

Note No. #1

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.

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 IIInd 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 Food and Beverages for Rs.15,87,000/- for an area of 505 sq.mtrs.

Accordingly Commercial department modified(wherever required) the RFP document issued by CHQ 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	12/11/2020 hrs	10.00
2	Physical Inspection of Proposed to be Concessioned Premises by potential bidders with prior intimation to Authority	14/11/2020 hrs	10.00
3	Raising of queries by the applicant(s) / bidders in writing to AAI	12/11/2020 @10.00 hrs to 20/11/2020 17.00hrs.	
4	Pre Bid Meeting of Potential Bidders	20/11/2020 @ 11.00 hrs	
5	Reply of queries by AAI	24/11/2020 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"))	02/12/2020 up to 15.00 hrs	
7	Opening of technical bids/Proposal(s) (online only)	03/12/2020 @ 16.00 hrs	

8	Opening of financial bids/Proposal(s) (online only)	24/12/2020 @11.30 hrs
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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(Comml)
3. Shri K Shirish Kumar, Sr. Manager(IT)
4. Shri Vinay Dhar M, Manager(FIN)

Submitted for Draft RFP and Committee approval please.

11/11/2020 6:59 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #2

As already approved in the physical notings.

13/11/2020 11:16 AM

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

Note No. #3

Refer pre-noting

RFP for the Master Concession Food and Beverages have been invited with the MRLF/MMG Rs.15,87,000/- 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 18 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 Legislative 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 15 % i.e Rs.13,49,000/- (Rs.15,87,000-2,38,050=13,48,950/- rounded of to 13,49,000) with the following reasons:-

- 1.Less potential for Retail outlets
- 2.Re-location of the State Capital Issue.
- 3.The MRLF/MMG fixed pre-covid condition

Submitted for onward submission RHQ,SR for approval.

28/12/2020 1:23 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #4

There was nil-response for our NIT for Master Concession - Food & Beverage 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 5:27 PM

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

Note No. #5

29/12/2020 5:45 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #6

Please examine and process.

29/12/2020 6:40 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 F&B 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 Nil response for the RFP, inspite of extension of dates twice. Station has recommended the revised MMG of **Rs.13,49,000/- p.m. (15% reduction from the current MMG of Rs.15,87,000/- p.m.)** for an area measuring **505 sq.m.)**

The original MMG was approved by CHQ vide letter no. CL-11017/10/2020-COMMERCIAL /274 dated 12/10/2020.

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-256-258/c](#) in this regard)

(b) Basis for arriving 15% reduction has not been brought out in station's recommendation viz. reduction in no. of flights/passengers flow, Ground

realities etc.,

(c) Present revenue for existing F&B outlets at Vijayawada Airport (before CSS scheme and after CSS scheme) may be indicated.

(d) With regard to amendment in Financial criteria/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 please.

30/12/2020 3:13 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 1:30 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #9

01/01/2021 1:32 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 Financial opinion attached for your ready reference)

Point No.2 Arrival on 15% reduction for F & B is based on the traffic statistics, Passenger growth, State Capital re-location impact and due to COVID-19

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 Food and Beverages June Rs.1,77,564/-,JULY Rs.1,75,098/-,August Rs.2,08,391/-,September Rs.5,19,128/-,October Rs.5,77,083/- and November Rs.6,53,534/-. It is intimated that pre-Covid i.e before CSS Revenue was Rs.14,64,870/- which is lesser than our MMG/MRLF, further there is decrease in Flight movements and Passenger movement which leads to recommend reduction up to 15%.

Further , the previous MRLF/MMG fixed by the CHQ for increased/new area before pre-COVID based on projection for next seven years.

Point No.04. During discussion with CHQ officials regarding Turnover Criteria , no exemption will be given for this RFP . Hence ,clarification is not required.And for applicability of IInd CSS CHQ will issue approval at the earliest.

In view of the above , recommendation of reduction in MRLF/MMG of Rs.13,49,000/-(15%) is justified for better competition and finalization the Tender.

Submitted for onward submission to RHQ,SR.

02/01/2021 7:48 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 9:16 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 11:09 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 below for kind perusal please.

- As per Commercial Circular - 11/2019 dated 08-11-2019 (p-256/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-279-282/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 also to follow uniformly in future proposals also.

Submitted for kind perusal and further advise please.

06/01/2021 6:24 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 259-265.

As per RHQ circular dated 03/10/2018 (p.279), 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.

07/01/2021 5:33 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #17

08/01/2021 3:08 PM

N JAYAKUMAR
(JGM(COMML)-SR)**Note No. #18**

May please be processed further.

08/01/2021 4:06 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 11.01.2021.

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/Comml/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 IIInd 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 Food and Beverages for Rs.15,87,000/- for an area of 505 sq.mtrs.

4. RFP for the Food and Beverages tender have been invited by the Commercial department ,but there was no response received to the call of tender up to opening date 17.12.2020.

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

Passenger Growth of Vijayawada Airport is showing below 10% which is also causing /recommending in reduction in MMG/MRLF up to 15%.

Food and Beverages Revenue details

F&B	March	April	May	June	July	August	September	October	November
RESTAURANT	762765	0	5345	92117	90838	108110	269315	299381	339042
SNACKBARS	586285	0	4144	71423	70431	83822	208812	232123	262875
Ice creame & Milk products	115819	0	814	14024	13830	16459	41002	45579	51617
Total	1464870	0	10302	177564	175098	208391	519128	577083	653534

As present the monthly Revenue of Vijayawada before COVID-19 for Food and

Beverages Rs.14,64,870/- on piecemeal tenders and with the COVID effect the same is showing downward trend i.e April Zero, May Rs.10,302/-, June Rs.1,77,564/-, July Rs.1,75,098/-, August Rs.2,08,391/-, September Rs.5,19,128/-, October Rs.5,77,083/- and November Rs.6,53,534/- which is also leading reduction in MMG/MRLF up to 15%.

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.13,49,000/-(15%)(1587000-238050=13,48,950 rounded of 13,49,000/-) is justified for better competition and finalization the Tender.

It is proposed to conduct LCAC after Finance department perusal.

Submitted please.

08/01/2021 6:48 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #20

09/01/2021 5:41 PM

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

Note No. #21

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 F&B was INR 15,87,000 for 505 Sq. Mts. and the User Dte, vide Note #19 is proposing for a reduction of 15% 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 (On Approval from CHQ for extension of second CSS to Master Concessionaires).

2. F&B Details

F&B	March	April	May	June	July	August	September	October	November
RESTAURANT	762765	0	5345	92117	90838	108110	269315	299381	339042
SNACKBARS	586285	0	4144	71423	70431	83822	208812	232123	262875
Ice cream & Milk products	115819	0	814	14024	13830	16459	41002	45579	51617
Total	1464870	0	10302	177564	175098	208391	519128	577083	653534

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 (post approval from CHQ for 2nd CSS) 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.

Further, as per User Dte information in Note #19, the revenue from F&B at Vijayawada Airport was INR 14,64,870/- for the month of March 2020 (Pre-covid scenario) which is very much close to MMG fixed by CHQ of INR 15,87,000/- which may indicate better potential for F&B at Vijayawada Airport in future years.

The above are our comments/ remarks to User Dte. recommendations for reduction in MMG by 15%.

Submitted for your information and perusal.

18/01/2021 2:55 PM

SOWJANYA BHUDDALA
(JE(FIN)-SR)

Note No. #22

The proposal by Commercial Dept is for reduction in MRLF of Master Concessionnaire Tender for F & B outlets at Vijayawada Airport.

