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भारतीय विमानपत्तन प्राधिकरण
AIRPORTS AUTHORITY OF INDIA

विमानपत्तन निदेशक का कार्यालय

O/o Airport Director

वडोदरा विमानक्षेत्र, Vadodara Airport

संदर्भ संख्या:- भाविप्रा/वडो/वाणिज्य/ Advertisement/2023-24/ 504(1-9)

दिनांक:-26.06.2023

सेवा में,

By-SPEED POST/E-MAIL

मैसर्स ऑरंगो सॉल्यूशंस

/ M/s ORANGO SOLUTIONS

G7-13022 डीसी निवास के सामने / G7-13022 Opp. DC Residence,

गेट मकबूल रोड, अमृतसर-143001 / Gate Maqbool Road , Amritsar-143001.

विषय:-Letter of Intent to Award (LOIA) for "Advertising Rights Concession to Design, Develop, Operate and Market the advertising Opportunity" at Vadodara Airport, Vadodara.

महोदय,

उपरोक्त विषय के संबंध में इस कार्यालय के दिनांक 26.06.2023 के समसंख्यक पत्र की एक प्रति को इस पत्र के साथ संलग्न कर आपकी जानकारी एवं आवश्यक कार्यवाही हेतु प्रेषित किया जा रहा है।

संलग्न:- यथोपरि

भवदीय


26.06.2023

(प्रदीप डोबरियाल)

(का.)विमानपत्तन निदेशक

भा.वि.प्रा, वडोदरा विमानक्षेत्र

Copy to:-

1. The Executive Director (Commercial) AAI, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi- 110003
2. The Regional Executive Director (W.R), AAI,

Internal Copy to:-

OIC (Electrical)/ OIC (Civil)/ OIC (Finance)/OIC (OPS)/ OIC (CNS) / CSO/ OIC (Fire)



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AIRPORTS AUTHORITY OF INDIA

विमानपत्तन निदेशक का कार्यालय

O/o Airport Director

वडोदरा विमानक्षेत्र, Vadodara Airport

Ref.No.:- AAI/VADO/COMML/Advertisement/2023-24/

Date : 26/06/2023

सेवा में,

मैसर्स ऑरंगो सॉल्यूशंस / M/s ORANGO SOLUTIONS
G7-13022 डीसी निवास के सामने / G7-13022 Opp. DC Residence,
गेट मकबूल रोड, अमृतसर-143001 / Gate Maqbool Road , Amritsar-143001.

Sub:- Letter of Intent to Award (LOIA) for “Advertising Rights Concession to Design, Develop, Operate and Market the advertising Opportunity” at Vadodara Airport, Vadodara.

Dear Sir,

Reference is made to the proposal submitted by **M/s Orango Solutions** in response to the Request for Proposal (RFP) vide Tender ID- 2023_AAI_140743_1 for “Advertising Rights Concession to Design, Develop, Operate and Market the advertising Opportunity” at Vadodara Airport, Vadodara for which the technical bid was opened on 13.02.2023 and financial bid was opened on 07.03.2023 followed by forward auction which was conducted on 09.03.2023.

The Competent Authority is hereby pleased to award the contract for “Advertising Rights Concession to Design, Develop, Operate and Market the advertising Opportunity” at Vadodara Airport, Vadodara at the designated locations mentioned in the above RFP on the following Terms and Conditions:

1. General:

- 1.1 The selected Bidder, **M/s Orango Solutions** shall within seven (07) working days of the receipt of the LOIA, return duplicate copy of the Letter of Intent to Award (LOIA) as acknowledgment of the award. **M/s Orango Solutions** shall submit details of designs/drawings, layout plan and related materials for each of the location within the deadlines stipulated in the RFP (Tender ID 2023_AAI_140743_1). In the event the duplicate copy of the LOIA duly signed by **M/s Orango Solutions** is not received by the stipulated date, Authority may, unless it consents to extension of time for submission thereof, appropriate the Earnest Money Deposit (EMD) of **M/s Orango Solutions** as damage on account of failure to acknowledge the LOIA, as per RFP (Tender ID 2023_AAI_140743_1).
- 1.2 The Business incubation period shall mean a period of 60 (Sixty) days from the date of issuance of LOIA to **M/s Orango Solutions**.
- 1.3 One month advance License fee of **Rs. 12,04,800/- (Rupees Twelve Lakh Four Thousand Eight Hundred only)**, plus applicable taxes is payable in the form of RTGS/ NEFT in favour of Airports Authority of India payable at Vadodara within 15 days from the date of issue of this letter.
- 1.4 **M/s Orango Solutions** shall execute the concession agreement as per the provisions of the Bidding documents not later than 30(thirty) days from commencement of Business Incubation Period as per the RFP (Tender ID 2023_AAI_140743_1).

