other related equipment is also required as part of single unified architecture. 3. Kindly confirm the scope of scalability, specifically regarding the number and type of additional systems that may be procured and required to be integrated in the future. Please also clarify the expected integration requirements and interface provisions for such future expansions.	An addendum shall be issued for said clause.
08	Bid Document Page No. 117 and (PDF Page No. 120)	Clause No 5.2.b. (Remote Monitoring & Maintenance Computer) of operational and technical specifications/compliance sheet	Kindly confirm the location of dedicated workstation	An addendum shall be issued for said clause
09	Bid Document Page No. 116 and (PDF Page No. 119)	Clause No. 6.1 (UPS) of operational and technical specifications/compliance sheet	Kindly confirm the required UPS rating. Furthermore, please clarify whether three (3) dedicated UPS units are required for each machine, or whether one (1) UPS can support all three machines collectively.	Dedicated UPS units are required with each machine to be provided.

10	Bid Document Page No. 116 and (PDF Page No. 119)	Clause No. 7 (Services & Configuration Access) of operational technical specifications/compliance sheet	Kindly clarify the requirement for modification of operational parameters, as unauthorized changes may adversely affect equipment performance, safety, compliance, and may jeopardize machine operation.	Upon procurement and acceptance, the equipment shall become the property of PAA. Accordingly, the Bidder/OEM shall provide all OEM-authorized documentation, software, tools, licenses and access required for operation, maintenance, diagnostics and configuration of the system. During the warranty period, such access may be exercised under the supervision or authorization of the OEM, where applicable, to preserve warranty conditions.
11	Bid Document Page No 130, and PDF (133)	Clause No. 12 (FAT) of operational and technical specifications/compliance sheet	Kindly confirm whether the requirement for a five (5) working day Factory Acceptance Test (FAT) refers to a FAT programme to be conducted on a lead unit, 2 to 3 units which is witnessed by seven (7) PAA representatives, rather than the execution of FAT individually on each of the twelve (12) CT systems. We would appreciate confirmation of the intended FAT scope.	The five (05) working day Factory Acceptance Test (FAT) shall be conducted for all 03 Hold CT machines covered under the tender. The FAT shall include verification of the applicable technical, functional and operational requirements of each CT machines.
12	Bid Document Page of 120-121, Technical compliance sheet (2-3 of 16)	Clause No.1.24 of operational and technical specifications/compliance sheet	With reference to Clause 1.24 regarding Financial Evaluation, where consumables and spares are taken into consideration, we respectfully request that only consumables and critical spares be considered instead of the entire list of standard spares. The standard spare parts list contains several dormant spares that may never be utilized, even over a period of 10 years. Therefore, including all standard spares in the financial evaluation may not provide a fair or realistic basis for comparison. In view of the above, we kindly request that the evaluation be based solely on consumables and critical spares, which more accurately reflect the actual operational and maintenance requirements of the equipment.	Clause 1.24 shall remain unchanged.

