

Comp. No.:294754 294754

File No.:71/273/2025-COMML-NER 71/273/2025-COMML-NER

Note # 17

With reference to previous notes.

- The matter pertains to the technical eligibility of the single bidder, M/s Nexus Productions and Management Pvt. Ltd., who participated in the tender for the Baby Care Room at Shillong Airport.
- In this connection, a clarification was sought from the Commercial Directorate, CHQ, vide email dated 19.02.2026 regarding the technical suitability of the firm. CHQ, vide return email dated 16.03.2026, has advised RHQ to take further action in accordance with the provisions of the policy in vogue.
- As per Clause 10.1 of the Tender Conditions and Clause 27 (Page 353) of the Commercial Manual 2025, the Technical Eligibility Criteria is defined as under:

"The bidder must be a Distributor / 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."

- On scrutiny of the documents submitted by the bidder, it is observed that the firm has not provided any direct primary documentation (such as GST registration, Trade License, or Audited Balance Sheets) identifying them as an independent manufacturer, retailer, or marketer of baby care products. The bidder has instead relied on the following third-party documents:
 - **Appointment Letter (17.11.2025):** From Himalaya Wellness Company, appointing the firm as a "Marketer Partner."
 - **Service Agreement (28.08.2025):** An agreement (e-Stamp No. IN-KA28810386186904X) which defines the firm as a "Service Provider" for operation support, maintenance, and manpower services for baby feeding rooms.
 - **Observations:** i. The bidder appears to be a service provider/manpower agency rather than a direct trade entity in baby care products. ii. The "Marketer Partner" status via a third-party agreement does not independently satisfy the definition of a
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"Marketer" as envisaged in the Commercial Manual 2025. iii. In the absence of clear primary evidence of the firm's standing in the baby care product industry, the bidder fails to meet the stringent requirements of the technical criteria.

- **Proposal:** In view of the above and the directions from CHQ to strictly follow the Manual, it is submitted that M/s Nexus Productions and Management Pvt. Ltd. may be treated as technically 'Disqualified'.

Since this is a single-bidder situation, the tender may be cancelled and the file may be moved for fresh invitation of bids.

- Submitted for perusal and approval of the Tender Accepting Authority (APD, Shillong) please.

16/03/2026 12:45 PM

अमित कुमार|AMIT KUMAR

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Note # 18

कृपया नोट#16 एवं नोट #17 का संदर्भ लिया जाए।

यह विषय शिलांग एयरपोर्ट पर बेबी केयर रूम सुविधा हेतु आमंत्रित निविदा में भाग लेने वाले एकमात्र बोलीदाता, अर्थात् M/s Nexus Productions and Management Pvt. Ltd. की तकनीकी पात्रता से संबंधित है।

तदनुसार, वाणिज्य निदेशालय, RHQ NER द्वारा उक्त फर्म की तकनीकी पात्रता के संबंध में CHQ से दिनांक 19.02.2026 को ई-मेल के माध्यम से स्पष्टीकरण मांगा गया था। इसके उत्तर में CHQ द्वारा दिनांक 16.03.2026 को ई-मेल के माध्यम से यह सलाह दी गई कि आगे की कार्रवाई प्रचलित नीति/Commercial Manual 2025 के प्रावधानों के अनुसार की जाए।

उपरोक्त के परिप्रेक्ष्य में, बोलीदाता द्वारा प्रस्तुत दस्तावेजों के परीक्षण पर यह पाया गया कि M/s Nexus Productions and Management Pvt. Ltd. ने विषय निविदा की तकनीकी पात्रता मानदंड के अनुसार स्वयं को बेबी केयर उत्पादों के स्वतंत्र निर्माता/रिटेलर/मार्केटर के रूप में स्थापित करने हेतु कोई प्राथमिक दस्तावेज (जैसे GST पंजीकरण, ट्रेड लाइसेंस अथवा ऑडिटेड बैलेंस शीट) प्रस्तुत नहीं किए हैं। इसके स्थान पर बोलीदाता द्वारा Himalaya Wellness Company से प्राप्त Appointment Letter दिनांक 17.11.2025 तथा Service Agreement दिनांक 28.08.2025 जैसे तृतीय पक्ष दस्तावेजों पर निर्भर किया गया है।

