

Airports Authority of India
Directorate of Commercial
(Corporate Headquarters, New Delhi)

Date: 23.03.2022

Subject: Appointment of Consultant for suggesting AAI to explore new avenues for generating more commercial revenue leading to passenger facilitation at AAI airports - Tender ID: 2021_AAI_99214_1

This has reference to tender invited for subject work on CPP Portal with Tender ID: 2021_AAI_99214_1, wherein following agencies participated:

- a) M/s. Technopak Advisors Pvt. Ltd.
- b) M/s. CBRE South Asia Pvt. Ltd.

2. The technical bid documents submitted by the agencies were examined and it was observed that the documents are not sufficient to ascertain the experience from eligible assignments as per the provisions of NIT and hence bidders were requested to provide the required documents/clarifications under shortfall documents through CPP portal on 18.02.2022 with Document Submission End Date as 25.02.2022.

3. In regards to above, it was observed that M/s. Technopak Advisors Pvt. Ltd. did not respond to the shortfall documents sought and M/s. CBRE South Asia Pvt. Ltd. provided certain documents/clarifications in regards to the sought shortfall documents. The entire documents/clarifications of M/s. Technopak Advisors Pvt. Ltd. and M/s. CBRE South Asia Pvt. Ltd. were examined and in this regard following has been *inter-alia* observed:

A. M/s. Technopak Advisors Pvt. Ltd.

- a) In regards to S.No.08 of para 11 of NIT, bidder submitted incomplete MoA. As part of shortfall documents sought, bidder was requested to provide the complete MoA as required under S.No.08 of para 11 of NIT. However, M/s. Technopak Advisors Pvt. Ltd. did not provide the same.
- b) In regards to S.No.10 and 12 of para 11 of NIT, bidder mentioned 15 projects as completed eligible consultancy assignments. However, the supporting documents provided for the aforementioned projects by the bidder were not sufficient to ascertain whether the bidder has done the relevant work as required under NIT. As part of shortfall documents sought, bidder was requested to provide following documents:

- (i) Copy of Work Order issued by client organization or Agreement, clearly specifying the detailed Scope of Work, value of project and periodicity of project.
- (ii) Attach work completion certificate from client to support the claim. Alternatively, attach a copy of work order issued by client organization supported by CA Certificate. The CA Certificate should specify that the work is completed for the said work-order and payment has been received by the bidder from the client organization.
- (iii) Clarification towards whether the project value mentioned against the consultancy assignments is inclusive of GST or otherwise.

However, M/s. Technopak Advisors Pvt. Ltd. did not provide the same.

- c) In regards to the eligibility criteria as per para 7 of NIT towards commercial complex having a floor plate size of at least 2000 sq. mtr for projects carried out at commercial complex, if any, the bidder has not submitted any supporting documents to ascertain the size of the commercial complex where projects have been carried out. As part of shortfall documents sought, Bidder was requested to clarify whether the assignments claimed for experience as eligible assignments as per NIT are for Commercial Complex or not. If yes, necessary documents issued by the Commercial Complex operator/ owner specifying the floor plate size of commercial complex is to be provided. However, M/s. Technopak Advisors Pvt. Ltd. did not provide the same.
- d) In regards to S.No.13 of para 11 of NIT, bidder striked out the experience at other Indian passenger transport terminals such as metro rail, railway station or commercial complex. Whereas in "*Self-Declaration as per Appendix: 5*", bidder *inter-alia* mentioned projects carried out at places other than airports. As part of shortfall documents sought, bidder was requested to provide clarification towards above. However, M/s. Technopak Advisors Pvt. Ltd. did not provide the same.
- e) In regards to annual turnover from eligible assignments sought from the bidders as per S. No.13 of para 11 of NIT, bidder mentioned turnover as Annual Turnover from Eligible Assignments / Consultancy Assignments, thereby not making clear that whether the turnover is from eligible assignments or consultancy assignments. As part of shortfall documents sought, bidder was requested to provide "*Turnover cum Experience certificate from Statutory auditors/Chartered Accountant as per Appendix: 7*" clearly specifying the Annual Turnover from the eligible assignments as per clause 7(b) of NIT. However, M/s. Technopak Advisors Pvt. Ltd. did not provide the same.

