

**NEPAL AIRLINES CORPORATION  
CONTINUING AIRWORTHINESS MANAGEMENT  
DEPARTMENT  
TRIBHUVAN INTERNATIONAL AIRPORT  
KATHMANDU, NEPAL**

**SEALED QUOTATION DOCUMENT  
For  
THE EXCHANGE OF APU APS3200**

**REF: CAM/GBK/2019/243**

Submitted by:

M/s.....  
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**Sealed Quotation Document for the Exchange of APU APS3200 S/N: 3770**

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**1.0 Sealed Quotation Notice**

**NEPAL AIRLINES CORPORATION  
CONTINUING AIRWORTHINESS MANAGEMENT DEPARTMENT  
TRIBHUVAN INTERNATIONAL AIRPORT  
KATHMANDU, NEPAL  
SEALED QUOTATION NOTICE**

(International Competitive Bidding)

FIRST DATE OF PUBLICATION 01-Dec-2019

- 1.1 Nepal Airlines Corporation (NAC) intends to have AUXILIARY POWER UNIT APS3200; P/N 4500001C exchanged with NAC's APU APS3200 P/N: 4500001C, S/N: 3770 from APU MROs/Agencies. As such, Sealed Quotations for the supply of APU on Flat Rate Exchange basis from maintenance repair overhaul agencies (MRO) are desired. The interested APU MRO must possess APU APS3200 refurbishment/overhaul capabilities as approved by FAA or EASA and local (respective country's) Civil Aviation Authority. The MRO must commit in writing to obtain Civil Aviation Authority of Nepal (CAAN) AMO validation before signing the agreement, if selected.
- 1.2 The Quotation Document may be obtained from NAC, Continuing Airworthiness Management Department on any working days during working hours within 15 (Fifteen) days effective from the first date of publication of this notice in a daily newspaper of national circulation and Notice/Announcement page of the NAC Website: [www.nepalairlines.com.np](http://www.nepalairlines.com.np) or can be downloaded from the NAC website.
- 1.3 Fully completed Sealed Quotation document must reach to the address mentioned below not later than 16:00 hours local time **within 15 (Fifteen) days from first date of publication of this notice** in a daily newspaper of national circulation and **NAC website mentioned above**. Sealed Quotation or modifications in the quotation received after the due date and time will not be accepted. **Quotation through electric means of communications: fax, e-mail, etc. will not be accepted.**
- 1.4 Sealed Quotations will be opened in Continuing Airworthiness Management Department, NAC, Tribhuvan International Airport, Kathmandu at 14:00 hrs local time on the next day of the closing date for submission of the Quotation in presence of the bidder or his nominee/representative or even in his absence.
- 1.5 In case, the last date of submission and opening of Sealed Quotation as prescribed above fall on a holiday, the same will automatically take place on the successive office working day/s at the same hours.
- 1.6 The Quotation document should be filled in and completed properly as mentioned in 2.0 of this document and should be enclosed in a wax-sealed envelope clearly marked in capital letters as follows:  
FOR SUBMISSION IN NEPAL  
QUOTATION FOR THE FLAT RATE EXCHANGE OF APU APS3200.
- 1.7 In case of the sealed Quotation being air freighted/couriered from abroad, arrangements should be made by the bidder himself to clear Customs and deliver the document to the stipulated address within the stipulated date and time. The Quotation air freighted/ couriered from abroad will be accepted even without wax seals on the envelope.

- 1.8 The bidder must enclose the copy of FAA or EASA and local (respective country's) Civil Aviation Authority, and Civil Aviation Authority of Nepal (CAAN) approval/ validation certificates(if available) in a single envelope. All the approval certificates as mentioned above must have current validity. Failure to do so shall render the Quotation disqualified.
- 1.9 Quotation shall be accompanied by a Bid Bond towards earnest money in the form of bank guarantee issued by any reputed international bank and counter guaranteed by a Nepalese commercial bank for an amount equivalent to 0.1% (zero point one percent) of the total financial offer quoted. The Bid Bond should be valid for 180 days from the closing date for submission of the quotation. The Bid Bond should be kept inside the same envelope together with the quotation document.

If proposal is submitted from overseas, please deposit the bid bond amount to the following bank details.

