



REQUEST FOR PROPOSAL

OPEN TENDER INVITATION

OPEN TENDER INVITATION FOR THE “REQUEST FOR PROPOSAL (RFP) FOR SKS AIRWAYS SDN. BHD. (SKS) - UNIFORM DESIGN AND MANUFACTURING TENDER”

INTRODUCTION

1.1 Background

SKS Airways Sdn Bhd (“SKS Airways”) was established on 13 November 2017 as a commercial airline and was granted an Air Service License (“ASL”) with Conditional Approval by the Malaysian Aviation Commission (MAVCOM) on 1 March 2019. SKS Airways commenced its first commercial flight on 25 January 2022 to provide easy island hopping access for domestic and international tourists. On 25 May 2023, SKS Airways announced strategic partnerships with commercial aircraft lessor Azorra Aviation Holdings to lease 10 Embraer E195-E2s.

1.2 Objective

SKS Airways Sdn. Bhd. (“SKS”) (Registration No. 201701041197 (125537-P)) intends to source a competent vendor to design and manufacture our airline’s uniform collection. We are looking for capable and innovative vendors to collaborate with us in creating a modern, comfortable, and functional uniform line that reflects our brand identity and meets the needs of our diverse workforce. The new uniforms are part of SKS’ core expansion plan to launch Embraer’s E195-E2s in 2024 officially.

ELIGIBILITY CRITERIA

2.1 Interested Vendors

- Qualified and interested vendor(s) are required to email your interest to participate in this RFP exercise to sophialim@sksairways.com latest by **Friday, 29th September 2023** before 17:00 hours (MYT) and include the following items:
 - Statement of interest to participate in the RFP/Tender.
 - Details of the vendor representative that will be signing our NDA.
 - Full Name
 - Company Name
 - Email Address
- The NDA will be sent to the above email address, and must be signed and reverted to sophialim@sksairways.com within 2 business days. Representatives from SKS Airways will provide acknowledgment upon receiving your email of interest to participate.
- Vendors who are interested in participating in the RFP are not required to pay registration fees.
- RFP documents will only be released to the shortlisted vendors that successfully submitted the signed NDA within the stipulated closing date.



2.2 Prequalification

2.2.1 Experience and Expertise

The appointed vendor should have been in operations for at least 5 Years and be able to showcase a portfolio showcasing previous projects relevant to the scope of work.

2.2.2 Financial & Legal Standing

The vendor is financially stable and capable of managing the project's financial aspects and is operating legally and adhering to industry standards. Vendor must attach and declare proof of business registration, licences, any relevant certifications and nil legal disputes or violations.

2.2.3 Client List & Conflict of Interest

Vendors must be able to disclose current and previous clients, as well as deliver full transparency in case of any potential conflicts of interest that might arise if they are awarded the project.

2.2.4 Ethical Considerations

Adhering to ethical standards in design, sourcing and manufacturing. Vendors must ensure compliance with legal and industry regulations.

2.2.5 Submission Requirements

All documents and information submitted must be accurate, appropriate formats and within the deadlines.

SUBMISSION OF TENDER

3.1 Deadline for Submission

All completed tender documents must be submitted no later than **Friday, 23rd October 2023** before 17:00 hours (MYT) via email at sophialim@sksairways.com or delivered to Sophia Lim (SKS Airways), F01-F08, 1st Floor Citta Mall, No. 1, Jalan PJU 1a/48, Ara Damansara, 47301 Petaling Jaya, Selangor.

3.2 Format and Content

3.2.1 Proposal

Proposal must include, but not necessarily be limited to:

- Proposed design
- Manufacturing capabilities
- Material selection
- Origin of manufacturing & sourcing

3.2.2 Technical Offer Form

Technical offer form must include, but not necessarily be limited to:

- Company profile
- Portfolio showcasing previous projects (relevant to the scope of work)



3.2.3 Financial Proposal

For the indicated services giving the price on a fixed and all inclusive basis.

3.2.4 Language

All RFP documents and communications must be in English or Bahasa Melayu.

AWARD OF CONTRACT

4.1 Award Considerations

The contract will be awarded to the vendor who provides the best overall value, taking into consideration price, quality, and other relevant factors.

4.2 Payment Terms

Payment will be made in accordance with the terms and conditions outlined in the contract agreement. RFP Permitted Currency is Ringgit Malaysia (MYR).

4.3 Right to Reject

SKS Airways Sdn. Bhd. reserves the right to reject any or all tenders without assigning any reason whatsoever.

IMPORTANT DATES

- **Open tender period:** 25 September - 2 October 2023
- **Deadline for submission of signed NDA:** 29 September 2023
- **Internal review & shortlist:** 4 - 6 October 2023
- **Vendors briefing:** 10 October 2023
- **Vendors to submit proposal, costing present:** 23 October 2023
- **Vendors to submit revised design and costing:** 31 October 2023
- **Prototype / first batch of samples to be delivered:** 24 November 2023
- **Revised prototype / final samples:** 6 December 2023

SKS Airways Sdn. Bhd. reserves the right to change any of the dates mentioned above and will notify all participating vendors accordingly.

CONFIDENTIALITY

All information provided by vendors in their tender documents will be treated as confidential and used solely for the purpose of this procurement process.



CONTACT INFORMATION

For any inquiries or clarifications related to this tender, please contact:

Sophia Lim

Head of Branding

SKS Airways Sdn. Bhd.

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