It is seen that CHQ has approved MRLF of Rs 15.87 lakhs per month for an identified 505 sq meters of retail space for F&B 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 15% 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 & 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 15% reduction in MRLF i.e., from 15.87 lakhs to Rs 13.49 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 schemes 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 reduction of 10% i.e., Rs 14.28 lakhs would be justified.

19/01/2021 11:19 AM

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

Note No. #23

Please convene LCAC at the earliest, for further discussion on the matter.

19/01/2021 1:15 PM

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

Note No. #24

LCAC deliberated the above proposal in detail and recommends the following: To propose MRLF reduction upto 15% agreed by the majority Members (Commercial and Operations) for Master Concession Food and Beverages @ Rs. 13,49,000/- (Rupees Thirteen Lakhs forty nine 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 505 sq.mtrs.

As per DOP 5.2(c) RED is competent authority to approve the MRLF.

Submitted onward submission Competent Authority for approval.

25/01/2021 7:34 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #25

Based on the recommendations LCAC the proposal for MRLF reduction upto 15% as agreed by the majority Members (Commercial and Operations) for Master Concession Food and Beverages @ Rs. 13,49,000/- (Rupees Thirteen Lakhs forty nine 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 505 sq.mtrs., it is recommended to accord approval for the same.

Submitted please.

26/01/2021 10:43 AM

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

Note No. #26

pl process

27/01/2021 2:34 PM

MADHAVAN R
(RED-SR)

Note No. #27

27/01/2021 3:18 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #28

Reference noting in the prepage and clarification sought by RHQ vide [Note#7](#) and subsequent reply forwarded by Vijayawada Airport vide [note #11 to 25](#)

LCAC recommendations dated 15-01-2021 may be seen [\(P-283/c to 285/c\)](#) along with justification/basis for reduction.

On perusal of LCAC recommendations forwarded by Vijayawada Airport, it is seen that Commercial & Operations members of LCAC had agreed for

15% reduction from original MMG. However, Finance member had agreed for 10% reduction from original MMG only. However, APD-Vijayawada vide note# 15 has recommended for 15% reduction with justification.

As per Clause 1.6 of DoP " In case of difference of opinion between the Head of the Finance Wing and the Officer-in- Charge at the Region/Airport/Unit concerned, the matter shall be placed before the Officer- in-charge, who will record his decision. In cases where the opinion of the Head of the Finance Wing is overruled, the Finance Wing at Region/Airport/Unit shall send a monthly report of such cases by the 7th of next month to the Finance Directorate at Corporate Headquarter through Regional Headquarter with their comments/ observations. "

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 and also taking into account outbreak of Covid-19 pandemic in aviation sector/to attract more participation in the bidding process, We may agree with the APD's recommendation re-fix the MMG of **Rs.13,49,000/-p.m. + applicable taxes and charges (i.e.15% reduction to the original MMG of Rs.15,87,000/- p.m. and rounded off)** for an area measuring **505 sqm** to invite RFP for Single master Concession for F&B outlets at Vijayawada Airport for a period of 07 years.

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

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 4:38 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #29

Refer preceding note.

May kindly approve the reduced and recommended MRLF.

29/01/2021 8:29 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #30

Let us consider 10% reduction in MRLF i.e 14,28,000/-

01/02/2021 6:23 PM

MADHAVAN R
(RED-SR)

Note No. #31

02/02/2021 11:47 AM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #32

May please be processed, as approved by R.E.D.

03/02/2021 8:24 AM

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

Note No. #33

Refer pre-noting

The Competent Authority has approved the reduced MMG/MRLF of Rs.14,28,000/- for RFP for Food and Beverages for an area of 505 sq.mtrs at Vijayawada Airport.

Accordingly Draft RFP prepared along with amendments issued by CHQ Letter dated 01.02.2021 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 @ 11.00 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 bids/Proposal(s) (online only)	12/03/2021 @ 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 4:06 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #34

Approved, as proposed.

17/02/2021 10:31 AM

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

Note No. #35

The above said tender is due for opening of 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 6:01 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #36

Approved.

09/03/2021 11:17 AM

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

Note No. #37

Refer pre-noting

There was no response received to the call of subject tender even after two auto extension upto 25.03.2021 15.00 hrs.

As per Commercial Manual clause No.7.5.1(vi)

In case of single or nil bids received (checked in „Bids Submitted Tender“ page of CPP Portal) the bid submission date shall be extended for 15 days before the technical bid opening date with approval from NIT approving authority. Even after extension only single bid remains the tender may be opened and processed after approval of competent authority. In case no bids are received, even after extension tender is to be cancelled and **re tendered**.

Accordingly Commercial department proposing the re-tender with the same MMG of Rs.14,25,000/- with the following timelines and with the same tender conditions.

1.6. Schedule of Bid Process:

Sr. No.	Activity	Scheduled and Time	Dates
1	Download of e-tender document from NIC CPP portal	26/03/2021 17.00 hrs	
2	Physical Inspection of Proposed to be Concessioned Premises by potential bidders with prior intimation to Authority	26/03/2021 17.00 hrs	
3	Raising of queries by the applicant(s) / bidders in writing to AAI	26/03/2021 @17.00 hrs to 05/04/2021 17.30hrs.	
4	Pre Bid Meeting of Potential Bidders	01/04/2021 @ 11.00 hrs	
5	Reply of queries by AAI	10/04/2021 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”))	15/04/2021 up to 15.00 hrs	
7	Opening of technical bids/Proposal(s) (online only)	16/04/2021 @ 15.30 hrs	

8	Opening of financial bids/Proposal(s) (online only)	30/04/2021 @11.30 hrs
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Submitted for approval please.

26/03/2021 4:50 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #38

Since there was no response to the NIT even after two auto extensions the recommendation of Commercial Department to cancel and recall the tender as per Commercial Manual clause No.7.5.1(vi) is approved.

May please initiate the re-tendering action immediately.

26/03/2021 5:06 PM

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

Note No. #39

Refer pre-noting

The MMG mention in NP#37 may be read as Rs.14,28,000/- instead of Rs.14,25,000/-

Submitted please.

26/03/2021 6:06 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #40

Seen and agreed.

27/03/2021 7:57 PM

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

Note No. #41

Reference is made to the trailing mail,

The subject is due for opening on 30.04.2021 @ 15.30 hrs with the following bid openers assigned at the time RFP uploading.

1. Shri R V SN Murthy,AGM(Comml)
2. Shri K Sirish Kumar,SM(IT)
3. B V Rao,SM(Comml)
4. Vinay Dhar Mogili,(MGR-FIN)

Submitted for approval for opening of Technical Bid.

30/04/2021 11:31 AM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #42

Approved, as proposed.

30/04/2021 12:15 PM

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

Note No. #43

Refer previous noting s, the subject tender technical bid was opened on 30.04.2021 by duly constituted Committee Members.

Only one Bidder is Participated namely, M/s: Meals N More. Which is opened on 30.04.2021 (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 FOOD AND BEVERAGES

Si.No	Name of the Document required as per RFP	M/s: MEALS N MORE	Submitted/ Not Submitted/Not Applicable
1	Eligibility of the Bidder under clause no.2.1.1(a to c)	Single Entity (Prop)	Submitted (Refer GST Regn No. and Financial Statements.
2	Eligibility of the Bidder under clause no.2.1.1(d)	Not Applicable	Not Applicable

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 (Prop)	Not Applicable
8	Eligibility of the Bidder under clause no.2.1.3	Technical Form	Submitted (Refer Technical form no:4 clarification required)
9	Eligibility of the Bidder under clause no.2.1.4	Technical Form	Submitted (Refer Technical form no:4 clarification required)
10	Eligibility of the Bidder under clause no.2.1.5	Technical Form	Submitted (Refer Technical form no:4) Turnover Revised required*
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 (Refer Technical form no:4 clarification required)
17	Technical Form-5 (Details of Brands of F&B Items Proposed)	Applicable	Submitted (But details of the brands not provided in that Form clarification required)*
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)	Not Applicable	Not Applicable
23	Technical Form-11 (NDC)	Not Applicable	Not Applicable
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 (PAN GST Tender Fee and EMD Confirmation)	Applicable	Confirmation taken from Finance
32	Other Documents	Applicable	Submitted Audited Financial Statements and Submitted Turnover clarification required.