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विमानपत्तन निदेशक का कार्यालय

O/o Airport Director

वडोदरा विमानक्षेत्र, Vadodara Airport

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- 1.5 **M/s Orango Solutions** shall execute the Integrity Pact as per the RFP (Tender ID 2023_AAI_140743_1) prior to signing of the Concession Agreement.
- 1.6 **M/s Orango Solutions** shall within fifteen (15) days from the date of LOIA, shall submit a Detailed Draft Media Plan in consonance with the location layout Plan as per RFP (Tender ID 2023_AAI_140743_1).
- 1.7 The Selected Bidder/ Concessionaire shall, at its own risk and cost, obtain all Applicable Permits under the Applicable Laws which are required to execute and perform the Concession Agreement and submit copies thereof to the Authority;
- 1.8 The Selected Bidder/ Concessionaire shall, at its own risk and cost, obtain the security clearances required to carry out commercial activities in the security restricted area from the Bureau of Civil Aviation Security (BCAS) or any other relevant Governmental Authority and submit copies thereof to the Authority;
- 1.9 The Selected Bidder/ Concessionaire shall apply for necessary approvals and clearances of security program from the Bureau of Civil Aviation Security (BCAS) or any other relevant Governmental Authority, and any other clearance as may be notified from time to time and submit copies thereof to the Authority.

2. Concession Term:

- 2.1 The Concession term shall expire on the (07th) Seventh Anniversary from the date of commencement of the Concession Term, as designated in the RFP (Tender ID 2023_AAI_140743_1), unless the agreement is terminated earlier in accordance with the terms and condition of the RFP and Concession Agreement.

3. Concession Fee:

- 3.1 The concessionaire shall in consideration of the concession agreement granted by Authority pay to the Authority, Concession fee (Quoted Rate per passenger) **Rs. 27.50/- (Rupee Twenty Seven and Fifty Paise only)** per pax per month or (Minimum Monthly Guarantee- MMG) of **Rs. 24,09,600 /- (Rupees Twenty Four Lakh Ninety Thousand Six Hundred only)**, whichever is higher per month plus applicable taxes and other charges as per the RFP (Tender ID 2023_AAI_140743_1).
- ii. For the first year:- 50% of "Minimum Monthly Guarantee (MMG)" or 50% of "Quoted rate per Passenger X Number of total passenger", whichever is higher per month plus applicable GST/Taxes.
- iii. Second year onwards:- "Minimum Monthly Guarantee (MMG)" or "Quoted rate per Passenger X Number of total passenger", whichever is higher per month plus applicable GST/Taxes.
- iv. The Concession fee for a part of the month shall be determined in proportion to the

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विमानपत्तन निदेशक का कार्यालय

O/o Airport Director

वडोदरा विमानक्षेत्र, Vadodara Airport

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- number of days considering the month to be thirty (30) days. However, any GST applicable with respect to the grant of right to use the Advertisement Space(s) shall be borne by the Concessionaire and shall not be deducted from the Concession Fee.
- 3.2 Both MMG and Quoted rate per pax. shall be escalated as per the RFP (Tender ID 2023_AAI_140743_1).
- 3.3 The Authority shall raise invoice(s) in accordance with the terms and conditions of the draft Concession Agreement by 10th of every month. Irrespective of the date of Authority raising an invoice or receipt of the invoice by the Concessionaire, the Concessionaire is bound to remit the Concession Fee, Space Rent, CAM Charges etc by the 25th day of the same month, failing which Penal Interest on Delayed Payment shall be levied as per the RFP (Tender ID 2023_AAI_140743_1).
- 3.4 Concession Fee Commencement Date for each location shall mean the date on which the Gestation Period of that location has expired i.e. the 61st day from the Access Date of such location or commencement of business on that location whichever is earlier, unless extended in writing by the Authority.

