

Note No. #1

Sir,

The tender for the facility of Retail Outlet (Garment Shop) at SHA of Trichy Intl airport was invited on 22.03.2021, with the approved MRLF of Rs.36,593/- per month, inclusive of space rent charges for an earmarked area measuring 7.5 sqm at SHA, for a period of 2 years, with the last date of submission of tender on 12.04.2021 through NIC CPP Portal vide E-bid No: 2021_AAI_73723_1 (**Annexure-A**).

On perusal of the NIC CPP Portal on 13.04.2021 (**Annexure-B**), it was found that the last date of submission of tender was extended till 19.04.2021 automatically. Further on perusal of the NIC CPP Portal on 20.04.2021 (**Annexure-C**), it was found that the last date of submission of tender was further extended till 26.04.2021 automatically. On perusal of the NIC CPP Portal on 27.04.2021, the tender had been resulted in single bid tender. Accordingly, the technical bid of the single bid tender was opened on 27.04.2021, as per the provisions of the New Commercial Manual and found that M/s. Victory Trading Corporation, Ernakulam is the single bidder for the tender.

On preliminary evaluation of the technical bid submitted by the single bid tender M/s. Victory Trading corporation, Ernakulam, the following shortfalls were observed.

(i) Outstanding dues certificate from AAI, Trivandrum and Trichy airport not found attached in the technical bid.

(ii) Break-up details for F&B and Retail submitted has not been certified by CA.

Accordingly, the shortfall documents were sought from the single bidder through NIC CPP Portal on 28.04.2021 (**Annexure-D**), with the last date of submission of documents on 05.05.2021.

On perusal of the NIC CPP Portal on 05.05.2021, it was found that the single bidder had submitted the shortfall documents.

Subsequently, on evaluation of the technical bid, it was found that the

single bidder had submitted all the requisite documents as per the NIT conditions and meet the technical eligibility for the tender.

Being a single bid tender, the Competent Authority for acceptance / approval for the technical bid of the single bid tender is RED-SR as per clause 5.4(b) of DoP.

Accordingly, the proposal was put up to the LCAC on 18.05.2021 for its recommendations.

The LCAC on 18.05.2021, recommended the proposal of Commercial Department to forward the technical bid of the single bidder M/s. Victory Trading Corporation, Ernakulam to RHQ-SR for obtaining Competent Authority's acceptance / approval i.e., RED-SR in terms of clause 5.4(b) of the DoP, in order to open the financial bid.

Copy of e-office notings approval for MRLF is attached as **Annexure-E**

Copy of single tender technical bid is attached as **Annexure-F**.

Copy of short fall documents is attached as **Annexure-G**.

Copy of Comparative Statement attached as **Annexure-H**.

Copy of evaluation sheet along with enclosures is attached as **Annexure-I**.

Copy of minutes of LCAC recommendations is attached as **Annexure-J**.

Submitted for further process, please.

19/05/2021 2:56 PM

SHARMA C D
(SUPDT(HR)-SR)

Note No. #2

Pl. refer to the preceding notes

As recommended by LCAC, it is recommended to forward the proposal for acceptance/ approval of Technical Bid in respect of M/s.Victory Trading Corporation, Ernakulam for operating Retail Outlet (Garments Shop) at SHA 7.5 Sq.m for Competent Authority's approval i.e RED-SR in terms of Clause 5.4(b) of the DOP [Single Tender] for further processing the tender.

19/05/2021 5:17 PM

J MAGESH
(MGR(COMML)-SR)

Note No. #3

Refer note ante

Recommended for acceptance of single qualified Technical Bid in respect of M/s.Victory Trading Corporation, Ernakulam for operating Retail Outlet (Garments Shop) at SHA 7.5 Sq.m as recommended by LCAC

As per D.o.P para 5.4 (b), RED/SR is the Competent Authority for acceptance of single qualified Technical bid

20/05/2021 9:49 AM

S DHARMARAJ
(APD(TRICHY)-SR)

Note No. #4

20/05/2021 1:11 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #5

Please examine and process.

20/05/2021 5:28 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #6

Reference noting in the pre-page.

The proposal forwarded by LCAC-Trichy is for seeking approval of

Competent Authority i.e. RED-SR to open the financial bid of single tenderer for Licence to operate Retail outlet (Garments shop) in SHA of Trichy International Airport for a period of 02 years.