As per Commercial manual clause No.7.9.5 During scrutiny process, if it is observed that one or two documents are deficient i.e. the party has not submitted one or two documents as per NIT, then, with the approval of APD/RED/ED (Comml), as the case may be, copy of the said document(s) can be sought through e-tendering portal only. But, in case if series of documents are not submitted by the party, then the said bid may be rejected straightaway. Additional clarification (if required) on the already submitted documents can also be sought with the approval of APD/RED/ED (Comml) as the case may be, through e-tendering portal only. Such an exercise can be done only once during the tender process.

Accordingly we may seek clarifications/additional documents for further processing of Tender.

Submitted for approval please.

06/05/2021 4:39 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #44

Approved, as proposed.

06/05/2021 4:58 PM

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

Note No. #45

Refer pre noting ,

Only one Bidder is Participated namely, M/s: Meals N More . Which is opened on 30.04.2021 third call pf tender (RFP) (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 after Clarification with respect to the submitted documents asked through CPP portal and the same attached in as per the below evaluation:

TECHNICAL EVALUATION - MASTER CONCESSIONAIRE FOOD AND BEVERAGES

[EVALUATION SHEET-ANNEXURE-VIII attached](#)

Si.No	Name of the Document required as per RFP	M/s: MEALS N MORE	Submitted/ Not Submitted/Not Applicable
1	Eligibility of the Bidder under clause no.2.1.1(a to c)	Single Entity (Prop)	Submitted Form No.02 and Refer GST Regn No . and Financial Statements
2	Eligibility of the Bidder under clause no.2.1.1(d)	Not Applicable	Not Applicable as the agency is not operating any of the AAI managed Airport .Declaration submitted. Form No.10 and Form No.11 submitted in All form TOC

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 (Prop)	Not Applicable
8	Eligibility of the Bidder under clause no.2.1.3	Technical Form	Submitted (Refer Technical form no:4 page No.763 of TOC and Page No.781 to 944 of ToC
9	Eligibility of the Bidder under clause no.2.1.4	Technical Form	Submitted (Refer Technical form no:4 Page No.920 of ToC docs)
10	Eligibility of the Bidder under clause no.2.1.5	Technical Form	Submitted (Refer Technical form no:4 Page No.920 to 944)
11	Eligibility of the Bidder under clause no.2.1.6	Technical Form	Submitted (Refer Technical form no:13 in page No 960)
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 (Refer Technical form no:4) 763 and 781 to 944
17	Technical Form-5 (Details of Brands of F&B 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)	Not Applicable	Not Applicable
23	Technical Form-11 (NDC)	Not Applicable	Not Applicable
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 in 939 to 944 of ToC
30	Technical Form-18 (Check list for	Applicable	Submitted

	Submission)		
31	Other Documents-1 (PAN GST Tender Fee and EMD Confirmation)	Applicable	Confirmation taken from Finance
32	Other Documents	Applicable	Submitted Financial Statements

The RFP for the Master Concession for Food and Beverages at Vijayawada Airport have been called third time with reduction of MMG 10% and even after two times extension in third call of RFP only one bidder has submitted Bid.

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.

As per the Technical Evaluation of the Commercial department, it is recommended for the acceptance of the Technical Bid of M/s MEALS N MORE under DOP 5.4(b). due non-response to the two times and finally Meals n More shown Interest and the agency is having required Turnover and also proposed to bring Brands International Brands like Dominos, Subway etc to Vijayawada Airport.

Submitted for onward submission to RED,SR for acceptance of Tech BID with recommendations of APD.

17/05/2021 1:40 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #46

Based on the assessment of Technical Bid by the Station's Commercial Department and their satisfaction, the proposal is recommended for further evaluation and acceptance of the Technical Bid of M/s MEALS N MORE under DOP 5.4(b), by R.E.D. - SR, and to accord approval for opening of the Financial Bid of the only bidder.

Submitted please.

17/05/2021 4:07 PM

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

Note No. #47

pl process

18/05/2021 12:38 PM

MADHAVAN R
(RED-SR)

Note No. #48

18/05/2021 1:43 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #49

Please examine and process.

18/05/2021 6:19 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #50

Reference noting in the pre-page.

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 **RFP for single Master Concession for Food & Beverages outlets (area- 505 sqm) at Vijayawada Int'l Airport for a period of 07 years.**

Brief of the case :

Station has brought out that RFP for the single Master Concession for F&B outlets at Vijayawada Airport (Total area- 505 sqm) have been invited with the **MMG Rs.15,87,000/- p.m.** on 12.11.2020 and subsequently auto extension by the CPP portal for a period 15 days. However no response received to the tenders as on 17.12.2020 (i.e on opening date).

Station had further brought out that fresh tender again invited with reduced **MMG of Rs.14,28,000/- p.m.** on 18.02.2021 vide E- Bid no. 2021_AAI_70547 with last date of submission upto 11.03.2021. **As there was no response, bid submission date auto extended twice by CPP portal upto 18.03.2021 and 25.03.2021 respectively. However, there was no response even after auto extensions.**

Further, Fresh tender again invited with the same MMG of **Rs.14,28,000/- p.m.** vide E-Bid no. 2021_AAI_74511 with technical bid opening scheduled on 16.04.2021. Initially there was no response and dates extended twice by CPP portal upto 22.04.2021 and 29.04.2021. However, on the date of opening on 30.04.2021, only single tender from **M/s.Meals N more-Mumbai** had participated. Station had opened technical bid on 30.04.2021.

RFP forwarded by the station is placed at TOC [page-521-748/c](#) . Evaluation sheet during technical stage duly recommended by APD may kindly be seen at [page-983-984/c](#) ,

Station/APD vide [Note#45/46](#) has recommended to accept the technical documents submitted by the single tenderer M/s. Meals N more and sought approval to open the financial bid.

On further scrutiny of technical bids placed in TOC, the following is observed.

Sl. No.	Document format	Document name	To be furnished by	Single tenderer i.e. M/s: Meals N more, Mumbai/

				Remarks
1.	Technical Form-2	Details of Bidder	Bidder/Lead Member	Submitted at page-755-757/c . However, S.no. 7 & 8 of the said format not filled up by the bidder and kept blank.
2.	Technical Form-6	Proposal on Operations & Management Practices	Bidder/Lead Member	Format Submitted at page-980/c . But kept blank without filling the range of proposed F&B brands and mode of operation by the bidder in the format provided.
3.	Technical Form-7	Proposal on Capital Expenditure Plan	Bidder/Lead Member	Format Submitted at page-950/c . However, it appears that Capital expenditure proposed during phase-1 and phase-2 is not filled and kept blank. Further, detailed

