



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

स्पीड पोस्ट एवं ईमेल द्वारा प्रेषित

वारा/वाणिज्य-48/2023/1742-48

दिनांक : 15.03.2023

सेवा में,

मेसर्स दि बिट्स,

4 TA 20, जवाहर नगर,

जयपुर, राजस्थान-302004

विषय: वाराणसी एअरपोर्ट पर ट्राली विज्ञापन अधिकार एवं रिट्रीवल लाइसेंस आवंटन हेतु LOIA के सम्बन्ध में।

Subject: Letter of Intent to Award the License to Operate Trolley Advertisement Rights Cum Retrieval License at Varanasi International Airport (E-NIT No: 2022 AAI 135412 1)

महोदय/महोदया,

The Competent Authority is pleased to convey the award for License to Operate Trolley Advertisement Rights Cum Retrieval License at Varanasi International Airport to M/s The Bits, 4 Ta 20, Jawahar Nagar, Jaipur, Rajasthan-302004 as per the terms and conditions of the Notice Inviting Tender and the following terms and conditions: -

1	Licence for	Trolley Advertisement Rights Cum Retrieval License at Varanasi International Airport (Currently there are 265 number of trollies)
2	Tentative Location	Terminal Building & Canopy area and surrounding airport premises
3	Period of the Licence	03 (Three) years
4(i)	Licence Fee	Rs. 11/- per trolley per month plus applicable taxes and charges per month. License fee should be paid on or before 25 th of the same month, failing which interest on delayed payment at the rate of 9% per annum shall be charged from the due date for delay period of upto 30 days and if delay is for more than 30 days, then interest at the rate of 18% per annum shall be charged from the due date, for entire delay period.

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कार्यालय : निदेशक विमानपत्तन, लालबहादुर शास्त्री अंतरराष्ट्रीय एयरपोर्ट, वाराणसी-221006, दूरभाष : 2621155, फ़ैक्स : 0542-2622320

O/o Airport Director, Lal Bahadur Shastri International Airport, Varanasi-221006, Phone : 2622155, Fax : 0542-2622320

(ii)	Annual Escalation	License Fees shall be subject to annual escalation of 10% compounded annually. The first annual escalation will be applicable after completion of one year + six months license period. Thereafter the same will be applicable after completion of subsequent one year period there from. Even if, on account of any delay whatsoever, licensee could not commence business operations on the expiry of gestation period stipulated in NIT, for the purpose of calculation of date on which 18 months of license are completed (date on which first escalation is applied) shall be deemed from next day of expiry of gestation period stipulated in NIT.
5	Charges for electricity & Water	As per Bills issued at applicable rates.
6	Security Deposit	Rs. 11,660/- (Rupees Eleven Thousand Six Hundred and Sixty only) amounting to 4 (Four) months equivalent Concession fee of the first year to AAI as an interest free Security Deposit shall be paid in the form of DD/Pay order/Bank Guarantee in favour of Airports Authority of India, Varanasi Airport within 15 days from the date of issue of this award letter. The SD amount equivalent to four months concession fee if it is to be submitted in the form of Bank Guarantee then the same BG should be from any scheduled commercial bank (Bank Guarantee from co-operative bank, even scheduled, will not be accepted) or the Security Deposit may be submitted by way of NEFT/RTGS/DD/PO. The BG should be valid for the complete period of licence plus 6 months beyond the licence period. No interest is payable on SD.
7	Interest on delayed payment	As per terms and conditions of NIT.
8	Security deposit for utility charges	Rs. 10,000/- (Rupees Ten thousand only) by way of Demand Draft/Pay order/Bank Guarantee/NEFT/RTGS payable to Airports Authority of India at Varanasi.
9	Advance license fee	Rs. 3,440/- including GST @ 18%.
10	Obligation of Govt laws/rules	The licensee, his agents and servants shall observe, perform and comply with all rules and regulations of Shop and Establishment Act, Factories Act, Industrial Disputes Act, Minimum wages Act and any rules and regulations made by Govt./Airports Authority of India.
11	Business Incubation period	15 days from the date of issuance of LOIA. You are required to complete all the formalities/conditions of award as specified in the Notice Inviting Tender and this LOIA.
12.	Gestation Period	90 days reckoned from the expiry of business incubation period. -30 days for retrieval of trollies; -60 days for planning, implementation of business development for