Brief of the case :

Trichy Airport had invited tender for Licence to operate Retail outlet (Garments shop) in SHA of Trichy International Airport for a period of 02 years with the MRLF of **Rs.36,593/- p.m.** + applicable taxes for an area measuring 7.5 sqm vide E-Bid no. 2021_AAI_73723_1

NIT published by the station on 22.03.2021 with the last date of submission on 12.04.2021. On perusal of NIC CPP portal on 13.04.2021, last date of submission of tender extended upto 19.04.2021 and subsequently extended upto 26.04.2021 automatically. On the date of opening on 27.04.2021, only single tender namely **M/s. Victory trading corporation, Ernakulam** had participated. Station had opened Technical bid on 27.04.2021.

Station has sought clarification/shortfall documents on 28.04.2021 through CPP portal, and the agency has submitted the short fall/clarification documents. LCAC/station had qualified the single tenderer and recommended to open the financial bid of single tenderer from **M/s. Victory trading corporation, Ernakulam**.

NIT forwarded by the station is placed at [TOC page-155-207/c](#) . Corrigendum for extension of dates placed at [page-01-04/c](#) .

Evaluation sheet duly recommended by APD may kindly be seen at [page-145/c](#), [LCAC recommendations dated 18.05.2021 \(P-153-154/c\)](#) .

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

एनआईटी के अनुसार आवश्यक दस्तावेज / Documents Required as per NIT	निविदाकर्ता का नाम / Name of the tenderer :
Experience / अनुभव	

(i) The participating agency should have minimum two (02) years of experience during the last five (05) years in operating any of such/similar retail outlets/shops at airports, bus terminals, ferry, terminals, mall, metro rail and railway stations etc. for example for apparel facility, experience in operating apparel retail outlet, for jewellery outlet, experience in operating jewellery retail outlet and so on. (i) The experience, as claimed by the bidders, to be supported by copies of award letters / agreement/ experience certificates/work completion certificate /corroboration of registration and profit and loss account clearly depicting the incomes from the claimed business. In the absence of above-mentioned supporting documents, merely submitting CA certificate will not be considered to testify the claimed experience. An undertaking that the furnished information is true also needs to be submitted. (ii) If the original branded retail company of foreign origin has Indian Management / franchise tie-up or running them under their own name under an Indian company are also eligible.	Submitted the copy of agreement dated 02.11.2018 executed between M/s.Evolve Business ventures and M/s. Victory Trading corporation for operating Retail outlet with the brand name "Kanchi Silks" at Trivandrum Airport under single master Concessionaire for a period of 07 years (P-85-117/c). Evolve business ventures is single master concessionaire for Retail outlets at Trivandrum Airport.
Details of the concern and legal status that is whether it is sole proprietor, partnership firm or a company under the Companies Act.	Proprietorship (P-84/c)
Tender Cost Rs.2,000/-	Submitted based on success status of bank response in CPP portal as recorded in comparative statement duly approved by APD (P-142/c)
EMD of Rs.50,000/-	Submitted based on success status of bank response in CPP portal

	as recorded in comparative statement duly approved by APD (P-142/c)
Self attested copies of PAN	Submitted at page-126/c. AFKPK2510E
Self attested GST registration. In case any or all the provisions mentioned above are not applicable, the party should give a declaration to that effect. Non submission will not be considered as exemption. AAI reserves the right to confirm the legal applicability of the provisions before accepting the declaration of non-applicability as submitted by the party.	Submitted GST (P-129-130/c) .
Copies of (duly audited and certified by a chartered Accountant) Profit and Loss Account / Balance sheet of the sole proprietor concern or a partnership firm, Annual Report in case of company as per the companies Act.	Submitted P&L and Balance sheet for the year ending 31/03/2020 (P- 121-122/c) duly certified by CA. Submitted P&L and Balance sheet for the year ending 31/03/2019 (P- 123-124/c) duly certified by CA. Submitted P&L for the year ending 31/03/2018 (P-125/c) duly certified by CA.
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-operative societies.	Not applicable being a proprietorship concern

