



**PAWAN HANS LIMITED**  
(A Govt. of India Enterprise)

**NOTICE INVITING GLOBAL EXPRESSION OF INTEREST (EOI)**  
**FOR EMPANELMENT OF INDIAN AND INTERNATIONAL AGENCIES**  
**FOR PROVIDING QUALIFIED HELICOPTER PILOTS AND LICENCED**  
**AMEs ON SHORT TERM & LONG TERM CONTRACT BASIS**

Pawan Hans Limited, a Public Sector Enterprise under Government of India, Ministry of Civil Aviation and India's leading Helicopter Company invites Global Expression of Interest (EOI) from interested Agencies/Organization/NSOP holder operator under DGCA, India/ Consultancy Organizations/ Institutes/ Reputed Professional Bodies/ Individual Firms etc operating in India or abroad for empanelment TO PROVIDE ON-TYPE QUALIFIED HELICOPTER PILOTS (PICs for Offshore Flying) FOR FLYING Sikorsky S-76D Helicopter and also for flying AS350B3, Bell-407, Bell-206L4, Mi-172, Sikorsky, S-76C++ and Licenced AMEs endorsed in Sikorsky S-76D in Airframe & Engine and Avionics streams.

For eligibility criteria and further details interested Agencies may visit our website: [www.pawanhans.co.in](http://www.pawanhans.co.in)

Head (HR),  
Pawan Hans Limited,  
Corporate Office,  
C-14, Sector-1,  
NOIDA-201301,  
Distt: Gautam Budh Nagar (UP), India

**The last date of submission of the offer is 15<sup>th</sup> July 2020**

## **1. BACKGROUND**

Pawan Hans Ltd. a Public Sector Enterprise under Govt. of India was established in year 1985 and is one of the largest helicopter operators in South East Asia. The Company operates a mix fleet of 43 helicopters providing its services in the areas of Oil & Gas, Passenger services, Inter-island connectivity, Law & Order, Charters, VIP Flying and other specialized services.

## **2. FLEET DETAILS**

Company operates a mix fleet of 43 helicopters consisting following type of helicopters :

- a) Bell 206 L4
- b) Bell 407
- c) AS 350B3
- d) AS 365 Dauphin N3
- e) SA 365 Dauphin N
- f) Mi-172
- g) ALH Dhruv

PHL is in the process of inducting additional type of helicopters e.g Sikorsky S-76D to meet its growing market.

## **3. REQUIREMENT**

To meet growing demand of helicopters from its customers, Company intends to engage agency/ Operators/ Firms to provide experienced and qualified Pilots (On type qualified PIC). PHL is in the process of acquiring additional type of helicopters in its fleet e.g. Sikorsky S-76D. PHL shall entrust empanelled agencies/ operators/ firms to provide On-Type qualified Helicopters Pilots and AMEs to fly helicopters owned by company as well future acquisition as decided from time to time.

## **4. QUALIFICATION CRITERIA**

### **i) Eligibility Criteria**

- Bidders should a registered Aviation Agency/Firm/ Helicopter Operator currently in the Business of Aviation.
- Bidders should have atleast 5 years experience in the field of Aviation business.
- Bidder should have positive net-worth for last 3 financial years i.e. FY 2019-20, 2018-19, 2017-18 and should not be less than 60% of average Annual Turnover.

- Bidder should have Annual Turnover of minimum One crore in INR for the last 3 consecutive financial years.
- Company should have registered/ representative office in India. In case, no office is available in India, select Bidder is required to setup the office in India within one month of award of LOA by PHL.

