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क्षेत्रीय वाणिज्यिक सलाहकार समिति/ REGIONAL COMMERCIAL ADVISORY COMMITTEE

आर.सी.ए.सी बैठक की कार्यवृत्त/ MINUTES OF RCAC MEETING

क्षेत्रीय मुख्यालय, उ.पू.क्षे/ RHQ NER, GUWAHATI

Meeting No: AAI/RHQ/NER/Comml/Hollongi

Dt. 20.01.2025

Subject: - Award of contract for the license of supply, installation, testing, commissioning, operations and maintenance of Electric Vehicle (EV) charging station at Donyi Polo (Hollongi) Airport - reg.

Committee Members:

1. Shri Lachit Baruah, AGM (Commercial), RHQ, NER.
2. Shri Dulal Roy, SM (Finance), RHQ, NER.
3. Shri Charchil Banra, Manager (OPS), RHQ, NER

(A). Background: -

On behalf of APD/Hollongi, Commercial Department of RHQ, NER had invited tender for the license of Supply, Installation, Testing, Commissioning, Operations and Maintenance of Electric Vehicle (EV) charging station at **Donyi Polo (Hollongi) Airport** with an MRLF of 5% Revenue Share (fixed by CHQ) per Invoice plus applicable taxes and charges for a period of 10(ten) years with an area of 30 sqmtr at city side vide tender ID# **2024_AAI_215167_1** on 20-11-2024 in CPP Portal. On due date i.e on 11-12-2024, it is observed three bidders have been participated in the tender process which is appended below: -

1. M/s Sharify Services Private Limited, C/O NASSCOM 10000 Startup Warehouse, ERDC Campus, Plot 1/1, Udyog Vihar Phase 1, Gurgaon, Haryana – 122016
2. M/s Terra Motors India Private Limited, 8th Floor, Stesalit Tower, Plot - GP, Block E - 2 - 3, Sector - V, Kolkata, West Bengal – 700091
3. M/s Tremend Drillco Private Limited, 23, 1st Floor, Rajat Kamal Path, RG Baruah Road, Guwahati – 781024.

During scrutiny of technical bid documents, it is found that all three participated bidders have submitted required documents as per NIET terms and conditions. Therefore, all three participated bidders are technically qualified.

Accordingly, with approval of Competent Authority [i.e. DGM (Comml), RHQ], the financial bid of qualified tenderer was opened on 03/01/2025 and the following have been observed:

Sl. No	Agency/ Bidders Name	Quoted Amount (Revenue share)	Bid Rank
1	M/s Sharify Services Private Limited	36%	H1
2	M/s Terra Motors India Private Limited	23%	H2
3	M/s Tremend Drillco Private Limited	12%	H3

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As per the BOQ sheet, the bidder i.e., **M/s Sharify Services Private Limited**, has quoted **36% (Thirty Six percent)** on Revenue share on the actual invoices raised by the service provider plus GST & other taxes against MRLF of 5% on the actual invoices and emerged as **H1 bidder**.

(B). Other relevant facts and Information: -Not Applicable

(C). Proposal: - To award the contract for the license of supply, installation, testing, commissioning, operations and maintenance of Electric Vehicle (EV) charging station at **Donyi Polo (Hollongi) Airport** to **M/s Sharify Services Private Limited**, C/O NASSCOM 10000 Startup Warehouse, ERDC Campus, Plot 1/1, Udyog Vihar Phase 1, Gurgaon, Haryana – 122016 at quoted revenue share of 36% (Thirty Six percent) on the actual invoices against the MRLF of 5% which is more than 720% above MRLF.

(D). D.o.P Provisions: - As per the DoP-2021 para 4.5(a)(i); DGM(Commercial), RHQ, NER is Competent Authority for the Approving Authority as he has got Full Powers, in case of competitive bid (not resulting in single tender) and quoted amount above MRLF to award of Trading Concessions or any revenue earning contracts at the Airports.

(E). Commercial Manual Provisions: **Commercial Circular 67/2023 Commercial Instruction No.57/2024 & 60/2024.** For RCAC as per clause 7.9.6 of Commercial Manual.

(F). Provisions of NIET, LOIA, Concession Agreement: All the Other Terms & Conditions shall be as per the NIET vide tender ID # **2024_AAI_215167_1**.

(G). Competent Authority: Being a competitive bid, as per the DoP-2021 para 4.5(a)(i); DGM (Commercial), RHQ, NER is the Competent Authority for Approving Authority.

(H). Deliberation/ Observation of Commercial:

The background is mentioned above and it is recommended for award of contract for the license of supply, installation, testing, commissioning, operations and maintenance of Electric Vehicle (EV) charging station at **Donyi Polo (Hollongi) Airport** to **M/s Sharify Services Private Limited**, C/O NASSCOM 10000 Startup Warehouse, ERDC Campus, Plot 1/1, Udyog Vihar Phase 1, Gurgaon, Haryana – 122016 at quoted revenue share of **36% (Thirty Six percent)** plus applicable taxes and charges for a period of **10(ten) years** with an area of **30 sqmtr** at city side of Donyi Polo (Hollongi) Airport.

Financial Concurrence given by F&A / RHQ in e office based on recommendations by the Bid Manager and Commercial Department of RHQ.

Being a competitive bid and the quoted amount is above MRLF, as per the DoP-2021 para 4.5(a) (i); DGM (Commercial), RHQ, NER is the Competent Authority for Approving Authority.


Lachit Baruah
AGM (Commercial), Tender Evaluator & Bid Manager

(I). Recommendation of RCAC:

After perusal of the above stated noting and recommendation of AGM (Commercial) / RHQ, RCAC recommends to accept the offer and award the contract for the license of supply, installation, testing, commissioning, operations and maintenance of Electric Vehicle (EV) charging station at **Donyi Polo (Hollongi) Airport** to **M/s Sharify Services Private Limited**, C/O NASSCOM 10000 Startup Warehouse, ERDC Campus, Plot 1/1, Udyog Vihar Phase 1, Gurgaon, Haryana - 122016 at quoted revenue share of **36% (Thirty Six percent)** plus applicable taxes and charges for a period of **10(ten) years** with an area of **30 sqmtr** at City side of **Donyi Polo (Hollongi) Airport**. Annual escalation on Quoted Revenue share on the actual invoices has been dispensed till next review as per AAI Policy. However, rate of Annual Escalation on Quoted Revenue share, as may be notified by AAI in future same shall be liable to be paid by the licensee.

Being a competitive bid and the quoted amount is above MRLF, as per the DoP-2021 para 4.5(a) (i); DGM (Commercial), RHQ, NER is the Competent Authority for approving authority for award of work.

20/01/2025
Lachit Baruah,
AGM (Commercial)

Dulal Roy
20/01/2025,
Dulal Roy,
SM (F&A)/NER

Charchil Banra
20/01/2025
Charchil Banra,
Manager (Ops)/NER

The above RCAC recommendations vide meeting dated 20/01/2025 is forwarded and submitted for approval of DGM (Commercial) / NER as per DoP clause.

20/01/2025
Lachit Baruah
AGM(Commercial)

R.V.S. Murthy
20/1/25
R.V.S. Murthy
DGM (Commercial), RHQ / NER