				breakdown of Capital Expenditure on a separate sheet to show how total cost derived is not submitted.
4.	Technical Form-8	Proposal on Pricing Policy	Bidder/Lead Member	Submitted blank format at page-951/c but not submitted the proposal on pricing policy as per Technical form-8 requirement.
5.	Technical Form-9	Proposal on Customer Service	Bidder/Lead Member	Format Submitted at page-767/c . But information on bidder's customer service policy , proposed staff strength, staff training program etc as required under Technical form-9 is not submitted.
6.	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), B.(ii), B.(iii), B.(iv) and B.(v). A. The Bidder (in case of Consortium, the Lead Member) must individually have two (02) years' of experience in the Food and Beverage services business as on 18/02/2021 [Date of publication of RFP] in the preceding seven (07) years (2013 to 2020) AND B. Fulfils any one of the conditions mentioned below under (ii) (a) or (ii) (b) or (ii) (c) or (ii) (d). (i) The Bidder (in case of Consortium, the Lead Member) shall currently be operating at least two (02) Food & Beverage 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 on 31/01/2021; or	Experience	Bidder	As per Eligibility criteria of RFP clause 2.1.4 which stipulates that "The Bidder (in case of Consortium, the Lead Member) shall currently be operating at least two (02) Food & Beverage 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 on 31/01/2021; 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
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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 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 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. OR (ii) The Bidder (in case of consortium, the Lead Member) shall currently be operating a hotel rated at least three			meters). May kindly see the remarks/ observation below vide s.no:(b),i,ii, iii
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star or be of heritage category as per Hotel & Restaurant Approval and Classification Category (HRACC), Ministry of Tourism, Government of India with at least two (02) years of experience. The copy of Hotel & Restaurant Approval & Classification Committee (HRACC) document for verifying the star rating and proof of completion of requisite tenure of two (2) years shall be submitted for verification. In case the hotel is not HRACC certified, then the hotel should have all of the following facilities - • Coffee shop operating at least 16 hours per day • Standalone restaurant • Minimum 80 rooms • Swimming Pool The above are to be duly supported with relevant documents OR (iii) The Bidder (in case of consortium, the Lead Member) shall currently be an operator of the food and beverage business in a three			
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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 (2) years of experience. A copy of work order/ license/ MoU with the hotel and proof of completion of tenure of two (02) years shall be submitted for verification OR (iv) The Bidder is currently functioning as a flight kitchen operator with at least two (2) years' experience. A copy of work order/ license/ MoU with the airline company and proof of completion of requisite tenure of two (2) years shall be attached as proof. OR (v) The bidder must have at least two (2) years of experience in the last seven (7) years in operating and managing passenger/ airline lounge at an airport. Following requirements must			
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have been fulfilled by lounge for which experience is claimed: i Lounge should have a minimum area of seventy (70) square meters and ii Lounge should have a minimum seating capacity of thirty (30) persons The validity of the above requirements shall be determined as per Clause 2.1 of this RFP. Any another document to support the above claim which is not included in Clause 2.1 should also be attached. Note: 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.			
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(a) If agreed, we may seek point-wise clarifications on the above table of remarks column observations from Vijayawada Airport to proceed further in the matter.

(b) Further, we may also request the station to link the relevant technical documents/credential certificate/work order etc., submitted by the bidder under which station had qualified **Technical capacity clause 2.1.4 of RFP (P-552/c)** as per "page no-266 of Commercial Manual" refer comparative statement as stated below:

(i) Technical capacity clause 2.1.4 of RFP: Having 2 years experience of F&B business as on 18.02.2021 in the preceding 07 years (2013-2020).

station may like to Link the page no(s) of relevant technical documents / work order, credential certificate etc. under which station has recommended to qualify the agency as per RFP and proof of completion of tenure of 2 years.

(ii) Technical capacity clause 2.1.4 of RFP: Atleast two F&B outlets currently operating, atleast one should be present either at Airports or Metro stations or Railway stations or Commercial Complex with floor plate size of atleast 10000 sqm.

station may like to Link the page nos. of relevant technical documents / work order, credential certificate etc., submitted by the bidder under which the agency is meeting the requirement of Technical capacity clause 2.1.4 of RFP.

(iii) Technical capacity clause 2.1.4 of RFP: Other outlets can be present at ports, bus station, airports, railway station, hotels, metro station, roads, highways, shopping complexes, other commercial complexes.

We may request the station to Link the page no(s). relevant technical documents / work order, credential certificate etc., submitted by the bidder to meet the above eligibility criteria as per RFP.

(c) As per [note #43](#), station has sought clarification documents with the approval of Airport Director as per clause 7.9.5 of Commercial manual. However, the list of clarification/additional documents sought from the bidder through CPP portal/screen shot is not placed in TOC.

(d) Further, this office is unable to identify the page numbers of clarification documents received from bidder through CPP portal placed in TOC. we may request the station to link the same with relevant page nos.

If agreed, we may also seek clarifications/reply on the above observations, before further processing the case at RHQ-SR.

Manager(Comml) may like to see for further comments / deliberations /advise please.

26/05/2021 6:48 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #51

Reference is made to the above noting.

The above observations have been examined in all the documents by the undersigned. It is agreed that we may call the clarification/reply from the station on the above observations, vide S.No. (a) to (d) of Note # 50 for further processing the case at RHQ/SR.

We may also advise the station to be more careful while scrutinized the technical bid documents before forwarding the same to RHQ/SR in future. Also, the station may link all the required documents with relevant page numbers so as to avoid more confusion.

Submitted for perusal and further advise, please.

31/05/2021 6:07 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #52

Forwarded for necessary action please

01/06/2021 12:00 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #53

For necessary action as sought by RHQ please.

01/06/2021 1:49 PM

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

Note No. #54

Refer to the previous noting and e-mail dated 02.06.2021 on the subject tender.

Station Commercial Department after scrutiny of the technical Bid documents

some of the following clarifications required from the bidder for further processing of technical evaluation process and the approval for the Competent Authority was obtained in NP-44.

[Copy of the CPP Portal attached in TOC page No.986-987](#)

[Copy of the CPP Portal for publication of RFP 26.03.2021. 985](#)

And after technical evaluation the file was sent to RHQ,SR for further scrutiny and approval.

On Scrutiny at RHQ ,Level,RHQ seeking clarifications as follows:

1. Technical Form-2 Submitted, However, S.no. 7 & 8 of the said format not filled up by the bidder and kept blank.

Clarification :The above point is noted and however the agency has submitted the profile of the bidder in page No [893 to 915 of TOC](#)

2. Technical Form-6 Format Submitted. But kept blank without filling the range of proposed F&B brands and mode of operation by the bidder in the format provided.

Clarification :The agency has already submitted in form No.5 proposed brands,if RHQ feels we may seek clarification from the Bidder.

3) Technical Form-7 Format Submitted However, it appears that Capital expenditure proposed during phase-1 and phase-2 is not filled and kept blank. Further, detailed breakdown of Capital Expenditure on a separate sheet to show how total cost derived is not submitted.

Clarification :It is submitted that the Bidder has submitted the form and bidder was not mentioned the amount of capital expenditure that means that the bidder is agreed to invest Rs.20,000/- psqm in first phase and Rs.10,000/- psqm in Second Phase and the Capital Expenditure breakup was required for first phase and the same is required for 2 Phase i.e 4th year of Concession period .(The reason for not asking the break up due to New Terminal Building coming with another two years)Accordingly Station accepted the same based on the undertaking given by the Bidder . if RHQ feels required we may seek clarification from the Bidder.

4) Technical Form-8 Submitted blank format but not submitted the proposal on pricing policy as per technical form-8 requirement.

Clarification :As per the point No.1A,1B and 2 Generally not applicable, the reason behind this the agency can sell the F& B items only based on the prevailing rates available in the city on par with the 3 star hotel rates where the Airport located. However, the agency is giving undertaking to abide RFP and Concession Agreement. Still RHQ feels it is required we may seek clarification from the Bidder.

5) Technical Form-9 Format Submitted . But information on bidder's customer service policy , proposed staff strength, staff training program etc as required under Technical form-9 is not submitted.

Clarification : Apart from the point No.1 & 2 of the said form the bidder has giving the undertaking to accept the terms and conditions of the RFP and Concession Agreement accordingly Station Commercial department accepted the same. As observed by RHQ, we may seek clarification from the Agency.

