



International Aeradio Pakistan (Pvt) Limited

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Ref: IAL/PAA/HBCT/TENDER/9-26

7 September, 2026

Additional Director

Logistics (ANS)
Logistics Center (South)
HQ's Pakistan Airports Authority
JIAP, Karachi.

SUBJECT: CLARIFICATIONS FOR THE PROCUREMENT OF HOLD BAGGAGE CT SCANNING MACHINES FOR PAA AIRPORTS

Dear Sir,

With reference to the above-mentioned tender, we respectfully request your kind consideration of the following matters. **The following clarifications are submitted for your kind review and response:**

Query 1: Request for Reduction of Performance Guarantee

With reference to the Performance Guarantee requirement of **10% of the contract price** mentioned at Page 51 (GC Clause 23), we request that the Performance Guarantee be reduced from **10% to 5%** of the contract value.

Query 2: Request for Extension of Delivery Period

With reference to the delivery/implementation period of **90 days** from the date of contract signing, mentioned at Page 70, we request that this period be increased to **240 days**, considering the following factors:

- a) The complexity of Hold Baggage CT Scanning technology requiring specialized installation and testing at the designated site.
- b) Mandatory Factory Acceptance Test (FAT) and Factory Training at OEM premises requiring visa processing and international travel for the technical and operational teams.
- c) Potential delays in the global supply chain, logistics, and international travel arrangements, which may impact the timely procurement, shipment, and deployment of the equipment.

Query 3: Request to Allow Joint Ventures (JVs)

With reference to Page 27, BDS Clause 3 which states "JV/Consortium or Association Allowed: No" and "Number of JV/Consortium Members: Nil," we respectfully request that Joint Venture be allowed in this tender. Allowing JVs would enable broader participation of qualified bidders and combine technical expertise and financial resources, which is particularly beneficial for this complex procurement of **Hold Baggage CT Scanning Machines** requiring specialized technical capabilities, and after-sales support infrastructure including 10 years spares availability. We kindly request PAA to reconsider this restriction and allow Joint Ventures for this tender.

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Query 4: Clarification Regarding Existing System Details

With reference to Page 124, Clause 2.1, which states the scope covers supply, installation, testing, commissioning and operationalization of Qty Three (03) Hold Baggage CT Scanning Machines for IIAP, Islamabad; and Page 123, Clause 2.2, which states that the machines shall be deployed as part of the existing Inline Hold Baggage Screening System (HBSS) integrated with the Leonardo Baggage Handling System (BHS), with details of the existing system stated to be "provided in Annex-A"; and Page 123, Clause 2.4, which requires the Bidder to carry out **"dismantling, removal and shifting of the existing machines"** required for installation of the new machines, we request the following clarifications:

- Annex-A, referred to in Clause 2.2 as containing details of the existing system, was not available/legible in the bidding documents provided. Kindly share Annex-A, along with the **Interface Control Document (ICD)** for the Leonardo BHS, to enable bidders to design a compliant integration solution.+
- Kindly specify the exact location(s) (bay/lane/position) where
- dismantling of the existing machine(s) will take place, and
- installation/integration of the new machine(s) will take place.

Query 5: Clarification on Bid Validity Period

With reference to **Page 70** of the bidding documents, the **Additional Bid Data Sheet** specifies **Bid Validity of 180 days** under ITB Clause 1 (Scope of Bids). However, on **Page 95** (I/T Form S-103A), the Bid Validity is mentioned as **90 days**.

Kindly confirm the **actual required Bid Validity period** for this tender.

Query 6: Clarification on Quantity and Duplication of Specifications for Image Analysis Workstations

With reference to page no. 6 to 7 of compliance specification clause 5.2 remote monitoring and maintenance computer point a), it may be noted that the required specification for **image analysis work station** has qty 4 units, whereas hold baggage scanning machine total required qty is 3 units. kindly confirm the actual qty required for workstations. Furthermore, there is duplicate specification table mentioned in the workstation requirement at point a) with similar specification. Kindly confirm which specification would be considered in the bid proposal.

We kindly request you to provide clarification on the above-mentioned points.

Thank you for your kind cooperation and consideration.

Sincerely,

Imran Khan

Deputy Manager – IT & Sales Support