- f) In regards to S.No.14 of para 11 of NIT (*i.e. Audited Profit & loss account/ Balance sheet (duly certified by Statutory Auditor/ Chartered Accountant) for relevant years (FY 2018-19 to FY 2020-21) is to be submitted in support of Appendix: 7*), bidder has not submitted any document. As part of shortfall documents sought, bidder was requested to provide the requisite documents as per S.No.14 of para 11 of NIT. However, M/s. Technopak Advisors Pvt. Ltd. did not provide the same.

B. M/s. CBRE South Asia Pvt. Ltd.

- a) In regards to S.No. 03 of para 11 of NIT, bidder submitted Stamp Paper dated 18.02.2020 and the PoA also executed on 18.02.2020 which was approx. two years (22 months) older than the date of invitation of NIT. Also, format of PoA submitted by bidder was not as per the format provided in NIT. As part of shortfall documents sought, bidder was requested to provide “*Appropriately executed Power of Attorney authorizing the Authorised Signatory to submit the Proposal as per Appendix: 2*” with stamp paper of latest date and as per the format provided in the NIT. However, revised Power of Attorney submitted by bidder is not as per the format provided in Appendix-2 of NIT.
- b) In regards to S.No.04 of para 11 of NIT (*i.e. Unconditional Acceptance Letter*), submission of bidder was not as per format provided in NIT (*viz. the S.No. 15 and 16 were missing*). As part of shortfall documents sought, bidder was requested to provide Unconditional Acceptance Letter as per format provided in Appendix: 3 of NIT. However, bidder resubmitted the same document(s) as submitted earlier during technical Bid Stage.
- c) In regards to S.No.10 and 12 of para 11 of NIT, bidder mentioned 14 projects as completed eligible consultancy assignments. However, the supporting documents provided for the aforementioned projects by the bidder were not sufficient to ascertain whether the bidder has done the relevant work as required under NIT. Also, in regards to eligibility criteria as per para 7 of NIT towards commercial complex having a floor plate size of at least 2000 sq. mtr for projects carried out at commercial complex, if any, bidder has not submitted any supporting documents to ascertain the size of the commercial complex where projects have been carried out. As part of shortfall documents sought, bidder was requested to provide following documents:
- (i) Copy of Work Order issued by client organization or Agreement clearly specifying the detailed Scope of Work, value of the project, periodicity of the project.

- (ii) Attach work completion certificate from client to support the claim. Alternatively, attach a copy of work order issued by client organization supported by CA Certificate. The CA Certificate should specify that the work is completed for the said work-order and payment has been received by the bidder from the client organization.
- (iii) Clarification towards whether the project value mentioned against the consultancy assignments is inclusive of GST or otherwise.
- (iv) To clarify whether the assignments claimed for experience as eligible assignments as per NIT are for Commercial Complex or not. If yes, necessary documents issued by the Commercial Complex operator/owner specifying the floor plate size of commercial complex is to be provided.

However, bidder only offered comments in respect of S. No. (i) to (iv) without enclosing requisite documents sought.

- d) In regards to S. No.13 of para 11 of NIT, bidder mentioned turnover as Annual Turnover Made Under Management & Advisory Services. Whereas, as per S.No.13, annual turnover from eligible assignments was sought from the bidders. As part of shortfall documents sought, bidder was requested to provide "*Turnover cum Experience certificate from Statutory auditors/Chartered Accountant as per Appendix: 7*" clearly specifying the Annual Turnover from the eligible assignments as per clause 7(b) of NIT. However, bidder resubmitted same document(s) as submitted earlier during technical Bid Stage.

4. After examination of the entire documents submitted by agencies, it was observed that documents submitted by M/s. Technopak Advisors Pvt. Ltd and M/s. CBRE South Asia Pvt. Ltd. during technical bid stage as well during shortfall documents sought, as the case may be, were insufficient to ascertain the eligibility criteria as per the provisions of NIT.

5. In view of above, the bids submitted by both the agencies have been treated as technically disqualified and thus are rejected, as per the decision of Competent Authority.
