



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

भाविप्रा/बीपी/वाणिज्य/2023-24/1917 (1-19)

दिनांक: 03.01.2024

प्रति,

मेसर्स ए.के. एजेंसीस,
प्रोप्राइटर— अनुज कुमार अवस्थी,
28 मानस नगर, आशाराम बापू आश्रम रोड,
कुमार ट्रेडर्स के पास, कृष्णा नगर,
लखनऊ— 226023

(ध्यानार्थ: श्री अनुज कुमार अवस्थी, प्रोप्राइटर)

विषय:— राजा भोज विमानतल, भोपाल पर बैगेज रेपिंग सुविधा संचालित करने का लाइसेंस।

महोदय,

उपरोक्त विषय के संबंध में इस कार्यालय का पत्र क्रमांक BP/AAI/Comml/BWS/2023-24 दिनांक 03.01.2024 मूल रूप में संलग्न कर आपकी ओर सूचना एवं आवश्यक कार्यवाही हेतु प्रेषित है।

भवदीय,

[Handwritten Signature] 03/01/24

(कृष्ण पाल सिंह सिकरवार)

सहायक महाप्रबंधक (सी.एन.एस./वाणिज्यिक)

कृते विमानपत्तन निदेशक

संलग्न: विशेष नियम और शर्तें,
कन्सेशन एरिया लेआउट प्लान,
भाविप्रा, भोपाल बैंक खाता विवरण।

प्रतिलिपि:

1. कार्यपालक निदेशक (वाणिज्यिक), राजीव गाँधी भवन, सफदरगंज विमानतल, न्यू दिल्ली।
2. क्षेत्रीय कार्यपालक निदेशक, पश्चिम क्षेत्र, क्षेत्रीय मुख्यालय, मुंबई-99।
3. वाणिज्यिक विभाग, क्षेत्रीय मुख्यालय, पश्चिम क्षेत्र, मुंबई-99।

आन्तरिक वितरण:

1. प्रभारी— अभि. (सिविल)
2. प्रभारी— अभि. (विद्युत)
3. प्रभारी— (प्रचालन)
4. मुख्य सुरक्षा अधिकारी
5. सहायक महाप्रबंधक (वित्त)
6. प्रभारी, राजभाषा—हिन्दी संस्करण हेतु



भारतीय विमानपत्तन प्राधिकरण AIRPORTS AUTHORITY OF INDIA

AAI/BPI/CommI/BWS/2023-24

Dated 03.01.2024

To,

M/s A.K. Agencies,
Proprietor- Sh. Anuj Kumar Awasthi,
28, Manas Nagar, Asharam Bapu,
Ashram road, Near Kumar Traders,
Krishna Nagar, Lucknow (UP) - 226023

(Kind Attn: Proprietor- Sh. Anuj Kumar Awasthi)

Subject: Award of License for operating Baggage Wrapping Services at Raja Bhoj Airport, Bhopal

Sir/Madam,

In response to your offer in the e-tender (**Tender ID: 2023_AAI_173960_1**), we are pleased to inform that the Competent Authority has decided to award the subject license to you on the following terms and conditions: -

1. You shall operate the subject license at Raja Bhoj Airport, Bhopal whose location / area is as follows:

Area: 05 sqm (approx)

Location: Check in area Departure Area

Note*: Please note that the reconfiguration of the terminal building is planned and proposed to be commenced by year end. In such case, if in any situation warrants the change of the marked location, the licensee shall accept the revised/alternate location without any dispute to AAI and the cost of entire expenditure on such shifting shall be borne by the licensee.

2. The period of License shall be **Five (05) Years**.
3. **Business Incubation Period:** Business Incubation Period shall mean a period of **not more than Thirty (30) days** from the date of issuance of Letter of Intent to Award (LOIA) to the selected bidder. Your agency will be under obligation during this period to complete all formalities of award (**Submission of Acceptance, Security Deposit/BG, Advance License Fee, Execution of Agreement and handing / taking over the site, submission of security clearance documents to BCAS etc.**) and meet other obligations as will be specified in the LOIA Gestation period.

Gen 03/01/24

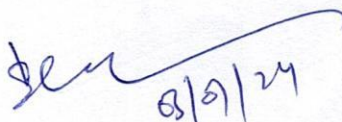
4. **Gestation period:** The permissible gestation period is **Ninety (90) days**, reckoned from the date of Handing over of site or commencement of business from the allotted location whichever is earlier.
5. **Handing over of site:** Site will be handed over to the you only upon fulfillment of conditions of this award within the stipulated time of business incubation period (refer SL no 03 above).

