

NOTICE INVITING E-TENDER (NIET)

Tender Id: - 2022_AAI_112488_1

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

Name of Facility	Tender Processing Fees (in INR)	Earnest Money Deposit (EMD) (in INR)	Minimum Reserved License Fees (MRLF)/Minimum Monthly Guarantee (MMG) (in INR)
License for “snack bar counters at different locations at Gaya Airport, Gaya.(Total area of 4Sqm+4Sqm+4Sqm+4.52Sqm for four different location .)	Rs.4000/- (Rupees four Thousand only)	Rs.50,000/- (Rupees Fifty Thousand)	Rs.81388/- (Rupees :Eighty one thousand three hundred eighty eight) Per Month+ Applicable space Rent+ 10% utility charges on space rent +Applicable Taxes Extra

NOTE:

- a) Offers below MRLF will not be considered for award.
- b) Highest quote/ offer over and above MRLF, shall be the sole parameter for selection of highest bidder.
- c) License fees shall be the quoted fixed license fees/quoted MMG .The quoted fixed license fees is subject to annual escalation as detailed in NIT.
- d) In addition to the Concession Fees/License fee, the selected bidder shall be liable to pay:
 - i Utility/ Facilitation Charges at 10% of normal space rent (or as may be notified by AAI from time to time, Presently normal Space Rent is Rs. 1250/- for AC space and rs. 830 for NON AC Space per SQM per Month. Further from 01.04.2022 the rates are subject to annual escalation @ 7.5% compounding on 1st April of every year or as may be notified by AAI from time to time.
 - ii All applicable Government Taxes including GST (presently at the rate of 18%) or at the rates declared by Government of India or State Government from time to time.
 - iii Charges for the consumption of the electricity and water consumed for the purpose of use of the said license as becomes due and payable and in accordance with the directions of the Authority and at the rates as fixed by AAI from time to time.

2. Location Details: License for “snack bar counters at different locations at Gaya Airport, Gaya. (Location as Per Drawings attached) – (Annexure – A)

3. **Period of Concession: 03 Years**

4. **Rate of Escalation:**

a) License Fees shall be subject to annual escalation of 10%.

b) The first annual escalation will be applicable after completion of one year + six months license period. Thereafter the same will be applicable after completion of subsequent one-year period there from or as per the new rates as per AAI policy. Even if, on account of any delay whatsoever, licensee could not commence business operations on the expiry of gestation period stipulated in NIT, for the purpose of calculation of date on which 18 months of license are completed (date on which first escalation is applied) shall be deemed from next day of expiry of gestation period stipulated in NIT.

5. The prospective bidders are requested to go through the tender conditions and visit the site / airport to assess the feasibility of business / undergo proper diligence study and thereafter may bid in the Tender. No reduction in license fee will be entertained by AAI at any stage for whatever reasons.

6. Participants are advised not to give any conditional tender and adhere to the terms and conditions indicated in the tender documents provided by AAI. Conditional tenders would be summarily rejected.

7. **Business Incubation Period** shall mean a period of **15 days** from the date of issuance of LOIA to the selected bidder. The selected bidder will be under obligation to complete all the formalities/ conditions of award as will be specified in the LOIA.

8. **Handing Over of Sites:**

I. Sites will be handed over to the selected bidder upon fulfillment of conditions of award within the stipulated time of business incubation period.

II. If the licensee fails to complete the conditions of award which are pre-requisite for handing over of site, then the gestation period will be deemed to have commenced on **15th** day of issuance of LOIA i.e. immediately after expiry of business incubation period. However, actual handing over of sites shall only be done after completion of all conditions of award.

III. In case tender process has been completed and successful tenderer has been awarded LOIA, but, concession/ license period of incumbent licensee is not over, then, date of hand over of site should not be later than **7th day** of expiry of incumbent license or expiry of business incubation period (whichever is later). However, in extreme circumstances, if due to some reason, the vacant site could not be made available, the Airport Director in consultation with concessionaire can identify an alternate location for commencement of concession/ license. Rebate shall not be considered in such a case.

9. **Gestation Period:**

a. Gestation period of **120 Days for SHA area and 90 Days for Pre SHA area** reckoned from the date of handing over of sites shall be permissible.

- b. No gestation period is to be permitted in case of renewal/award of the concession/ license in favor of the existing licensee in the same place (i.e. same area as well as location). However,
 - i. where there is change in location or due to suspension of the business to Carry-out modification at the existing area etc. in the concession/ license premises, normal gestation period, as defined above, may be permitted.
 - ii. If there is increase in the area in the new license at the same location Awarded to existing licensee, the gestation period would be applicable for the incremental area only (if he continues with the business from the existing area and needs development period for the incremental area). In this scenario, licensee shall continue to be billed on the basis of quoted license fee on pro-rata basis for existing area. Billing for the newly developed/incremental area shall be started after expiry of gestation period.