6) Experience Criteria: As per Eligibility criteria of RFP clause 2.1.4 which stipulates that " The Bidder (in case of Consortium, the Lead Member) shall currently be operating at least two (02) Food & Beverage 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 on 31/01/2021; 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). May kindly see the remarks/ observation below vide s.no:(b),i,ii, iii

Clarification :With regard to the above point Station Commercial department arrived the experience of two years as per RFP clause No.2.1.4 clause No.A as follows.

1.India Trade Promotion Organization from 28 March 2019 to 28 June 2020 which is one year Three months (15 Months)experience falling under second clause B (ii) Commercial complex. With regard to area of 10,000 sq.mt Station Commercial department verified the website of India Trade promotion organization which is Govt of India Enterprise and also public document and the same was taken into consideration, accordingly the bidder is meeting the clause b(ii) Available in Page Nos.[886- 884- 872](#) of ToC

Copy of the Area Confirmation downloaded from ITPO WEBSITE for an area of 53,399 sq.mtrs Buildup area of the Commercial complex.

2. Ministry of Home Affairs (Food Court)from 15th November 2019 to two years and the same is considered under clause No.2.1.4 B (ii) Other outlets can be present at ports, bus stations, airports, railway stations, hotels, metro stations, roads, highways, shopping complexes, other commercial complexes. Available in Page No.[916](#) to [917](#) of ToC

3. World Trade Centre February 2019 to till date the same can considered under clause No.2.1.4 B (ii) Other outlets can be present at ports, bus stations, airports, railway stations, hotels, metro stations, roads, highways, shopping complexes, other commercial complexes.Available in Page No.[874](#) to 883 of Toc

With the above point No.1& 2 and 3 the agency is fulfilling the experience criteria of Two years from February 2019 to till date and also meeting the 2.1.4 clause A & Clause B(ii) as per [RFP publication date 26.03.2021\(Copy of the CPP Portal attached TOC\)](#)

If RHQ,SR agrees with the experience criteria need not to be taken from additional clarification, other wise tender needs to be cancelled . If with experience criteria satisfied by RHQ,SR we may seek clarification /additional documents from the bidder as proposed as follows:

Sr.No.	Name of the Document	Seeking from the Bidder
01	Technical Form-2	Clarification/Additional Document
02	Technical Form-6	Clarification/Additional Document

03	Technical Form-7	Clarification/Additional Document
04	Technical Form-8	Clarification/Additional Document
05	Technical Form-9	Clarification/Additional Document

In view of the above submissions , RHQ, feels it is required obtain the clarifications ,Station is also recommending the same to obtain the additional docs/clarification from the Single Bidder second time (through offilene) due to the following reasons.

1. Station is unable to finalise the Tender even after three times of RFP Invitation.
2. Prevailing COVID-19 conditions
3. Reduction in MRLF needs to be reduced further 20%
4. There are no enquiries also for participation of the Tender.
5. Since the single Bidder we may ask special case.

Submitted for onward submission to RHQ,SR for further processing of File.

04/06/2021 7:08 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #55

In view of the clarifications submitted by Station's Commercial Dept, the file is hereby forwarded for further processing please.

07/06/2021 10:40 AM

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

Note No. #56

07/06/2021 10:43 AM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #57

Please examine and process.

07/06/2021 12:22 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #58

Reference noting in the pre-page and clarification sought by RHQ and subsequent reply forwarded by Vijayawada Airport which is self explanatory.

(a) Clarification with regard to in-complete submission of Technical forms 2,6,7,8 and 9 by the single bidder :

- It is submitted that the purpose of seeking various Technical forms in the specific parameters as per RFP is to understand the details of bidder, proposal on operations & Management practices for the proposed F&B concession at Airport, Capital investment plan for the proposed concession, Pricing policy etc., which is crucial from Technical scrutiny point of view which will enable bid manager/commercial team to assess the bidders capability/Experience/practices in order to develop/operate/Maintain the said concession at Airport.
- The clarification/justification given by the station vide **Note#54** for not seeking Technical forms format duly filled-in is not in order. Mere signing the proforma without filling the required data/proposal is not sufficient and it will defeat the very purpose of seeking details in various Technical forms as per RFP. Further, agency has not mentioned the Capital Expenditure plan for the concession as per Technical Form-7 of RFP requirement including breakup.
- Further, vide **Note# 54** station has agreed to seek 2nd time clarification on Technical forms. Station had already sought clarification once through CPP portal on 07.05.2021 ([refer P-966/c of TOC](#)).

Considering only single bidder had participated in spite of three time

invitation and also considering current situation of Covid second wave, if Competent Authority agrees to the views, we may give one more opportunity to the bidder and seek clarification again through e-mail to resubmit the **Technical form no. 2,6,7,8 and 9** duly filled in within the stipulated time period, as there is no option available in CPP portal to seek clarification for the 2nd time as brought out by the station.

(b) Clarification with regard to Eligibility criteria of RFP :

- As per Eligibility criteria clause 2.1.4 of RFP, *the agency has to produce documentary evidence for having atleast one F&B outlet at Airports or Metro Stations or Railway Station or Commercial Complex. In case of Commercial Complex floor plate size should be atleast 10000 sqm.*

Other outlets can be present at ports, bus station, airports, railway station, hotels, metro station, roads, highways, shopping complexes, other commercial complexes .

- As per documents submitted in TOC, the bidder is having 02 years of experience in F&B business and also operating/running Food court at ICP, Dera Babananak Kartarpur Sahib Corridor (Punjab) and the said award issued by Land ports Authority of India, Ministry of Home affairs, New Delhi([P-916/c](#)) .
- Further, agency has submitted the award letter dated 28.03.2019 for operating Four shops of Food court (Shop no.08-11) at **India Trade Promotion organisation (ITPO) at Pragati maidan, New Delhi.** ([P-886-890/c](#)) which is considered to be a Commercial complex. However, the area/floor plate size of said complex is not mentioned in the said award letter. Further, bidder has not submitted any credential/supporting documents for floor plate area and station has not sought any clarification from the bidder.
- On seeking clarification from station, M(Comml) has later brought that they relied on the information available in ITPO website being a Govt. of India Enterprise and placed the copy downloaded from website at [page 988 to 992/c](#).
- There is no provisions/clarity available in the Commercial Manual whether information available on the website can be considered for satisfying the eligibility criteria.

Under the circumstances, kindly advise for the following.

- (i) whether confirmation of floor plate area on the [award letter dated](#)

[28.03.2019](#) submitted by the bidder from M/s. Indian Trade Promotion Organisation(ITPO), Prakati Maidan, New Delhi for operating four shops of Food court can also be sought from bidder along with other clarifications brought out in s.no. (a) ?

(or)

(ii) Whether information available in the ITPO website as brought out by the station placed at [page-988-992/c](#) is sufficient to proceed further for meeting eligibility.

M(Comml) may like to see for further guidance please.

Submitted please.

11/06/2021 1:36 PM

SATHIYANARAYANAN K
(SUPVR(O)-SR)

Note No. #59

Reference is made to the above noting.

It is suggested that we may advise the station to confirm from the bidder through mail along with clarification regarding floor plate area on the award letter from M/s Indian Trade Promotion Organisation (ITPO), New Delhi for operating four shops of Food Court for further processing the case at RHQ/SR.

Submitted for perusal and further advise, please.

14/06/2021 5:14 PM

SUJATA SARATHY
(MGR(COMML)-SR)

Note No. #60

16/06/2021 8:24 AM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #61

For further necessary action, as advised by Commercial Directorate, RHQ-SR

please.

16/06/2021 10:55 AM

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

Note No. #62

Refer preceding note #58 & 59.