However, if the licensee fails to complete the conditions of award which are pre-requisite for handing over of site, then the **gestation period** will be deemed to have commenced on **16th day of issuance of LOIA** i.e. immediately after expiry of business incubation period. However, actual handing over of site shall only be done after completion of all conditions of award which shall not be later than **thirty (30) days** from the date of issuance of LOIA.

6. The license period shall be valid from the date of expiry of **Ninety (90) days** gestation period reckoned from the date of handing over of site (to be done within 15 days business incubation period) or commencement of business, whichever is earlier.
7. Airports Authority of India shall provide the bare space only. The designing, setting up, operating, maintaining and managing of the subject facility shall be responsibility of the agency at own cost.
8. You shall pay the quoted monthly license fee of **Rs. 37,121/- (Rupees Thirty-Seven Thousand One Hundred and Twenty-One only) OR Revenue share of 20% of Net Sales per month, whichever is higher** plus other applicable charges and applicable Govt. taxes.
9. All Govt. Taxes including GST (presently @18%) shall be applicable at the rates declared by Govt. of India / State Govt. / Union territory from time to time.
10. (a) License Fee shall be subject to **annual escalation of 10%.**

(b) The first annual escalation will be applicable after **completion of 01 (one) year) of license period**. Thereafter the same will be applicable after completion of subsequent one-year period there from. In case of extension of gestation period is given due to whatsoever reason, the date of first escalation shall be reckoned from the original date of commencement of contract (i.e. commencement date) had there been no extension in gestation period.

Period	Amount of monthly License fee (in Rs.)
Upto 1 Year	Rs. 37,121/- plus applicable Govt. taxes
After 1 Year	Rs. 40,833/- plus applicable Govt. taxes
After 2 Year	Rs. 44,916/- plus applicable Govt. taxes
After 3 Year	Rs. 49,408/- plus applicable Govt. taxes
After 4 Year	Rs. 54,349/- plus applicable Govt. taxes


के.पी.एस. सिकरवार
K.P.S. SIKARWAR
सहायक महाप्रबंधक (संचार) / प्रमारी (वाणिज्य)
AGM (CNS) / OIC (Commercial)
भाविप्रा, राजा भोज विमानतल, भोपाल
AAI, RAJA BHOJ AIRPORT, BHOPAL

11. AAI shall raise bill on or before 10th of every month. The licensee has to make the payment of License Fee etc. by 25th 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 thirty (30) days and if delay is for more than thirty (30) days, then interest at the rate of 18% per annum shall be charged from the due date, for the entire delay period.
12. You shall pay one (01) month advance license fee amounting to **Rs. 45,308/- (Rupees Forty Five Thousand Three Hundred and Eight only) within 15 (fifteen) days** from the date of this letter of intent / award.

This advance license fee is inclusive of Applicable utility Charges for the allotted Counter space. Normal notified Space rent for FY 2023-24 will be **Rs.2550/- Per Sqm Per Month for AC space**, which will be subject to annual escalation @7.5% then rounded off nearest to Rs.10/- from 1st April of every year or as may be notified by AAI from time to time) for allotted space.

Utility / Facilitation Charges shall be **@10% of normal space rent** (as stated above for the AC Space) for the Baggage Wrapping machine allotted space shall also be payable.

The detail of monthly license fee is as under: -

Particulars	Amount in Rs.	GST 18%	Total in Rs.
Monthly Licence fee	37,121/-	6681.78/-	43,803/-
Utility / facilitation charges for the entire allotted area for Baggage Wrapping machine allotted space 05 sqm	1275/-	229.5/-	1505/-
Total Amount			45,308/-

13. You shall deposit a sum of **Rs. 2,71,848/- (Rupees Two Lakhs Seventy-One Thousand Eight Hundred and Forty-Eight only)** as Security Deposit (SD) equal to **06 (Six)** months license fee of the **First year** of license plus utility / facilitation charges and applicable Govt. taxes in the form of Bank Guarantee /RTGS / NEFT/DD. The Bank Guarantee (BG) issued only from any Nationalized / Scheduled Commercial Banks (as per Reserve Bank of India guidelines) in the format **as per Annexure-K of NIET**. The entire security deposit amount is to be deposited within **15 days** from the date of issuance of award.
14. In addition to above, the Security Deposit (SD) towards electricity charges equivalent to **5%** of annual license value of last year i.e. amounting to **Rs. 32,610/- (Rupees Thirty Two Thousand Six Hundred and Ten only)** shall also be deposited by you to AAI in the form of Bank Guarantee /RTGS / NEFT.


