

Comparative Statement Technical After SHORTFALL
E-Tender (NIET) for License for Trolley Advertisement Rights cum retrieval facility at
Raja Bhoj Airport, Bhopal (M.P.) (Tender ID: 2025_AAI_235338_1)

Tech. bid opened on 11.06.2025 (1630 hrs.)

Total No of bidders: 01 (One)

Sr. No.	Document required as per NIET conditions	"Details of documents submitted by M/s Tushar Enterprises (Total pages 312)" (1/1)
1	Details of Experience & supporting Documents <u>Technical Criteria:</u> Parties having minimum of 2 (two) years" experience in advertisement business at transportation centers like Airports / Sea Ports /Metro Rail Stations/ Business and Industrial Houses (such business and industrial houses having minimum annual turnover of Rs. 1.00 Crore as per Audited books of accounts for previous financial year) / shopping mall. OR Parties having minimum 2 (two) years" experience in the business of trolley manufacturing / supplying / operating / maintenance at transportation center like Airports /Sea Ports/Metro Rail Stations/ Business and Industrial Houses (such business and industrial houses having minimum annual turnover of Rs. 1.00 Crore as per Audited books of accounts for previous financial year)/ shopping malls.	1. As per CA Certified Annexure E (Page 83-84 of technical bid Documents), the agency has experience of at least 10 years in operating Advertisement business in Bhopal & Indore City. 2. Award Letter dated 11.04.2018 for the subject facility (Trolley Retrieval cum Advertisement) for a period of 3 years at Indore Airport. 3. No Dues certificate issued by Bhopal Airport dated 06.11.2023 for the subject facility (Trolley Retrieval cum Advertisement) for a complete period of 3 years (01.04.2019 to 31.03.2022)

Kul
24/07/25

[Signature]

Financial Capacity:

Gross Turnover Criteria

Facility/Contracts	Minimum Turnover requirement
Contracts having annual MMG/MRLF above Rs.10 Lakhs and up to Rs. 50 lakh	6 months of MMG/MRLF i.e. Rs. 23,38,560/- (Twenty-three lakh thirty-eight thousand five hundred & sixty) Lakhs

25% from Relevant Business = 5,84,640/-

Note:

i) The turnover of the company/agency should be in any one of the last three (03) financial years from the date of publication of NIT.

ii) In case of multiple businesses of bidder, the breakup of the turnover with the specific head as from the tendered facility should be submitted

iii) Turnover details, Profit & Loss account and related experience details should be duly certified by a Chartered Accountant.

iv) Duly notarized and stamped undertaking by bidder regarding overall as well as breakup of turnover should also be submitted.

Turnover Documents:

a) As per CA certified Annexure E (Page 83-84) of technical bid Documents), the total turnover and of the bidder for relevant FY (any of the preceding 03 FYs) were as under:

F.Y.	Turnover from the corresponding business/similar facility for which tender has been invited (Strikeout if not applicable) (in INR Lakh)
2022-23	20.95

b) Gross Turnover is not mentioned in CA Certificate submitted as per given format in Annexure E.

c) The firm has submitted Gross Turnover Certificate duly certified by CA on page no. 213, however, qualifying turnover is not mentioned in this certificate. The total turnover and of the bidder for relevant years is as under:

Sr. No.	Financial Year	Annual Turnover (In Rs.)
1	2022-23	11,18,74,670/-
2	2023-24	21,48,04,513.91/-

d) Revised CA certificate was submitted in shortfall documents but the qualifying turnover was only displayed in FY-2021-22 and not in FY-22-23, 23-24 OR 24-25 as per the NIET Guidelines.

1/24
24/07/25



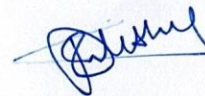
		e) Positive Net worth of the bidder was not submitted in bid documents. It was later submitted via revised CA certificate during shortfall. f) The bidder has submitted Notarized & Stamped Undertaking submitted at Page No. 85 (Annexure-F) ** As per Technical bid documents submitted earlier the agency was qualifying w.r.t. Annual Turnover and Qualifying turnover for FY-22-23 as per 2 different CA certificates. The positive net worth of the bidder certified by CA was also not submitted Hence, a revised CA certificate was sought wherein both – Annual and Qualifying Turnover – is mentioned in the same certificate along with Positive Net worth of the bidder. However, as per revised CA certificate the agency was qualifying for FY-2021-22 and is not qualifying for any of the last 3 FY preceding the FY of publication of NIT. ** Since both the opportunities of submitting shortfall/ clarifications through CPP Portal have exhausted, no further clarifications may be sought in this regard as per Commercial Manual guidelines.
2	Tender fee Rs. 10,000/-	Submitted (Proof of remittance of payment online through CPP Portal)
3	EMD amount Rs. 2,84,000/-	Submitted (Proof of remittance of payment online through CPP Portal)
4.	Details of the concern and legal status	Submitted under Annexure D (Page 81 of technical bid Documents)