Beneficiary Account Name : Nepal Airlines Corporation  
Bank Account Number : 00300406330048 (USD)  
Bank Name : Himalayan Bank Limited  
Bank Branch & Address : New Road Branch Bishal Bazar Complex  
New Road, Kathmandu, Nepal

Swift Code : HIMANPKA  
Through : Himalayan Bank Limited's  
USD Account NO. 3582020761001 with  
Standard Chartered Bank, All USA  
Swift CODE: SCBLUS33

- 1.10 NAC reserves absolute right to accept or reject any or all Quotations in full or part thereof without assigning any reason whatsoever.

- 1.11 The Sealed Quotation should be submitted to:  
Nepal Airlines Corporation  
Continuing Airworthiness Management Department  
Tribhuvan International Airport  
Kathmandu, NEPAL  
Tel: +977 1 4470 670 / 4493 781  
Fax: +977 1 4470768  
E-mail: [ed@nac.com.np](mailto:ed@nac.com.np), [epd@nac.com.np](mailto:epd@nac.com.np)  
Website: <http://www.nepalairlines.com.np>  
(Notice/Announcement page)

## **2.0 Instructions to Bidder**

### 2.1 General

It is important that bidders should, in their own interest, carefully study and closely follow the instructions mentioned below in conjunction with the sealed Quotation notice published and also attached to this Document.

### 2.2 Sealed Quotation Document

The Sealed Quotation document consists of the following:

- a. Sealed Quotation Notice
- b. Instructions to the Bidder
- c. General Conditions of the Exchange
- d. Sealed Quotation Form and Price/ Rate / Offer Quotes  
Evaluation Criteria – Annex 1  
List and Status of NAC's Exchangeable APU APS3200 – Annex 2

### 2.3 **The bidder is required to quote Price/Rate/Offer of separate Exchange Unit for each NAC's APU, as per clause 4.2 – Sealed Quotation Form (Price/Rate/Offer quotes) given herein and should mention ESN of the APU in exchange with the particular NAC's core unit/s.**

### 2.4 Delivery of the Sealed Quotation

Quotation should be prepared and submitted in adherence to the format as prescribed in this document downloadable from the given NAC website. All required documents should be placed in a sealed envelope marked in capital letters on the top as follows:

FOR SUBMISSION IN NEPAL  
QUOTATION FOR THE FLAT RATE EXCHANGE OF APU APS3200.

The envelope should be sealed and addressed to The Director, Continuing Airworthiness Management Department, Nepal Airlines, Tribhuvan International Airport, Kathmandu, Nepal. The sealed envelope should reach not later than the date and time prescribed in the Sealed Quotation Notice published in the NAC website. Sealed Quotation or modifications in the Quotation received after the stipulated date and time for submission will not be considered, whatever the cause may be.

### 2.5 Preparation/completeness of Price / Rate / Offer in the Sealed Quotation Form

The bidder must fill in properly his prices/rates/offers in the Quotation form IN ALL ITEMS in accordance with the formats prescribed in 4.2 hereto. These prices/rates/offers quoted will be the sole basis for evaluation of the Quotation & hence should be filled in **MANDATORILY**. **Any item/s left blank** may lead to rejection of the Quotation at the discretion of NAC.

The prices/rates/offers quoted in the Quotation Document's format should be firm for all items. Currency of prices and rates should be in US Dollars. **The price/rate/offer quotes should be clearly written both; in figures and words. If quoted figure/s do not match with the words, the words will be considered valid.** The bidder should sign and put his company stamp/seal on each pages of Quotation form duly completed. Any amendment/ erasure/alteration or change should be initialed by the person signing the Quotation form.