 के.पी.एस. सिकरवार
 K.P.S. SIKARWAR
 सहायक महाप्रबंधक (संचार) / प्रमारी (वाणिज्य)
 AGM (CNS) / OIC (Commercial)
 भाविप्रा, राजा भोज विमानतल, भोपाल
 AAI, RAJA BHOJ AIRPORT, BHOPAL

The Bank Guarantee (BG) issued only from any Nationalized / Scheduled Commercial Banks (as per Reserve Bank of India guidelines) in the format **as per Annexure-K of NIET**. The entire security deposit amount is to be deposited **within 15 days** from the date of issuance of this award letter.

15. It may be noted that: -

- a) Bank Guarantee(s) should be valid for the entire period of license **plus 06** (six) months.
- b) Bank Guarantee(s) from Co-operative banks even scheduled, shall not be accepted.
- c) No interest shall be payable on security deposit by AAI.
- d) The format of Bank guarantee and Letter of Understanding from the Depositor to Bank are available in the tender document at page Nos. **54 to 57**.

16. You are requested to make all the payments by way of online through NEFT / RTGS to AAI Bank, whose particulars are enclosed herewith.

17. During the currency of the license, it shall be your sole responsibility to equip yourself with all necessary permits, licenses & clearances from all the concerned authorities / agencies which are required to operate the subject license. Further, you must ensure and adhere to all the rules & regulations as issued by Central Govt. / State Govt. (Govt. of Madhya Pradesh) from time to time for subject license.

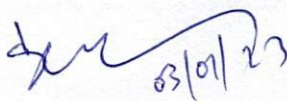
18. You shall not erect or display any advertisements or signboards except after obtaining the prior approval in writing of the Authority.

19. That the Authority reserves to itself the right to change the location of the premises at any time and may at its discretion, call upon the Licensee to vacate the site and may give an alternative premise for the purpose of this license. In such a case, the Licensee shall be bound to vacate the premises immediately and accept the said alternate premises. The entire expenditure on such shifting shall be borne by the licensee and the licensee shall not be entitled to claim any compensation or revision in the license fee on that score.

20. It would be the responsibility of the licensee to obtain all necessary security clearances from BCAS/any other regulatory agency as required within the gestation period itself. Any claim for additional gestation period or rebate on account of delay in obtaining security clearances by you shall not be entertained by AAI at any stage.

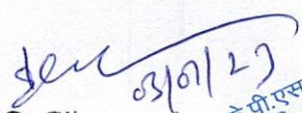
21. Compliance of prevailing Security norms etc. from time to time shall be ensured by you. For any information / clarification pertaining to prevailing Security norms and compliance thereof etc., you are requested to please contact Security Directorate, AAI, Bhopal and Bureau of Civil Aviation Security (BCAS), Bhopal airport.

22. You have to ensure the Police verification / antecedents' verification of your employees (as per guidelines of BCAS) before applying for Airport Entry Passes (AEPs). The Charges applicable for issuance of Airport Entry Passes (AEPs) of your employees shall be borne by you.


के.पी.एस. सिकरवार
K.P.S. SIKARWAR
सहायक महाप्रबंधक (संचार) / प्रमारी (वाणिज्य)
AGM (CNS) / OIC (Commercial)
भाविप्रा, राजा भोज विमानतल, भोपाल
RAJA BHUJ AIRPORT, BHOPAL

23. You shall have to enter into an Agreement on Non-Judicial stamp paper of Rs.100/- **within 15 (fifteen) days** from the date of issuance of award letter / LOIA. The cost of Non-Judicial stamp paper & other papers shall be borne by you.
24. You shall be required to strictly follow the special terms and conditions for efficient Management of subject license.
25. Other terms and conditions shall be as per the e-tender documents for the subject facility.
26. This letter of intent / award shall form a part and parcel of the license agreement to be executed.
27. You are required to convey the acceptance of award **within seven (07) days** from the date of this award letter along with the duly signed duplicate copy of this award letter.

