

Note No. #1

AS per CHQ Letter No.AAI/CHQ/Comml/MC/F& B and Retail/Phase-II/2019/466 dated 11.09.2019,where in the following instructions were given for effective implementation.

1. Competent Authority has approved that single -stage RFP process will be followed for selection and award of Master Concession for F&B and General Retail at IInd phase .

2. M/s Deloitte Touche Tohmatsu India LLP has been appointed as consultant for planning,Designing,Award and Execution of Master Concessions for F & B and General Retail at 12 Airports.

3. CHQ Conveyed MRLF approval and RFP w.r.t Vijayawada vide letter No.11017/10/2020-COMMERCIAL/274 dated 12/10/2020 for Retail outlets for Rs.12,34,000/- for an area of 340 sq.mtrs.

Accordingly Commercial department modified(whenever required) the RFP document issued by CHQ with the following Schedule.

1.6. Schedule of Bid Process:

Sr.No.	Activity	Scheduled Dates and Time
1	Download of e-tender document from CPP Portal	12/11/2020 from 10.00 hrs
2	Physical Inspection of locations proposed to be Concessionaire Managed Locations by potential Bidders with prior intimation to Authority	14/11/2020 from 10.00 hrs
3	Raising of queries by the Bidders in writing to AAI	12/11/2020 from 10.00 hrs to 20/11/2020 upto 17.00hrs.
4	Pre Bid Meeting of Potential Bidders	20/11/2020 at 15.00 hrs
5	Reply of queries by AAI	24/11/2020 17.00 hrs
6	Online submission of Bids (technical as well as financial) on CPP Portal	02/12/2020 upto 15.00 hrs.

	(Last date of submission of Bids shall be the Bid Due Date)	
7	Opening of Technical Bids (online only)	03/12/2020 @ 16.30 hrs.
8	Opening of Financial Bids (online only)	24/12/2020 @ 11.30 hrs.

As per CPP portal Tender opening Committee should be assigned (2 of 4) at the time of RFP floating time.

The following Committee members are nominated for Technical and Financial Bid opening.

1. Shri BVS Bhagavanulu, DGM (FIN)
2. Shri B Venkateswara Rao, SM (CommI)
3. Shri K Shirish Kumar, Sr. Manager (IT)
4. Shri Vinay Dhar M, Manager (FIN)

[Submitted for Draft RFP\(Retail\) and Committee approval please.](#)

11/11/2020 7:22 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #2

As already approved in the physical notings please.

13/11/2020 11:17 AM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #3

Refer pre-noting

RFP for the Master Concession Retail have been invited with the MRLF/MMG Rs.12,34,000/- on 12.11.2020 and subsequently automatic extension by the Tenders for a period 15 days, however no response received to the both tenders as on 17.12.2020 (i.e opening date).

[There were no response/queries to the Pre-bid Meeting as mention in the RFP and](#)

upto first auto extension and subsequently the following queries received from Bidders over phone.

As per CPP 10 Bidders Viewed /downloaded Retail RFP (copy of the same attached)

As per CHQ letter No.CL/11017/10/2020/COMMERCIAL/dated 12/10/2020 we have incorporated the clause No.b ***"Note: Due to prevailing COVID-19 situation, billing will be done on pro-rata QMG linked with passenger traffic or Revenue Share, whichever is higher. This arrangement will be in place for the period till 31.03.2021 or till such time passenger traffic in three consecutive months during FY 2020-21 averages to 80% under RFP clause No.1.2"***

Now Bidders are asking the following queries:

1. Can we extend IInd Concession support scheme in this RFP
2. AP State Government is under planning to decentralization of State Capital i.e Lagislative Capital in Amaravathi(Vijayawada) Excutive Capital in Vizag and Judicial capital in Kurnool and the issue is with High Court of AP and Supreme Court of India and the same is explained to the Bidder.
3. International Brand exemption due to huge deposit and less Revenue sharing
4. Turnover Criteria-Some of the existing concessioners are asking to reduce the limit from 1.00 Crore to 50 to 60 Lakhs so that they can also participate in the tender.

Commercial department opinion:

1. IInd CSS Scheme to be incorporate in the RFP as per earlier instructions.
2. 10 % Impact on passenger movement w.r.t State capital relocation and in long run that will be compensated with the normal /regular passenger growth.
3. International Brand exception cannot be accepted and which is mandatory, on enquiry with 10 to 20 Lakhs deposit also International brands are available.
4. Please consider relaxation in Turnover Criteria.
5. Further, Station requesting that MMG may be reduced from 10% to 20% for

F &B and for retail 20% to 30% on Retail and the reason for reduction in retail upto 30% is that only one enquiry received and also better participation.

6. If we extend the CSS scheme also there is no much loss to AAI as the finalization of RFP and issue of LOIA can be expected by end of the March 2021 four months for incubation period and gestation period that may be July 2021 and net CSS Scheme will be permitted from August 2021 to December 2021 by that time the passenger movement may reach upto 100% which resulting total net effect may be very less.

In view of the above , Local Comercial department sent a mail on 18.12.2020 with the following :

1. IInd CSS Scheme to be incorporate in the RFP as per earlier instructions.
2. Please consider relaxation in Turnover Criteria if it permits.
3. Further, Station requesting that MMG may be reduced from 10% to 20% for F &B and for retail 20% to 30% on Retail and the reason for reduction in retail upto 30% is that only one enquiry received and also better participation.

It is intimated that approval for point No.1 & 2 needs to be given by the CHQ and for first reduction in MRLF RED is the Competent Authority .

In View of the above Commercial department is proposing the reduction in MRLF up to 20 % i.e Rs.9,87,000/- (Rs.12,34,000-2,46,800) with the following reasons:-

1. Less potential for Retail outlets
2. Re-location of the State Capital Issue.

Submitted for onward submission RHQ,SR for approval.

28/12/2020 1:10 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #4

There was nil-response for our NIT for Master Concession Retail in spite of extensions. As, indicated by local Commercial Department, many relaxations/exemptions are being sought by the prospective bidders on account of prevailing COVID situation and other local political conditions.

In view of the factual position explained above, the proposal to reduce the MRLF as well considering accord of certain relaxations as recommended by Commercial Department are hereby endorsed for consideration at RHQ level please.

29/12/2020 4:41 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #5

29/12/2020 5:01 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #6

Please examine and process.

29/12/2020 5:25 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #7

Reference noting in the prepage.

The proposal is for seeking approval of Competent Authority (i.e. RED-SR) for reduction of MRLF to invite RFP for single Master Concession Retail outlets at Vijayawada Airport and also station has sought certain clarification whether latest CSS scheme vide Comml circular no.26/2020 dated 09/12/2020 can be extended in RFP and relaxation in GTO criteria.

