

AIRPORTS AUTHORITY OF INDIA
DEPARTMENT OF COMMERCIAL - HUBBALLI AIRPORT

No: AAI/HB/Comrl/21-22/LCAC/Hotel Reservation

09/07/2021

Minutes of 19th LCAC Meeting Held on 09th July 2021 in the O/o Airport Director

Sub: Tour Operator Cum Hotel Reservation Counter - Arrival.

The local commercial advisory committee consisting of the following members met on 09th July 2021 @ 14.30 hrs to submit the recommendations i.r.o tour operator cum hotel reservation counter in Arrival.

1. Smt. P.T Sindhu, DGM(E-C)
2. Shri Anildas Bekal, AGM(E-E)
3. Shri G. Gokul, AM(Cargo)
4. Shri Akhil Muthu E.V, JE(Ops)

Brief of the Proposal:

Commercial-SR, upon the recommendations from the station through its 13th LCAC meeting - had floated an e-tender(2021_AAI_74628_1) for operating tour operator cum hotel reservation counter in the arrival area of passenger terminal building, Hubballi Airport with an approved MRLF of Rs. 10,918/- per month excluding GST. Accordingly, the technical bid was opened on 05/05/2021 & was found that only one agency had participated in the e-tender. As per commercial manual amendment #3 via commercial instruction 11/2020 dt. 03/02/2020, Airport Director being the competent authority had approved the opening of technical bid vide the dt. 10/05/2020.

LCAC's Deliberations -

The technical evaluation was scrutinized by Commercial-SR & had found that there was shortfall of documents (pertaining to technical qualification of the agency) submitted.

With the approval of competent authority, the documents pertaining to their technical criteria i.e. "Any tour operator having necessary approvals as issued by mandatory governmental agencies i.e. IRCTC, IATA etc." was requested from M/s Naveen Hotels Ltd. through the e-tendering portal. Accordingly, the agency had submitted the following documents vide the e-mail dt. 10/06/2021 -

- a) Trade License for Operating Hotel issued by Hubli-Dharwad Municipal Corporation (HDMC), GoK having validity till 31/03/2022.

b) Trade License for Serving Liquor in the Hotel issued by Hubli-Dharwad Municipal Corporation, GoK having validity till 31/03/2022.

c) Restaurant License issued by Food Safety & Standards Authority of India, GoK having validity till 28/05/2022.

In addition to the above, the agency had further submitted the documents pertaining to their association with following 5-Star Category hotels issued by HRACC, Ministry of Tourism, Govt. of India as per the technical eligibility criteria for operating hotel reservation counter (commercial manual – point no. 11 – clause C1 pg#153)

a) M/s PIEM Hotels Ltd. – Operating in the name of Vivanta by Taj- MG Road
(Validity till 07/04/2026)

b) M/s Indian Hotels Company Ltd. - Operating in the name of Vivanta by Taj - Yeshwantpur.
(Validity till 07/08/2026)

As per NIT Clause #10 – The technical eligibility criteria is “Any tour operator having necessary approvals as issued by mandatory governmental agencies i.e. IRCTC, IATA etc.” However, the agency has submitted documents pertaining to the trade license for Operating Hotel – which is not meeting the NIT Technical Criteria.

LCAC's Recommendations –

The shortfall documents submitted by the agency is NOT meeting the NIT technical criteria. Hence, the case is not recommended.

However, case may be processed for re-tendering with the earlier approved MRLF of Rs. 10,918/- per month (excluding GST) by including all the following technical criteria as stipulated in the commercial manual pg#153 –

TOUR OPERATOR CUM HOTEL RESERVATION COUNTER

EXPERIENCE/ELIGIBILITY:

Technical Capacity:

a. The bidder must be an approved domestic tour operator recognized by Ministry of Tourism, Govt. of India/State Government having a valid certificate.

OR

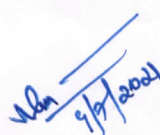
b. Hotels willing to operate on their own name must have valid star category or heritage category issued by Hotel & Restaurant Approval and Classification Committee (HRACC), Ministry of Tourism, Govt. of India.

OR

c. Any association of hotels, having registration for representing at least 2 hotels with valid star categorization of HRACC, Ministry of Tourism, Govt. of India.

OR

d. Any tour operator having necessary approvals as issued by mandatory governmental agencies i.e. IRCTC, IATA etc.


Akhil Muthu

J.E(Ops)

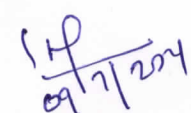

G. Gokul

AM(Cargo)



Anil Das Bekal

AGM(E-E)


P.T Sindhu

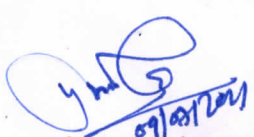
P.T Sindhu

DGM(E-C)

Recommendation of APD:

Upon the scrutiny of documents, it is found that the documents submitted by the agency is NOT in line with NIT Technical Criteria. Hence, the case is hereby NOT recommended & process it for cancellation of e-tender.

However, case is recommended for re-tendering with the earlier approved MRLF of Rs. 10,918/- per month (excluding GST) by including all the technical criteria as stipulated in the commercial manual since the proposed facility is passenger facilitation measure & shall improve the non-aero revenue.


Airport Director
Hubballi Airport

Classification of Airport	Special Space License Fee as on 01.04.2017
International Airport including Civil enclave where international flights are operating and customs airports	Rs.25,278/- per sqm per month, subject to 10% annual compound escalation for subsequent years applicable w.e.f. April every year.
Domestic Airports including Civil enclave where only domestic flights are operating	Rs.17,710/- per sqm per month, subject to 10% annual compound escalation for subsequent years applicable w.e.f. April every year.

9. LICENCE FOR ADVERTISEMENT RIGHTS CUM TROLLEY RETRIEVAL

Refer annexure IV-B for the policy.

10. COMPREHENSIVE LICENCE FOR MEET AND GREET SERVICES AND PAID PORTAGE SERVICES

Refer annexure IV-C for the policy.

11. TOUR OPERATOR CUM HOTEL RESERVATION COUNTER

Tour operator is one who makes arrangements for local trips, accommodation, sightseeing, entertainment and other tourism related services to tourist.

A. PERIODICITY: Three (03) Years

B. GESTATION PERIOD: Gestation period of thirty (30) days or actual commencement of commercial operation, whichever is earlier.

C. EXPERIENCE/ELIGIBILITY:

C1. Technical Capacity:

- a. The bidder must be an approved domestic tour operator recognized by Ministry of Tourism, Govt. of India/State Government having a valid certificate.

OR

- b. Hotels willing to operate on their own name must have valid star category or heritage category issued by Hotel & Restaurant Approval and Classification Committee (HRACC), Ministry of Tourism, Govt. of India.

OR

- c. Any association of hotels, having registration for representing atleast 5 hotels with valid star categorization of HRACC, Ministry of Tourism, Govt. of India. This requirement is 2 hotels in case of group B and below category Airports;

OR

- d. For category 'D', 'E' and below category airports, any tour operator having necessary approvals as issued by mandatory governmental agencies i.e. IRCTC, IATA etc.



Signature Not Verified

Digitally signed by KUNDURI SATYA
SEKHAR BABU
Date: 2021.07.22 11:34:34 IST
Location: eProcurement System for
Central PSUs