No dues certificates: The party should submit the details of contracts held (current and past) at all AAI controlled airports and offices and the details of disputed and undisputed dues there on along with the details of Security Deposit and mode of Security Deposit (Refer Annexure G). The party should also enclose the no dues certificate issued by AAI (Up to 31.12.2020), except where the dues are pertaining to current quarter i.e. the quarter in which tender is invited) in respect of all airports under its control. Only signed certificate will be valid. Photocopy of the signed certificate to be attested by the party at the time of tender submission. Format as per Annexure: I	Submitted no dues certificate dated 02.03.2021 from Madurai Airport having nil dues for a period upto 31.01.2021 (P-128/c) . On seeking clarification, the following is submitted by the agency. a. No dues certificate from Trichy Airport dated 12.03.2021 (P-136/c) for a period upto 12.03.2021 is submitted.(P-136/c) b. No dues certificate from Trivandrum Airport dated 29.04.2021 (P-134/c) for a period upto 29.04.2021 is submitted.(P-134/c)
Unconditional acceptance of AAI's terms and conditions as per NIT (Annex- C)	Submitted (P-74-76/c)
Submission of an affidavit/declaration for the following - the details of black listing or debarring effected by AAI, or any Govt of India dept, any Central or state public sector undertakings etc, (Annex - G) - Declaration of cases/action under PPE act etc..... (Annex- G) - If the entity participating in any of the tenders is a private or Public Limited	Submitted declaration (P-79/c)

Company, Partnership Firm or Sole Proprietor and any of the Directors/ Partners/Sole Proprietor of such company is also a Director of any other company or partner of a concern or a Sole Proprietor having established business with AAI and has outstanding dues payable to the Authority.. (Annex-G) d. Declaration to the effect that no raid/seizure/search has been carried out and/or pending by a Regulatory Authority in respect of the license granted by AAI in any of the Airport premises either against me and/or any member of the consortium or against our/its associates or against any of the Directors / Managers/ Employees (Annex - G)	
(a) Having minimum Annual Turnover of not less than Rs.4,39,116/- (half of which should be from same kind of business). The turnover of the company/agency should be in any one of the financial years for which technical experience has been claimed. Turnover details, Profit & Loss account and related experience details should be duly certified by a chartered Accountant / Statutory auditor.	Submitted at <u>page 116-/c & P-159/c</u> duly certified by CA and breakup given at page-131-133/c
Certificate from Chartered Accountant/Statutory Auditor in respect of Technical Capacity & Experience, as per Annexure: E.	Submitted at <u>page 77/c</u> duly certified by CA
Letter of Undertaking by Bidder, as per Annexure: F	Submitted at <u>page -81/c</u>
Details of bidder as per Annexure-D	Submitted at <u>page -78/c</u>

List of near relatives Annexure-H	Submitted at page -80/c
Refund of EMD proforma Annex-J	Submitted at page-82/c
Scanned copy of complete set of e-tender document containing no. of pages (duly signed and stamped by the authorized person)	Submitted at page -21-73/c

As per the above scrutiny, the single tenderer i.e. **M/s. Victory trading corporation, Ernakulam. (Proprietor K.S. Vinodh kumar)** had submitted all the required documents as per NIT and qualified to open the financial bid.

LCAC and APD-Trichy has qualified & recommended to open the financial bid of single tenderer **M/s. Victory trading corporation, Ernakulam (Proprietor K.S. Vinodh kumar)** for Licence to operate Retail outlet (Garments shop) in SHA of Trichy International Airport (area – 7.50 sqm) 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**

26/05/2021 5:14 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #7

Reference is made to the above noting.

The station had initiated tender action for license to operate Retail outlet (Garments Shop) in SHA of Trichy International Airport with approved MRLF of Rs. 36,593/- p.m. plus applicable GST and other charges for a period of 2 years. Area of the outlet is 7.5 sq.m. Two auto extensions were issued by the station which resulted single response from M/s Victory Trading Corporation, Ernakulam.

The station had opened the Technical Bids of the above single tenderer, M/s Victory Trading Corporation, Ernakulam on 27/04/2021. Further the station had sought the shortfall documents on 28/04/2021 through CPP Portal and the agency submitted the shortfall documents. The above agency had submitted all the required documents, as per NIT and technically qualified to open the financial bid.

The station had forwarded the proposal and recommended RED's approval to open the financial bid of the single tenderer, M/s Victory Trading Corporation, Ernakulam, as per DOP 5.4 (b).

The technical bid documents were scrutinized at RHQ/SR and found in order. Evaluation of the technical bid documents may please be seen on Note # 6 above.

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 tenderer, M/s Victory Trading Corporation, Ernakulam, being single tender.

Submitted for RED/SR's approval, please.

27/05/2021 11:35 AM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #8

It has been desired by RED-SR that notings prior to publication of NIT wherein approval of MRLF etc., was obtained may be placed on file.

It has been desired by RED-SR that while forwarding the proposal, the complete noting from Station on MRLF should be available on file.

Station may like to take action accordingly.

