

## Nepal Airlines Corporation

### Request for Proposal for In-flight Entertainment Content Service Provider for A330/A320

**Date of Publication: 15<sup>th</sup> December 2021**

Nepal Airlines Corporation (NAC) would like to request all interested In-flight Entertainment (IFE) Content Service Providers (CSP) for the support of NAC's fleet of A330 fitted with Safran Rave and A320 fitted with Burana NAC's In-flight entertainment. We kindly invite you to participate in the process and provide your proposal against below General Terms and Conditions and List of Services.

General Terms and Conditions:

1. **Validity Period:** The Proposal must be submitted to following address within forty-five (45) calendar days from the above date of publication of the short notice i.e. on or before 29<sup>th</sup> January 2022 12:00Hrs Local time.
2. **Proposal Opening:** All received proposals shall be opened on 29<sup>th</sup> January 2022, 14:00 local time at the venue mentioned below with/without presence of prospective CSP/his representative/nominee.

Office of the Director  
Corporate Department  
Nepal Airlines Corporation  
Kantipath, Kathmandu, Nepal

3. **Information to the prospective CSP:**

- a. Mode of Proposal: Proposals shall be sent through air freight, courier or mail.
- b. Proposal Submission: The proposals must reach within stipulated date and time.
- c. All submitted documents shall bear authorized signature and stamp.
- d. Preparedness of the proposal: The prospective CSP must provide following documents along with the commercial proposal
  - i. Copy of Company/Firm's Registration Certificate
  - ii. Company Description
  - iii. Work Experience in Safran Rave/Burana IFE System- At least 5 customer Airlines
  - iv. Copy of Declaration as per format in Appendix-A of this notice.
- e. Payment Terms: Please mention payment terms on your commercial proposal.
- f. Queries: Any queries should be addressed to following email address within 30 days of the first date of publication – [cdepa@nac.com.np](mailto:cdepa@nac.com.np)
- g. Disclaimer: NAC reserves right to reject any or all of the proposals submitted at any stage before executing contract without assigning any reasons whatsoever and without any obligation and liability whatsoever. NAC also reserves the right to

hold, or withdraw or cancel the process at any stage under intimation to the prospective CSP who submits the proposal.

- h. Evaluation of the Proposals and Selection of the CSP: The proposals shall be evaluated on Least Cost Basis. NAC can communicate/ask further clarifications on the received proposals to any prospective CSP, if required. The proposal awarded shall be notified via email after the evaluation of the proposals. The selected CSP will be asked to provide Copy of Financial Annual Report. If the contract negotiation with the winning CSP couldn't materialize, NAC will invite the CSP whose proposal has second lowest cost to negotiate a Contract.
- i. Taxes: All the financial rates should be inclusive of all Taxes in Nepal, currently, the tax rate is 15%.

4. **List of Services:** Please provide your commercial proposal based on following:

- a. Content Cycle: The content cycle frequency update shall be of six (6) months. The breakdown of the content is as follows:

Content		Number	Remarks	
Movies	Latest Releases	Hollywood	3	
		Indian Movies	2	
	Top Blockbusters	Nepali movies	5	
		Others	7	Hollywood- 3 Indian- 2 Chinese- 2
	Movies for children		4	
	Classics	Hollywood	5	
		Hindi	4	
	Asian content		10	Korean -5 Japanese-5
TV Shows		Hollywood	18	
		Hindi	4	
		Documentaries	4	
		Asian	2	
		Comedy	2	
Audio		Western	4	
		Nepali or Hindi	4	
		Korean	4	
		Chinese	4	
		Japanese	4	

The below titles shall be used in synergy between NAC's Narrow-Body and Wide-Body at no additional charge.

A320 Aircraft	Number	Running Time
Boarding Music		50 minutes
Documentaries	2	
Hollywood TV Shows	2	
Asian TV Shows	2	
Comedy Shows	2	

- b. Term of the Contract: The prospective CSP should provide services for the selection, curation, licensing, encoding and metadata of all content. The term of the contract agreement shall be of three (3) years. The term can be further extended for one (1) year upon mutual consent.

c. Aircraft details :

Aircraft Type	No. of aircraft	Pax Arrangement	IFE System	Planned Sectors	Existing Sectors	For Flights A330 & A320
A330-200	Two (2)	18 J 256 Y	Safran Rave II	ICN, RUH,	HKG, DEL, BOM, BLR, BKK, KUL, DOH, DXB, NRT	168 landings/ month
A320-200	Two (2)	8 J Y150	Burana	RUH,	HKG, DEL, BOM, BLR, BKK, KUL, DOH, DXB	208 landings/month

5. **Financial Rates:** Please provide your rates for the content breakdown in the following format with all rates on USD.

Content	Qty	Cost Breakdown						Total Cost
		Cycle 1	Cycle 2	Cycle 3	Cycle 4	Cycle 5	Cycle 6	
Movies	40							
TV	30							
Audio	20							

If NAC provides Nepal Airlines Boarding Music, PRAM, Advertisement Videos, Nepal

Airlines safety Videos and any other PDFs (for Food Menu, In-flight shopping catalogue, NAC Corporate Magazine, etc); mention the encoding cost.
Any other costs please specify.

6. **Governing Law:** The contract will be governed by the law of Nepal.

Appendix-A: Declaration

To: Director, Corporate Department  
Nepal Airlines Corporation Kantipath, Kathmandu, Nepal

I, the undersigned, offer to provide my expertise in the field of IFE as a Content Service Provider to assist NAC's A330 and A320 in accordance with your Request for Proposal dated 15<sup>th</sup> December 2021.

My Proposal is binding upon me and subject to the modifications resulting from Contract negotiations.

I understand you are not bound to accept any Proposal you receive.

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of CSP:

Address:

Email: