

Comparative Statement Technical Before SHORTFALL
E-Tender (NIET) for License for Managing and Operating Baby Care Room Facility at
Raja Bhoj Airport, Bhopal (M.P.) (Tender ID: 2025_AAI_235878_1)

Tech. bid opening Date 25.06.2025 (1600 hrs.)

Total No of bidders: 01 (One)

Sr. No.	Document required as per NIET conditions	"Details of documents submitted by M/s Durga Webtel Services Private Limited (Total pages 223)" (1/1)								
1	Details of Experience & supporting Documents <u>Technical Criteria:</u> The bidder must be a Distributer / Retailer/ Supplier / Manufacturer / Marketer of Baby Care Products such as Diapers, Baby Care Body Lotion, Baby Care Soap, Baby Care Talcum Powder, Baby Feed etc. Note: Supporting documents shall be submitted.	The bidder has submitted Letter dated 28.05.2025 wherein the bidder has been appointed as Marketing Partner for Himalaya Wellness Company for the purpose of Himalay Baby Feeding Rooms initiative. However, only a letter has been presented in this regard. Hence, duly signed agreement between M/s Durga Webtel and M/s Himalaya Wellness may be sought for establishing Technical eligibility as Marketing partner/Marketer of Baby Care Products.								
	<u>Financial Capacity:</u> (i) The bidder must have an Annual Turnover of at least Rs. 5 Crore in any one of the Financial Years during the last seven years, in accordance with audited financial statement duly certified by a statutory auditor. And;	Turnover Documents: (i) As per CA certified Annexure E (Page 08) of technical bid Documents), the total turnover and of the bidder for relevant FYs are as under: <table><tr><th>F.Y.</th><th>Turnover (in INR Crore)</th></tr><tr><td>2021-22</td><td>10.31</td></tr><tr><td>2022-23</td><td>14.58</td></tr><tr><td>2023-24</td><td>12.31</td></tr></table>	F.Y.	Turnover (in INR Crore)	2021-22	10.31	2022-23	14.58	2023-24	12.31
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2021-22	10.31									
2022-23	14.58									
2023-24	12.31									

	(ii) Net worth of the bidder should be positive as on date of publication of the NIT. Note:- Bidder shall ensure that all the certified documents undertaken/signed by Chartered accountants must contain Unique Document Identification Number (UDIN). [As mandated under the guidelines issued by The Council of the Institute of Chartered Accountants of India through the Gazette of India, dated 02nd August 2019].	(ii) As per CA certified Annexure E (Page 08) of technical bid Documents), the Positive net worth of the bidder is mentioned as Rs. 4,35,59,603/- as on 09.04.2025 of submission of NIT. (iii) UDIN Number verified. (iv) As per Tax Audit report submitted for FY-2023-24 and CA certificate, the agency meets the financial criteria for FY-2023-24.
2	Tender fee Rs. 4,000/-	Submitted (Proof of remittance of payment online through CPP Portal at page 01 of Technical Bid Documents)
3	EMD amount Rs. 50,000/-	Submitted (Proof of remittance of payment online through CPP Portal at page 01 of Technical Bid Documents)
4.	Details of the concern and legal status	Submitted under Annexure D (Page 07 of technical bid Documents) Legal status: Private Limited Company Name of Director are as under: - 1. Deepak Kumar 2. Sonia Sunil Date of incorporation/commencement of business: 11.05.2011 Certificate of incorporation – Submitted at page no. 156 Corporate Identity Number - U64200DL2011PTC219010