- 2.6 Information about the Agent to be furnished  
Quotation submitted by person other than the Offerer himself, must be accompanied by a letter stating the bearer is an authorized representative.  
**If the Offerer has an agent / representative in Nepal, he must declare the local (commercial) agent(s) or representative/s and disclose the amount & the mode of commission/remuneration being paid to such agent/ representative.**
- 2.7 Interpretation of Sealed Quotation Document  
Inquiries regarding clarifications / interpretation in connection with this Quotation should be addressed to:  
**The Director, Continuing Airworthiness Management Department  
Nepal Airlines Corporation, Tribhuvan International Airport,  
Kathmandu, Nepal  
Tel: + 977 1 4470 670 / 4493 781  
Fax: + 977 1 4470768  
E-mail: [ed@nac.com.np](mailto:ed@nac.com.np); [epd@nac.com.np](mailto:epd@nac.com.np)**
- Such enquiries and official replies may also be circulated to other bidders by NAC if deemed appropriate.  
Requests as above must be sent to reach NAC Continuing Airworthiness Management Department at least 7 (seven) days prior to the date fixed for submission of the Quotation. NAC will not be responsible for any oral instructions, explanations and interpretations made by other than the Director of Continuing Airworthiness Management Department.
- 2.8 Correspondence  
All correspondence in connection with the Quotation and subsequent contract shall be in English Language. The bidder should clearly mention his contact details (designated contact person, postal address, email address with phone no. and fax no.) to whom any correspondence made shall be regarded as authentic.
- 2.9 Validity of Quote  
The Offerer should quote firm prices, offers and/or rates that remain valid for entire scheme of exchanges from the date of entering into the subsequent contract. The reference CLP shall be the price prevalent at the time of delivery of NAC APU to the bidder's facility.
- 2.10 Deviation  
The Offerer must quote in accordance with the contents of the Quotation Document's format therein. If the offerer requires to cite any deviation to any of the items asked in the Document's Format, it must be specifically mentioned in the Quotation Form. Such deviation/s will not be binding on the part of NAC if they conflict in any way with requirement of the contract unless they are incorporated in the final agreement/contract.
- 2.11 Procedure of Evaluation of the Quotation  
The Quotation will be evaluated in line with the Evaluation Criteria as approved by NAC authorities. The prices/ rates/offers quoted will be analyzed in compliance with four criteria as listed in the Annex-1 attached to this document. Each criterion has been given an appropriate weightage. Rating to the best and worst offers appear with definite values. Any of the criteria, if left blank or in other words if the bidder does not offer anything in any of the criteria, then the rating 0 (zero) will be given to the particular criteria itself and the score (rating multiplied by weight) will be calculated accordingly.

2.12 Right to Accept or Reject the Quotation

NAC reserves absolute right to accept or reject any or all Quotations or part thereof, should it be deemed in the interest of NAC. The lowest price/rate/offer or any Quotation may not necessarily be accepted. Without derogating from the generality of the above, NAC may reject any Quotation if:

- The Quotation form is incomplete or all items of the Form format are not filled in,
- The Quotation document is not duly signed by the bidder or his authorized person or the Quotation document is not properly wax sealed if is submitted by the bidder/ authorized representative/agent within Nepal,
- The sealed Quotation document is not submitted within stipulated date and time,
- The prices/rates/offers are not firmly quoted as per the contents of this document.
- There are any condition mentioned in the Quotation which the bidder considers essential but contradicts the Quotation document prescribed by NAC,
- The bidder has already appointed a local (commercial) agent or representative in Nepal but does not declared the name/address of the commercial agent or representative and the amount & mode of commission/remuneration being paid to such agent/ representative.

### **3.0 General Conditions of Contract to be awarded**

#### **3.1 Authority of NAC**

NAC or any of its authorized representative(s) shall, at all times, have free access to inspect APU or any materials under the contract at any place including the place of services and the contractor shall at all times co-operate NAC and provide all facilities in order to have proper inspection of the APU

#### **3.2 Specification of the Engine to be offered in exchange**

The APU offered in exchange to NAC's core unit/s should have the following specifications:

- a) The time/cycle since overhaul (TSO/CSO) of the offered APU should be zero.
- b) The residual life Load Compressor Impeller and Power Section Impeller turbine should be greater than 30000 cycles and that of 1<sup>st</sup> and 2<sup>nd</sup> stage turbine Disk should be greater than 20000cycles.
- c) No PMA parts are allowed in the APU
- d) The APU should be QEC, that is, fitted with complete accessories.
- e) The available Back-to-birth traceability of the APU should be provided at the time of submission of Sealed Quotation and the last shop visit Report must be available along with the shipment of offered APU.
- f) The LLP status for the APU should be available indicating the APU TTSN/TCSN.
- g) The TCSN of offered APU should not exceed 20,000 APU cycles.
- h) The supplied APU must be covered by warranty for a period of not less than two year or 2400 APU operating hours, whichever is later.
- i) The lead-time of the offered APU should be not more than 10 calendar days from the date of issuance of PO.
- j) The detailed compliance status of SB/AD should be made available.
- k) The APU must be incorporated with all the outstanding ADs that are due at the time of its delivery.
- l) All Accessories fitted to the supplied APU are freshly overhauled (TSO/CSO) should be zero)/New.
- m) The price of the exchange should be CIP Kathmandu (Inco-term 2010).
- n) The offered APU APS3200 must be fully interchangeable with NAC core unit P/N 4500001C.
- o) Authorized Release Certificate should be FAA 8130-3 or EASA Form 1.