Station has brought out that no response for the RFP inspite of extension of dates. Station has recommended the revised MMG of **Rs.9,87,000/- p.m.** (20% reduction from the current MMG of Rs.12,34,000/- p.m.) for an area measuring 340 sqm.

On scrutiny of the proposal, the following is observed :-

(a) LCAC recommendations has not been placed in TOC (refer Commercial circular 11/2019 dated 08.11.2019-[P-252-254/c](#) in this regard)

(b) Basis for arriving 20% reduction has not been brought out in station's recommendation viz. reduction in no. of flights/passengers flow, Ground realities etc.,

(c) Current revenue for all existing Retail outlets(before CSS scheme and after CSS scheme implementation) at Vijayawada to be sought from station.

(d) With regard to amendment in Turnover requirement as proposed by station, Suggestions if any., based on the ground realities can be sought from station for further examination and taking up the matter with CHQ for suitable amendment in RFP.

If agreed, we may seek clarification/reply on the above observations for further processing the case at RHQ/SR.

Submitted for kind perusal and further advise if any., please.

30/12/2020 3:16 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #8

Reference is made to the above noting.

We may seek the clarification/reply from Vijayawada Airport on the above observations of Note # 7 - S.No. (a) to (d) for further processing the case at RHQ/SR.

Submitted, please.

01/01/2021 1:31 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #9

01/01/2021 1:33 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #10

For furnishing the clarifications as sought by RHQ please.

01/01/2021 2:39 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #11

Refer pre-noting,

As clarification sought by RHQ,SR, the replies are appended below:

Point No.01 As per Commercial manual and DOP for fixation MRLF LCAC is not required except at the time of issuing the award letter(copy of the Local DGM Fin opinion attached for your ready reference)

Point No.2 Arrival on 20% reduction is based on the traffic statistics, Passenger growth, State Capital re-location impact and Less retail potential.

Traffic statistics Financial year wise			Increase/decrease	
FY Year	No.of Move Ments	% of increase/decrease	No.of Passenger movement	% of increase/decrease
2018-19	20,755		11,91,479/-	0
2019-20	16,396	26.58	10,93,385/-	8.23
2020-21	5,945	63.74	3,49,765	68.02

And Arbitrarily 5 to 10 % passenger may effect due to State Capital relocation .

Point No.3. As present the monthly Revenue of Vijayawada for retail Rs.2,49,361/- on piecemeal tenders and with the COVID effect the same is showing downward trend ..

Further , the previous MRLF/MMG fixed by the CHQ for increased/new area before pre-COVID based on projection for next seven years and also Less potential for retail in Vijayawada Airport.

Point No.04. During discussion with CHQ officials regarding Turnover Criteria , no exemption will be given for this RFP . Hence ,clarification is not required.

In view of the above , recommendation of reduction in MRLF/MMG of Rs.9,87,000/-(20%) is justified for better competition and finalization the Tender.

Submitted for onward submission to RHQ,SR.

02/01/2021 7:27 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #12

The Station's clarifications for the points raised vide Note #7 are submitted for further processing please.

03/01/2021 9:15 AM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #13

04/01/2021 10:26 AM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #14

Please examine and process.

04/01/2021 11:10 AM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #15

Reference noting in the prepage and clarification sought by RHQ and subsequent reply forwarded by Vijayawada Airport pointwise vide note#11 to 12 which is self explanatory.

In this connection, station's reply with regard to forwarding LCAC recommendations to RHQ, station had stated that "LCAC recommendations not required."

While on the subject, the provisions in Commercial manual/circular/DoP is submitted for kind perusal please.

- [As per Commercial Circular - 11/2019 dated 08-11-2019 \(p-252/C\)](#) , Para 5.2.5 (iii) and Para 5.2.6 (iii) of Commercial Manual, APD/RED has the discretion to seek recommendations/views of LCAC/RCAC in making any decision/recommendations (to higher office) on any

issue pertaining to Commercial Dept.

- Further, as per DoP 5.2 , remarks column " (i) Revised MRLF after reduction due to no response in spite of extensions as per the provisions of commercial manual shall be considered by one Authority above **based on the recommendations of the original Competent Authority / LCAC / RCAC as applicable.**"
- Further, [RHQ-Commercial vide letter dated 03/10/2018 issued by then RED-SR \(P-275/c\)](#) , emphasized on LCAC recommendations for all the Commercial proposals sent to RHQ-SR and the same practice is followed till date by all SR airports.

Under the circumstances, kindly advise with regard to seeking LCAC recommendations from Vijayawada Airport for fixation of MRLF/reduction in MRLF proposals to process the case further and follow uniformly in future proposals also.

Submitted for further advise please.

04/01/2021 12:29 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #16

Please refer to the above noting.

As per the station's Note # 11, it was stated that as per Commercial manual and DOP for fixation MRLF LCAC is not required except at the time of issuing the award letter. Opinion of the Local DGM (Finance) opinion may please be seen on page 255-261.

As per RHQ circular dated 03/10/2018 (p.275), it is mentioned that LCAC recommendation for all the Commercial proposals is **compulsory**. All SR Airports are still followed RHQ's above circular till date. But only Vijayawada Airport don't forward the LCAC recommendation.

Hence we may advise the station to forward the LCAC recommendation regarding reduction of MRLF for further processing the case at RHQ/SR.

Submitted for perusal and further advise, please.

06/01/2021 11:37 AM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #17

Refer preceding note.

LCAC Recommendations may be placed on record as per circular dated 03.10.2018 placed opposite for further processing of the e-file.

06/01/2021 5:02 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #18

For further necessary action please.

06/01/2021 5:58 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #19

As per Instructions received from the RHQ,SR, LCAC for the subject proposal needs to conducted on 08.01.2021.

Brief of the of the points w.r.t Commercial department for LCAC

1.AAI CHQ, Short listed Vijayawada Airport for Master Concession implementation for both F and B and Retail .AS per CHQ Letter No.AAI/CHQ/CommI/MC/F& B and Retail/Phase-II/2019/466 dated 11.09.2019,where in the following instructions were given for effective implementation.

2.Competent Authority has approved that single -stage RFP process will be followed for selection and award of Master Concession for F&B and General Retail at IInd phase .

3. M/s Deloitte Touche Tohmatsu India LLP has been appointed as consultant for planning,Designing,Award and Execution of Master Concessions for F & B and General Retail at 12 Airports.

3. CHQ Conveyed MRLF approval and RFP w.r.t Vijayawada vide letter No.11017/10/2020-COMMERCIAL/274 dated 12/10/2020 for Retail outlets for Rs.12,34,000/- for an area of 340 sq.mtrs.

4. RFP for the retail have been invited by the Commercial department ,but there was no response received to the call of tender up to opening date.

5.Commercial department informed the same to CHQ/RHQ,SR vide mail dated 18.12.2020.