13	Bid Document Page No 121, Technical compliance sheet (3 of 16)	Clause No.1.25 (SLA Optional) of operational and technical specifications/compli ance sheet	Referring to Clause 1.25, the requirement to keep SLA pricing firm for an extended period, potentially covering 3 to 4 years, may expose suppliers to significant commercial risks arising from: • Inflation • Exchange rate fluctuations • Changes in government taxes and duties applicable to spares and consumables • Increases in labor, spare parts, and operational costs These factors may substantially impact the accuracy and sustainability of the quoted prices. Therefore, the stated requirement is considered commercially challenging and may not be reasonable for suppliers/vendors. In view of the above, it is respectfully requested that PAA review this requirement and allow SLA prices to be adjusted at the time of contract signing to reflect any changes in exchange rates, government taxes, duties, inflation, or other significant cost drivers occurring during the intervening period. Alternatively, kindly consider introducing an appropriate price adjustment mechanism to accommodate such variations and ensure fair and competitive participation by all bidders.	Refer to addendum.
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14	Bid Document Page No 121, Technical compliance sheet (3 of 16)	Clause No.1.26 (SLA Optional) of operational and technical specifications/compliance sheet Referring to Clause 1.26, which stipulates the retention of the Performance Bank Guarantee (PBG) for an additional three (03) months beyond the warranty period, subject to PAA's decision regarding the award of SLA and/or procurement of spares and consumables, we respectfully submit that this clause appears to link two separate and independent contractual arrangements. The equipment supply contract and any future SLA/spares procurement contract are distinct engagements and should be treated accordingly. In our view, PAA may reasonably retain the PBG for the additional three (03) months only if the SLA and/or spares procurement contract is awarded concurrently with the equipment supply contract. Otherwise, separate performance securities, if required, should be requested and furnished at the time of signing the respective SLA or spares procurement contract. Furthermore, the provision allowing retention and potential forfeiture of the existing PBG in relation to a future optional SLA/spares contract does not appear to be commercially, contractually, or legally reasonable, particularly when suppliers are also required to keep prices frozen for an extended period of up to four (04) years. Such a requirement exposes suppliers to significant risks arising from inflation, exchange rate fluctuations, changes in taxes and duties, supply chain disruptions, and other global market uncertainties. Therefore, it is respectfully requested that PAA review this clause and: 1. Release the PBG upon successful completion of the equipment contract and fulfillment of warranty obligations, irrespective of any future decision regarding SLA or spares procurement. 2. Require separate performance guarantees for any subsequent SLA or spares procurement contract, if deemed necessary. 3. Reconsider the requirement to keep SLA/spares prices frozen for up to four (04) years from the bid submission date and introduce a suitable price adjustment mechanism to account for significant economic and market changes. Such revisions would promote a fair and balanced allocation of contractual risks while encouraging broader and more competitive participation by qualified suppliers.	The clause remains unchanged.
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15	Bid Document Page No 121, Technical compliance sheet (3 of 16)	Clause No.2 (Scope) of operational and technical specifications/ compliance sheet	Kindly clarify the line numbers where the machines are required to be replaced.	The machines are presently intended to be installed on Lines 1, 2 and 3. However, the Employer reserves the right to change the installation location to any other suitable line at the time of contract execution, based on operational/site requirements
16	Bid Document Page No 127 of 131, Technical compliance sheet (13 of 16)	Clause No.16 (Spares & Consumables) of operational and technical specifications/ compliance sheet	With reference to the relevant clause, we respectfully request a review and reconsideration of the following: 1. Considering the prevailing market conditions, it is not reasonable to fix or lock prices for a period of four (04) years, including the warranty period. 2. Furthermore, the Telegraphic Transfer (TT) and On-Demand (OD) selling exchange rates applicable on the date of purchase order issuance or payment release should be considered, rather than the exchange rate prevailing 28 days prior to the bid submission date. 3. Given the uncertainty and volatility of exchange rates, it is not feasible to accurately predict the parity of foreign currencies against the Pakistani Rupee (PKR) over a period of three to four years. Therefore, the current provision may expose bidders to significant and uncontrollable financial risks. As the parts prices are also part of Financial Evaluation. In view of the above, we kindly request that the clause be reviewed and revised accordingly to ensure a fair and equitable basis for all bidders.	Addendum shall be issued accordingly.

17	Bid Document Page No 87 of 131,	Clause No.32 (f) SCC Terms & Conditions of Payment	Referring to the relevant clause, please note that the payment term of 60 days after Successful Acceptance Testing (SAT) is excessively long. The tender conditions already require a substantial financial investment from the supplier during the supply, installation, and commissioning phases. Extending payment for a further 60 days places an additional financial burden on the supplier. Therefore, it is respectfully requested that this requirement be reviewed and that a stage-wise payment mechanism be considered, linked to key project milestones such as delivery, installation, commissioning, and successful completion of SAT. This would ensure a more balanced allocation of financial risk and facilitate smoother project execution.	As per general practice, the payment is released only <u>after</u> complete delivery, installation, commissioning, training and all other requirements specified in the contract agreement (issuance of Final SAT and Training certificate). However, payment milestones may be defined in the contract with mutual consent and subject to acceptance / approval of PAA prior to contract signing with the most advantageous bidder.
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18		Least Cost Method	It is respectfully submitted that Pakistan Airports Authority has invited bids for various aviation security equipment through the Least Cost Method (LCM). Considering the highly specialized, technology-driven and security-sensitive nature of such equipment, it is requested that the Authority may review the procurement methodology and adopt the Quality and Cost Based Selection (QCBS) method instead. Aviation security equipment cannot be treated as a standard commodity. Even where multiple products satisfy the minimum technical specifications, they often differ substantially in detection capability, image quality, false alarm rates, cybersecurity features, reliability, throughput, integration capability, upgradeability, maintenance requirements, lifecycle costs and compliance with evolving international aviation security standards. Under the Least Cost Method, technologically superior solutions receive no evaluation advantage once minimum responsiveness is established. Consequently, manufacturers offering advanced technologies, enhanced security features and greater long-term value are compelled to compete solely on price, potentially resulting in the selection of a technically inferior solution despite the availability of demonstrably superior alternatives. QCBS provides a balanced evaluation framework by assigning weightage to both technical quality and financial competitiveness. This approach promotes innovation, recognizes superior technical solutions and enables the Authority to obtain the best overall value over the operational life of the equipment rather than merely the lowest acquisition cost. In the larger interest of aviation security, operational effectiveness and value for public funds, it is respectfully requested that QCBS be adopted for these procurements through appropriate amendments or addenda. We shall be grateful for your favorable consideration of this request.	The request has been reviewed. However, the procurement shall continue under the Least Cost Method (LCM) as specified in the bidding documents. Technical quality and compliance are adequately ensured through the prescribed mandatory technical specifications, qualification criteria and applicable international security standards. Accordingly, the evaluation methodology shall remain unchanged.
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