**ii) Pre Qualification criteria:-**

<b>Criteria</b>	<b>Weightage Score</b>
<b>Experience of similar projects (providing Helicopter Pilots) during last 5 years :</b> <ul style="list-style-type: none"> <li>• Less than 5</li> <li>• 5 to 7</li> <li>• 8 to 9</li> <li>• 10 and above</li> </ul>	Max Score 00 Max Score 10 Max Score 20 Max Score 25
<b>Experience in Civil Aviation Sector</b>	Max Score 10
<b>Experience in dealing with Helicopter Operators :</b> <ul style="list-style-type: none"> <li>• 1 to 3 companies</li> <li>• 3 or above</li> </ul>	Max Score 10 Max Score 15
<b>Experience in dealing with Govt. Companies/ Agencies :</b> <ul style="list-style-type: none"> <li>• Below 02</li> <li>• 2 to 5</li> <li>• 5 or above</li> </ul>	Max Score 00 Max Score 10 Max Score 15
<b>Turnover as Aviation Business (average) for last 3 consecutive financial years( 20-21, 19-20, 18-19):</b> <ul style="list-style-type: none"> <li>• Below INR 1.00 Crore</li> <li>• INR 1 Crore to 2 Crores</li> <li>• INR 3 crore to 5 crores</li> <li>• INR 6 crore and above</li> </ul>	Max Score 00 Max Score 05 Max Score 10 Max Score 15
<b>Pool of owned experienced Pilots/AMEs</b> <ul style="list-style-type: none"> <li>• Offering from third party</li> <li>• Offering own Pilots</li> </ul>	Max Score 00 Max Score 10
Proposed projected plan to meet Pilots requirement of PHL during the period of contract	Max Score 10
<b>Total Score</b>	<b>Max Score 100</b>
<b>Minimum Qualifying Score</b>	<b>60</b>

**iii) Consortium of Consultants:-**

Professional consultant agencies may associate with each other to form a consortium to complement their respective areas of expertise, or for other reasons. Such an association may be for the long term (independent of any particular assignment) or for a specific assignment. The consortium may take the form of a joint venture or of a sub consultancy. In case of a joint venture, all members of the joint venture shall sign the

contract and shall be jointly and severally liable for the entire assignment. Consortium shall be formed before submission of EOI.

5. The **Terms of Reference (TOR)** of the selected Agency/ Firm/ Operator would be as under:

- Providing Helicopter Pilots (On type qualified PIC) and AMEs as per experience and qualification criteria provided by Pawan Hans to meet mission requirement of PHL Customers in the areas of Off-shore as well as On-shore.
- Conducting all Training, Prof Check, Medical and other requirements from time to time in adherence to DGCA, India guidelines.
- Providing replacement Pilots/AMEs at its own cost in case of non-availability of offered Pilots/AMEs due to Health Emergency and other reasons.
- Pilots and AMEs to be offered at PHL Locations as per flying schedule provided.
- Lodging, Boarding and transportation to be arranged by selected Agency/ Firm/ Operator at its own cost, including International Travel, if any.
- Insurance of Crew as per DGCA India, regulations.
- Meeting DGCA CAR in respect to flying and Maintenance of Helicopter Pilots in India.
- PHL will liaise with local office of selected Agency/ Firm/ Operator for all matters related to offered Pilots and AMEs, including billing matters.

6. **List of Documents to be submitted with EOI**

- Company Profile with details of Nature of Business
- Details of Group/ Associate companies
- Supporting regarding Net worth and Turnover duly certified by Chartered Accountant (Aviation Business only).
- P&L account and Balance Sheet for last three Financial Years.
- Copy of Contacts/ agreements in support of experience of company.
- Any other relevant information in support to eligibility criteria of EOI.

Pawan Hans shall shortlist the bidders based on pre-qualification and other eligibility criteria for further consideration of empanelment.

Based on the participation from prospective bidders and short-listing, Pawan Hans shall invite the selected bidders to participate in the second stage of selection process i.e. RFP (Request for Proposal).

The final selection of agency/ firm/ operator(s) shall be on the basis of evaluation of Technical and Financial proposal in RFP stage based on Quality & Cost Based Selection (QCBS). Details of the same shall be provided in the RFP document.

To address the clarifications from prospective bidders, PHL shall also organize a pre-bid meeting at its Corporate Office, Noida (U.P) with an option to attend the same through Video Conferencing, if required.

