NOTICE FOR REQUEST FOR PROPOSAL (RFP)

For providing “Bid process management services to attract investors/developers to Design, Build, Finance, Operate and Manage Business Parks, Hospitality, Retail Dining Entertainment and an Outlet Mall as a part of Airport City Development at Kempegowda International Airport, Devanahalli, Bengaluru.

<table>
<thead>
<tr>
<th>Name of the Entity:</th>
<th>Bangalore International Airport Limited (BIAL). Alpha 2, Administration Block, Kempegowda International Airport, Bengaluru Bangalore 560 300 Web: <a href="http://www.bengaluruairport.com">www.bengaluruairport.com</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>RFQ Reference Number:</td>
<td>BIAL/RFQ/2019-20/0576</td>
</tr>
<tr>
<td>Period of Contract:</td>
<td>20 weeks</td>
</tr>
<tr>
<td>Issuance of RFQ Document:</td>
<td>10th Dec, 2019</td>
</tr>
<tr>
<td>Due Date for submission of quote/proposal</td>
<td>24th Dec, 2019</td>
</tr>
<tr>
<td>BIAL contact details for bidders:</td>
<td>Head - Procurement and Contracts, Bangalore International Airport Limited E-Mail: <a href="mailto:ramesh.hegde@bialairport.com">ramesh.hegde@bialairport.com</a></td>
</tr>
</tbody>
</table>

1. **Background**

Bangalore International Airport Limited (BIAL) is the owner and operator of the Kempegowda International Airport, Bengaluru, (Airport) having its registered office at Administration Block, Kempegowda International Airport at Devanahalli, Bengaluru, - 560 300. BIAL is committed to establishing this Airport as one of India’s leading airports, in terms of quality and efficiency and thereby set a benchmark for the future commercial development of Indian airports.

The Government of India and BIAL entered into a concession agreement dated 5th July, 2004 whereby BIAL has been granted the exclusive right and privilege to develop, design, finance, construct, commission, operate, maintain and manage a greenfield Airport and conduct ancillary activates therein, situated at Devanahalli, Bengaluru.

BIAL has executed a land lease deed dated April 30, 2005 and Additional Land Lease deed dated December 31, 2011 with the Karnataka State Industrial and Infrastructure Development Corporation Limited (hereinafter “KSIIDC” formerly known as Karnataka State Industrial Investment and Development Corporation Limited) whereby the BIAL has been granted on lease all that piece and parcel of land admeasuring approximately four thousand and nine (4009) acres of land, situated south of Devanahalli (for a period of thirty (30) years, renewable for a further period of thirty (30) years, as provided in the Land Lease Deed;
Of these 4009 acres, BIAL intends to setup a modern state-of-art commercial development, approximately spread over 530 acres of land to be distributed under various real estate asset classes as given below.

- Business Parks
- Retail Dining Entertainment Village
- Concert Arena
- Convention & Exhibition Centre
- Knowledge Park
- Hospitality including Hotels and Serviced Apartments
- Central Park

MASTER PLAN: BIAL shall provide the Master plan details on need basis as required to Bidders on request.

2. OBJECTIVE
The intent of this RFP is to seek technical and commercial proposals ("Offers") from leading, suitably qualified and experienced consultants, service providers as applicable (hereafter referred as ‘Bidders’) for “Bid process management services to assist in the RFP process to attract prospective investors/developers to Design, Build, Finance, Operate and Manage Business Parks, Hospitality, Retail Dining Entertainment and an Outlet Mall as a part of Airport City Development” (‘Services’).