6.As per Commercial manual 7.3.3 In case of MRLF/MMG fixed as per above paras does not result in any party quoting above the MRLF/MMG i.e., no response is received after one-time extension of 15 days in normal tenders, (Refer 7.11) then MRLF downward revision is to be reconsidered up to a maximum of 30% by the Competent Authority subject to proper justification to be recorded. The reduction should be done only once. In case, the tender process after reduction also yields no response, then the fixation of revised MRLF to be considered by one authority above as per provisions of DOP.

Accordingly Commercial department proposing with the following Justification.

Reduction in passenger growth :

Traffic statistics Financial year wise			Increase/decrease	
FY Year	No.of Move Ments	% of increase/decrease	No.of Passenger movement	% of increase/decrease
2018-19	20,755		11,91,479/-	0
2019-20	16,396	26.58	10,93,385/-	8.23
2020-21	5,945	63.74	3,49,765	68.02

Less potential for Retail:

Retail Outlet	March	April	May	June	July	August	September	October	November
Biscuits & Confectionery	115904	0	809	13936	13742	16355	40743	45291	51291
TR cum Book Stall in SHA	80214	0	557	9602	9469	11270	28074	31208	35343
Retail Shop	15634	0	106	1833	1808	2151	5359	5958	6747
Smoking Lounge	37609	0	244	4205	4146	4935	12293	13666	15476
Total	249361	0	1716	29576	29165	34711	86469	96123	108857

As present the monthly Revenue of Vijayawada for retail Rs.2,49,361/- on piecemeal tenders and with the COVID effect the same is showing downward trend ..

Further , the previous MRLF/MMG fixed by the CHQ for increased/new area before pre-COVID based on projection for next seven years and also Less potential for retail in Vijayawada Airport.

And Arbitrarily 5 to 10 % passenger may effect due to State Capital relocation .

In view of the above , recommendation of reduction in MRLF/MMG of Rs.9,87,000/-(20%) is justified for better competition and finalization the Tender.

Submitted for your perusal.

07/01/2021 3:32 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #20

07/01/2021 3:39 PM

B V S BHAGAVANULU
(DGM(F&A)-SR)

Note No. #21

With reference to previous noting of User Dte. w.r.t the table indicating Revenue collected from Retail during FY 20-21, please provide guidelines for segregation of F&B and Retail Outlets as Biscuits and Confectionery mentioned as a Retail Outlet. Please clarify.

Submitted for your perusal.

11/01/2021 9:58 AM

SOWJANYA BHUDDALA
(JE(FIN)-SR)

Note No. #22

12/01/2021 3:59 PM

B V S BHAGAVANULU

(DGM(F&A)-SR)

Note No. #23

Refer pre-noting

The clarification sought by the Finance department is appended below:

As per RFP clause No.5.2.5 (a) defined that Chocolates / candies / snacks / sweets / confectionery in sealed aseptic packs, accordingly Biscuits and Confectionery revenue taken in to Retail Revenue.

Submitted please.

12/01/2021 4:41 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #24

15/01/2021 11:30 AM

B V S BHAGAVANULU
(DGM(F&A)-SR)

Note No. #25

With reference to Note #3 of User Dte, there were no queries on record received from Bidders with respect to relaxations to be extended to Terms & Conditions of the RFP.

Per CL-11017/10/2020-COMMERCIAL/274 dt. 12.10.2020, the MMG fixed for Vijayawada Airport for Retail was INR 12,34,000 for 340 Sq. Mts. and the User Dte, vide Note #19 is proposing for a reduction of 20% in MMG citing the following reasons/ justifications:

1. Reduction in Passenger Growth:

FY Year	No.of Move Ments	% of increase/decrease	No.of Passenger movement	% of increase/decrease
2018-19	20,755		11,91,479/-	0
2019-20	16,396	26.58	10,93,385/-	8.23
2020-21	5,945	63.74	3,49,765	68.02

Our Remarks: The Passenger Growth and Flight Movements of FY 2020-21

may not be considered as a reduction in Passenger Growth due to on-going Pandemic and CSS is applicable to off-set the reduction in Passenger Growth.

2. Less Potential for Retail:

Retail Outlet	March	April	May	June	July	August	September	October	November
Biscuits & Confectionery	115904	0	809	13936	13742	16355	40743	45291	51291
TR cum Book Stall in SHA	80214	0	557	9602	9469	11270	28074	31208	35343
Retail Shop	15634	0	106	1833	1808	2151	5359	5958	6747
Smoking Lounge	37609	0	244	4205	4146	4935	12293	13666	15476
Total	249361	0	1716	29576	29165	34711	86469	96123	108857

Our Remarks: Due to Commercial Concession Scheme as per Circular 24/2020, 26/2020 and subsequent Instructions thereto in place from April 2020, the Concessionaires are billed as per Passenger Footfall. As CSS may be extended to Master Concessionaires also and billing to be done as per Passenger Traffic, citing the same as an additional ground for reduction of MMG may not be justified as this may affect AAI's revenue in future years.

Further, from the Statistics provided on AAI website, the percentage of increase in monthly Passenger Traffic at Vijayawada Airport from September 2020 till date is high and may soon reach to normalcy..

Domestic	2020	2019	2020 as % of 2019 traffic
May	4,106	1,11,134	3.69%
June	15,593	1,08,351	14.39%
July	13,454	94,751	14.20%
August	20,972	1,24,292	16.87%
September	31,133	73,896	42.13%
October	43,625	93,686	46.57%
November	48,071	91,568	52.50%
December	65,355	95,215	68.64%

4. State Capital Relocation:

Our Remarks: AAI is in the process of commencing the Construction of New Terminal Building with approx. INR 500 Crores budget anticipating increase in Passenger Traffic at Vijayawada Airport.

The above are our comments/ remarks to User Dte. recommendations for reduction in MMG by 20%.

However, considering the Current Economic Condition, a reduction of 10% (INR 12,34,000*90%=INR 11,10,600/-) in MMG may be recommended for approval of Competent Authority.

Submitted for your approval.

17/01/2021 9:21 AM

SOWJANYA BHUDDALA
(JE(FIN)-SR)

Note No. #26

The proposal by Commercial Dept is for reduction in MRLF of Master Commissionaire Tender for Retail outlets at Vijayawada Airport.

It is seen that CHQ has approved MRLF of Rs 12.34 lakhs per month for an identified 340 sq meters of retail space in the existing domestic terminal building.

As per foregoing notings of Commercial Dept., there has been no response to the Tender call inspite of two mandatory extensions in the due dates, and there has been no response to the pre-bid meeting, as also no prospective tenderer has made any written enquiries. However, Commercial Dept stated that telephonic enquiries have been made by the prospective tenderers with four points.[Ref Note # 3]. The recommendation to reduce the MRLF by 20% has been forwarded to RHQ directly [without looping in Airport Level Finance]. RHQ has remitted the proposal back with an advise to send LCAC recommendation as required under DOP, Commercial Manual and Commercial Circulars issued by CHQ/RHQ. In this background, the file has been referred to Finance Dept.,

Finance Dept has perused the recommendation of Commercial Dept [which was already approved by APD] for 20% reduction in MRLF i.e., from 12.34 lakhs to Rs 9.872 lakhs per month, owing to the reduction in the passenger numbers due to Covid 19, and the

proposed shifting of Capital City from Vijayawada, and less potential for retail outlets.