PawanHans shall not be responsible if the Offer/Bid documents are misplaced/delayed in transit and not received by the prescribed date and time. Pawan Hans reserves the right to award/reject any Bid/EOI or withdraw the EOI notice without assigning any reason whatsoever.

**Interested parties may submit their response against this EOI by 15<sup>th</sup> July, 2020 in the prescribed proforma attached herewith at the below mentioned address.**

**Head (HR)  
Pawan Hans Limited,  
Corporate Office, C-14, Sector-1,  
NOIDA-201301,  
Distt Gautam Budh Nagar (U.P.),  
Ph 0120-2476727, 91-9868264634  
Email : head.hr@pawanhans.co.in**

## LETTER OF APPLICATIONS

(This should be furnished on the letterhead of the applicant)

**Registered Business Name** :

**Registered Business Address** :

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**Telephone Number:**

**Mobile Number:**

**Email ID:**

To,

**Head (HR)**  
**Pawan Hans Ltd.**  
**Corporate Office**  
**C-14, Sector-1**  
**Noida – 201 301.**

**Dear Sir,**

This is with reference to Pawan Hans Limited Notice inviting Global Expression of Interest (EOI) for empanelment of Indian and International Agencies for providing qualified Helicopter Pilots and Licenced AMEs on short term & long term contract basis.

We hereby offer services for providing on-type type qualified Helicopter Pilots (PICs for Off-shore Flying) for flying following helicopter(s):

1. Sikorsky S-76D
2. Sikorsky S-76C++
3. Ecureuil AS350B3
4. Bell-407
5. Bell-206-L4
6. Mi-172

We hereby also offer services for providing Licenced AMEs in Sikorsky S-76D in Airframe & Engine and Avionics streams

We declare that the statements made and information provided in the duly completed application are completed, true and correct in every detail.

(Authorized Representative of Applicant)

**Place :** \_\_\_\_\_

**Dated :** \_\_\_\_\_

**Form – I**

**Consultant's Identification Data**

**I. IN CASE OF PARTNERSHIP**

**Name of Partners.  
Reference of Partnerships Registration  
Date of Establishment of Firm  
Copies of partnership deed, if any.  
Name of Registered Consultant with Reg. No.**

**II. IN CASE OF COMPANY LIMITED BY SHARES**

**Amount of paid-up capital  
Name of Directors  
Date of Registration of company  
Certified copies of Memorandum and Articles of Association of Company.**

**Signature of Applicant**

**Form II**

<b>Name of Registered Aviation Agency / Firm / Helicopter Operator currently in the Business of Aviation</b>	
<b>Whether the Bidder is having five years experience in the field of Aviation business</b>	
<b>Whether the Bidder has positive net worth for last three financial years i.e. FY 2019-20, 2018-19, 2017-18 and is not less than 60% of average Annual Turnover</b>	
<b>Whether the Bidder's registered / representative is having office in India. In case, no office is available in India, select Bidder is required to set up the office in India within one month of award of LOA by Pawan Hans Ltd.</b>	

**Particulars of the Bidder:**

<b>Sl. No.</b>	<b>Brief description of work</b>	<b>Charges for the services</b>	<b>Value of work</b>	<b>Full Postal Address of Client &amp; Name of Officer –in-charge with Phone No.</b>
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>

**Signature of authorized  
Representative of Consultant**

**Note : Attach separate sheet if necessary.  
Completion Certificate from Clients to be attached.**



**Form III**

**Details of Current similar jobs in Hand**

<b>S.No</b>	<b>Full Post Address of Clients &amp; Name of Officer-in-charge with Phone No.</b>	<b>Brief description of work Undertaken</b>	<b>Fees Charges /</b>	<b>Value of Work</b>
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>

**Certified that the above information is correct.**

**Note: Letter of award/Certificate issued by client to be attached.**

**Signature of authorized representative**