

### COMPARATIVE STATEMENT

**Request for Proposal (RFP) For Concession to design, develop, operate and market the advertisement opportunity at SGRDJI Airport, Amritsar.**

Tender ID:2023\_AAI\_151847\_1      Tender Reference No. AAI/ASR/COMML/ADVT/2023/05

Technical Bid Opened on 17.05.2023;

Shortfall documents submitted on 02.06.2023

| Documents required as per RFP                                             | M/s K.K. PR & Advertisers<br>Total Pages of Technical bid -146<br>Total Pages of Shortfall docs - 111                                                                                                                                                                                                                                                      | Page No.                                                 | M/s Orango Solutions<br>Total Pages of Technical bid – 192                                                                                                                                                                                                                                                                                                                                 | Page No.                                         |
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| Index of Submissions                                                      | Submitted                                                                                                                                                                                                                                                                                                                                                  |                                                          | Submitted                                                                                                                                                                                                                                                                                                                                                                                  |                                                  |
| Form- I, Letter Comprising the Proposal                                   | Submitted                                                                                                                                                                                                                                                                                                                                                  | 2 - 5                                                    | Submitted                                                                                                                                                                                                                                                                                                                                                                                  | 1 – 4                                            |
| Form-I (Annexure – 1) Details of Bidder                                   | Submitted.<br>Proprietorship Firm<br>(Prop. Sanjay Kumar Sharma)                                                                                                                                                                                                                                                                                           | 6                                                        | Submitted.<br>Proprietorship Firm<br>(Prop. Navneet Singh)                                                                                                                                                                                                                                                                                                                                 | 5 – 6                                            |
| Form-I (Annexure – 2) Technical Capacity and Financial Capacity of Bidder | FORM-I (Annexure-2) Submitted along with following document: -<br><br>MSME / Udyog Aadhaar Memorandum – Date of Commencement 02.10.2009 (Advertising and Market Research)<br><br>Self-Declaration submitted for claiming technical eligibility of 02 years 2019-20 and 2020-21. (Shortfall Documents – Page 3)<br><br>CA certified Audit Report, Form-3CB, | 7, 43,<br><br>47 – 57<br><br>(P-3)<br><br>(P – 4 to 111) | Submitted along with following documents: -<br><br>Date of Incorporation – 04.06.2012 (Form ST-2) for Advertising Allotment of Tax Deduction Account Number (TAN) – 05.07.2012<br>MSME / UDYAM Registration (13.02.2021) for Advertising and Market Research<br><br>Self-Declaration for claim of technical eligibility criteria (in accordance with clause 2.2.2 (A) (i) of RFP) has been | 7 – 24,<br>67, 68,<br>69,<br>101,<br><br>70 – 94 |

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|                                                                                                  | Form-3CD, Balance Sheet and Income & Expenditure Accounts have been submitted along with UDIN (verified)                    |         | submitted.<br>CA certified Balance Sheet and Income & Expenditure Accounts have been submitted                                                                                  |              |
| Form-I (Annexure – 3) Certificate of Chartered Accountant                                        | CA certificate along with UDIN submitted under shortfalls (page 2)<br><br>UDIN-23527634bguiov5722 (verified)                | (P – 2) | CA certificate for gross sales turnover including Business from Advertisement for last 05 financial years (F.Y. 2016-17 to F.Y.2021-22)<br>UDIN – 23089447BGXFYX6458 (Verified) | 25           |
| Form-I (Annexure – 4) Details of Outstanding Dues at Airport Units under Management of Authority | Not applicable as per self-declaration submitted for no contract operated at any airport.<br>(Shortfall Documents – Page 3) | (P – 3) | Submitted.<br><b><u>Past Contracts: -</u></b><br>Amritsar, Jaipur, Chandigarh,<br><br><b><u>Current Contracts: -</u></b><br>Srinagar, Varanasi, Udaipur, Jammu, Amritsar        | 26 - 28      |
| Form-I (Annexure – 5) Outstanding Dues Certificate                                               | Not applicable as per self-declaration submitted for no contract operated at any airport.<br>(Shortfall Documents – Page 3) | (P – 3) | Submitted from Airports; Srinagar, Varanasi, Udaipur, Amritsar, Jammu – upto 31.03.2023.<br><br>Jaipur upto 14.07.2008<br>Chandigarh as on 10.07.2008<br>CHIAL upto 16.01.2023  | 29 – 36      |
| <b>Form – II, Statement of Legal Capacity</b>                                                    | Submitted on Non-Judicial Stamp paper of Rs.100/- duly Notarized as Proprietorship Concern                                  | 8, 15   | Submitted on Non-Judicial Stamp paper of Rs.100/- duly Notarized as Proprietorship Concern                                                                                      | 37 – 38      |
| <b>Form – III, Power of Attorney for Signing of proposal</b>                                     | Submitted on Non-Judicial Stamp paper of Rs.100/- duly Notarized unfilled document signed by the Proprietor.                | 16 – 18 | Submitted on Non-Judicial Stamp paper of Rs.100/- duly Notarized as not applicable.                                                                                             | 39 – 41, 101 |