Thanks & Regards,


(K.P.S. Sikarwar)

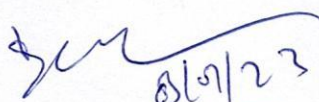
Asst. General Manager (CNS-Commercial)
For Airport Director
Raja Bhoj Airport, Bhopal

के.पी.एस. सिकरवार
K.P.S. SIKARWAR
सह. प्रबन्धक (संचार) / प्रमारी (वाणिज्य)
AGM (CNS) / OIC (Commercial)
भाविप्रा, राजा BHOJ AIRPORT, BHOPAL
AAI RAJA BHOJ AIRPORT, BHOPAL

Encl: Location Layout Plan of NIQ.
Special Terms and conditions
AAI Bhopal Bank Account Details

Special Terms and Conditions

1. Baggage Wrapping Charges inclusive of all statutory charges shall be Rs.200/- per baggage. The charge will be increased 5% after every three years of operations of the contract.
2. The Baggage Wrapping machines should be equipped with safety sensors and provision of weighing scales.
3. The Baggage Wrapping machines should have:
 - a. Inbuilt EPoS, or
 - b. The Baggage Wrapping Machine should be integrated with EPoS.
4. AAI IT Department or the AAI appointed third party system Auditor will conduct periodic and random audits of EPoS system.
5. Weekly sales transaction report in soft copy to be submitted to Airport Commercial Department.
6. Additionally, licensee will have to submit CA certified sales turnover certificate on monthly basis.
7. The EPoS should generate receipts automatically showing receipt number, net amount, GST, charges from the passenger for the baggage wrapping services.
8. Licensee shall provide details of hardware and Network Architecture of E-POS and it should be non-editable and not an accounting software as defined by the manufacturer.
9. Licensee shall provide details of all data formats and lay-out supported by the E-POS in order to enable AAI to integrate with AAI intricacy system as defined by the manufacturer.
10. For integration of E-POS with AAI system, if required by AAI, the vendor shall provide Application Programming interface (API) or any of the standard protocol methodologies. As and when AAI introduces any alternate superior technology, the licensee shall be liable for switching over to such protocol methodologies.
11. Licensee shall provide technical details about how E-POS will transact the pending transactional informal following a connection failure / outage between the E-POS and AAI system. E-POS (software) should be able to upload all transaction made during the connection failure/outage between the E-POS of the machine and AAI system automatically once the connection is restored.
12. Auditing features provided by E-POS to ensure sale reported to AAI system are correct i.e. access to be provided to AAI for conducting surprise checks of the EPOS of the Baggage Wrapping Machines for cross-checking the accuracy of the data with that of the data transmitted to the AAI system at any given time.
13. During the time of technical evaluation, no physical verification of the Machine(s) needs to be

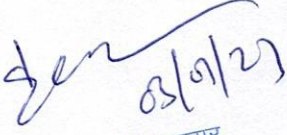

के.पी.एस. सिकरवार
K.P.S. SIKARWAR
सहायक महाप्रबंधक (संचार) / प्रभारी (वाणिज्य)
AGM (CNS) / OIC (Commercial)
भाविप्रा, राजा भोज विमानतल, भोपाल
AAI, RAJA BHOJ AIRPORT, BHOPAL

carried-out. However, after award before commencement of operations, it must be ensured that the bidder has installed the Baggage wrapping Machine(s) with the above feature(s) for which he/ she/ they had submitted the documentary evidence or undertaking at the time of submission of tenders. Further, the experience certificate of the highest bidder emerged as H1 should be verified before award of work.

14. The tenderer/bidder should submit GST Number or any such statutory identification number, as applicable.
15. Film roll to be used for baggage wrapping should be bio-degradable or recyclable and should be certified by ISO certified laboratory and certificate thereto should be submitted after award of contract. AAI reserves the right to send the sample for testing of the material for its authenticity.