#### **3.3 Construction of Contract and Contract Document**

This Quotation document will be basis of the final contract document. The prices/rates/offers' quotes, as accepted, shall be binding between the contractor and NAC. The contents of this document shall be an integral part of the contract. The contract, in all respects, shall be interpreted in accordance with the facts mentioned in this document.

#### **3.4 Alterations, Additions, Reductions and Extra Package**

NAC reserves the right to make any alterations, additions and reductions in the exchange or any part thereof, either before or after its commencement. The contractor, if instructed in writing by NAC, shall furnish such parts which are not included in the contract, but which nevertheless form an inseparable part of the services. In case of urgency, NAC may issue verbal instruction/Work Order (WO) which obviously will be regularized.

#### **3.5 Bid Bond**

Quotation shall be accompanied by a Bid Bond towards earnest money in the form of bank guarantee issued by any reputed international bank and counter guaranteed by a Nepalese commercial bank for an amount equivalent to 0.1% (zero point one percent) of the total financial offer quoted. The Bid Bond should be valid for 180 (one hundred eighty) days



from the closing date for submission of the quotation. The Bid Bond letter/ document should be kept inside the envelope (please refer to 1.9 above).

Quotation Bid Bond of all parties excluding the successful bidder/s, will be released as soon as the contract with the successful bidder/s is made. Any bank charges incurred in furnishing the quotation Bid Bond shall be borne by the bidder.

3.6 Terms of Payment

The payment will be made through an irrevocable Bank Letter of Credit at sight.

3.7 Validity of Contract

The contract shall come into force from the date of signing of the contract and remain valid during entire job of the exchange/supply.

3.8 Warranty

The warranty should cover the specified Hours/Months for the APU and all materials (Rotable) supplied by the contractor. The liability of the contractor shall remain even after expiry of the contract till the mentioned Hours/Months. Warranty will be detailed in the final Contract/Agreement document.

3.9 Force Majeure

War, earthquake and natural disaster only fall under this category. In case of Force Majeure, the contractor is entitled to have an extension of the time for services rendered. The contractor's right to an extension of the time of redelivery of the exchanged engine/s under "Force Majeure" is only applicable if the contractor informs NAC within 7 (seven) days of occurrence of the case and proves that:

- a) the case of Force Majeure has actually caused a delay of a definite time,
- b) the delay incurred is not due to his own acts of error and omission.

3.10 Jurisdictions and Settlement of Disputes

Should any dispute or difference of any kind whatsoever arise between NAC and the Contractor in connection with or arising out of the Contract (whatever before, during or after completion of services under this contract, whether before or after termination, abandonment or breach of the contract) shall be referred to and settled by arbitration in accordance with UNCITRAL Arbitration Rules or International Chamber of Commerce Rule of Arbitration under the Law of England.

3.11 Contract Default and Compensation

a) If the contractor neglects to perform the contract with due diligence and expedition, or refuses or neglects to comply with any reasonable order given to him in writing by NAC in connection with the performance of the contract or contravenes the provisions of the contract, it shall be lawful for NAC to terminate the contract 15 (fifteen) days' notice in writing to the contractor without prejudice to any rights which may have occurred there under to either party prior to such termination.

b) The successful bidder shall express his intentions to come into agreement within 7 (seven) days from the date of award notification. Failure to do so, the Bid Bond shall be forfeited.

c) The Contractor should compensate NAC for delays occurred in re-delivery of the exchanged engine/s. The rate of compensation per day will be determined in the final Contract/Agreement document.

d) Failure to provide exchange unit within lead time as mentioned in section 4.2 of this document, the Performance Bond shall be forfeited.

