

Procurement: Procurement of Cargo / Vehicle Scanner for JIAP Karachi

Reference: HQPAA/1992/372/XXLN / P66785

With reference to the bidding documents and discussions held during the pre-bid meeting, the following consolidated clarifications/amendments are respectfully requested:

1. Nominal X-Ray Energy

Tender requires nominal X-ray energy <4 MeV.

Kindly consider permitting a **high-energy dual-energy scanning system up to 6 MeV or equivalent**, subject to compliance with required steel penetration, throughput, material discrimination and radiation-safety requirements.

Alternatively, kindly confirm whether higher-energy cargo scanning together with a separate low-dose passenger-compartment mode will be acceptable.

If <4 MeV is retained, kindly specify the test methodology under which <4 MeV, >230 mm steel penetration, ≥100 trucks/hour, genuine material differentiation and low-dose cabin scanning are to be demonstrated simultaneously.

2. Low-Dose Passenger Compartment

Kindly confirm whether the passenger/driver compartment itself must be scanned through a dedicated low-dose mode or whether automatic exclusion/bypass is also acceptable.

3. Radiation Detection / Safe State

Kindly clarify whether an integrated Gamma + Neutron Radiation Portal Monitor with audiovisual alarm, logging and network/CCTV integration is sufficient.

If direct interlocking is mandatory, kindly define the required “**safe-state**” action.

4. CCTV / ANPR / Facial Recognition

Kindly confirm:

- Camera quantity/type/placement to be finalized after site survey;
- Minimum camera resolution;
- Required facial-recognition functionality;
- Whether facial recognition may be locally supplied/integrated; and
- Details of any existing PAA system/API requiring integration.

5. Data Retention

Kindly clarify:

- Whether the minimum 500,000 records primarily applies to X-ray inspection records;
- Required retention period for continuous CCTV;
- Whether 365-day retention applies specifically to maintenance/audit/system-event logs; and
- Required CCTV resolution/frame rate.

6. UPS

Main scanner supply is specified as 380–415 V, 3-phase, while UPS specification provides 110–230 V input / 220–240 V output.

Kindly confirm acceptance of separate appropriately rated UPS systems for the scanner and IT equipment.

Also confirm whether a technically compliant locally sourced UPS with SNMP integration is acceptable.

7. Maintenance Equipment

Kindly confirm that the fixed Maintenance Workstation and Remote Maintenance Laptop are separate units and that equivalent or higher current-generation hardware will be acceptable.

8. Remote Maintenance Wording

The specification refers to administration of **“Hand Baggage units deployed under the contract.”**

Kindly confirm that this should read **Cargo / Vehicle Scanner and associated systems.**

9. Service / Configuration Access

Kindly confirm that service/configuration access relates to routine maintenance, diagnostics, calibration, configuration, software recovery and authorized service functions and does not require disclosure of proprietary source code, intellectual property or unrestricted modification of protected radiation/safety-critical parameters.

10. Ten-Year Support

Kindly confirm that local onsite support during the later years may be provided by trained and certified local technical personnel, provided continued spare-parts, firmware/software, technical escalation and specialist support remain available throughout the required support period.

11. Latest Model / Proven Installations

The tender currently requires the offered model to be successfully deployed and operational at **airports in at least ten (10) countries**.

It is respectfully requested that the requirement be broadened to recognize successful deployment of the offered model, or the same proven equipment platform, not only at airports but also at other operational locations where high-energy cargo/vehicle scanning systems are routinely used for similar security and inspection purposes.

Accordingly, it is proposed that successful installations at the following locations may also be considered acceptable:

- Seaports and container terminals;
- Land border crossings;
- Customs inspection facilities;
- Cargo terminals;
- Logistics hubs;
- Free zones / dry ports;
- Government security checkpoints; and
- Other comparable high-security cargo/vehicle inspection facilities.

The underlying objective should be to establish that the offered technology is **proven, operational and successfully performing in real-world cargo/vehicle inspection environments**, rather than restricting the experience requirement exclusively to airports.

It is therefore requested that the requirement be amended along the following lines:

“The offered model, or the same proven equipment platform / upgraded current version, shall have verifiable successful operational installations at either/or airports, seaports, land-border crossings, customs facilities, cargo terminals, logistics hubs or other comparable high-security cargo/vehicle inspection locations.”