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|                                                                                                                                   |                                                                                                                                                                                                                             |         | Self-Declaration also submitted for Non-applicability.                                                                                                                                                                                    |              |
| <b>Form – IV, Power of Attorney for lead Member of Consortium</b>                                                                 | Submitted on Non-Judicial Stamp paper of Rs.100/- duly Notarized unfilled document signed by the Proprietor.                                                                                                                | 19 – 22 | Submitted on Non-Judicial Stamp paper of Rs.100/- duly Notarized as not applicable.<br><br>Self-Declaration also submitted for Non-applicability.                                                                                         | 42 – 45, 101 |
| <b>Form – V, Joint Bidding Agreement for Consortium</b>                                                                           | Submitted on Non-Judicial Stamp paper of Rs.100/- duly Notarized unfilled document signed by the Proprietor.<br><br>As the bidder has participated as single entity (Proprietorship concern), Annexure-V is not applicable. | 9 – 14  | Submitted on Non-Judicial Stamp paper of Rs.100/- duly Notarized as not applicable.<br><br>Self-Declaration also submitted for Non-applicability of Joint Bidding Agreement being participation as single entity (Proprietorship concern) | 46 – 51, 101 |
| <b>Form – VI, Self-Declaration</b>                                                                                                | Submitted duly Notarized                                                                                                                                                                                                    | 23 – 25 | Submitted duly Notarized                                                                                                                                                                                                                  | 52 – 55, 101 |
| <b>Form – VII, Integrity Pact</b>                                                                                                 | Submitted duly Notarized                                                                                                                                                                                                    | 26 – 35 | Submitted on Non-judicial Stamp paper of Rs.100/- duly Notarized                                                                                                                                                                          | 56 – 66      |
| <b>Documents of Incorporation (in case of consortium, for all members), duly notarized</b>                                        | Notarized copy of UDYOG AADHAAR MEMORANDUM / MSME Certificate                                                                                                                                                               | 43      | Notarized copy of Letter of allotment of TAN (Tax Deduction Account Number)<br><br>Notarized copy of UDYAM Registration / MSME Certificate                                                                                                | 67- 69       |
| Copy of Memorandum and Articles of Association, if the Bidder is a body corporate, and if a partnership / LLP, then a copy of its | Not applicable as the bidder has participated as single entity (Proprietorship Concern)                                                                                                                                     |         | Self-declaration submitted for non-applicability being Proprietorship concern                                                                                                                                                             | 101          |

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| partnership deed (In case of consortium for all members)                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |         |
| Duly audited balance sheet and profit and loss account as per Eligibility criteria | <p>ITR-3 for A.Y. 2019-20, A.Y. 2020-21, A.Y. 2021-22, A.Y. 2022-23<br/>(Also refer Shortfall Documents – Page 4 to 111)</p> <p>CA certified Audit Reports, Form-3CB, Form-3CD, Balance Sheet and Income &amp; Expenditure Accounts have been submitted for following period:</p> <p>F.Y. 2019-20, F.Y. 2020-21 and F.Y. 2021-22</p> <p>Also submitted under shortfall documents along with UDIN (Shortfall Documents, Page 4 -to 111)</p> <p>UDIN of documents has been verified and placed in the file.</p> | 47 – 57<br>(P- 4 to 111) | <p>ITR-4 for A.Y. 2016-17, ITR-3 for A.Y. 2017-18, A.Y. 2018-19, A.Y. 2019-20, A.Y. 2020-21, A.Y. 2021-22</p> <p>CA certified Balance Sheet and Income &amp; Expenditure Accounts have been submitted for following period: -<br/>F.Y. 2015-16, F.Y. 2016-17, F.Y. 2017-18,<br/><br/>F.Y.2018-19<br/><b>UDIN-19089447AAAACQ6387</b> - Verified<br/>F.Y.2019-20<br/><b>UDIN-21089447AAAABL6887</b>– Verified<br/>F.Y.2020-21<br/><b>UDIN-22089447AAAAAC8840</b> – Verified<br/>F.Y.2021-22<br/><b>UDIN-22089447ATHZKB2937</b>) - Verified</p> | 70 - 94 |
| Self-attested copy of proof of payment of Earnest Money Deposit                    | Submitted                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 36                       | Submitted                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 95      |
| Self-attested copy of proof of payment for cost of RFP documents.                  | Submitted                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 36                       | Submitted                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 95      |
| Copy of PAN Card and GST Registration Certificate                                  | <p>Notarized copy of PAN Card No. BCPPS4875M</p> <p>Notarized copy of GST Registration Certificate – 03BCPPS4875MIZR</p>                                                                                                                                                                                                                                                                                                                                                                                      | 42 – 46                  | <p>Self-attested copy of PAN Card No. BCPPS4875M</p> <p>Self-attested copy of GST registration Certificate -</p>                                                                                                                                                                                                                                                                                                                                                                                                                             | 96 - 99 |



|                         |                                                      |        |                                                                                                                                                                                |         |
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| Signed documents of RFP | Submitted                                            | 58-146 | Submitted                                                                                                                                                                      | 104-192 |
| Any other document      | Self-Declaration submitted under shortfall documents | (P-3)  | Self-declaration submitted for no pending, active or previous legal action that prevents the applicant from submitting the bid or fulfilling the conditions of the concession. | 101     |

BID MANAGER / COMMERCIAL IN-CHARGE: \_\_\_\_\_

Counter Signature  
(AIRPORT DIRECTOR)