

**AIRPORTS AUTHORITY OF INDIA
WESTERN REGION, JUHU AIRPORT, MUMBAI
NOTICE INVITING E-TENDER (NIET)**

1. E-Tender is hereby invited for granting concession for the following:-

Name of the Concession	Term of Concession	Assigned Area for Advertising Concession	Type of Concession
<p>“Exclusive Advertisement Rights” and cover all types of indoor and outdoor advertising/brand promotion media, such as Bill Boards, Gantries, Back Lit Static Displays, Stunners, Display Windows, Flag Posts, Traffic Signage’s, Digital/Laser Floor/Ceiling graphics, Product/Services Showcasing with or Without Human Interface, Vehicle & Refitted Vehicle Displays with or without Human Interface, Multiple Imaging, Electronic & Digital Displays (e.g. Video Wall & Close Circuit Flight Information Television), LCD/LED TV Displays Time & Temperature Displays, Ball Balloons, Shoe Shining Machines, Multi Screen Moving Displays, Conveyor Belt Advertisements, Pillar Wraps, Special Brand Promotion Drop Downs/ Banners/ Decorations on special events, Mobile/Laptop Chargers/Sponsorship/Advertising on Security Trays, Queue Managers, Planters and any future advertising innovations etc. In brief all direct and surrogate activities concerning brand promotion of any company/organization/person or persons/ product/ service would encompass Advertising Rights”.</p> <p><i>However special exclusions notified by Authority in the RFP (Clause 5.2.5 Negative List) would not form part of this “ Advertisement Rights”.</i></p> <p><i>Note: Advertisement like Mobile/Laptop charges/Queue managers/Security tray etc. will be as per Clause 1.2.8</i></p>	Seven (07) Years	3559 Sq.ft (approx.) (outdoor advertisement)	<p>On Payment of Monthly Concession Fee</p> <p>[Concession fee (License fee) for first 18 (eighteen) months’ (i.e. one year + six months) of the Concession shall be quote offered by the successful bidder for the tendered display area (ie; Quoted rate per sqft per month multiplied by total advertisement display area in the RFP/tender.).</p> <p>The Annual escalation shall be as per Clause 10.2.3 of RFP.</p> <p>For subsequent concession years, the concession fee shall always be 110% of the concession fee in the immediately preceding concession year.</p> <p>The minimum rate per Square Feet per month for the 18 (eighteen) months’ (i.e. one year + six months) of the Concession shall be not less than Rs1500/- psqftpm (Rupees One thousand five hundred only) per sqft per month.</p> <p>The bidder shall quote rate per sqft offered by them in the (NIC CPP Portal).</p> <p>The financial proposal offered by the bidders shall clearly indicate the RATE PER SQFT only instead of Monthly Concession Fee.</p>

* Notwithstanding anything contained in the agreement, parties agree that during the Concession Term, in the event the Authority opts to transfer its rights such as operation, maintenance, development etc. of the Airport to a third party under PPP model or in any manner as may be decided by AAI / Government of India, then the Authority shall have the right to assign / novate / alter the Agreement, in favour of such third party, to which concessionaire hereby gives their consent unconditionally and Authority will not be bound to obtain any further consent of concessionaire. Such assignment / novation / alteration would release Authority of all liabilities and obligations arising under the agreement from and after the date of assignment / novation / alteration and the rights and obligations of Authority under the Agreement and other arrangements entered into in accordance with the provisions of the Agreement shall be vested in such third party. The parties, along with relevant third party shall execute necessary documentation or put in place necessary agreements for the aforesaid assignment / novation / alteration as and when need arise.

1.2 RFP in Brief

- 1.2.1** This RFP is being issued for the determination of the Selected Bidder, who shall be granted the Concession as per the terms of the Concession Agreement.
- 1.2.2** This RFP sets out the requirements that must be satisfied by the Bidders in order to participate in the competitive Bidding Process and the selection process to determine the Selected Bidder to whom the Concession shall be granted.
- 1.2.3** The Concession Agreement sets forth the detailed terms and conditions for grant of the Concession to the Selected Bidder, including the scope of the Concessionaire's rights and obligations.
- 1.2.4** The statements and explanations contained in this RFP are intended to provide a better understanding to the Bidders about the subject matter of this RFP and should not be construed or interpreted as limiting in any way or manner the scope of rights and obligations of the Selected Bidder set forth in the Concession Agreement or Authority's rights to amend, alter, change, supplement or clarify the scope of the Concession to be awarded pursuant to this RFP or the terms thereof or herein contained. Consequently, any omissions, conflicts or contradictions in the Bidding Documents including this RFP are to be noted, interpreted and applied appropriately to give effect to this intent, and no claims on that account shall be entertained by Authority.
- 1.2.5** The Bidding Documents include the draft Concession Agreement and any addenda issued subsequent to this RFP Document will be deemed to form part of the Bidding Documents.
- 1.2.6** Authority shall receive Proposals pursuant to this RFP in accordance with the terms set forth herewith and other documents which may be provided by Authority as modifications, alterations, amendments and clarifications from time to time by (collectively called the "**Bidding Documents**"). All Proposals shall be prepared and submitted in accordance with such terms on or before the date specified in Clause 1.6 (the "**Proposal Due Date**").
- 1.2.7** Authority, at its absolute discretion, reserves the right to modify any proposed terms and conditions set out in this RFP as deemed necessary by it, including but not limited to cancelling/ withdrawing the RFP, to meet its objectives and principles as set out in the RFP.
- 1.2.8** The successful bidder has to enter into Service level agreement (SLA) with authority for mandatorily providing Mobile/Laptop Charges/Q Mangers/Security Tray etc. as per the requirement of the Airport concerned and decided by the authority. In addition to this Authority will also have the right to install LCD/LED TV for display of News/Entertainment Channels/Passenger information's etc. for the requirement of passenger facilitation through respective service providers if required.