The Comments of Finance Dept., on the above recommendation are as follows:

1. When the 1st CSS scheme already made applicable in the tender conditions, and the second CSS scheme is proposed by Commercial Dept Vijayawada for incorporation in the Tender conditions, the reduction in the passenger numbers is not relevant for proposing the reduction in MRLF;
2. The passenger numbers in Vijayawada have been steadily increasing with an average growth rate of 38.12% month on month since July 2020 to Dec 2020;
3. The Shifting of State Capital, perhaps, can not be a ground for MRLF reduction because AAI is investing Rs 500 crores on the NITB, the work of which has already started, anticipating increase in traffic over the years;

However, since there has been no response to the Tenders, and as provided in the Commercial Manual for reduction of MRLF, considering the over all economic situation, a 10% reduction in MRLF would be justified.

19/01/2021 11:19 AM

B V S BHAGAVANULU
(DGM(F&A)-SR)

Note No. #27

Please convene LCAC at the earliest.

19/01/2021 1:13 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #28

[LCAC deliberated the above proposal in detail and recommends the following:](#)

To propose MRLF/MMG reduction upto 10% agreed by the majority Members (Finance and Operations) for Master Concession Retail @ Rs. 11,10,000/- (Rupees Eleven Lakhs ten thousand and six hundred only) per month plus taxes for inviting tenders for the said facility for a period of 07

(Seven) years with the earmarked area of 340 sq. mtrs.

As per DOP 5.2(c) RED is competent authority to approve the MRLF.
Submitted for onward submission to Competent Authority.

25/01/2021 7:40 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #29

Based on the recommendations LCAC the proposal for MRLF reduction upto 10% as agreed by the Members for Master Concession - Retail @ Rs. 11,10,000/- (Rupees Eleven Lakhs ten thousand only) per month plus taxes for inviting tenders for the said facility for a period of 07 (Seven) years with the earmarked area of 340 sq.mtrs., it is recommended to accord approval for the same.

Submitted please.

26/01/2021 10:46 AM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #30

pl process

27/01/2021 2:35 PM

MADHAVAN R
(RED-SR)

Note No. #31

27/01/2021 3:19 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #32

Reference noting in the prepage and clarification sought by RHQ vide [Note#7](#) and subsequent reply/comments forwarded by Vijayawada Airport vide [note #11 to 29](#)

LCAC recommendations dated 20-01-2021 may be seen [\(P-279-281/c\)](#).

Clause 7.33 of Commercial Manual is submitted below :-

"In case of MRLF/MMG fixed as per above paras does not result in any party quoting above the MRLF/MMG i.e., no response is received after one-time extension of 15 days in normal tenders, (Refer 7.11) then MRLF downward revision is to be reconsidered up to a maximum of 30% by the Competent Authority subject to proper justification to be recorded. The reduction should be done only once. In case, the tender process after reduction also yields no response, then the fixation of revised MRLF to be considered by one authority above as per provisions of DOP. "

In view of nil response for the tender attempt even after auto extension of dates in CPP portal, we may agree with LCAC recommendations to re-fix the MMG of **Rs.11,10,600/- .p.m.** + applicable taxes and charges **(i.e.10% reduction to the original MMG of Rs.12,34,000/- p.m.)** for an area measuring **340 sqm** to invite RFP for Single master Concession for Retail outlets at Vijayawada Airport for a period of 07 years.

Other terms and conditions as per RFP/Commercial Manual provisions.

(**Note** :SM Comml-Vijayawada & APD had mentioned Rs.11,10,000/- p.m. vide their note # 28 & 29 instead of Rs.11,10,600/- p.m.).

RED-SR is the Competent Authority for approval of reduction of MRLF upto 30% as per DoP clause 5.2 (c) read with manual provisions of clause 7.3.3.

Submitted for kind perusal and approval please.

29/01/2021 12:36 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #33

Refer preceding note.

May kindly approve the reduced and recommended MRLF please

29/01/2021 2:59 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #34

approved

29/01/2021 4:03 PM

MADHAVAN R
(RED-SR)

Note No. #35

29/01/2021 4:14 PM

N JAYAKUMAR
(JGM(COMML)-SR)**Note No. #36**

For further processing please.

29/01/2021 5:58 PM

G M S RAO
(APD(VIJAYWADA)-SR)**Note No. #37**

Refer pre-noting

The Competent Authority has approved the reduced MMG/MRLF of Rs.11,10,600/- PM for an area of 340 sqmtrs.

[The Draft RFP for Retail](#) along with the amendments issued by [CHQ letter dated 01.02.2021](#) prepared and put up for approval with the following Schedule.

1.6. Schedule of Bid Process:

Sr. No.	Activity	Scheduled and Time	Dates
1	Download of e-tender document from NIC CPP portal	18/02/2021 hrs	10.00
2	Physical Inspection of Proposed to be Concessioned Premises by potential bidders with prior intimation to Authority	19/02/2021 hrs	10.00
3	Raising of queries by the applicant(s) / bidders in writing to AAI	19/02/2021 @10.00 hrs to 28/02/2021 17.00hrs.	
4	Pre Bid Meeting of Potential Bidders	26/02/2021 @ 15.00 hrs	
5	Reply of queries by AAI	05/03/2021 17.00 hrs	
6	Online submission of bids/proposal(s) (Technical as well as financial) on NIC CPP portal (Last date of submission of bids/proposal (s) shall be the "Proposal Due Date" (the "PDD"))	11/03/2021 up to 15.00 hrs	
7	Opening of technical	12/03/2021 @	

	bids/Proposal(s) (online only)	15.30 hrs
8	Opening of financial bids/Proposal(s) (online only)	29/03/2021 @11.30 hrs

Submitted for approval please.

16/02/2021 4:00 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #38

Approved, as proposed.

17/02/2021 10:31 AM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #39

The above said tender is due for opening on 12.03.2021 with opening Committee members of the following.

Shri.BVS Bhagavanulu,DGM(F&A)
Shri B V Rao ,SM(Comml)
Shri K Sirish Kumar,SM(IT)
Shri M Vinaydhar,MGR(F& A)

Submitted for approval please.

08/03/2021 6:02 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #40

Approved.

09/03/2021 11:17 AM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #41

Kindly go through the Tech Bid documents of the Bidder for technical evaluation.

29/03/2021 12:39 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)**Note No. #42**

Refer previous noting s, the subject tender technical bid was opened on 26.03.2021 by duly constituted Committee Members.