3.12 Tax Liability

NAC will be responsible for any income / business / VAT etc. tax (es) if levied by the Government of Nepal in connection to the exchange of the engine/s whereas the contractor will be responsible for the same any where outside Nepal.

3.13 Indemnities and Insurance

Indemnities, insurance and loss or damage of Engine or engine accessories/ components within the contractors' custody will be borne by the contractor and this will be incorporated in the final Contract / Agreement document.

3.14 Termination

Either party may terminate the Contract, in whole or in part, upon 15 (Fifteen) days' prior notice to each other. Upon receipt of notice of termination, the contractor shall:

- a. Take immediate steps to bring the work and services if undertaken, to close in a prompt and orderly manner,
- b. Not undertake any onward commitment from the date of receipt of notice of termination.

In the event that such termination is caused by the contractor's negligence or fault, no payment shall be made by NAC to the Contractor. However, the cost of work and services performed satisfactorily in course of prompt and orderly termination of the work as asked by NAC to complete, shall be paid.

3.15 Provision for Negotiation

The contractor must co-operate NAC for negotiation to a reasonable limit in the obvious matters, which are not covered under the Sealed Quotation document but are deemed necessary to incorporate in the final Contract / Agreement document.

3.16 Performance Bond

After acceptance of the Quotation, the successful contractor should provide NAC a Performance Bond issued by an internationally reputed bank and counter guaranteed by a Nepalese commercial on the same day or prior to entering into the agreement/contract. Amount of the Performance Bond should be equivalent to 5% (five percent) of the total contractual amount.

The Performance Bond should remain valid for six (6) months from the date of signing of the contract. Any charges incurred in furnishing the Performance Bond shall be borne by the contractor. The Performance Bond of the contractor will be released soon after validity period unless and until the disputes/pending issues, if any, are left unresolved.

**4.0 Sealed Quotation Form and Price/Rate/Offer Quote Form**

4.1 Solicitation

Nepal Airlines Corporation  
Continuing Airworthiness Management Department  
Tribhuvan International Airport  
Gauchar, KTM, Nepal

Subject: Flat Rate Exchange of APU.

Dear Sirs,

1. Having carefully examined the Sealed Quotation Notice, Instruction to the Bidder, General Conditions of Exchange Contract to be Awarded, Price/Rate/Offer Quote Form and Evaluation Criteria - Annex 1 and List and Status of NAC's Exchangeable APU Core Units – Annex 2, we, the undersigned, hereby want to exchange our APU in conformity with the said notice, instruction to the bidder, Price/Rate/Offer quoted and general conditions of exchange contract to be awarded.
2. Upon your written acceptance of our Quotation, we fully understand that the clause “General Conditions of the Exchange Contract to be awarded” comes into force and we agree to abide by this clause.
3. We understand that you are not bound to accept the lowest or any Quotation you may receive and also not bound to give reasons whatsoever.

We declare that:

1. No person, firm or corporation other than the Bidder has any interest in the contract.
2. This Quotation is made without any connection, knowledge comparison of figures or arrangements with any other persons making an offer for the same work and is in all respects fair and without collusion or fraud.
3. No person or persons of Nepal Airlines Corporation shall or has direct interest as contracting party, partner, stockholder, surety, or otherwise whosoever in or in the performance of the said contract or in the supplies work or business in connection with the said contract or in the supplies to be used there in or in any of the money to be derived there-from.
4. We have complied fully with the Instruction to the Bidder and accept all the terms thereof without any reservation.

Date: .....day of ..... (Month) of the year 2019

Full Name: .....

Address: .....

Signature: .....

In the capacity of

..... duly  
authorized to sign Quotation for and on behalf of:

Company stamp / seal:

.....

Witness:

Name:.....

Signature: .....

Address:.....