Handwritten:
24/02/25

Handwritten signature:

		Legal status: Partnership Firm Reconstitution Deed of Partnership Submitted (Pg. 90) Name of Partners are as under: - 1. Smt. Harshakanvar Alay Singh Rathode (Partner) 2. Shri Neelesh Sikarwar, (Partner) Authorized signatory with Board resolution copy at page 111 for Neelesh Sikarwar Date of incorporation/commencement of business: 19.06.2007 (at page no. 89) Certificate of incorporation – Submitted at page no. 89 Reg. No.- 01/01/01/00064/07
5	Self-attested copy of PAN	AAEFT6056B (submitted at page 95 of Technical Bid Documents)
6	Self-attested GST certificate	GST Registration No. 23AAEFT6056B1ZJ copy at page No. 96-98 of Technical Bid Documents
7	Profit and Loss Account / Balance sheet of the sole proprietor concern or partnership firm duly certified by Chartered Accountant. Annual report in case of a company as per the Companies act.	Financial Statements: Balance Sheet and P & L statement for year ending 31.03.2022 at page 218-219 Duly Audited by Chartered Accountant

Hel
24/07/25



		Indian Income Tax Return Acknowledgement, Assessment Report for FY 2023-24 submitted at page 217, wherein P & L statement for year ending 31.03.2023 at page 219 duly certified by CA. Balance Sheet for year ending 31.03.2023 at page 218 duly certified by CA. Indian Income Tax Return Acknowledgement, Assessment Report for FY 2024-25 submitted at page 214, wherein P & L statement for year ending 31.03.2024 at page 215 duly certified by CA. Balance Sheet for year ending 31.03.2024 at page 215 duly certified by CA.
8	No dues certificate (if applicable)- Annexure I As per NIT Condition NDC up to 31.03.2025 is required.	1. The agency has submitted on page 310, the agency has submitted zero NDC for previous contracts with AAI, Bhopal Airport. 2. Submitted request for No dues to Indore Airport. Indore Airport did not provide the same to the agency and the agency submitted the Shortfall including their request for NDC from Indore Airport. On the basis of the same, dues status was sought by Bhopal Airport from Indore Airport w.r.t. M/s Tushar Enterprises via e-mail. Indore Airport vide e-mail dated 22.07.2025 responded that there are no pending dues as well as no interest on delayed payment against the agency. Hence, there are NIL dues against the agency w.r.t. AAI Airports

Handwritten signature
24/07/25

Handwritten signature

9	Self-attested copies of Memorandum and Articles of association in case of companies and Partnership deed in case of firms and approved by laws in case of co-operative society	Partnership Deed submitted (Pg. 90)
10	Power of Attorney on Non-Judicial Stamp Paper of Rs.100/- duly Notarized (Annexure – B)	Submitted (Page 75-77 of Technical bid documents) Notarized
11	Un conditional acceptance as per NIT format (Annexure C)	Submitted (page 78-80 of Technical Bid Documents)
12	Details of Bidder (Annexure D)	Submitted (Page 81 of Technical bid documents)
13	Letter of undertaking of Experience claimed by the bidder (Annexure–F)	Submitted at page 85 of technical bid Documents.
14	Self-declaration of dues for contracts held (current and past) at all AAI controlled airports and the details of disputed and undisputed dues along with the SD (Annexure G)	Submitted in shortfall.
15	Declaration giving particulars of concessions / licenses, the details of black listing or debarring effected by AAI, or any Govt of India dept, any Central or state public sector undertakings etc,	Submitted (Annexure-G) in shortfall.
16	Declaration of cases / action under PPE act initiated by AAI.	Submitted (Annexure-G) in shortfall.
17	Declaration of raid / seizure carried out / pending by a regulatory authority, if any	Submitted (Annexure-G) in shortfall.
18	<u>Declaration: -</u> If the entity participating in any of the tenders, is a private or public limited company, partnership firm or sole proprietor and any of the Directors / Partners /Sole Proprietor of such company is also Director of any other Company or partner of a concern, a sole proprietor having established business with AAI and has outstanding dues payable to the Authority, then the entity may not be allowed in AAI tenders”	Submitted (Annexure-G) in shortfall.

