

Ref: 66898/380 A2.3.1.

Dated: 29th July 2026

To,
Pakistan Aviation Authority
Karachi-Pakistan

**Subject: Request for Clarifications- Procurement of Hand Baggage CT Scanning
Machines for PAA Airports -HQPAA/1992/368/XXLN dated 10th July 2026**

Dear Sir:

With reference to the above-mentioned Tender No. HQPAA/1992/368/XXLN dated **10 July 2026**, uploaded on the portal on **15 July 2026**, and the tender documents made available on the portal on **20 July 2026**, we respectfully submit the following observations and requests for clarification for your kind consideration prior to the finalization and submission of our bid proposal.

S.No.	Clause Ref No. & Page No.	Clause	Request for Clarification and Consideration of Review
01	Bid document Page No. 30, 26, 85	Items Lots (Bid Security), ITB No. 18.1, 18	<u>Request for Review of Bid Security:</u> We kindly request a review of the Bid Bond requirement of Rs. 66,360,000/-, 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.
02	Bid Document Page No 1 (Page No 04 for PDF document)	Clause No. 6	<u>Request for Extension in Bid Submission Date:</u> The tender documents were made available on 20 July 2026, with a submission deadline of 17 August 2026. Considering the time required for site surveys, clarification requests, OEM coordination, and bid preparation, the available period is insufficient for the preparation of a comprehensive proposal. Additionally, the current period coincides with the summer holiday season in Europe, during which many OEM representatives are unavailable, further affecting bid preparation activities. We therefore respectfully request an extension of the bid submission date by at least 30 days beyond 17 August 2026.

03	Bid document Page No. 30, 81, 74 and PDF page no. 33, 84, 98, 77	- Items/Lots (Schedule), - ITB Clause 1 (Scope of Bid) - Invitation to Bid (Delivery Period: 90 days) - Clause No. 12 (Equipment Delivery & Implementation Timeline) of Technical Compliance Sheet	<u>Request for Review- Delivery Period:</u> 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.
04	Bid Document Page No 70 of 129, Technical compliance sheet (4 of 14) and PDF (73)	Clause No 4.6 (Deployment Method) of operational and technical specifications/compliance sheet	1. In accordance with Clause 4.6, kindly confirm whether the required Tray Return System (TRS) shall be manual, semi-automatic, or fully automatic, as the specification only states "Standalone System with TRS" and does not define the TRS type. This clarification is required to ensure compliance and accurate pricing 2. Kindly also confirm the required TRS length and provide the relevant layout drawings to facilitate accurate system design and cost estimation.
05	Bid Document Page No 70 of 129, Technical compliance sheet (4 of 14) and PDF (73)	Clause No 4.12 (Screening Room) of operational and technical specifications/compliance sheet	Kindly confirm whether the remote screening workstations are required to be located in dedicated screening rooms or positioned adjacent to each CT lane. Additionally, please provide the relevant layout drawings and network topology details to enable accurate system design, infrastructure planning, and cost estimation.

07	Bid Document Page No 71 of 129, Technical compliance sheet (5 of 14) and PDF (74)	Clause No 5.2.a. (Remote Monitoring & Maintenance Computer) of operational and technical specifications/compliance sheet	Kindly confirm whether seven (7) remote monitoring workstations are required, comprising three (3) screening room workstations and four (4) CMS workstations, to ensure an accurate system design.
08	Bid Document Page No 72 of 129, Technical compliance sheet (6 of 14) and PDF (75)	Clause No 5.2.a. (Remote Monitoring & Maintenance Computer) of operational and technical specifications/compliance sheet	Kindly confirm the required server architecture, including redundancy requirements (e.g., N+1 or failover), whether virtualization is acceptable, and the maximum number of CT systems to be supported per server. This information is required to ensure accurate system design, sizing, and compliance.
09	Bid Document Page No 74-75, Technical compliance sheet docu No. (8-9) and PDF (77-78)	Clause No. 13 (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.
10		Clarification required	Kindly confirm whether the features HTU, HTM, and ETV are required as part of the Tray Return System (TRS) scope. The tender specifications do not define these abbreviations; however, our understanding is as follows: • HTU = High Threat Unit • HTM = High Threat Module • ETV = Empty Tray Verification Please confirm whether our understanding of the above abbreviations is correct and advise whether any or all of these functionalities are required as part of the TRS solution.
11		Liquid Detection	Kindly confirm the maximum liquid limit permitted for passenger screening through the proposed CT system (e.g., 1 litre, 1.5 litres, or 2 litres). This information is required to assess its impact on passenger experience, checkpoint efficiency, throughput, and overall operational performance.
12		Clause Ref 4.8 (Safety parameters) of operational and technical specifications/compliance sheet	Kindly confirm whether a single-layer X-ray curtain is acceptable for this project, as current curtain materials have been enhanced to provide high radiation attenuation and superior shielding performance. As such, a double-layer curtain may not be required for our system.

13	Bid Document Page No 70 of 129, Technical compliance sheet (4 of 14) and PDF (73)	Clause No 4.12 (Screening Room) of operational and technical specifications/compliance sheet	Kindly confirm whether the remote screening workstations are required to be located in dedicated screening rooms or positioned adjacent to each CT lane. Additionally, please provide the relevant layout drawings and network topology details. In addition to that please elaborate the centralized platform requirements.
14	Bid Document Page No 70 of 129, Technical compliance sheet (4 of 14) and PDF (73)	Clause No. 4.11 (Secondary View Station (SVS)) of operational and technical specifications/compliance sheet	Kindly specify the location of Secondary View Station
15	Bid Document Page No 70-71 of 129, Technical compliance sheet (4-5 of 14) and PDF (73-74)	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 twelve (12) CT systems under this tender, or whether integration with additional screening systems and/or BHS-related equipment is also required as part of single unified architecture. 3. Kindly confirm availability of backbone network between the three (03) sites [JIAP, AIIAP, IIAP] and available bandwidth 4. Kindly confirm the scope of scalability with respect to the number of additional system to be procured and needs to be integrated in future.
16	Bid Document Page No 72 of 129, Technical compliance sheet (6 of 14) and PDF (75)	Clause No 6.1 (Parallel Remote Viewing) of operational and technical specifications/compliance sheet	1. Kindly confirm parallel remote viewing correspondence to extended displays of all four (04) machines at one (01) site 2. Kindly confirm the location of Parrell remote viewing station (s). 3. Kindly confirm whether the display connectivity is through standard display mode or incorporated in the network architecture

17	Bid Document Page No 73 of 129, Technical compliance sheet (7 of 14) and PDF (76)	Clause No. 8.1 (Services & Configuration Access) of operational and technical specifications/compliance sheet	Kindly elaborate the requirement to modify the operational parameter of the equipment because it can Jeopardize the machine operation
18			Kindly confirm whether the dismantling and removal of the existing machines are included in the scope of this project. If so, please clarify the extent of the work and the associated responsibilities.
19	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. <u>Aviation security equipment cannot be treated as a standard commodity.</u> 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. <u>Under the Least Cost Method, technologically superior solutions receive no evaluation advantage once minimum responsiveness is established.</u> 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. <u>QCBS provides a balanced evaluation framework by assigning weightage to both technical quality and financial competitiveness.</u> 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.

20	Request for Consideration of Insurance Bank Guarantee Bond		Kindly confirm whether the dismantling and removal of the existing machines are included in the scope of this project. If so, please clarify the extent of the work and the associated responsibilities.
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Looking forward to your valuable feedback in the matter & remain.

Yours truly,

Karsaz (Pvt.) Limited