The land parcels that BIAL intends to put up for development currently are

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Asset Class</th>
<th>Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Business Park</td>
<td>Upto 15 Acres</td>
</tr>
<tr>
<td>2.</td>
<td>Business Park</td>
<td>15+ to 30 Acres</td>
</tr>
<tr>
<td>3.</td>
<td>Business Park</td>
<td>30+ to 40 Acres</td>
</tr>
<tr>
<td>4.</td>
<td>Hotels - Luxury</td>
<td>100-250 Keys</td>
</tr>
<tr>
<td>5.</td>
<td>Hotels - Luxury</td>
<td>251-400 Keys</td>
</tr>
<tr>
<td>6.</td>
<td>Hotels - Business incl Service Apartments</td>
<td>100-250 Keys</td>
</tr>
<tr>
<td>7.</td>
<td>Hotels - Business incl Service Apartments</td>
<td>251-400 Keys</td>
</tr>
<tr>
<td>8.</td>
<td>Outlet Mall</td>
<td>Upto 10 Acres</td>
</tr>
<tr>
<td>9.</td>
<td>Retail Dining Entertainment</td>
<td>Upto 10 Acres</td>
</tr>
<tr>
<td>10.</td>
<td>Retail Dining Entertainment</td>
<td>10+ to 25 Acres</td>
</tr>
<tr>
<td>11.</td>
<td>Mixed Use</td>
<td>Upto 10 Acres</td>
</tr>
<tr>
<td>12.</td>
<td>Multi Level Car Park (MLCP)</td>
<td>Upto 10 Acres</td>
</tr>
</tbody>
</table>

The Quotes are intended for providing Services which shall be executed in accordance with the specifications provided in this RFP.

- Annexure A (Scope of Service)
- Annexure B (Financial Bid Format & Payment Terms)

The Proposals shall be issued on the basis of the requirement specified herein and comply with all the standards listed in the technical specification, drawings, timeline
and schedule of quantities mentioned in the RFP.

BIAL shall evaluate the Proposals of only those Bidders, who have satisfied the criteria and complied with the other requirements of this RFP.

3. **INSTRUCTION TO BIDDERS**

3.1 The proposals submitted by the Bidders shall comply with all the requirements stated in this RFP. Based on the final evaluation, the successful Bidder will be selected and notified (hereinafter referred to as the ‘Vendor’). Accordingly, BIAL will enter into agreement(s) subsequently with the Vendor. Notwithstanding anything whatsoever, all the terms and conditions of this RFP shall as the case may be, shall be duly binding on the Bidder and Vendor.

3.2 BIAL has adopted the following tentative schedule for releasing, meeting and accepting the submission of Proposals under this RFP:

**Description of Tentative Dates**

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Description</th>
<th>Proposed Date</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Issuance of RFP Document</td>
<td>10th Dec, 2019</td>
<td>Through <a href="https://www.bialtenders.com">https://www.bialtenders.com</a> (valid Calls III Digital Signature is a must).</td>
</tr>
<tr>
<td>2</td>
<td>Bidder’s Queries to be submitted to BIAL</td>
<td>17th Dec, 2019</td>
<td>Queries have to be submitted in prescribed Excel Format by <a href="mailto:ramesh.hegde@bialairport.com">ramesh.hegde@bialairport.com</a></td>
</tr>
<tr>
<td>3</td>
<td>Last date for query responses by BIAL</td>
<td>19th Dec, 2019</td>
<td>Response shall be either through Email or through an Addendum to RFP</td>
</tr>
<tr>
<td>4</td>
<td>Last date for Submission of completed technical and commercial bids/proposals</td>
<td>24th Dec, 2019</td>
<td>Strictly in accordance with the submission requirements detailed in this document.</td>
</tr>
</tbody>
</table>

Any discrepancy, omission, ambiguity or conflict in or among the documents forming part of the RFP, or the Scope of Service, or any doubt as to their meaning, interpretation and any ambiguity should be called to the attention in writing by e-mail to ramesh.hegde@bialairport.com. BIAL will on its assessment of the query and at its discretion choose to issue a clarification. The Bidders will disregard any oral instruction issued by any person, unless issued in writing by BIAL.

3.3 **Due Date**
Submission of online bid is mandatory for this RFP. Online bids can be submitted by visiting following website at https://www.bialtenders.com

To the Attention of:
Head - Procurement & Contracts,
Bangalore International Airport Limited.
Email: ramesh.hegde@bialairport.com

BIAL may, in exceptional circumstances and at its sole discretion, extend the Proposal Due Date by issuing an Addendum/Corrigendum on its website and/or https://www.bialtenders.com website.