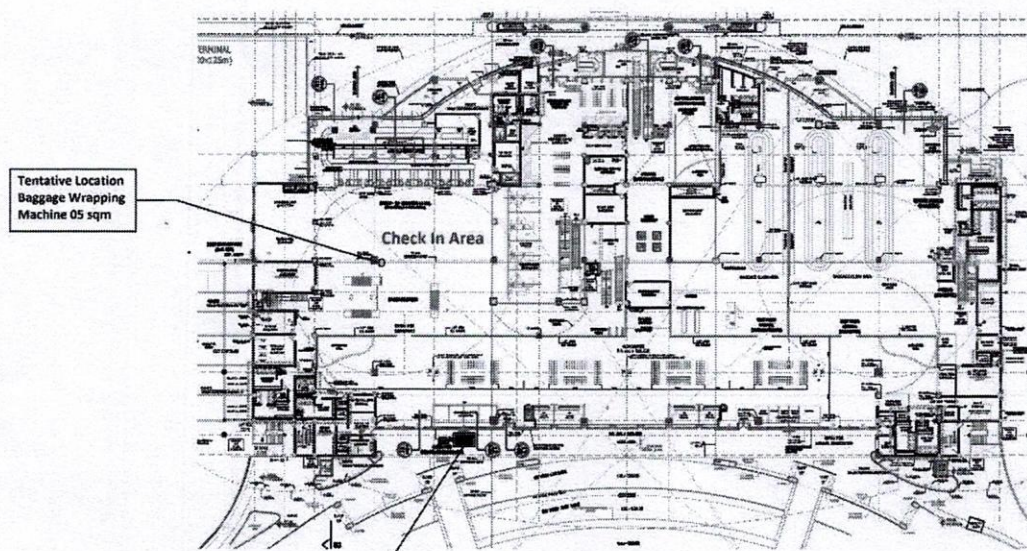
The Licensee shall submit certificate after the award of contract, in compliance with the Plastic Waste Management (Second Amendment) Rules, 2022, published in Official Gazette on 6th July 2022 Protocols for compostable and biodegradable plastic materials conforming to IS17899T:22

In addition to the above, the Licensee shall ensure compliance of the rules/ laws/ guidelines issued by Government of India, CPCB or any other regulatory agencies as amended from time to time regarding the usage of plastic materials.
16. The machine should be placed in aesthetically designed platform which should be approved by AAI.
17. Electricity charge is to be paid as per actual usage.
18. The licensee should mandatorily have e-payment mode of payments options, such Debit/Credit cards, E-wallets etc. for accepting cashless transactions.
19. To keep the premises in a clean and tidy condition to the satisfaction of the Airport Director, premises may be kept open for inspection by the Airport Director.
20. No advertisement will be permitted in the counter except displaying the name of the licensee.
21. In case baggage is opened by the security agencies, the same shall have to be rewrapped by the licensee without any extra cost to the passenger.
22. The licensee shall operate the facility throughout the operational hours of the Airport.


के.पी.एस. सिकरवार
K.P.S. SIKARWAR
सहायक महाप्रबंधक (संचार) / प्रमारी (वाणिज्य)
AGM (CNS) / OIC (Commercial)
भाविप्रा, राजा भोज विमानतल, भोपाल
AAI, RAJA BHOJ AIRPORT, BHOPAL

APPENDIX: 3 of Annexure-A

CONCESSION AREA LAYOUT



K.P.S. SIKARWAR
01/07/23
के.पी.एस. सिकरवार
K.P.S. SIKARWAR
सहायक महाप्रबंधक (संचार)/प्रभारी (वाणिज्य)
AGM (CNS) / OIC (Commercial)
भाविप्रा, राजा भोज विमानतल, भोपाल
AAI, RAJA BHOJ AIRPORT, BHOPAL

AIRPORTS AUTHORITY OF INDIA

RAJA BHOJ AIRPORT BHOPAL

RTGS DETAILS

- | | |
|----------------------------|-------------------------------------|
| 1. Name of the Company: | Airports Authority of India |
| 2. Address: | Raja Bhoj Airport
Bhopal-462030. |
| 3. PHONE NO: | 0755-2646486 |
| 4. MOB NO: | 9770223425 |
| 5. E-Mail Address: | <u>saubhopal@aai.aero</u> |
| 6. Fax No: | 0755-2646002 |
| 7. Bank A/c No: | 33861405425 |
| 8. Bank Name: | STATE BANK OF INDIA |
| 9. Branch Address: | GANDHI NAGAR, BHOPAL M.P. |
| 10. IFSC Code of the Bank: | SBIN0016154 |
| 11. Permanent A/c No: | AAACA6412D. |
| 12. SERVICE TAX NO: | AAACA6412DST006 |
| 13. GSTN: | 23AAACA6412D1ZG |

Note:

Please note that after making payment through NEFT/RTGS details of payment along with bills, TDS (if any) from the payment be communicate by letter OR mail for proper adjustment of outstanding bills against you.

Signature Not Verified

Digitally signed by Nidhi Shrivastava
Date: 2024.12.23 13:12:07 IST
Location: eProcurement System for Central
PSUs