Being the second clarification being sought from the agency regarding experience claimed of operating Food Court at Indian Trade Promotion Organization (ITPO), New Delhi, RED-SR may kindly approve the seeking of clarification by the Station from the single bidder M/s.Meals N More.

Submitted for approval please.

17/06/2021 11:51 AM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #63

pl discuss

17/06/2021 12:21 PM

MADHAVAN R
(RED-SR)

Note No. #64

Refer preceding note.

The issue was discussed with RED-SR on 17.06.2021.

It is hereby clarified that as per 7.9.5 of Commercial Manual, additional clarification (if required) on the already submitted documents can be sought with the approval of APD / RED-SR as the case may be through e-tender portal only. such an exercise can be done only once during the tender process.

In the instant case, the Station has already exhausted the said window of seeking clarification through e-tendering portal and has proposed to seek clarification with the approval of RED-SR on the eligibility documents submitted by single bidder since the Commercial Manual does not permit seeking clarification through offline mode, we may advise the Station to cancel the said tender

and go in for re-tender. We may also advise the Station to be more careful while scrutinizing the tender documents and seeking clarifications.

Submitted for approval please.

17/06/2021 1:18 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #65

As proposed

17/06/2021 3:13 PM

MADHAVAN R
(RED-SR)

Note No. #66

17/06/2021 3:19 PM

N JAYAKUMAR
(JGM(COMML)-SR)

Note No. #67

For further necessary action please.

18/06/2021 11:02 AM

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

Note No. #68

Refer pre-noting

As suggested and approved by competent Authority for re-tendering , [the draft RFP page No.993 to 1220 of Toc](#) prepared 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	19/06/2021 hrs	10.00
2	Physical Inspection of Proposed to be Concessioned Premises by potential bidders with prior intimation	19/06/2021 hrs	10.00

	to Authority	
3	Raising of queries by the applicant(s) / bidders in writing to AAI	19/06/2021 @10.00 hrs to 01/07/2021 17.30hrs.
4	Pre Bid Meeting of Potential Bidders	28/06/2021 @ 11.00 hrs
5	Reply of queries by AAI	05/07/2021 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"))	10/07/2021 up to 15.00 hrs
7	Opening of technical bids/Proposal(s) (online only)	12/07/2021 @ 16.00 hrs
8	Opening of financial bids/Proposal(s) (online only)	27/07/2021 @11.30 hrs

Submitted for approval please.

18/06/2021 3:53 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #69

Approved, as proposed.

18/06/2021 4:11 PM

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

Note No. #70

The above subject tender Technical Bid due for opening on 26.07.2021 @ 16.00 hrs after two auto extensions with the following Committee members as assigned at the time of Tender uploading.

1. Shri RVS N Murthy, AGM(Comml)
2. SHRI B V Rao AGM(Comml)
3. Shri K Sirish Kumar, SM(IT)
4. Shri M Vinay Dhar ,Mgr(Fin)

Submitted for approval please.

23/07/2021 6:29 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)**Note No. #71**

Approved as proposed.

24/07/2021 10:56 AM

G M S RAO
(APD(VIJAYWADA)-SR)**Note No. #72**

For Technical Evaluation of two bids

27/07/2021 11:53 AM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)**Note No. #73**

Refer previous noting's, the subject tender technical bid was opened on 26.07.2021 by duly constituted Committee Members after two auto extensions.

Two Bidders were Participated in the tender namely, M/s: MANASA HOTELS PRIVATE LIMITED Consortium and M/s: AROON FOOD SERVICES PRIVATE LIMITED. Which is opened on 26.07.2021 (After two extensions as per the Policy)

TECHNICAL EVALUATION - MASTER CONCESSIONAIRE FOOD and BEVERAGES

Sr. Document No. required as per RFP	Name of the	M/s: MANASA HOTELS CONSORTIUM	Submitted/ Not Submitted	M/s: AROON FOOD SERVICES PRIVATE LIMITED	Submitted/ Not Submitted/ Applicable
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1	Eligibility of the Bidder under clause no.2.1.1(a to c)	CONSORTIUM	Submitted in page No.1251 to 1252 of Toc (Refer Technical form no:3)	Single Entity (Pvt.Limited)	Submitted in Page No.1412 to 1415 of ToC (Refer Technical form no:3)
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2	Eligibility of the Bidder under clause no.2.1.1(d)	Not Applicable	Submitted in Page No.1274 of ToC NDC not applicable (Refer Technical form no:11)	The agency has not submitted NDC as per RFP upto 31.03.2021, however confirmation of dues obtained from Bhubaneshwar and Varanasi and Ahmedabad Indore, VARANASI, Allahabad/ Prayagraj Raipur Airport as per declaration submitted by the agency in Technical Form No.10, if additional document required we may ask from the agency.	Submitted 3 Airports NDC upto 31.12.2020 (Refer Technical form no:11)
3	Eligibility of the Bidder under clause no.2.1.1(e)	Declaration	Submitted in Page No.1226 to 1229 of Toc (Refer Technical form no:1 Point no:10)	Declaration	Submitted in page No.1412 to 1415 of ToC (Refer Technical form no:1 Point no:10)
4	Eligibility of the Bidder under clause no.2.1.1(f)	Declaration	Submitted in page No.1226 to 1229 of ToC (Refer Technical form no:1 Point no:6 (c))	Declaration	Submitted in page No.1412 to 1415 of ToC (Refer Technical form no:1 Point no:10)
5	Eligibility of the Bidder under clause no.2.1.1(g)	Declaration	Submitted in Page No.1226 to 1229 of ToC (Refer Technical form no:1 Point no:5)	Declaration	Submitted in Page No.1412 to 1415 of ToC (Refer Technical form no:1 Point no:5)
6	Eligibility of the Bidder under clause no.2.1.1(h)	Not Applicable	Not Applicable	Not Applicable	Not Applicable
7	Eligibility of the Bidder	Consortium	Submitted in Page No.1279 to 1280 of	Single Entity (Pvt.Limited)	Not Applicable however the

		ToC (Technical Form 14)		agency has submitted form
		Submitted in Page No.1281 to 1284 of ToC Technical Form No.15		No.13 instead of form No.14
	under clause no.2.1.2	Submitted in Technical Form No.13 of page No.1277 to 1278 of ToC		Additional document/clarification required.
8	Eligibility of the Bidder under clause no.2.1.3	Technical Form Submitted HRCCA Certificate as per clause No.2.1.4subclause of A and B (ii) in Page No.1236 of ToC and Turnover Certificate in Page No. two years experience (Refer Technical form no:4 page No.of Toc)	Technical Form	Submitted in page No.1420 to 1425 of ToC (Refer Technical form no:4page No.of Toc)
9	Eligibility of the Bidder under clause no.2.1.4	Technical Form Submitted HRCCA Certificate as per clause No.2.1.4subclause of A and B (ii) in Page No.1236 of ToC and Turnover Certificate in Page No. two years experience (Refer Technical form no:4 page No.of Toc).	Technical Form	Submitted in page No.1420 to 1425 of ToC (Refer Technical form no:4page No.of Toc)
10	Eligibility of the Bidder under clause no.2.1.5	Technical Form Submitted in Page No.1258 of ToC(Refer Technical form no:4).Turnover Certificate.	Technical Form	Submitted in page No.1420 to 1425 of ToC (Refer Technical form no:4page No.of Toc)
11	Eligibility of the Bidder under clause no.2.1.6	Technical Form Submitted in Page No.1277 to 1278 of ToC(Refer Technical form no:13). Submitted in Page No.1279 to 1280 of	Technical Form	Submitted in page No.1438 to 1439 of ToC (Refer Technical form no:13)

			ToC(Refer Technical form no:14)		
	Technical Form		Submitted HRCCA Certificate as per clause No.2.1.4subclause of A and B (ii) in Page No.1236 of ToC and Turnover Certificate in Page No. two years experience (Refer Technical form no:4 page No.1258of Toc).	Not Applicable	Not Applicable
12	Eligibility of the Bidder under clause no.2.1.7				
13	Technical Form-1 (Undertaking by the Bidder)	Applicable	Submitted in page No.1226 to 1229 of ToC	Applicable	Submitted in page No.1412 to 1415 of ToC
14	Technical Form-2 (Details of the Bidder)	Applicable	Submitted in page No.1230 to 1250 of ToC	Applicable	Submitted in page No.1416 to 1418 of ToC
15	Technical Form-3 (Technical Capacity of the Bidder)	Applicable	Submitted in page No.1251 to 1252 of ToC	Applicable	Submitted in page No.1419 of ToC
16	Technical Form-4 (Technical & Financial Capacity of the Bidder)	Applicable	Submitted in page No.1253 to 1258 of ToC	Applicable	Submitted in page No.1420 to 1425 of ToC
17	Technical Form-5 (Brands of Retails Items Proposed)	Applicable	Submitted in page No.1259 to 1266 of ToC	Applicable	Submitted in page No.1426 to 1428 of ToC
18	Technical Form-6 (Operation and Maintenance)	Applicable	Submitted in page No.1267 to 1268 of ToC	Applicable	Submitted in page No.1429 of ToC
19	Technical Form-7 (	Applicable	Submitted in page No.1269 of ToC	Applicable	Submitted in page No.1430 of

	Capital Expenditure Plan)				ToC
20	Technical Form-8 (Proposal on Pricing Policy)	Applicable	Submitted in page No.1270 of ToC	Applicable	Submitted in page No.1431 of ToC
21	Technical Form-9 (Proposal on Customer Service)	Applicable	Submitted in page No.1271 to 1272 of ToC	Applicable	Submitted in page No.1432 of ToC
22	Technical Form-10 (Currently Operated Airport Units)	Not Applicable	Submitted in page No.1273 of ToC	Applicable	Submitted in page No.1433 of ToC
23	Technical Form-11 (NDC)	Not Applicable	Submitted in page No.1274 of ToC	Applicable	Submitted in page No.1434 to 1436 of ToC NDC's only submitted upto 31.12.2020 clarification required
24	Technical Form-12 (Statement of Legal Capacity)	Applicable	Submitted in page No.1275 to 1276 of ToC	Applicable	Submitted in page No.1437 of ToC
25	Technical Form-13 (POA)	Applicable	Submitted in page No.1277-1278 of ToC	Applicable	Submitted in page No.1438 to 1439 of ToC
26	Technical Form-14 (FOR Consortium)	Applicable	Submitted in page No.1279 to 1280 of ToC	Not Applicable	Not Applicable (Not Submitted) However, the agency has submitted Technical Form 13 in place of Technical Form 14, clarification required.
27	Technical Form-15 (FOR Joint Bidding Agreement)	Applicable	Submitted in page No.1281 to 1284 of ToC	Not Applicable	Not Applicable (Not Submitted) However, the agency has submitted

				Technical Form 13 in place of Technical Form 15,clarification required.
	Applicable	Submitted in page No.1285 to 1287 of ToC	Applicable	Not Applicable (Not Submitted) However ,the agency has submitted Technical Form 13 in place of Technical Form 16,clarification required.
28	Technical Form-16 (Affidavit)			
29	Technical Form-17 (Integrity Pact)	Applicable	Submitted in page No.1288 to 1295 of ToC	Applicable
30	Technical Form-18 (Check list for Submission)	Applicable	Submitted in page No.1296 to 1297 of ToC	Applicable
31	OTHER Documents	Applicable	EMD Submitted in Page No.1298 of ToC PAN GST Submitted in page No.1325 to 1353 of ToC Financial Documents submitted page No.1299 to 1324 of ToC ITR Documens Submitted in page No.1354 to 1411 of ToC	Applicable
				Submitted in Page No.1446 to 1453 of ToC
				Submitted in page No.1454 to 1455 of ToC
				EMD PAN GST Submitted in page No.1456 to 1463 of ToC
				Financial Documents submitted in page No.1464 to 1508 of ToC
				Experience Documents submitted in page No.1508 to 1590 of ToC
				MOA Submitted in page No.1591 to 1617 of ToC
				Dues Confirmation from Ahmedabad

[Airport
attached in
page No.1618
to 1619 of
ToC](#)

[Dues
Confirmation
from PrayagRaj
Airport
attached in
page No.1620
to 1622 of
ToC Dues
Confirmation
from RAIPUR
Airport
attached in
page No.1623
to 1624 of ToC](#)

[Dues
Confirmation
from
VARANASI
Airport attached
in page No.1625
to 1627 of ToC](#)

[Dues
Confirmation
from Indore
Airport attached
in page No.1628
to 1629 of ToC](#)

[Dues
Confirmation
from
Bhubaneswar
Airport attached
in page No.1630
of ToC](#)

Submitted please.

06/08/2021 4:01 PM

RAJU SUDDALA

(JE(FIN)-SR)

Note No. #74

Refer previous noting,

The Technical evaluation carried out in previous noting examined and the following observation /short fall needs to be obtained from both the agencies.

1. Manasa Hotels Consortuimi) Witness Signatures are not there in notarized forms the same needs to be obtained from the Agency.ii) Clarification on the Share Holding pattern

2. Aroon Foods Pvt Ltd.

1. NDC's as on 31.03.2021 w.r.t AAI Controlled Airport obtained from the Agency as per RFP
2. Revenue Break up details is sholud be provided Agency the same may be asked from the agency as clarification/additional documents.
3. Technical Form No.7 incomplete the same needs clarification.
4. Technical Form No.9 clarification required.
5. Technical Form No.12 clarification required.
6. Technical Form No.11 clarification required
7. Technical Form No.14 clarification required
8. Technical Form No.15 clarification required
9. Technical Form No.16 clarification required

It is requested to see the Financial parameters of the technical Bid as per Commercial Manual

Submitted please.

06/08/2021 4:24 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #75

06/08/2021 5:13 PM

BV SURYA BHAGAVANULU
(JGM(FIN)-SR)

Note No. #76

With reference to Note # 74 of User Dte., Clauses 7.9.3 and 7.9.4 of Commercial Manual state that the "*Technical bid evaluation to be conducted by Commercial Department. The detailed methodology is defined in the Manual.*"

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 Turnovercriteria (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."

In view of the above, the specific Financial Matters of Technical Bid which require Finance Dte. assistance/ comments may be mentioned in the file by the User Dte. for further processing after obtaining approval of Tender Inviting Authority for the same.

Submitted for your approval.

09/08/2021 6:31 PM

SOWJANYA BHUDDALA
(JE(FIN)-SR)

Note No. #77

09/08/2021 6:37 PM

BV SURYA BHAGAVANULU
(JGM(FIN)-SR)

Note No. #78

Refer pre-notings

As desired by the Finance department the file may be forwarded to Finance department for obtaining following assistance/comments.

For Manasa Hotels Consortium

1. Consortium related issues to be checked before asking additional documents/clarifications.
2. Turnover details

For Aroon Foods Pvt Ltd

- 1.Dues position as on 31.03.2021
- 2.Revenue /Turnover details

Submitted for approval for taking assistance /Comments from Finance department.

10/08/2021 11:41 AM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #79

Required clarifications may please be provided.