Only one Bidder is Participated namely, M/s: ROZEUS AIRPORT RETAIL LIMITED. Which is opened on 26.03.2021 (After two extensions as per the Policy)

As per the RFP Condition 3.4.4 "It is clarified that in the event that only a single Bid is received, the Authority may, in compliance with applicable laws, in its discretion and for reasons to be recorded in writing, accept such Bid and declare such Bidder the Selected Bidder, or annul the Bidding Process". Accordingly technical Evaluation carried out by Commercial Department as under:

TECHNICAL EVALUATION - MASTER CONCESSIONAIRE RETAIL

Sr.No.	Name of the Document required as per RFP	M/s: ROZEUS AIRPORT RETAIL LIMITED	Submitted/ Not Submitted/Not Applicable
1	Eligibility of the Bidder under clause no.2.1.1(a to c)	Single Entity (Limited)	Submitted (Refer Technical form no:3)
2	Eligibility of the Bidder under clause no.2.1.1(d)	NDC Submitted from Varanasi Airport and the same clause is not applicable to Affiliates	Submitted NDC (Refer Technical form no:11)
3	Eligibility of the Bidder under clause no.2.1.1(e)	Declaration	Submitted (Refer Technical form no:1 Point no:10)
4	Eligibility of the Bidder under clause no.2.1.1(f)	Declaration	Submitted (Refer Technical form no:1 Point no:6 (c))
5	Eligibility of the Bidder under clause no.2.1.1(g)	Declaration	Submitted (Refer Technical form no:1 Point no:5)
6	Eligibility of the Bidder under clause no.2.1.1(h)	Not Applicable	Not Applicable
7	Eligibility of the Bidder under clause no.2.1.2	Single Entity (Limited)	Not Applicable
8	Eligibility of the	Technical Form	Submitted (Refer Technical

	Bidder under clause no.2.1.3		form no:4)
9	Eligibility of the Bidder under clause no.2.1.4	Technical Form	Submitted (Refer Technical form no:4)
10	Eligibility of the Bidder under clause no.2.1.5	Technical Form	Submitted (Refer Technical form no:4)
11	Eligibility of the Bidder under clause no.2.1.6	Technical Form	Submitted (Refer Technical form no:13)
12	Eligibility of the Bidder under clause no.2.1.7	Not Applicable	Not Applicable
13	Technical Form-1 (Undertaking by the Bidder)	Applicable	Submitted
14	Technical Form-2 (Details of the Bidder)	Applicable	Submitted
15	Technical Form-3 (Technical Capacity of the Bidder)	Applicable	Submitted
16	Technical Form-4 (Technical & Financial Capacity of the Bidder)	Applicable	Submitted
17	Technical Form-5 (Brands of Retails Items Proposed)	Applicable	Submitted
18	Technical Form-6 (Operation and Maintenance)	Applicable	Submitted
19	Technical Form-7 (Capital Expenditure Plan)	Applicable	Submitted
20	Technical Form-8 (Proposal on Pricing Policy)	Applicable	Submitted
21	Technical Form-9 (Proposal on Customer Service)	Applicable	Submitted
22	Technical Form-10 (Currently Operated Airport Units)	Applicable	Submitted
23	Technical Form-11 (NDC)	Applicable	Submitted
24	Technical Form-12 (Statement of Legal Capacity)	Applicable	Submitted
25	Technical Form-13	Applicable	Submitted

	(POA)		
26	Technical Form-14 (FOR Consortium)	Not Applicable	Not Applicable
27	Technical Form-15 (FOR Joint Bidding Agreement)	Not Applicable	Not Applicable
28	Technical Form-16 (Affidavit)	Applicable	Submitted
29	Technical Form-17 (Integrity Pact)	Applicable	Submitted
30	Technical Form-18 (Check list for Submission)	Applicable	Submitted
31	OTHER Documents-1	Applicable	Submitted
	Other Documents-2	Applicable	Submitted
32	(PAN GST Tender Fee and EMD Confirmation)		

After carried out Technical Evaluation M/s:ROZEUS AIRPORT RETAIL LIMITED is **"TECHNICALLY QUALIFIED"** as per the RFP and It is recommended for opening of Financial Bid.

Submitted for perusal.

31/03/2021 4:00 PM

RAJU SUDDALA
(JE(FIN)-SR)

Note No. #43

Refer Pre-noting

The RFP for the Master Concession for Retail at Vijayawada Airport have been called twice and even after reduction in MRLF /MMG 10% and even after two times extension only one bidder has submitted Bid.

Technical evaluation in pre-noting examined and it is found in order and as per RFP.

As per the RFP Condition 3.4.4 "It is clarified that in the event that only a single Bid is received, the Authority may, in compliance with applicable laws, in its discretion and for reasons to be recorded in writing, accept such Bid and declare such Bidder the Selected Bidder, or annul the Bidding Process

As per Commercial manual 7.11.1 If against an open/limited/short tender only one or nil response is received, the last date of receipt of tender shall be extended by 15 days (by 5 days in case of short term tender). 7.11.2 Even after extended time, if only single response is received, then it should be treated as single tender and processed for opening of technical/ financial bid and subsequent award of concession/ license in terms of relevant DOP provisions (Presently Clause 5.4 (b) of DOP 2017).

As per Commercial Manual Chapter No. Chapter 7.9 : Evaluation of Technical and Financial Bids clause No. 7.9.3 Technical bid evaluation to be conducted by Commercial Department. The detailed methodology is defined below. 7.9.4 In case, assistance/comments/opinion is required from Finance Department with respect to financial aspects of technical bid documents viz. constitution of bidder (Sole proprietorship/Company/LLP/Partnership/Consortium), meeting Turnover criteria (P&L/ Balance Sheet), Dues position, applicability of tax registrations etc., the same may be sought from Finance Department with the approval of Tender Inviting Authority.

As per the Technical Evaluation of the Commercial department it is recommended for the acceptance of the Technical Bid of M/s ROZEUS AIRPORT RETAIL LIMITED under DOP 5.4(b).

Submitted for onward submission to RED, SR for acceptance of Tender BID.

31/03/2021 4:30 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #44

The proposal is recommended and forwarded for acceptance of Technical Bid by R.E.D., as this being a Single Tender, after nil response in the First Call of NIT (including two extensions) and also Second Call of NIT and only response after the Second Extension of Second Call.

Submitted Please.

As directed by R.E.D. Sir, the file is forwarded to JGM-Coml, RHQ-SR, since R.E.D. is on leave.

08/04/2021 4:00 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #45

08/04/2021 4:40 PM

N JAYAKUMAR
(JGM(COMML)-SR)**Note No. #46**

Reference noting in the pre-page.

On scrutiny of the documents, the following is observed:

(a) The NIT placed in TOC appears to be for previous tender attempts. Copy of latest approved NIT (i.e.with reduced MRLF) for which single tender response was received has not been placed in TOC for further scrutiny of tech. documents.

