

To,
Pakistan Aviation Authority
Karachi-Pakistan

Subject: Submission of Queries and Clarifications – Procurement of Cargo Vehicle Scanning System – HQPAA/1992/372/XXLN dated 22nd July 2026

Dear Sir / Madam,

We refer to the subject tender and would like to submit the following points for your review and clarification. These observations are intended to ensure a clear understanding of the tender requirements and to enable us to prepare and submit a fully compliant and competitive bid. We would appreciate your guidance and confirmation on the matters outlined below.

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01	Latest Model / Proven Installations	1.19 OF OPERATIONAL AND TECHNICAL SPECIFICATIONS/COMPTIANCE SHEET	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.

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02	Mandatory site survey	4.5 A	Please advise requirement for site visit.
03	Bid document Page No. 30, 31,67, 76, 84	• Items/Lots • ITB Clause 1 (Scope of Bid) • Invitation to Bid (Technical) • Clause No. 12 (Equipment Delivery & Implementations Timeline) of operational and technical specifications/compliance sheet	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.
04	Bid Document Page No. 70 and (PDF Page No. 73)	Clause No.4.1(a) Technical Specification of operational and technical specifications/compliance sheet	Please confirm whether the required X-ray energy shall be less than or equal to 4 MeV.
05	Bid Document Page No. 70 and (PDF Page No. 73)	Clause No. 4.4 Radiation Safety Zone of operational and technical specifications/compliance sheet	• The features listed such as "Image Processing Software, including high-resolution image display, zoom/pan, organic and inorganic color coding, edge enhancement, density measurement, image comparison, and automatic threat detection", do not appear to be related to the Radiation Safety Zone requirements. Kindly clarify the relevance of these features to this section. • Please clarify the purpose and intended use of the Image Comparison feature. • In addition, please clarify the purpose and scope of the Automatic Threat Detection (ATD) requirement. As ATD functionality is typically associated with more than 4 MeV Systems. • kindly confirm the intended threat categories to be automatically detected, such as weapons, explosives, empty containers.
06	Bid Document Page No. 71 and (PDF Page No. 74)	Clause No. 4.5(a) CCTV Surveillance System with ANPR and Container Tracking Database	1. Please clarify the requirement and purpose of facial recognition for the driver and other individuals inside the truck cabin, including the intended operational use and performance expectations.

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		of operational and technical specifications/compliance sheet	2. The requirement for a cargo scanner dataset does not appear to fall within the scope of the CCTV system. Kindly clarify the purpose, scope, and intended use of this dataset requirement. 3. What is the retention period required for dataset storage such 15 days or 30 days?
07	Bid Document Page No. 71 and (PDF Page No. 74)	Clause No. 4.6. (a) Data retention	Please specify the expected daily truck/container throughput used to determine the requirement for storing 500,000 images. As the specified no of images are too high.
08	Bid Document Page No. 72 and (PDF Page No. 75)	Clause No. 4.8. (C)Joint Searching Room - Generic Human avatar display	Please elaborate this requirement
09	Bid Document Page No. 72 and (PDF Page No. 75)	Clause No. 5. Centralized Management Software	Please elaborate the requirement of CMS where only one scanner is available. In addition to that specify the site/location of CMS. Moreover, please confirm the network availability between the scanner and CMS site. ii. Referring point (Remote Administration), please remove the remote system configuration & diagnostics as it is OEM specific feature. v. Referring point (Integration). Kindly clarify which airport screening systems are required to be integrated with the system. This information is necessary to assess the integration scope, communication interfaces, API requirements, and overall compliance with the specified requirement. vi. Referring point (Scalability): Kindly clarify the number and types of additional screening systems and workstations that need to be accommodated under the future expansion provision. This information is required to accurately assess the scope and compliance requirements.
10	Bid Document Page No. 72 and (PDF Page No. 75)	Clause No. 5.2 (b) Centralized Management Software	Kindly specify the location of the hand baggage scanner and clarify its role/involvement in the overall system integration and operation.
11	Bid Document Page No. 74 and (PDF Page No. 77)	Clause No. 6.1 Parallel Remote Viewing	1. Kindly confirm whether the parallel remote viewing function is limited to display-only viewing (without any control or operational capability)? 2. Kindly confirm the location(s) of the parallel remote viewing station(s). 3. Kindly confirm whether the display connectivity for parallel remote viewing is provided through a standard display interface (e.g., HDMI/DisplayPort) or integrated within the network architecture with additional review based licenses. 4. As per our understanding please confirm if only one (01) Parallel Remote viewing display is

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			required.
12	Bid Document Page No. 75 and (PDF Page No. 78)	Clause No. 8 (Services & Configuration Access) of operational and technical specifications/compliance sheet	Kindly clarify the requirement for modification of operational parameters, as it may adversely affect equipment performance, safety, compliance, and may jeopardize machine operation.
13	Bid Document Page No. 69 and (PDF Page No. 72)	Clause No.2.1 Scope	Kindly note that the installation planning is based on extensive project management considerations and prior site assessments, including required space, associated utilities, radiation safety requirements, local transportation costs, resource allocation, and manpower mobilization. Therefore, kindly confirm the final installation location, as any subsequent change in location may have significant implications and is not considered feasible from a technical, logistical, or commercial perspective.
14	Bid Document Page No.68 and (PDF Page No. 71)	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.
15	Bid Document Page No 69	Clause No.1.25 (SLA Optional) of operational and technical specifications/compliance 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 on 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

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			period. Alternatively, kindly consider introducing an appropriate price adjustment mechanism to accommodate such variations and ensure fair and competitive participation by all bidders.
16	Bid Document Page No 69	Clause No.1.26 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.
17	Bid Document	Clause No.17 (Spares & Consumables)	With reference to the relevant clause, we respectfully request a review and reconsideration of the following:

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	Page No 79	of operational and technical specifications/compliance sheet	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 OnDemand (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.
18	Bid Document Page No. 128 and (PDF Page No. 131)	Clause No.32.1 (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.
19	Bidding Documents	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 securitysensitive 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

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			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			Please provide the floor plan or available area layout, the electrical singleline diagram of the existing power supply, and all related utility drawings and documentation.

Yours truly,