1.3 Sale of RFP Document

- 1.3.1** The RFP document may be downloaded /purchased from the Government of India Central Public Procurement Portal (www.etenders.gov.in). The portal can also be visited through the website of Authority (<http://www.aai.aero>), where a link as "E-Tender" has been provided on the Home page for this purpose.

Tender fee Rs. 50,000/- (Rupees Fifty Thousand only) is the cost of the RFP document, which is non-refundable.. The cost of RFP document is to be deposited through RTGS (Bank name – STATE BANK OF INDIA, SBI account no. 33814920430, IFSC code SBIN0001183, branch code -1183, SWIFT code SBININBB 536, MICR code- 400002068, Type of account–Current Account, AAI PAN- AAACA6412D, AAI GST no. 27AAACA6412D1Z8).

A scanned copy of the receipt of the payment made for cost of RFP document is to be uploaded along with technical bid documents at the time of bid / proposal submission. Non-Submission of payment receipt for cost of RFP document as stated above shall lead to disqualification.

No other mode of payment shall be acceptable. The bids of parties / agencies, whose cost of RFP document has not been received before the Last date/Time for Bid Submission, will not be considered for further processing.

1.4 Validity of the Proposal

- 1.4.1** The Proposal shall be valid for a period of not less than 180 days, extendable by another 90 days, if so desired by the Authority, from the Proposal Due Date (the “PDD”).

1.5 Brief Description of Selection Process

- 1.5.1** The Authority has adopted a single stage selection process (the “**Selection Process**”) in evaluating the Proposals, comprising Technical and Financial Proposals to be submitted online together through website of NIC CPP PORTAL (www.etenders.gov.in). After receipt of Proposals, a technical evaluation will be carried out as specified in Clause 3.3. Based on this technical evaluation, a short-list of Technically Qualified Bidders shall be prepared as specified in Clause 3.3.4. Thereafter, the evaluation of Financial Proposals submitted by only the Technically Qualified Bidders will be carried out as specified in Clause 3.4. Financial Proposals will finally be ranked and the Bidder proposing the highest Financial Proposal shall be selected for award of LOIA (the “Selected Bidder”). If the bidder proposing the highest financial proposal, withdraws its bids or does not sign the concession agreement for any reason, the authority shall cancel the entire RFP process and go for revised bidding.

If the applicant / bidder quoting the highest financial proposal, withdraws its bids or does not sign the concession agreement for any reason, the Authority may, in its, discretion, annul the Bidding Process and the highest bidder’s EMD will be forfeit and AAI will reserve its right to debar for a period of 02 (two) years.

- 1.5.2** The Authority reserves its right to grant the Concession to the Selected Bidder.

- 1.5.3** A Bidder is required to deposit, along with its Proposal, an Earnest Money Deposit (EMD) equivalent to **INR 17,77,000/- (Indian Rupees Seventeen lacs seventy seven thousand only)**. The cost of EMD is to be deposited through RTGS (Bank name – STATE BANK OF INDIA, SBI account no. 33814920430, IFSC code SBIN0001183, branch code -1183, SWIFT code SBININBB 536, MICR code- 400002068, Type of account–Current Account, AAI PAN- AAACA6412D, AAI GST no. 27AAACA6412D1Z8). The scanned copy of the proof for payment of EMD through RTGS is to be uploaded by Bidder along with the Technical Proposal. No other mode of payment shall be acceptable. Non-Submission of EMD receipt as stated above shall lead to disqualification.

The refund and forfeiture of the EMDs shall be as per Clause 2.20 of the RFP.

- 1.5.4** Any condition or qualification or any other stipulation by the Participating Bidder contained in the Proposal shall render the Proposal liable to rejection outright as a non-responsive Proposal.

- 1.5.** Bidders are advised to examine in greater detail and to carry out such studies as may be required to be carried out by them for submitting their respective Proposals for award of the Concession including implementation thereof at their exclusive cost. **Authority would** extend all assistance in that respect.

1.6 Schedule of Selection Process

Sr. No.	Activity	Scheduled Dates and Time
1	Download of e-tender document from e-tender portal	From 29.03.2022 to 19.04.2022 Up to 1500 Hrs.
2	Physical Inspection of Proposed to be Concessioned Premises by potential bidders with prior intimation to Authority	Any working Day(s) between from 1100 Hrs. to 1600 Hrs. All necessary cooperation in this regard shall be extended by AAI to the prospective bidders.
3	Raising of queries by the applicant(s) / bidders in writing to AAI	The queries should be submitted through e-tender Portal (NIC CPP Portal) only. Queries submitted through any other mode shall not be considered /entertained and will not be considered for answering.
4	Pre Bid Meeting of Potential Bidders	05.04.2022, 1130 hrs at O/o Airport Director, Juhu Airport
5	Reply of queries by AAI	By 11.04.2022 on the web portal
6	Online submission of bids/proposal(s) (Technical as well as financial) on e-tender portal	UP TO 19.04.2022 BY 1500 hrs.
7	Opening of technical bids/Proposal(s) (online only)	ON 20.04.2022 AT 1500 Hrs.
8	Opening of financial bids/Proposal(s) (online only)	ON 27.04.2022 AT 1500 Hrs

1.7 Communications

1.7.1 Any queries or request for additional information concerning this RFP shall be submitted only through Government of India **Central Public Procurement Portal** (www.etenders.gov.in). No other form of communication (including electronic mails and letter mails) will be entertained or responded to. The communications shall clearly bear the following identification /title:

Queries/ Request for Additional Information: RFP for Advertisement Rights Concession at Juhu Airport.

**AIRPORT DIRECTOR
JUHU AIRPORT**