10. Eligibility Criteria:

a. Technical Criteria:

- I.** The participating agency must have one (01) years' experience in F&B business during the last five (05) years.
- II.** The participating agency must have operated more than three outlets in the one-year period (during last five years) for which experience in (i) above is claimed out of which at least one (01) should be located:

(a) In any Indian airport/International airport with more than 1 million passenger/annual as on the date of publication of RFQ/Tender.

OR

(b) Other passenger transport terminal such as, metro rail, metro rail station, railway, railway station (metro or railway stations must be in cities with population more than 10L (as per 2011 census) or commercial complex (commercial complex should have a floor plate size of at least 10000 sq. mtrs). Other outlets (upto 2) can be present at ports, bus stations, airports, railway stations, hotels, metro stations, roads, highways, shopping complexes, other commercial complexes.

Note: The copy of required documentary proof (work order/license and/or requisite proof as per Shops and Establishment Acts, Trade tax certificates etc. for each outlet) with the applicable authority and proof of completion of requisite tenure of one (01) years shall be submitted for verification

OR

(c) The participating agency shall be currently operating a hotel with at least three-star valid star category or heritage category issued by Hotel & Restaurant Approval and Classification Category (HRACC), Ministry of Tourism, Government of India with at least one (01) years of experience during the last five (05) years. The copy of Hotel & Restaurant Approval & Classification Committee (HRACC) document for verifying the star rating and proof of completion of requisite tenure of one (01) years shall be submitted for verification.

OR

In case, Hotel is not HRACC certified, then Hotel should have following facilities:

- 1. Minimum 16 Hrs. Coffee Shop operation per day;
- 2. Standalone restaurant
- 3. Having minimum 80 rooms

4. Swimming pool

Duly supported by relevant documents.

OR

- (d) The participating agency shall be currently an operator of the food and beverage business in a three star hotel having valid star category or heritage category issued by Hotel & Restaurant Approval and Classification Committee (HRACC), Ministry of Tourism, Government of India with at least one (01) years of experience during the last five (05) years. The copy of work order/license/MoU with the hotel, proof of completion of requisite tenure of one (01) years shall be submitted for verification.

OR

- (e) The applicant is currently functioning as a flight kitchen operator with at least one (01) years" experience during the last five (05) years. The copy of work order/ license/ MoU with the Airline Company and proof of completion of requisite tenure of one (01) years shall be attached as proof.

III. The Flight Kitchen Operators (FKO) to whom land has not been leased by AAI and such agencies who are providing the inflight catering services to airlines from outside the airport premises, they are liable to pay royalty @ 13% on Gross Turnover (GTO) to AAI in addition to AEP fees. The periodicity of this contract shall be as per the agreement with the airlines. Before commencement of operation by FKO, an undertaking to the above effect is to be obtained from FKO to make the royalty payment as prescribed by AAI from time to time.

IV. The experience, as claimed by the bidders, to be supported by copies of award letters/agreement/experience certificates/work completion certificate, corroboration of registration and profit and loss account clearly depicting the incomes from the claimed business. In the absence of above – mentioned supporting documents, merely submitting and experience certificate issued by CA will not be considered to testify the claimed experience. An undertaking that the furnished information is true also needs to be submitted along with supporting documents.

b. Financial Criteria:

I. Minimum Gross Turnover requirement Rs. 976656.00 per annum

II. Qualifying Turnover = Rs.4,88,328/- per annum (Unless otherwise specifically mentioned in the eligibility criteria for that particular facility) for all facilities will be 50% from, the business for which experience has been claimed, of Minimum Turnover Requirement;

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

(b) 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.

(c) The net worth of the agency should be positive.

(d) In case of multiple businesses of bidder, the breakup of the turnover (certified by statutory auditor /chartered accountant) with the specific head as from the tendered facility should be submitted.

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

11. Only one e tender document shall be sold to a single party either a firm or an individual. The proprietor of more than one company or firm will be considered as single party and one legal entity.