4. Security Deposit:-

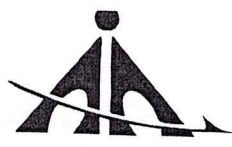
- 4.1 Concessionaire shall deposit with the Authority, an interest free refundable security deposit as detailed below:-

Concession Term	Security Deposit Description
1st Year	Amount equivalent to 50% of Eight (08) months' MMG of the first Concession Year i.e. SD amounting to Rs.96,38,400/-
2nd to 4th year	Equivalent to Eight (08) months of average monthly concession fee paid during the 1st Concession Year X 2
5th year onwards	Equivalent to Eight (08) months of average monthly concession fee paid during the 4th Concession Year

As per provisions of RFP (Tender ID 2023_AAI_140743_1); In the first year, Security amount shall have to be deposited on or before the date of execution of this Agreement.

- 4.2 M/s **Orango Solutions** shall have the option to deposit a single Bank Guarantee for stipulated amount or two Bank Guarantees amounting to stipulated amount at its own cost. Security amount may be deposited in Cash also. Security Deposit furnished in the form of Bank Guarantee (BG) is to be issued by a Scheduled Bank having a validity period of 180 days from the date of expiry of contract. BG from Cooperative Bank (even scheduled) or in the form of FDR is not acceptable.

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विमानपत्तन निदेशक का कार्यालय

O/o Airport Director

वडोदरा विमानक्षेत्र, Vadodara Airport

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- 4.3 M/s Orango Solutions shall provide Security Deposit based on full concession fee from 2nd year onwards. It shall ensure that security deposit based on full concession fee is submitted within 60 days of completion of 1st year / 4th year of the concession term as the case may be as per the provisions stipulated above.
- 4.4 M/s Orango Solutions agrees and acknowledges that the Airports Authority of India shall not be liable to pay any interest on the Security Deposit.
5. **Gestation Period:**
- 5.1 "Gestation Period" for each location shall mean a period commencing on the Access Date in respect of each location as part of Concessioned Premises and expiring on the 61st day from Access Date of such location or commencement of business on that location whichever is earlier, unless extended in writing by the Authority.
- 5.2 The Gestation period of sixty (60) days is a Concession Fee Holiday Period. However, it is expected that the Concessionaire within this period completely installs the advertising Hardware as per approved Concessionaire managed Location layout Plan.
- 5.3 The Concessionaire however would be permitted sample marketing during this Gestation period and would be liable to pay the proportionate Concession fee for the actual Concessioned Premises area put to use without having any effect on the Concession Fee Commencement Date.
6. In addition, all terms and conditions enumerated in the RFP (Tender ID 2023_AAI_140743_1) and the Draft Concession Agreement and its Corrigendum shall form part and parcel of the Letter of Intent to Award (LOIA). In case of any discrepancy between the provisions of RFP and LOIA, the provisions of RFP shall prevail.

You are requested to convey your acceptance along with copy of this letter (duly signed and stamped by the Licensee) within 7 working days of the receipt of this letter and to complete the other formalities as per LOIA.

Thanking you,


26.06.2023

(प्रदीप डोबरियाल)

(का.)विमानपत्तन निदेशक

Copy to:-

1. The Executive Director (Commercial) AAI,
2. The Regional Executive Director (W.R), AAI,

Internal Copy to:-

OIC (Electrical)/ OIC (Civil)/ OIC (Finance)/OIC (OPS)/ OIC (CNS) / CSO/OIC (Fire)

Signature Not Verified

Digitally signed by MANOJ YAKASHI

Date: 2023.11.16 11:28:58 IST

Location: Vadodara Airport

Central PSUS

नागर विमानक्षेत्र, वडोदरा - 390022

दूरभाष 0265-2485356

Civil Aerodrome, Vadodara- 390022, Phone : 0265-2485356 Fax 0265-2464 249