अतः नोट#17 में प्रस्तुत अवलोकनों के आधार पर एकमात्र सहभागी बोलीदाता M/s Nexus Productions and Management Pvt. Ltd. के तकनीकी रूप से अयोग्य पाए जाने के कारण, बारापानी (शिलांग) एयरपोर्ट पर बेबी केयर रूम सुविधा के संचालन हेतु लाइसेंस प्रदान करने के लिए जारी निविदा (Tender ID: 2025_AAI_260648_1) को निरस्त (Cancel) किए जाने की सिफारिश की जाती है।

D.O.P की धारा 4.4 के अनुसार, विषय NIET को APD Shillong द्वारा नोट#4 के माध्यम से अनुमोदित किया गया था। अतः विषय NIET को निरस्त करने के अनुमोदन हेतु APD Shillong ही सक्षम प्राधिकारी हैं।

अतः विषय निविदा के निरस्तीकरण की स्वीकृति हेतु APD Shillong को प्रस्तुत हैं।

Refer Note#16 and Note#17

The matter relates to the technical eligibility of the single bidder i.e. M/s Nexus Productions and Management Pvt. Ltd. who has participated in the tender for the Baby Care Room at Shillong Airport.

Accordingly, a clarification is sought by Commercial Directorate, RHQ NER from CHQ vide mail dt.19.02.2026 regarding the technical eligibility of M/s Nexus Productions and Management. In reply, CHQ vide mail dated 16.03.2026 has advised RHQ to take further action as per the provisions of the policy/Commercial Manual 2025 in vogue.

In view of above, on scrutiny of the documents submitted by the bidder, it is observed that M/s Nexus Productions and Management Pvt. Ltd. has not provided any direct primary documentation (such as GST registration, Trade License, or Audited Balance Sheets) identifying them as an independent manufacturer, retailer, or marketer of baby care products as per the Technical Eligibility Criteria of subject tender. Further, the bidder has instead relied on the following third-party documents i.e. Appointment Letter dt 17.11.2025 and Service Agreement dt. 28.08.2025 from Himalaya Wellness Company.

Therefore, in view of the technical disqualification of the sole participating bidder, M/s Nexus Productions and Management Pvt. Ltd. based on the observations submitted vide Note #17, it is recommended that the tender for the License to Operate the Baby Care Room Facility at Barapani (Shillong) Airport (Tender ID: 2025_AAI_260648_1) may be cancelled.

As per clause -4.4 of D.O.P APD Shillong has approved the subject NIET vide Note#4. Therefore, APD Shillong is the Competent Authority for approving the cancellation of subject NIET.

Submitted to APD Shillong for approval of cancelation of subject tender.

16/03/2026 06:05 PM

एल.बरुआ|LACHIT BARUAH

सहा. महाप्रबन्धक(वाणिज्य)-उ.पू.क्षे.|AGM(COMML)-NER

Note # 19

The tender for the License to Operate the Baby Care Room Facility at Barapani (Shillong) Airport (Tender ID: 2025_AAI_260648_1) is approved for cancellation.

Submitted for further necessary action please.

17/03/2026 10:57 AM

राजीव रंजन|RAJEEV RANJAN

विमानपत्तन निदेशक (शिलाँग)-उ.पू.क्षे.|APD(SHILLONG)-NER

Note # 20

Refer pre-notes.

APD, Shillong Airport vide Note#19 has accorded approval for cancellation of the subject tender.

In view of the above, it is requested to publish necessary corrigendum for cancellation of the subject tender and uploaded in CPP Portal.

17/03/2026 11:15 AM

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