(b) station has not placed the **Copy of Evaluation sheet (Annex-VIII format)** duly filled during the technical bid stage, as per page-45 of Commercial Manual, recommended by APD.

(c) Copy of Confirmation from CPP portal with regard to remittance of Tender fee & EMD by the bidder has not been placed in TOC.

If agreed, we seek may clarification/reply for the above observations **(a)** to **(c)** before further processing the case at RHQ-SR.

Submitted please.

TECHNICAL EVALUATION - MASTER CONCESSIONAIRE RETAIL

Sr.No.	Name of the Document required as per RFP	M/s: ROZEUS AIRPORT RETAIL LIMITED	Submitted/ Not Submitted/Not Applicable
1	Eligibility of the Bidder under clause no.2.1.1(a to c)	Single Entity (Limited)	Submitted (Refer Technical form no:3)
2	Eligibility of the Bidder under clause no.2.1.1(d)	NDC Submitted from Varanasi Airport and the same clause is not applicable to Affiliates	Submitted NDC (Refer Technical form no:11)
3	Eligibility of the Bidder under clause no.2.1.1(e)	Declaration	Submitted (Refer Technical form no:1 Point no:10)
4	Eligibility of the Bidder	Declaration	Submitted (Refer

	under clause no.2.1.1(f)		Technical form no:1
			Point no:6 (c))
5	Eligibility of the Bidder under clause no.2.1.1(g)	Declaration	Submitted (Refer Technical form no:1 Point no:5)
6	Eligibility of the Bidder under clause no.2.1.1(h)	Not Applicable	Not Applicable
7	Eligibility of the Bidder under clause no.2.1.2	Single Entity (Limited)	Not Applicable
8	Eligibility of the Bidder under clause no.2.1.3	Technical Form	Submitted (Refer Technical form no:4)
9	Eligibility of the Bidder under clause no.2.1.4	Technical Form	Submitted (Refer Technical form no:4)
10	Eligibility of the Bidder under clause no.2.1.5	Technical Form	Submitted (Refer Technical form no:4)
11	Eligibility of the Bidder under clause no.2.1.6	Technical Form	Submitted (Refer Technical form no:13)
12	Eligibility of the Bidder under clause no.2.1.7	Not Applicable	Not Applicable
13	Technical Form-1 (Undertaking by the Bidder)	Applicable	Submitted
14	Technical Form-2 (Details of the Bidder)	Applicable	Submitted
15	Technical Form-3 (Technical Capacity of the Bidder)	Applicable	Submitted
16	Technical Form-4 (Technical & Financial Capacity of the Bidder)	Applicable	Submitted
17	Technical Form-5 (Brands of Retails Items Proposed)	Applicable	Submitted
18	Technical Form-6 (Operation and Maintenance)	Applicable	Submitted
19	Technical Form-7 (Capital Expenditure Plan)	Applicable	Submitted
20	Technical Form-8 (Proposal on Pricing Policy)	Applicable	Submitted
21	Technical Form-9(Proposal on Customer Service)	Applicable	Submitted
22	Technical Form-10 (Currently Operated Airport Units)	Applicable	Submitted
23	Technical Form-11 (NDC)	Applicable	Submitted

24	Technical Form-12 (Statement of Legal Capacity)	Applicable	Submitted
25	Technical Form-13 (POA)	Applicable	Submitted
26	Technical Form-14 (FOR Consortium)	Not Applicable	Not Applicable
27	Technical Form-15 (FOR Joint Bidding Agreement)	Not Applicable	Not Applicable
28	Technical Form-16 (Affidavit)	Applicable	Submitted
29	Technical Form-17 (Integrity Pact)	Applicable	Submitted
30	Technical Form-18 (Check list for Submission)	Applicable	Submitted
31	OTHER Documents-1	Applicable	Submitted
32	Other Documents-2 (PAN Applicable GST Tender Fee and EMD Confirmation)		Submitted

14/04/2021 11:33 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)**Note No. #47**

We may seek the clarification/reply from the station for the above observations vide S.No. (a) to (c) for further processing the case at RHQ/SR.

Submitted, please.

15/04/2021 11:21 AM

SUJATA SARATHY
(MGR(COMML)-SR)**Note No. #48**

15/04/2021 3:01 PM

N JAYAKUMAR
(JGM(COMML)-SR)**Note No. #49**

For immediate necessary action please.

15/04/2021 5:09 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #50

Refer pre-noting

With regard to point (a) the NIT (latest) with revised MMG/MRLF of Rs.11,10,600/- attached for your reference.

With regard to point (b) Evaluation Sheet attached for your reference in ToC page No.1462.

With regard to point (c) Confirmation of EMD and Confirmation of Tender Fee from Finance department ,as the same was asked through NEFT/RTGS attached for your reference in ToC page No.1464 and 1466.

Resubmitted the file after complying the queries raised in NP-46 for onward submission to RHQ,SR for approval of technical bid .

16/04/2021 1:43 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #51

The clarifications/reply as sought from the station are forwarded for further processing at your end please.

16/04/2021 4:17 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #52

16/04/2021 4:36 PM

N JAYAKUMAR
(JGM(COMML)-SR)**Note No. #53**

Please examine and process.

16/04/2021 5:22 PM

SUJATA SARATHY
(MGR(COMML)-SR)**Note No. #54**

Reference noting in the pre-page and clarification sought by RHQ vide [Note#46](#) and subsequent reply forwarded by Vijayawada Airport vide [Note#50](#) along with supporting documents which is self explanatory.

The proposal forwarded by -Vijayawada Airport is for seeking approval of Competent Authority i.e. RED-SR to open the financial bid of single tenderer for the **RFP for single Master Concession for Retail outlets (area- 340 sqm) at Vijayawada Airport.**

Brief of the case :

Station has brought out that RFP for single Master Concession for Retail outlets (area- 340 sqm) have been invited with the MRLF/MMG Rs.12,34,000/- on 12.11.2020 for a period of 07 years and subsequently automatic extension by the CPP portal for a period 15 days. However, Nil response received to the tenders as on 17.12.2020 (i.e opening date).

Station had further brought out that fresh tender again invited with reduced

MRLF of Rs.11,10,600/- p.m. on 18.02.2021 (E-Bid no. **2021_AAI_70545_1**). Initially there was no response and dates extended twice upto 25.03.2021. However, during the extension of dates, only single tender from **M/s. Rozeus Airport Retail Limited, Mumbai participated**. Station had opened technical bid on 26.03.2021.

NIT forwarded by the station is placed at TOC page-1238-/c . Evaluation sheet during technical stage duly recommended by APD may kindly be seen at page-1462-63/c,

Tender papers (Technical) forwarded by the station through e-office has been further evaluated at RHQ and the following are the outcome of the technical bids.