**4.2 SEALED Quotation Form (Price/Rate/Offer quotes)**  
**(TO BE FILLED IN BY THE OFFERER)**

**a) FOR NAC'S Core Unit APU APS3200 S/N 3770**

**Offered ESN** \_\_\_\_\_

I/N	Description	Amount (in US Dollar) / Offer		Remarks
		In Figure	In Words	
1	Fixed Flat Exchange Price for offered APU . The Price should be fixed. There should not be any additional charges in case the NAC's off-core unit is BER (Beyond Economical Repair) The price of the exchange should be CIP Kathmandu (Inco-term 2010).			
2	Lead Time			
3	Total Time Since New/Cycle Since New (TTSN/TCSN)			
4	Warranty			

**Please mention details of above offered ESN:**

<b>A</b>	<b>Component Status</b>			
	TTSN:		TSO:	
	TCSN:		CSO:	

APU Internal Component (Group A)

Description	Part No	Serial No	Total Life (Cycles)	Cycles Done	Cycles Remaining
LOAD COMPRESSOR IMPELLER					
POWER SECTION IMPELLER					
1ST STAGE TURBINE					
2ND STAGE TURBINE					

**Annex1: Evaluation Criteria**

*(NOT to be filled in by the Offerer, This is for your reference only)*

I/N	<i>Description</i>	Weightage (W)	Normalized Score (R)	Score Secured (W X R)
1	Net value of the offered APU less LLPs based on flat rate exchange cost. The Price should be fixed. There should not be any additional charges in case the NAC's off-core unit is BER (Beyond Economical Repair) The price of the exchange should be CIP, Kathmandu (Inco-term 2010).			
2	Lead Time offered			
3	Total Time Since New/ Total Cycle Since New (TTSN/TCSN)			
4	Warranty offered			
<b>Total Marks Secured:</b>				..... .....

**Annex 2: List and Status of NAC's Exchangeable Auxiliary Power Unit(APU)**

The following are the status of APU for which the flat exchange offer is desired. These APU was removed from the aircraft as serviceable.

**a. NAC's APU APS3200**

<b>A</b>	<b>Component Status</b>			
	Description	AUXILIARY POWER UNIT APS3200	ATA	49
	Part No:	4500001C	<b>Serial No:</b>	3770
	Removed From:	9N-AKW		
	Removed Date:	30-Sep-2019		
	TTSN:	6926	TSO:	----
	TCSN:	6897	CSO:	----
<b>B</b>	<b>Reason of Removal:</b> Auto Shutdown (Not Able to start twice) on Ground			

Engine Internal Component (Group A)

Description	Part No	Serial No	Total Life (Cycles)	Cycles Done	Cycles Remaining
LOAD COMPRESSOR IMPELLER	4504836	V14413L6117	50000	6897	43103
POWER SECTION IMPELLER	4504834	V14414F7282	50000	6897	43103
1 <sup>ST</sup> STAGE TURBINE	4505474	4283	32000	6897	25103
2 <sup>ND</sup> STAGE TURBINE	4505476	4523	32000	6897	25103

Accessories fitted to the APU

Description	Part No	Serial No	Installed at (Hrs)
Bleed Control Valve(BCV)	4100837G	0939	6687
IGV Actuator(IGVA)	4504086	6674	1,55
Engine Harness Assembly	4506061	KAR1587	1,55
Flow Divider Assembly	4501259C	98012	6897
Ignitor Exciter	4950000	J14330093	1,55
Engine Speed Sensor #1	4950009	V00-S0177251	1,55
Engine Speed Sensor#2	4950009	V00-S0177255	1,55
Comp. Discharge Sensor	4952590	4241399	1,55
Fuel Control Unit(FCU)	4500039F	09-14-93	1,55
Exhaust Thermocouple #1	4950597-2	V00-S185449	1,55
Exhaust Thermocouple#2	4950597-1	V00-S185458	1,55
Intake Press./Temp Sensor	4950036	V48-O5223	1,55

<b>Description</b>	<b>Part No</b>	<b>Serial No</b>	<b>Installed at (Hrs)</b>
Starter Motor Assembly	501-1-14561-004	0196	6897
Oil Cooler Assembly	4951652	2843	1,55
Low Oil Pressure Switch	4951985	R030995	1,55
Fan Assembly	4101099H	3213	1,55
BCV Actuator Assembly	4101184B	6590	1,55
FCU Servo valve	4951289	3774	1,55
Fuel Solenoid Valve	4951780	3914	1,55
Oil Level Sensor	5909849	3563	1,55
Starter Motor Shaft Assembly	756669C	V71-F6101	1,55