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		procuring advertisement on the trollies Actual Billing will commence from 91st day for all trollies from the date of start of gestation period and in cases where part trolley(ies) with advertisement is/are introduced before the expiry of the gestation period, pro rata billing will be done.
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13. It may be noted that the Earnest Money Deposit of the successful bidder may be forfeited and the bidder shall be liable to be debarred for further participation in AAI's tender(s) /e-tender(s) for a period of 01 (one) year, on account on non-completion of the following:
 - a) Acceptance of the offer within 07 (seven) days from the date of issuance of the award letter addressed to the party.
 - b) Payment of advance license fee for one month within 15 days from the date of issuance of the award letter.
 - c) Payment of Performance Security Deposit within 15 days from the date of issuance of award letter.
 - d) Execution of the Agreement within 15 days from the date of issuance of award letter (on stamp paper of appropriate value, related costs to be borne by the Licensee).
 - e) Commencement of the facility within gestation period.
14. All security guidelines shall be applicable. Necessary security clearance shall be obtained by the Licensee for obtaining AEP for their staff. BCAS mandates like security clearance and security program must be completed as per BCAS norms and Govt. of India policy.
15. One copy of this award letter may be returned to this office duly signed along with the acceptance letter /token of having accepted the terms and conditions of the award.
16. In the event of the Licensee committing any breach of the terms and conditions of the license agreement, the Authority may without prejudice to other rights and remedies be entitled to forfeit the Security Deposit or any part thereof. On the expiration or earlier determination of the license the Authority shall return the Security Deposit or part thereof which has not been forfeited as aforesaid, to him, without interest.
17. In accordance with the directions of Government of India, cashless transaction system is being promoted by AAI and hence you are also instructed to use the Point of Sales (PoS)/Swipe Machines from the inception of the contract period. Apart from it, all the available modes of e-payment should be followed at your outlet. Licensee shall mandatorily employ at least two different e-payment modes at all times.

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18. Varanasi Airport is a plastic free zone. Hence, you will ensure that no single use plastic is used at your outlet.
19. All the above conditions along with those mentioned in the E-tender shall be binding on the licensee.
20. This award letter, Handing over/taking over Note (to be signed) and all terms and conditions as mentioned in the e-tender shall be part and parcel of the agreement to be executed between Airports Authority of India and M/s The Bits, 4 Ta 20, Jawahar Nagar, Jaipur, Rajasthan-302004.

Thanking you,

भवदीय,

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15/03/23

(शशांक शेखर सिंह)

सहायक प्रबंधक (वाणिज्य)

कृते निदेशक विमानपत्तन

प्रति : क्षेत्रीय कार्यपालक निदेशक, उत्तरी क्षेत्र, भा०वि०प्रा०, परिचालन
रंगपुरी, नई दिल्ली [ध्यानार्थ : संयुक्त महाप्रबंधक (वाणिज्यिक)]

शशांक शेखर सिंह
Shashank Shekhar Singh
सहायक प्रबंधक (वाणिज्य)
Asstt. Manager (Commercial)
भा०वि०प्रा०ला०व०शा० अंतरराष्ट्रीय हवाई अड्डा, वाराणसी
A.A.I., L.B.S. International Airport, Varanasi

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15/03/23

(शशांक शेखर सिंह)

सहायक प्रबंधक (वाणिज्य)

कृते निदेशक विमानपत्तन

आतंरिक : संयुक्त महाप्रबंधक (विद्युत), उपमहाप्रबंधक (वित्त), सहायक महाप्रबंधक (सिविल), सहायक
महाप्रबंधक (सुरक्षा), सहायक महाप्रबंधक (प्रचालन)

Signature Not Verified

Digitally signed by SHASHANK SHEKHAR
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Date: 2023.12.01 13:37:09 IST
Location: eProcurement System for Central
PSUs