The Proposal shall contain no alterations or additions, except those to comply with instructions issued by BIAL, or as necessary to correct errors made by the Bidder, in which case, such corrections shall be stamped and signed by the Authorized Signatory.

Any Proposal submitted by either facsimile transmission or e-mail is not acceptable and all Proposals received after the Due Date and time, will be summarily rejected.

Selection Process: BIAL as per its procedures shall select the Bidder whose technical and financial quotation against bidding meets BIAL’s expectation and such qualified Bidder be called for further discussion and finalization of the Services.

The Quotes shall be unconditional, firm and valid for a period of One hundred and eighty (180) days from the Due Date of submission of the quote (the “Validity Period”). Any Quote, which have validity lower than that Validity Period shall be rejected by BIAL as being non-responsive at BIAL’s discretion. However, in exceptional circumstances, if the process of the award of contract is not completed within the Validity Period, BIAL may request the Bidders to extend the validity of Quotes beyond the Validity Period by an additional period of sixty (60) days, and BIAL shall, at least fifteen (15) days prior to the expiry of the initial Validity Period, notify the Bidders accordingly.

Earnest Money Deposit (‘EMD’)
Each Bidder, along with proposal documents shall enclose a Demand Draft or online payment or Bank Guarantee issued by any nationalized Bank or a schedule commercial Bank as acceptable to BIAL favouring “Bangalore International Airport Limited” payable at Bangalore for an amount equal to Rs. 2,00,000 (Rupees Two Lakhs) towards EMD.

4. MINIMUM ELIGIBILITY CRITERIA & TECHNICAL EVALUATION CRITERIA
The Bidder shall be eligible to participate in the tender to provide the Proposals, if it fulfills all the minimum eligibility criteria as mentioned below:
a) Bidders must have minimum three years’ experience as a registered consultancy firm. (Provide supporting documents).

b) Bidders must have executed Consultancy studies for Shopping Malls, 5 Star Hotels and Business Parks in the past 3 years (i.e. x 2016 to y 2019) of a size greater than 50,000 sq.mt. (Bidders are required to provide supporting documents).

A. All Quotes/Proposals shall include GST and all applicable Taxes.

B. Fulfilling above conditions as of RFQ issue closure date; and

C. For online bid submission, please visit https://www.bialtenders.com (valid Class III Digital Signature is a must).

This RFP is a restricted document, and BIAL reserves the right to accept or reject any Proposal/Quotes.

5. INSTRUCTIONS TO BIDDERS FOR SUBMISSION OF QUOTATION
   A. BIAL shall review only the qualified quotes of the Bidders
   
   B. Interested bidders shall approach BIAL Procurement Department on the above given contact details on or before 14th Dec, 2019 in accordance this RFP notice.
   
   C. BIAL, after the receipt of the request from the interested bidders shall share the RFQ to the bidders by 14th Dec, 2019.
   
   D. On receipt of the RFQ, bidders shall submit the quotes/proposals in accordance with the RFQ guidelines before the Due Date.
   
   E. Any submission after the Due Date shall not be considered by BIAL

6. BACKGROUND DOCUMENTS
   All the Interested bidders shall provide the following details in their communication as per clause 3 (b) above.
   
   A. Firm/Company History
   
   B. All the registration certificates
   
   C. List of similar services handled in the last 3 Years (attach separate sheet).
   
   D. List of similar services for which work in progress (attach separate sheet & enclose purchase orders as proof).
   
   E. Certified true copy of experience certificates or customer satisfaction certificates or completion certificate for at least last 3 years
   
   F. BIAL reserves its right to demand any other additional information that might be relevant for the evaluation of the proposal, at a later stage

Disclaimer: BIAL at its discretion shall have the absolute right to, extend, cancel or reject this RFQ any time.
SPECIAL INSTRUCTIONS TO BIDDERS FOR E-TENDERING

Important Instructions regarding E-Tender system

Supported Operating Systems

- Windows 7
- Windows 8
- Windows 10

Minimum System Configuration

- