

Annexure VI: Comparative Statement
Tender for Quick Service Restaurant at Check-in area (Tender ID # 2021_AAI_66367_1)
Technical bid Opened on 12.02.2021
COMPARATIVE STATEMENT TO BE PREPARED BY TENDER OPENING COMMITTEE -
VISAKHAPATNAM AIRPORT

Sl.No.	Document required as per NIT conditions	Shri Binay Kumar Singh, Director M/s RBA Hospitality & Hotels Pvt Ltd, 16, Ranmukateshwer Society, Nr.Saradr S Bavla, Hansol, Ahmedabad-382475	Remarks
1	Tender fee Rs.10,000/-	Submitted online payment gateway through CPP Portal and the transaction shows success (Page No: 250-251)	Complied
2	EMD amount Rs. 1,16,000/-	Submitted online payment gateway through CPP Portal and the transaction shows success (Page No: 250-251)	Complied
3	Details of the concern and legal status	Private Limited Company. Submitted the Certificate of Incorporation (Page No: 257)	Complied
4	Self-attested copy of PAN	Submitted (Page No:259)	Complied
5	Self-attested GST certificate	Submitted (Page No:258)	Complied
6	Un conditional acceptance as per NIT format	Submitted (Page No:309-310)	Complied
7	Details of Experience & supporting Documents - a) Technical Criteria: 1) The participating agency must have two (02) years' experience in F&B business during the last seven (07) years. 2) The participating agency must have operated more than three outlets in the two years period (during last seven years) for which experience in (i) above is claimed out of which at least one (01) should be located. a) In any Indian airport/International airport with more than 1 million passengers/annual as on the date of publication of Tender. OR b) Other passengers transport terminal such as metro rail, metro rail station, railway, railway station (metro or railway stations must be in cities with population more than 10 Lakhs (as per 2011 census) or commercial complex (commercial complex should have a floor plate size of at least 10000sq.mtrs). Other outlets (upto 2) can be present at ports, bus stations, airports, railway stations, hotels, metro stations, roads, highways, shopping complexes, other commercial complexes.	The party has submitted the documents details as Experience Period -(Min 02 years during Last Seven Years) :- 07.01.2014 to 06.01.2021 Outlets Operative during the above period : - Ahmedabad Airport - Snack Bar- Outside International Arrival (27.01.2014 to 03.04.2017) - Ahmedabad Airport - Restaurant cum Staff Canteen - Near Technical Block. (15.07.2014 to 03.04.2017) - Ahmedabad Airport - Restaurant cum Staff Canteen - Near MT / Union Office Block. (15.07.2014 to 03.04.2017) - Ahmedabad Airport - Snack Bar - Inside SHA of Domestic Terminal Building. (25.05.2016 to 03.04.2017)	Complied

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NOTE: The copy of requires documentary proof (work order/license and/or requisite proof as per shops and Establishments Acts, Trade tax certificates etc. for each outlet) with the applicable authority and proof of completion of requisite tenure of two (02) years shall be submitted for verification. OR c) The participating agency shall be currently operating a hotel with at least three star valid star category or heritage category issued by Hotel & Restaurant Approval and Classification Category (HRACC), Ministry of Tourism, Government of India with at least two (02) years of experience during the last seven (07) years. The copy of Hotel & Restaurant Approval & Classification Committee (HRACC) document for verifying the star rating and proof of completion of requisite tenure of two (02) years shall be submitted for verification. OR In case, Hotel is not HRACC certified, then Hotel should have following facilities: • Minimum 16 Hrs. coffee shop operation per day; • Standalone restaurant • Having minimum 80 rooms • Swimming pool Duly supported by relevant documents. OR d) The participating agency shall be currently an operator of the food and beverage business in a three star hotel having valid star category or heritage category issued by Hotel & Restaurant Approval and Classification Committee (HRACC), Ministry of Tourism, Government of India with at least two (02) years of experience during the last seven (07) years. The copy of work order/license/MoU with the hotel, proof of completion of requisite tenure of two (02) years shall be submitted for verification. OR e) The application is currently functioning as a flight kitchen operator with at least two (02) years experience during the last seven (07) years.	5. Tirupathi Airport - Snack Bar - Inside SHA. (21.12.2017 to 31.12.2020) The party has submitted the experience certificate from Ahmedabad Airport for operating 4 F&B outlets (Refer Page No: 363 & 483) and also submitted various award letters / agreements from different Airports for operating F&B outlets. Also party has submitted CA certified Experience certificate from M/s. Nitin P Mehta & Co/Chartered Accountants certifying his experience. (Refer Page No: 312) Based on above, party has completed for operating F&B business more than 2 years as per terms and conditions of NIT. Hence, the party is full filling Technical criteria as per clause 1, 2 of Sl.No: 7 of Technical Criteria.	
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	The copy of work order/license/MoU with the Airline Company and proof of completion of requisite of two (02) years shall be attached as proof.		
8	b) Financial Criteria: Qualifying Gross Turnover of Rs 13,20,000/- will be 50% from, the business for which experience has been claimed, of Minimum Turn over Requirement; a) Turnover details, Profit & Loss account and related experience details should be duly certified by a Chartered Account/Statutory Auditor. b) The turnover of the company/agency should be in any one of the financial years for which technical experience has been claimed in accordance with audited financial statement and duly certified by a statutory auditor. c) Unless otherwise specified, net worth of the bidder should be positive. d) In case of multiple business of bidder, the breakup of the turnover (certified by statutory auditor/chartered account) with the specific head as from the tendered facility should be submitted. e) Duly signed undertaking on the letter head of the bidder regarding overall as well as break up of turn over should also be submitted. f) Certificate issued by Chartered Accountant / Statutory Auditor, with respect to net worth of the bidder should also be submitted.	Submitted the details of turnover from M/s. Nitin P Mehta & Co/Chartered Accountants Mem No.129932/CAG Reg No.WR1135 Ahmedabad Out of Total Turnover of 1) Rs. 447.41 lacs for 2016-17 FY, the F&B turnover is Rs. 430.47 lacs. 2) Rs. 790.02 lacs for 2017-18 FY, the F&B turnover is Rs. 834.61 lacs 3) Rs. 1082.36 lacs for 2018-19 FY, the F&B turnover is Rs. 1012.11 lacs which is more than required turnover as per NIT. The same was verified with Profit & Accounts for respective years and confirmed. Hence, the party is full filling Financial criteria as per SI.No: 8. (Refer Page No: 312)	Complied
9	Profit and Loss Account/Balance sheet of the sole proprietor concern or partnership firm duly certified by Chartered Accountant.	Submitted the Profit and Loss Account and Balance Sheet for 3 years 2017-18, 2018-19 & 2019-20. (Refer Page No: 260-265)	Not Complied Annual Report/Director's Report is to be submitted as per 3 © of General Information and Guidelines of NIT
10	Self-attested copies of Memorandum and Articles of association in case of companies and Partnership deed in case of firms and approved by laws in case of co-operate society.	Submitted the Memorandum and Articles of Association. (Page No: 266-289)	Complied

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11	Self-declaration of dues for contracts held (current and past) at all AAI controlled airports and the details of disputed and undisputed dues along with the details of SD	Submitted (Page No:292-294)	Complied
12	Declaration giving particulars of concessions/licenses, the details of black listing or debarring effected by CBI/AAI, or any Govt. of India dept., any Central or state public sector undertakings etc.,	Submitted (Page No:294)	Complied
13	Declaration of cases/action under PPE act initiated by AAI.	Submitted (Page No:294)	Complied
14	Declaration of raid/seizure carried out/pending by a regulatory authority, if any	Submitted (Page No: 294)	Complied
15	If the entity participating in any of the tender, is a private or public limited company, partnership firm or sole proprietor and any of the Directors/Partners/Sole Proprietor of such company is also Director of any other Company or partner of a concern, a sole proprietor having established business with AAI and has outstanding dues payable to the Authority, then the entity may not be allowed in AAI tenders" for which a DECLARATION needs to be submitted by the participating agency along with the tender bid.	Submitted (Page No:294)	Complied
16	As per NIT, No Dues Certificate should submit for the quarter upto September 2020 .	Submitted for running contracts from the following Airports as Ahmedabad upto 30.09.2020 Jamnagar upto 30.11.2020 Aurangabad upto 30.11.2020 Gaya upto 31.12.2020 Bhuj upto 25.11.2020 Jabalpur upto 31.10.2020 Madurai upto 30.09.2020 Mangalore upto 18.01.2021 Patna upto 31.10.2020 Pune upto 30.09.2020 Rajahmundry upto 30.11.2020 Rajkot upto 18.01.2021 and Visakhapatnam upto 15.01.2021 (Refer Page No: 296-308)	Not Complied NDC's not submitted from Kandla Airport for running contract and also NDC's not submitted from Bhopal, Udaipur, Srinagar, and Tirupathi Airports for past contract as per declaration submitted and it is mandatory to submit as per 3 f (ii) of General Information and Guidelines of NIT

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17	Any other information/documents as stated in the NIT	1 Submitted the power of Attorney for signing the proposal. (Page No: 254-256) 2. Submitted list of relatives in AAI. (Page No: 311) 3. Submitted one set of tender docs with signature (Page No: 486-499) 4. Submitted the Bidder details (Page No: 252-253) 5. Submitted Letter of Undertaking (Page No: 313)	Complied
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BID MANAGER: R.V.S.Murthy, AGM (Comm)

COMMERCIAL IN-CHARGE: R.V.S.Murthy, AGM (Comm)

Observations:

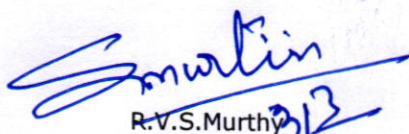
On scrutiny of documents submitted by parties, the following observations were made against M/s RBA Hospitality & Hotels Pvt Ltd., Ahmedabad as details given below.

- The NDC submitted from Pune Airport is shown outstanding dues of Rs 7,755.08/- upto 30.09.2020, the same cleared by party on 10.12.2020 which was mentioned in said NDC. Though NDC was asked upto 30.09.2020, there is no dues at the time of bid opening date i.e on 12.02.2021 and the same was considered.
- NDC's not submitted from Kandla Airport for running contract and Bhopal, Udaipur, Srinagar, and Tirupathi Airports for past contract as per declaration submitted and it is mandatory to submit as per 3 f (ii) of General Information and Guidelines and as per format mentioned in NIT.
- The Party has not submitted Annual Report / Directors Report for the 3 years 2017-18, 2018-19 & 2019-20. Annual Report is to be submitted as per 3 © of General Information and Guidelines of NIT

Recommendations:

M/s RBA Hospitality & Hotels Pvt Ltd, Ahmedabad has not submitted all the required documents as per NIT. Hence the following relevant documents may be sought through short fall documents from CPP Portal by giving 3-4 working days time as per clause 7.9.5 of Commercial Manual as details given below:-

- NDC's from Kandla Airport for running contract and Bhopal, Udaipur, Srinagar, and Tirupathi Airports for past contract in format as per NIT.
- Annual Report / Directors Report for the 3 years 2017-18, 2018-19 & 2019-20.


R.V.S.Murthy
AGM (Comm)
Bid Manager