12. Any party either a firm or an individual falling under the following categories is not eligible:

- a. De-barred/black listed by CBI or AAI or Undertakings/ Departments like; Railway, Defense, or any other Department of Govt. of India, State Govt. Deptt. etc. A declaration to this effect is also to be submitted by the party with tender documents.
- b. Parties facing action under PPE Act, with AAI.
- c. 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.
- d. If the entity participating in any of the tenders is a private or public limited company, Partnership firm or a Sole Proprietor and any of the Directors/Partners/Sole Proprietor of such company is also a Director of any other company or partner of a concern or a Sole Proprietor having established business with AAI and has outstanding dues payable to the Authority, then the said entity may not be allowed in AAI tenders.
- e. 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 Director/partners/sole proprietor of such company is also a Director of any other company or partner of a concern or a sole proprietor having established business with AAI and has outstanding dues payable to the AAI except the dues pertaining to the current quarter if. the quarter in which the tender is invited, then the said entity shall not be allowed to participate in AAI tenders.

The disputed amounts which are referred for Dispute Resolution/ Arbitration by the Competent Authority shall not be considered as outstanding dues provided the agency has furnished an additional validated Security Deposit (in addition to the Security Deposit as per the terms & conditions of the existing license/concession) equivalent to 50% of the value of the disputed amount or as stipulated in the agreement. The period of this Security Deposit of disputed dues under arbitration shall be minimum 2 years from the date of DRC/Arbitration and further renewable.

In the event of specific order / judgement from a Judicial Court / Arbitral Tribunal staying/withholding the realization of certain dues, the adherence to the above condition will be exempted and regulated in accordance with the specific orders

- f. A declaration to the effect that the Tenderer does not fall under the categories a), b), c), d), and e) above has to be submitted in the Technical Bid. (Refer: Annexure: G). Following declaration will also be part of Annexure-G

“I/ We declare that “No raid/seizure/search has been carried out and/or pending by a Regulatory Authority in respect of the license granted by AAI in any of the Airport premises either against me and/or any member of the consortium or against our/its affiliates or against any of the Directors/Managers/Employees” (In case if raids/seizure/search conducted, please furnish all such relevant details).”

13. E- Tender documents indicating full details of the license can be seen in the e- tender documents uploaded on the NIC CPPP E-Tendering Portal at etender.gov.in

- a. The bids shall be submitted only on the NIC CPPP E-Tendering Portal at etenders.gov.in

- b. The bids shall not be accepted in any other form.
- c. The e-tendering process is online at NIC CPPP E-Tendering Portal at etenders.gov.in
- d. Tenderers are requested/advised to get themselves acquainted for e- tendering participation requirement themselves at NIC CPP E-Tendering Portal at etender.gov.in mentioned above.
- e. Clarification needed, if any, may be sent through NIC CPPP E-Tendering Portal only.
- f. Cost of tender fees amounting to Rs. 4,000/- (Rupees Four Thousand Only), shall be paid by the bidder before the scheduled time of e-tender submission through Online Payment Gateway on CPP Portal in favor of “AIRPORTS AUTHORITY OF INDIA”. No other mode of payment shall be accepted.
- g. The amount of Earnest Money Deposit (EMD) of Rs.50,000/- (Rupees Fifty Thousand Only) shall be paid by the tenderers before the scheduled time of e-tender submission through Online Payment Gateway on CPP Portal in favor of “AIRPORTS AUTHORITY OF INDIA”. No other mode of payment shall be accepted.
- h. A copy of the proof / document of the above payments (i.e. cost of tender document and EMD) made through Online Payment Gateway on CPP Portal is to be uploaded (i.e. scanned copy) along with the technical bid documents to be submitted by the bidders (online).
- i. Non-submission of cost of tender document and EMD shall lead to disqualification of tenderers.
- j. E-bids shall be submitted in two bid system as follows: -
 - i. Technical Bid – Earnest Money Deposit (EMD) and other documents as required under clause 3 of the general information / guidelines of Notice Inviting Tender.
 - ii. Financial Bid – As required under clause 4 of general information / guidelines of Notice Inviting Tender.

14. Critical Dates:

S. No.	Activity	Scheduled Dates and Time
1.	Download/Sale of e-Tender Document from NIC CPP portal	From 08.04.2022 at 17:00Hrs.
2.	Submission of queries related to e-Tender, if any; on NIC CPP portal only.	Upto 08.04.2022 upto 17:00Hrs.
3.	Reply to the queries by AAI on NIC CPP portal	By 21.04.2022by 16:00 Hrs.
4.	Pre bid meeting with the prospective bidders, if required	N/A
5.	Online submission of Bids / Proposal(s) (Technical Bid as well as Financial Bid) on e-tender portal	Upto 25.04.2022 by 17:00 Hrs.
6.	Opening of Technical Bids / Proposal(s) (online only)	On 26.04.2022 at 17:00 Hrs.
7.	Opening of Financial Bids / Proposal(s) (online only)	On 09.05.2022 at 11:00Hrs.