Sl. No.	Document format	Document name	To be furnished by	Single tenderer i.e. M/s: ROZEUS AIRPORT RETAIL LIMITED, MUMBAI
1.	Technical Form-1	Undertaking by the Bidder	Bidder/Lead Member	Submitted at page-778-781c
2.	Technical Form-2	Details of Bidder	Bidder/Lead Member	Submitted at page-782-785/c
3.	Technical Form-3	Technical Capacity of Bidder	Bidder/Lead Member	Submitted at page-786/c
4.	Technical Form-4	Technical Capacity and Financial Capacity of Bidder	Bidder/ Separately by all Members of Consortium	Submitted at page-974-979/c
5.	Technical Form-5	Details of Brands of Retail Items Proposed	Bidder/ Separately by all Members of Consortium	Submitted at page-980-984/c
6.	Technical Form-6	Proposal on Operations & Management Practices	Bidder/Lead Member	Submitted at page-985-986/c
7.	Technical Form-7	Proposal on Capital Expenditure Plan	Bidder/Lead Member	Submitted at page-987/c
8.	Technical Form-8	Proposal on Pricing Policy	Bidder/Lead Member	Submitted at page-988/c
9.	Technical Form-9	Proposal on	Bidder/Lead	Submitted at

		Customer Service	Member	page-989/c
10.	Technical Form-10	Details of Commercial Licenses	Bidder/ Separately by all Members of Consortium	Submitted at page-991-993/c
11.	Technical Form-11	Outstanding Dues Certificate	Bidder/ Separately by all Members of Consortium	Submitted at page-994/c
12.	Technical Form-12	Statement of Legal Capacity	Bidder/ Separately by all Members of Consortium	Submitted at page-995/c
13.	Technical Form-13	Power of Attorney for signing of Bid	Bidder/ Separately by all Members of Consortium	Submitted at page-996/c
14.	Technical Form-14	Power of Attorney for Lead Member (for Consortium)	Jointly by all Members of Consortium	Not Applicable (P-1000/c)
15.	Technical Form-15	Joint Bidding Agreement (for Consortium)	Jointly by all Members of Consortium	Not Applicable (P-1003/c)
16.	Technical Form-16	Affidavit	Bidder/Lead Member	Submitted at page-1008/c
17.	Technical Form-17	Integrity Pact	Bidder/ Separately by all Members of Consortium	Submitted at page-1011-1018/c
18.	Technical form-18	Checklist for submission	Bidder/All members of Consortium	Submitted at page-1019/c
19.	-	Copy of PAN (In case of consortium for all members)	Bidder/All members of Consortium	Submitted at page-1026/c PAN-AACCF3500D
20.	-	Copy of Memorandum	Bidder/All	Submitted at

		and Articles of Association (if the Bidder is a body corporate)	members of Consortium	page-1027/c & AOA at p-1034/C
21.	-	Copy of Partnership Deed (if applicable)	Bidder/Jointly by all Members of Consortium	Not applicable
22.	-	Copies of Bidder's duly audited balance sheet and profit and loss statement for the preceding financial year and for the years for which experience under Clause 2.2.3 of RFP has been claimed	Bidder/Lead Member	Submitted at page-813,814 , 883,916-917, 960,961-962, 1110,1111, 1183/c
23.	-	Documentary proof of payment of RFP document purchase Rs.25,000/-	Bidder/Lead Member	Submitted at page-1233/c . Station vide email dated 22.02.2021 confirmed the receipt to AAI's account
24.	-	Documentary Proof of payment of Earnest Money Deposit of Rs.5,08,000/-	Bidder/Lead Member	Submitted at page-1232/c . Station vide email 31.03.2021 had confirmed the receipt into AAI's account
25.	Experience criteria – The Bidder must fulfil the condition mentioned in sub-clause A below along with at least one of the sub-clauses B.(i) and B.(ii). The Bidder (in	Experience	Bidder	Agency has submitted declaration as per Technical form-4 for operating Retail outlets at various locations of Mumbai International Airport and also Varanasi

case of Consortium, the Lead Member) must individually have two (02) years' of experience in the retail business as on 18/02/2021 [Date of publication of RFP] in the preceding seven (07) years (2013 to 2020). B. The Bidder must fulfil at least one of the following conditions: The Bidder (in case of Consortium, the Lead Member) shall currently be operating at least two (02) retail outlets as on 18/02/2021 [Date of publication of RFP] out of which at least one should be located: i. In any Indian airport/International airport with more than 1 million passenger per annum as			Airport duly certified by CA. However, copy of required documentary proof such as Work order, Licence, Award letter/ Agreement/ proof of completion of tenure of two years/Work completion certificate etc., as per eligibility criteria stated in <u>page 33 of RFP</u> has not been submitted by the bidder.
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on (18/02/2021); or ii. In other passenger 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 Lacs (as per 2011 census) or commercial complex (commercial complex should have a floor plate size of at least 10,000 square meters). Other outlets (not less than two) can be present at ports, bus stations, airports, railway stations, hotels, metro stations, roads, highways, shopping complexes, other commercial complexes. Note: A copy of required documentary proof (such as			
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work order, license, etc.) of Shops and Establishment Acts, Trade tax certificates, etc. for each outlet and proof of completion of tenure of two (02) years shall be submitted for verification.			
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As per above scrutiny, the single tenderer M/s. Rozeus Airport Retail Limited, Mumbai has submitted all the required documents as per RFP, **except observation stated in S.no. 25 above table.**

As per page-33 of RFP conditions which stipulates that, " *A copy of required documentary proof (such as work order, license, etc.) of Shops and Establishment Acts, Trade tax certificates, etc. for each outlet and proof of completion of tenure of two (02) years shall be submitted for verification.*

In view of the observations vide S.no.25 with regard to proof of documentary evidence for Experience criteria as per page-33 of RFP conditions, **if agreed, we may ask the station to seek clarification/additional documents from the single tenderer through e-tendering portal as per guidelines of clause 7.9.5 of Commercial Manual and forward the outcome/recommendations to RHQ/SR.**

.कृपया आगे के विचार – विमर्श प्रस्तुत है। / Submitted for kind perusal and further deliberation please

20/04/2021 4:15 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #55

Reference is made to the above noting.

Before processing the case further, we may advise the station to seek the clarification/additional documents from the single tenderer, M/s. Rozeus Airport Retail Limited, Mumbai through e-tendering portal, as per Clause No. 7.9.5 of Commercial Manual and resubmitted the same along with recommendation of the station to RHQ/SR.

Submitted, please.

20/04/2021 4:28 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #56

Refer preceding note.

As proposed, may kindly seek clarifications from the Single Bidder through the CPP Portal so that the technical bid could be processed further.

