

## **PRE-QUALIFICATION OF FIRMS FOR HIRING SERVICES FOR MARKET ANALYSIS FOR ESTABLISHMENT OF PAC COMMERCIAL MRO**

1. PAC is in the process of establishing a commercial Maintenance Repair & Overhaul (MRO) setup at Islamabad International Airport (IIAP) for line / base maintenance of narrow / wide body aircraft and business jets.

2. In this context, proposals are required from reputed firms for conduct of market analysis and feasibility study of regional market for establishment of PAC Commercial MRO at IIAP. **Firms should have sufficient experience in business related activities (market analysis, feasibility studies) in Commercial Aviation.** The market analysis should include, but not limited to, the following details:

- (a) Description of regional aircraft fleet
- (b) Competitor MROs in the region
- (c) Target aircraft type and fleet size
- (d) Types of MRO services being offered
- (e) Maintenance sales slots availability
- (f) Market economic outlook
- (g) Future market trends
- (h) Budgeting for MRO
- (i) Financial modeling and forecasting
- (j) Cash flow analysis
- (k) Marketing strategy
- (l) Cost Benefit Analysis
- (m) Certification requirements