27/05/2021 11:55 AM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #9

for n/a as directed

27/05/2021 12:36 PM

S DHARMARAJ
(APD(TRICHY)-SR)

Note No. #10

Sir,

Pl. refer to JGM(Comml-SR)'s instruction vide e-office Note #8

*It is hereby informed that earlier e-office notings [MRLF approval] is already placed in e-office TOC **Annexure - E** [[Page 1-25](#)] while forwarding the proposal to RHQ.*

We may once again forward the proposal to RHQ-SR pl.

Submitted pl.

27/05/2021 2:38 PM

J MAGESH
(MGR(COMML)-SR)

Note No. #11

Refer RHQ / SR observation vide note#8, the requisite documents was already placed on the file ([Page No:6-20/c](#))

27/05/2021 2:55 PM

S DHARMARAJ
(APD(TRICHY)-SR)

Note No. #12

Refer preceding note.

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

27/05/2021 4:18 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #13

let this proposal be a continuation of the previous e-file on the subject.

27/05/2021 5:53 PM

MADHAVAN R
(RED-SR)

Note No. #14

28/05/2021 11:37 AM

N JAYAKUMAR
(JGM(COMML)-SR)**Note No. #15**

pl clarify

28/05/2021 11:44 AM

S DHARMARAJ
(APD(TRICHY)-SR)**Note No. #16**

Sir,

Please refer pre-page notings.

In this regard, the following are submitted :-

(i) The single master concession for General retails awarded to M/s. P K Global Trends Pvt Ltd., Mumbai was terminated wef 07.12.2019 on unsatisfactory performance as per the provisions of the agreement.

(ii) Due to non-finalisation of regular license for the facility and considering Trichy Airpor is designated PPP model and commencement of NITB by 2022, a proposal was forwarded to RHQ-SR seeking permission for inviting individual retail outlet tenders for a period of 3 years at Trichy Intl Airport. Further the proposal was forwarded by RHQ-SR to CHQ.

(iii) CHQ vide letter No.CL-11017/32/2020-COMMERCIAL/275

dated 09.1.2020 conveyed the instructions with the Approval of Member (HR) stating that **"In respect of provisioning of F&B and Retail facilities in existing terminal building, in light of upcoming terminal building, the aspect of awarding regular contracts of reduced periodicity, through open tender process is already enshrined in Commercial Manual under clause 7.8.2. RHQ-SR / Trichy Airport may take necessary action on this score accordingly."**

(iv) Accordingly, as per the provisions of the Commercial Instruction No - 21/2021, issued by CHQ vide letter No. CL-11041/2/2021-Commercial/11 dated 12.01.2021, the proposal for fixation of MRLF for limited locations identified in terms of the business potential & passengers facilitation of 09 locations were processed and the MRLF was approved by the Airport Director for all the 09 retail outlets in a single e-office file, which is attached as Annexure-E.

In view of the above, since the e-office notings for approval of MRLF in respect of 9 outlets is processed through a single e-office file, in order to avoid delay in processing each tender in the original MRLF approved e-office file, the tenders for which response is received were processed in separate files by attaching the e-office notings for the approval of MRLF, in order to award the license at the earliest for passenger facilitation and to avoid revenue loss to AAI.

In the instant case, the e-office notings for approval of MRLF is placed at **Annexure-E.**

Submitted, please.

28/05/2021 1:24 PM

J MAGESH
(MGR(COMML)-SR)

Note No. #17

Refer RED/SR observation vide Note#13, the justification for separate eoffice file for processing individual proposal is given in Note#16 as the MRLF was approved for 09 retail outlets in a single eoffice file which is attached as Annexure-E ([page No: 6-20/c](#))

28/05/2021 1:35 PM

S DHARMARAJ
(APD(TRICHY)-SR)

Note No. #18

Refer preceding note #16 & 17.

In view of justification given by Station for opening a separate file for each tender, we may accept the same.

In view of the above, RED-SR may kindly approve opening of the financial bid as recommended.

28/05/2021 4:13 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #19

approved

28/05/2021 10:08 PM

MADHAVAN R
(RED-SR)

Note No. #20

29/05/2021 1:31 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #21

Financial bid may be opened on 31.05.2021

29/05/2021 1:38 PM

S DHARMARAJ
(APD(TRICHY)-SR)

Signature Not Verified

Digitally signed by JAYARAMAN MAGESH
Date: 2021.05.31 16:12:47 IST
Location: eProcurement System for
Central PSUs