21/04/2021 11:18 AM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #57

As observed by RHQ Commercial Department the required documents may please be obtained from the single tenderer, M/s. Rozeus Airport Retail Limited, Mumbai through e-tendering portal, as per Clause No. 7.9.5 of Commercial Manual, through the CPP Portal.

Sufficient response time may be allowed keeping in view the curfew conditions at Delhi.

21/04/2021 1:56 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #58

Refer pre-noting

The single tenderer M/s. Rozeus Airport Retail Limited, Mumbai has submitted all the required documents as per RFP " copies of required documentary proof (such as work order, license, etc.) of Shops

and Establishment Acts, Trade tax certificates, etc. for each outlet and proof of completion of tenure of two (02) years

Accordingly station has asked additional documents from the single tenderer through e-tendering portal as per guidelines of clause 7.9.5 of Commercial Manual on 21.04.2021 to 24.04.2021.

Agreements from Mumbai International Airport(page No.01 to 658) and Varanasi Airport (page No.659 to 709) attached in Toc in the form of Agreement part 1 and Agreement part 2(page from 1468 to 2176)

Award letter from Mumbai International Airport (page No.1 to 64) and Varanasi Airport (page No.65 to 78) attached in Toc in the form of Agreement part 1 and Agreement part 2

Commercial department recommended to accept the technical bid of M/s. Rozeus Airport Retail Limited, Mumbai.

Submitted for onward submission to RHQ/SR for approval of Tech Bid of M/s. Rozeus Airport Retail Limited, Mumbai.

26/04/2021 1:04 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #59

The clarifications obtained from the bidder are forwarded herewith for further processing at your end please.

26/04/2021 1:21 PM

G M S RAO
(APD(VIJAYWADA)-SR)

Note No. #60

26/04/2021 2:52 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #61

Please examine if required documents are in order and process.

26/04/2021 3:23 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #62

Reference noting in the pre-page.

The clarification/additional documents obtained from the bidder through CPP portal may kindly be seen at page- 1468-2260/c.

The bidder has submitted the followings documents through CPP portal for the proof of eligibility/experience as per RFP.

(a) Copy of various award letters issued by MIAL during the year 2014 for operating Retails outlets for Convenience Tobacco and News /Speciality Retail Concession/Travel Accessories/Luxury Fashion accessories/Sun glasses & optics/Fragrances/Souvenirs gifting/Tea shop at CSI Airport, Mumbai for a period of Five years.

Copy of agreement executed between M/s. Flemingo Airport Retail pvt ltd (now changed to M/s.Rozeus Airports Retail Limited) and Mumbai International Airport Limited (MIAL) to operate, manage, develop, perform services and activities related to Retail outlets for the period of five years w.e.f. 26.09.2014 for two years for outlet1 and four years for outlet2 and also various other agreements with MIAL.

(b) copy of agreement executed between M/s.Rozeus Airports Retail Limited and AAI- Varanasi Airport for operating **Departmental store** in Domestic SHA of Varanasi Airport **for a period of Five years w.e.f. 05/04/2018 to 25/05/2023 (P-2126/c).**

(c) copy of agreement executed between M/s.Rozeus Airports Retail Limited and AAI- Varanasi Airport for operating **Lifestyle shop** in Domestic SHA of Varanasi Airport **for a period of Five years w.e.f. 28/05/2018 to 27/05/2023 (P-2141/c).**

(d) copy of agreement executed between M/s.Rozeus Airports Retail Limited and AAI- Varanasi Airport for operating **Retail facility** in Domestic SHA of Varanasi Airport for a period of **Five years w.e.f. 19/10/2018 to 18/10/2023 (P-2156/c).**

In view of the above clarification/additional documents submitted by the single tenderer i.e. M/s. Rozeus Airport Retail Limited-Mumbai through CPP portal, the said bidder has submitted all the required documents as per RFP and qualified for opening the financial bid.

LCAC and APD-Vijayawada had qualified the single tender & recommended to open the financial bid **M/s. Rozeus Airport Retail**

Limited-Mumbai for operating Single Master Concession for Retail outlets at Vijayawada Airport and sought approval of RED-SR to open the financial bid under DoP 5.4 (b) being a single tender.

कृपया आगे के विचार – विमर्श प्रस्तुत है। / **Submitted for kind perusal and further deliberation please**

26/04/2021 5:57 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #63

Reference is made to the above noting.

Vijayawada Airport had invited RFP for Single Master Concession for Retail outlets measuring 340 sq.m. at Vijayawada Airport on 12/11/2021 with MRLF/MMG of **Rs. 12,34,000/- per month** plus applicable GST and other charges for a period of 7 years. Two auto extensions were given by the station which evoked nil response.

Further the station had re-invited the same RFP with reduced MRLF of **Rs. 11,10,600/- per month** (approved by RED, vide Note # 34 above) plus applicable GST and other charges for a period of 7 years. Two auto extensions were given by the station which resulted single response from M/s Rozeus Airport Retail Ltd., Mumbai.

Tender document of the above single bidder was opened by the station on 26/03/2021 and found that the bidder was qualified to open the financial bid. The station had forwarded and recommended RED's approval to open the financial bid of the single bidder, M/s Rozeus Airport Retail Ltd., Mumbai.

The tender documents of M/s Rozeus Airport Retail Ltd., Mumbai were examined at RHQ/SR. Further additional documents submitted by the above single bidder through CPP portal for proof of experience, as sought by RHQ, were also examined and found that the above single bidder had submitted all the required documents, as per RFP. The above single bidder had qualified to open the financial bid.

It is recommended to consider the station's above proposal.

As per DOP 5.4 (b), RED/SR is the Competent Authority to approve for opening the financial bid of the single bidder, M/s Rozeus Airport Retail Ltd., Mumbai.

Submitted for RED's approval, please.

27/04/2021 12:37 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #64

Please refer preceding note.

RED-SR may kindly approve the opening of financial bid of the single technically qualified bidder.

27/04/2021 3:40 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #65

pl discuss

27/04/2021 4:00 PM

MADHAVAN R
(RED-SR)

Note No. #66

Refer preceding note.

The issue was discussed with RED-SR on 29.04.2021.

It is hereby confirmed that the procedure followed seeking clarifications along with supporting documents on the experience claimed by the single bidder through CPP portal is in order and the procedure followed by RHQ asking the Station to seek clarification through window available in the E-bid portal is in order.

Accordingly RED-SR may kindly approve the opening of the financial bid of the single technically qualified bidder.

29/04/2021 11:06 AM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #67

approved

30/04/2021 6:35 PM

MADHAVAN R
(RED-SR)

Note No. #68

30/04/2021 6:48 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #69

For further necessary action please.

03/05/2021 10:39 AM

G M S RAO
(APD(VIJAYWADA)-SR)

Signature Not Verified

Digitally signed by Battu Venkateswara
Rao
Date: 2021.05.03 11:59:46 IST
Location: eProcurement System for
Central PSUs