2. In case bidder withdraws from tender process before opening of technical bid date and time, 10% of EMD amount shall be forfeited.
3. After last date of submission of bid, at any stage if an agency withdraws from tender process, entire EMD amount shall be forfeited.
4. After opening of the technical bid and before opening of financial bid, if any agency withdraws from tender process, the EMD of the party shall be forfeited and the party shall be debarred for participation in any tender at AAI Airport(s) for one year from the date of debarment
5. AAI reserves to itself the right to reject the conditional tenders without assigning any reason thereto.
6. AAI reserves to itself the right to reject any or all the tenders without assigning any reason thereof and to call for any other detail or information from any of the tenderer(s).
7. On acceptance of the tender, the name of the authorize representative(s) of the tenderer who would be responsible for taking instructions from authorized official of the AAI is to be intimated.

AIRPORTDIRECTOR
Gaya Airport, Gaya

“E-Tendering guidelines to the bidders”

E-Tendering Participation Requirements: Interested bidders/tenderers willing to participate through e-tendering process are required to register themselves in the GOI Central Public Procurement Portal www.etenders.gov.in

For special Instructions to the Contractors/Bidders for the e-submission of the bids online through e-Procurement Portal **click here** or follow hyperlink given below:

<https://etenders.gov.in/eprocure/app?page=HelpForContractors&service=page>

Bidders Manual Kit available for download at the hyperlink given below:

<https://etenders.gov.in/eprocure/app?page=BiddersManualKit&service=page>

For any technical assistance with regard to the functioning of the portal, the bidders may contact the Help desk according to escalation matrix given below:

CPPP under GePNIC, Help Desk Services

1. For any technical related queries, please call the Helpdesk at 24 x 7 Help Desk Numbers: 0120-4200462, 0120-4001002

Note- Bidders are requested to kindly mention the URL of the Portal and Tender Id in the subject while emailing any issue along with the Contact details. For any issues/ clarifications relating to the tender(s) published, kindly contact the respective Tender Inviting Authority.

Tel : [0120-4200462](tel:0120-4200462), [0120-4001002](tel:0120-4001002)

Mobile: [91 8826246593](tel:918826246593)

E-Mail: support-eproc@nic.in

2. For any Policy related matter / Clarifications, Please contact Dept of Expenditure, Ministry of Finance.

E-Mail: cPPP-doe@nic.in

3. For any Issues / Clarifications relating to the publishing and submission of AAI tender(s)
 - a. In order to facilitate the Vendors / Bidders as well as internal users from AAI, Help desk services have been launched between 0800-2000 hours for the CPPP under GePNIC <http://www.etenders.gov.in>. The help desk services shall be available on all working days (Except Sunday and Gazetted Holiday) between 0800-2000 hours and shall assist users on issues related to the use of Central Public Procurement Portal (CPPP).

- b. Before submitting queries, bidders are requested to follow the instructions given in “Guidelines to Bidders” and get their computer system configured according to the recommended settings as specified in the portal at “System Settings for CPPP”.

4. In Case of any issue faced, the escalation matrix is as mentioned below:-

S. No	Support Persons	Escalation Matrix	E-mail address	Help Desk Number	Timings
1.	Help Desk Team	Instant Support	eprochelp@aai.aero	011-24632950, Ext-3512 (6Lines)	0800-2000 Hrs. (MON- SAT)
2.	Sh. Sanjeev Kumar, Jr. Exe.(IT)	After 4 Hours of issue	Sanjeev.kumar@aai.aero	011-24632950, Ext- 3505	0930-1800 Hrs. (MON- FRI)
3.	Mrs. S. Nita AGM(IT)	After 12 Hours	snita@aai.aero	011-24632950, Ext-3523	0930-1800 Hrs. (MON- FRI)
4	Name of the Bid Manager (Rameshwar Prasad)	After 12Hours	rameshwarp01@aai.aero	7387930445	0930-1800 Hrs. (MON- FRI)
5.	General Manager(IT)	After 3 days	gmit@aai.aero	011-24657900	0930-1800 Hrs. (MON- FRI)
6.	Commercial In- Charge (Rameshwar Prasad)	After 3 days	rameshwarp01@aai.aero	7387930445	0930-1800 Hrs. (MON- FRI)

*The Helpdesk services shall remain closed on all Govt. Gazetted Holidays.

1. The above mentioned help desk numbers are intended only for queries related to the issues on e-procurement portal and help needed on the operation of the portal.
2. For queries related to the tenders published on the portal, bidders are advised to contact concerned Bid Manager of AAI.