5	Self-attested copy of PAN	AADCD8349R (submitted at page 17 of Technical Bid Documents)
6	Self-attested GST certificate	GST Registration No. 07AADCD8349R1ZV copy at page No. 14-16 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.	Bidder has submitted Annual Report (Page 125-153 of technical bid Documents) Balance Sheet and P & L statement under Tax Audit Report (Page no. 101-124) for year ending 31.03.2024 at page 114-115 Duly Audited by Chartered Accountant
8	No dues certificate (if applicable)- Annexure I As per NIT Condition NDC up to 31.03.2025 is required.	<u>The bidder under Annexure G submitted at page 10 had declared NIL existing & past contracts with AAI. Para 6 of Annexure-G is not as per NIT, hence, Annexure-G may be resubmitted in shortfall.</u> <u>The bidder had submitted Annexure I (NDC Format) at page 12 of Technical Bid Documents wherein the bidder has mentioned that- Not Applicable as there is no such contracts signed between Airports Authority of India and M/s Durga Webtel Serives Private Limited</u>
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	Memorandum and Articles submitted at page No. 157-161 & Articles of Association submitted at page No. 162-172 of Technical Bid Documents
10	Power of Attorney on Non-Judicial Stamp Paper of Rs.100/- duly Notarized (Annexure – B)	Submitted (Page 02-03 of Technical bid documents) Notarized
11	Un conditional acceptance as per NIT format (Annexure C)	Submitted (page 04-06 of Technical Bid Documents). However, only one page is submitted on letter head and some of the NIT clauses have not been filled. May be asked to resubmit in shortfall.

12	Details of Bidder (Annexure D)	Submitted (Page 07 of Technical bid documents)
13	Format for Letter of Undertaking from Bidder (Annexure F)	Submitted (Page 09 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 as Nil under Annexure G (Page 10 of technical bid Documents)
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 as Nil under Annexure G (Page 10 of technical bid Documents)
16	Declaration of cases / action under PPE act initiated by AAI.	Submitted as Nil under Annexure G (Page 10 of technical bid Documents)
17	Declaration of raid / seizure carried out / pending by a regulatory authority, if any	Submitted as Nil under Annexure G (Page 10 of technical bid Documents)
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 as Nil under Annexure G (Page 10 of technical bid Documents)
19	<u>Declaration: -</u> The Parties either an individual or a business establishment, who has been ordered by a Court of Law	Submitted as Nil under Annexure G (Page 10 of technical bid Documents)

	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.	
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.	<u>Bidder has not submitted under Annexure G an undertaking that in case the bidder emerges as H-1, it shall clear all such dues (undisputed ones) before the award of license</u>
21	Format for Certificate from Chartered Accountant/Statutory Auditor in respect of Technical, Financial Capacity & Experience (Annexure-E)	Bidder has submitted Annexure-E (Page 08 of technical bid Documents)
21	Declaration in respect of near relatives working in AAI (Annexure H)	Bidder has submitted Annexure-H (Page 11 of technical bid Documents)
22	Scanned copy of complete set of e- tender document (duly signed and stamped by the authorized person).	Submitted has submitted Scanned copy of complete set of e- tender document at page 19-93 <u>But the bidder has not affixed the duly signed and stamped by the authorized person on page no. 13-14 of NIET (Technical Bid Document page 31-32).</u>
23	Bank Account Details (Annexure-J)	Bidder has submitted Annexure-J (Page 13 of technical bid Documents)

REMARKS	"Details of documents submitted by M/s Durga Webtel Services Private Limited (Total pages 223)"
(Eligible/Not eligible/ Shortfall Documents)	Shortfall Documents 1. Duly signed agreement between M/s Durga Webtel Services Pvt. Ltd. and M/s Himalaya Wellness Company to be submitted for establishing Technical eligibility as Marketing partner/Marketer of Baby Care Products. 2. Acceptance Letter (Annexure-C) to be resubmitted with all the pages on bidder's letter head duly signed and stamped by the authorized signatory. "Clause 21" to be filled in para 4 of the Acceptance Letter. "Clause 8 to 9" to be filled in para 9 (c) of the Acceptance Letter. 3. Annexure-G is to be resubmitted on letterhead with clause 6 corrected as "We do not have any conflict of interest as detailed in clause 9 of general information and guidelines of tender document." 4. The Authorized signatory has not signed and stamped on page 13 and 14 of the NIT document where Technical and Financial criteria is defined. A copy of NIT to be resubmitted duly signed and stamped by Authorized signatory on all pages.

(Kunal Kishore)
Manager (Commercial)

(Pritish Yadav)
AGM (Ops/Commercial)

(Ramjee Awasthi)
Airport Director