10/08/2021 12:03 PM

MALLAKANTI LAKSHMI KANTHA REDDY
(JGM(CNS)-SR)

Note No. #80

11/08/2021 5:44 PM

BV SURYA BHAGAVANULU
(JGM(FIN)-SR)

Note No. #81

With reference to Note # 78, the User Dte. forwarded the e-file to Finance Dte. Seeking assistance/ comments in respect of:

For Manasa Hotels Consortium:

1. Consortium related issues to be checked before asking additional documents/clarifications; and
2. Turnover details

For Aroon Foods Pvt Ltd:

1. Dues position as on 31.03.2021; and
2. Revenue /Turnover details

In view of the above, please refer our Remarks below, only from Financial perspective of the above mentioned points in the Master Concessionaire for F & B Tender by User Dte., for your perusal and further scrutiny:

For Manasa Hotels Consortium:

Consortium related Issues of Manasa Hotels Consortium:

I. Power of Attorney for Lead Member of Consortium:

- a. Bidder 1 of the Master Concessionaire for F&B Tender id Consortium of Manasa Hotels Private Limited and Om Sree Bhavanasai Associates LLP;
- b. As per RFP attached in this e-file, Technical Form 14 (Power of

Attorney for Lead Member for Consortium) needs to be attached. Further, Clause 2.1.7 of RFP states that *"In demonstration of Technical Capacity and Financial Capacity of a Bidder under Clauses 2.1.4 and 2.1.5 above respectively, the experience of a subsidiary of Bidder (in the case of a Consortium, the Lead Member) in which the Bidder/Lead Member owns more than fifty percent (50%) shareholding, would only be considered;*

- c. As per the Power of Attorney attached by the Consortium, both the Members of the Consortium designated Om Sree Bhavanasai Associates LLP as the Lead Member and true and lawful attorney to conduct business on behalf of the Consortium and the said Lead Member is engaged in the business of warehousing and logistics and do not hold any experience in F & B business as mandated.

II. Disclosure of Shareholding Pattern in Joint Binding Agreement

- a. The proportion of shareholding pattern of the members of the Consortium needs to be mentioned in Clause 6.1 of Technical Form 15 and the same is not disclosed by the Consortium;
- b. No Signatures and Names of Witnesses available on Technical Forms required to be Notarised as per RFP.

For Aroon Foods Pvt Ltd:

1. Dues position as on 31.03.2021

- a. As per Technical Form 11 of RFP, a separate Outstanding Dues Certificate is required to be obtained and submitted along with RFP for all the contracts, Airport Units, Offices as mentioned in Technical Form-10 of Appendix-I;
- b. However, the Bidder had not submitted the said Certificates in respect of its Ongoing Contracts at Ahmedabad, Allahabad, Raipur, Varanasi and Indore Airports.

2. Revenue /Turnover details

- a. As per Clause 2.1.5 of RFP, the Bidder must have minimum annual turnover of INR 1 Cr for Cat-C Airport from F&B business during two (2) years (for which technical experience has been claimed) in the last seven (7) years, in accordance with the audited financial statements (i.e. profit and loss account and balance sheet along with schedules);
- b. The Bidder, Aroon Foods Pvt Ltd. disclosed the Turnover in its Statement of Profit & Loss Account and Notes thereto as "Revenue from Operations" and no further break up of such Revenue from Operations was given. However, Certificate issued by Chartered Accountant mentions that the Total Turnover as per Financial Statements of the Bidder pertains to F&B only.

Submitted for your perusal and approval please.

14/08/2021 12:23 PM

SOWJANYA BHUDDALA
(JE(FIN)-SR)

Note No. #82

Reference notings of JE Fin above.

The two technical Bids of Master Concession at Vijayawada Airport for F&B Retail is referred by APD to Finance with two specific issues:

A. For Manasa Hotels Consortium:

1. Consortium related issues to be checked before asking additional documents/clarifications.
2. Turnover details

B. For Aroon Foods Pvt Ltd:

1. Dues position as on 31.03.2021
2. Revenue /Turnover details

Our observations on the above points are as follows:

A. For Manasa Hotels Consortium:

1. Consortium Related issues:

Technical Form No 12 signed and submitted separately by the Members of Consortium viz Messrs. Manasa Hotels P Ltd and Om Sree Bhavanasai Associates LLP [page 1275 – 1276 of correspondence portion] states that Messrs Manasa Hotels P Ltd will act as lead member of the consortium., where as Technical Form No.14 [Page 1279-1280 of correspondence portion] Power of Attorney for Lead Member of Consortium signed by both the parties states that Messrs Om Sree Bhavanasai Associates LLP has been appointed as the Lead Member. It can thus be seen that there is a discrepancy as to who is the lead member of the Consortium.

In addition to the above main observation, In Technical Form No 2 Point No.5, the percentage of equity shareholding in the proposed SPV respect of individuals is shown, where as the shareholding in respect of the members of the consortium, both being legal entities, is required to be shown;

2. Turnover details

It is also relevant to mention that Messrs Om Sree Bhavanasai Associates LLP, one

of the members of the Consortium [stated to be lead Member in Technical Form No.14 does not possess any experience criteria as stipulated in the RFP, and their main business is warehousing, and not food business.

B. For Aroon Foods Pvt Ltd:

1. Dues position as on 31.03.2021:

RFP terms and conditions stipulate that the bidder is required to submit No Dues Certificates as on 31.03.2021 from each concerned Airport as per Technical Form 11 of RFP in respect of all the contracts disclosed in Technical Form-10, where as the Bidder has not fulfilled the criteria;

2. Revenue /Turnover details:

The Bidder, Aroon Foods Pvt Ltd. disclosed the Turnover in its Statement of Profit & Loss Account and Notes thereto as "Revenue from Operations" and no further break up of such Revenue from Operations was given. However, Certificate issued by Chartered Accountant mentions that the Total Turnover as per Financial Statements of the Bidder pertains to F&B only.

16/08/2021 3:56 PM

BV SURYA BHAGAVANULU
(JGM(FIN)-SR)

Note No. #83

Forwarded for further necessary action.

17/08/2021 1:37 PM

P V RAMA RAO
(JGM(E-E)-WR)

Note No. #84

Refer preceding note,

As per the observations made by the Finance department and Commercial department technical evaluation the following additional documents are required for further processing of Tender.

As per RFP Chapter No.03 clause No.3.1.6 To facilitate evaluation of Technical Bids, Authority may, at its sole discretion, seek clarifications in writing from any Bidder regarding its Bid.

In View of the above provision the following documents are required for further processing of Tender.

For Manasa Hotels Consortium

1. Clarification on the Share holding pattern as per *Clauses 2.1.4 and 2.1.5* relevant documents needs to be obtained form 14 and 15.
2. Witness signs required on Notarized forms Forms No.12,13,14,15,16 and 17
3. Technical Form 1 & 2 required
4. Technical Form -5, proposed brands consent letter is required.

Aron Foods Pvt Ltd

1. Turnover Breakup details as per 2.1.5 of RFP
- 2.NDC's of all 6 Airports
- 3.Technical Form No.5 Brands consent letter
- 4.Technical Form No.7 Capital Expenditure Plan
5. Technical Form No.9 needs clarification as per RFP
- 6 Technical Form No.12
- 7 Technical Form No.14 needs to be submitted as per RFP
- 8 technical Form No.15 Needs to be submitted
- 9 technical Form No.16 needs to be submitted

Submitted for approval for obtaining additional documents as above as per Chapter No.03 clause No.3.1.6

17/08/2021 5:06 PM

BATTU VENKATESHWAR RAO
(SM(COMML)-SR)

Note No. #85

Approved as proposed for further necessary action please.

17/08/2021 7:06 PM

P V RAMA RAO
(JGM(E-E)-WR)

Signature Not Verified

Digitally signed by Battu Venkateswara Rao
Date: 2021.08.18 11:01:03 IST
Location: eProcurement System for Central
PSUs