PAA may continue to require verifiable documentary evidence including installation location, equipment model, commissioning year and operational status.

This amendment would maintain the requirement for proven and reliable equipment while allowing wider participation by established manufacturers whose cargo/vehicle scanning systems are extensively deployed in comparable security environments outside airports.

12. Site Survey

Kindly provide adequate opportunity for mandatory site survey and sufficient time for submission of the Site Survey Report. Currently we have not received any support from PAA regarding the Site Visit. No Electrical, Civil or Mechanical engineer from PAA was present at the site while the site survey was being conducted. You are requested to align a site survey where sufficient staff from PAA is present.

13. Civil / Electrical Scope

Kindly provide a responsibility matrix covering:

- Foundations;
- Radiation shielding;
- Operator/joint-screening rooms;
- Canopy;
- Drainage;
- Bollards/guardrails;
- Vehicle gauge;
- Lifting equipment;
- Power source;
- Cabling;
- Panels;
- Earthing;
- Conduits/trenching;
- Fibre/network switches; and
- Existing infrastructure interfaces.

Also provide available site drawings, levels and underground-utility details.

14. Existing Structure / Foundations

Kindly confirm whether bidders should price the project on the basis of **new scanner-specific foundations and civil works**, unless existing structures are subsequently approved for use.

15. Delivery / Implementation Period

The current 90-day period includes manufacturing, FAT, training, international shipment, customs clearance, civil/electrical preparation, installation, commissioning and SAT.

Kindly revise the complete implementation period to **minimum 300 calendar days from contract agreement**.

16. Bid Validity

Additional BDS states **180 days**, whereas Technical and Financial I/T Forms state **90 days**.

Kindly confirm **180 days** and amend all forms consistently.

17. Warranty / SLA

Kindly clarify whether the two-year SLA is concurrent with the two-year warranty or is an optional additional two-year period after warranty.

18. Operational Consumables

Kindly define/provide a standard list of **operational consumables** required free of cost during the warranty period.

19. Spares / Consumables – 20% Evaluation

Different technologies use substantially different types, quantities and values of spare parts.

Kindly formally confirm a common evaluation methodology for all bidders.

Suggested options:

A. Representative Quantity / Unit Rate Method:

Comprehensive spare list with unit rates, evaluated using a common representative quantity.

OR

B. Two-Year Post-Warranty Forecast Method:

Each bidder provides a two-year forecast based on historical usage data, including description, part number, quantity, unit price and replacement frequency.

If forecast method is adopted, kindly also define:

- Annual operating hours / scans;
- Treatment of major low-probability assemblies;
- Treatment of quantities exceeding forecast;

- Exclusions for misuse/abnormal conditions; and
- Exact 20% evaluation formula.

20. Payment Terms

Kindly incorporate the following milestone-payment schedule:

- **15% Advance** against equivalent Advance Payment Bank Guarantee;
- **45% after successful FAT;**
- **30% upon complete delivery at JIAP Karachi;** and
- **10% after successful installation, commissioning and SAT.**

21. Bid Security

Kindly reduce Bid Security from **PKR 35.625 million to PKR 15 million** to encourage wider technically qualified participation.

22. Change of Deployment Location

If the deployment location is changed from JIAP Karachi after bid submission, kindly permit:

- Fresh site survey; and
- Equitable adjustment of genuine site-specific implementation cost/time.

23. Extension of Bid Submission Deadline

Kindly allow **minimum 6 weeks from issuance of the final corrigendum / consolidated clarification** for submission of bids.

24. Local Training

Kindly confirm whether local training may be conducted by trained and certified local technical personnel following approved training syllabus/materials, or whether physical presence of foreign technical personnel is mandatory.

25. FAT Delegation

Kindly confirm that the FAT delegation of **4 technical + 3 operational personnel** will attend concurrently as one delegation for five working days, excluding journey period. It is respectfully requested that the above clarifications/amendments be issued through a formal **corrigendum/addendum on EPADS** so that all participants may prepare proposals on a clear, uniform and technically comparable basis.

26. Daily Subsistence Allowance (DSA)

Kindly **specify the applicable DSA amount per person per day** for FAT and factory training so that the same may be considered uniformly by all bidders in their financial proposals.