Handwritten signature
24/02/25

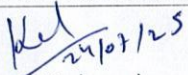
Handwritten signature

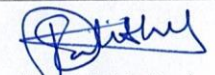
19	Declaration: - The Parties either an individual or a business establishment, who has been ordered by a Court of Law to pay the outstanding dues of AAI at any of the airports as a whole and has not paid such dues to AAI, shall also not be eligible for the e-tender.	Submitted (Annexure-G) in shortfall.
20	An undertaking that in case the bidder emerges as H-1, it shall clear all such dues (undisputed ones) before the award of license.	Submitted (Annexure-G) in shortfall.
21	Format for Certificate from Chartered Accountant/Statutory Auditor in respect of Technical, Financial Capacity & Experience (Annexure-E)	Submitted in Shortfall. Positive networth submitted.
21	Declaration in respect of near relatives working in AAI (Annexure H)	Submitted (Annexure-H) in shortfall.
22	Scanned copy of complete set of e- tender document (duly signed and stamped by the authorized person).	Submitted at page 235-308
23	No Dues certificate for AAI Airports (Annexure-I)	(i)NDC for Bhopal Submitted (Pg. 310) (ii) Submitted request for No dues to Indore Airport. Indore Airport did not provide the same to the agency and the agency submitted the Shortfall including their request for NDC from Indore Airport. On the basis of the same, dues status was sought by Bhopal Airport from Indore Airport w.r.t. M/s Tushar Enterprises via e-mail. Indore Airport vide e-mail dated 22.07.2025 responded that there are no pending dues as well as no interest on delayed payment against the agency. Hence, there are NIL dues against the agency w.r.t. AAI Airport after evaluation of shortfall documents
24	Bank Account Details (Annexure-J)	Submitted (Pg. 86-87)

Handwritten signature
24/07/25

Handwritten signature

REMARKS	"Details of documents submitted by M/s Tushar Enterprises (Total pages 312)"
(Eligible/Not eligible/Shortfall Documents)	Shortfall Documents Sought 1. Annexure – G which includes Self-declaration of dues for contracts held (current and past) at all AAI controlled airports and the details of disputed and undisputed dues along with the SD and Other declarations w.r.t. blacklisting/debarment etc. is to be submitted as per the format given in NIET. 2. Annexure-E to be resubmitted with Gross Turnover, turnover from relevant business and Positive Networth for FY-2022-23, 2023-24 & 2024-25 duly certified by CA with UDIN no. 3. No dues certificate for Indore and other AAI Airports, if any, to be submitted. 4. Declaration in respect of near relatives working in AAI (Annexure H)
Technically Not Eligible	Shortfall Documents Submitted (Total 37 Pages) 1. Annexure G resubmitted. 2. Annexure-E (CA Certificate) resubmitted with Gross Turnover and turnover from relevant businesses. UDIN verified. 3. Submitted Annexure-H. 4. Submitted request for No dues to Indore Airport. Indore Airport did not provide the same to the agency and the agency submitted the Shortfall including their request for NDC from Indore Airport. On the basis of the same, dues status was sought by Bhopal Airport from Indore Airport w.r.t. M/s Tushar Enterprises via e-mail. Indore Airport vide e-mail dated 22.07.2025 responded that there are no pending dues as well as no interest on delayed payment against the agency. Hence, there are NIL dues against the agency w.r.t. AAI Airports. Technically Not eligible - Qualifying the experience criteria with more than 2 years' experience at Bhopal and Indore Airport. ** As per Technical bid documents submitted earlier the agency was qualifying w.r.t. Annual Turnover and Qualifying turnover for FY-22-23 as per 2 different CA certificates. The positive net worth of the bidder certified by CA was also not submitted. Hence, a revised CA certificate was sought wherein both – Annual and Qualifying Turnover – is mentioned in the same certificate along with Positive Net worth of the bidder. However, as per revised CA certificate the agency is qualifying for FY-2021-22 and is not qualifying for any of the last 3 FY preceding the FY of publication of NIT. ** Since both the opportunities of submitting shortfall/ clarifications through CPP Portal have exhausted, no further clarifications may be sought in this regard as per Commercial Manual guidelines. Hence, in light of the Technical documents submitted by Agency, the agency is Technically Not eligible.


 (Kunal Kishore)
 Manager (Commercial)


 (Pritish Yadav)
 AGM (Ops/Commercial)


 (Ramjee Awasthi)
 Airport Director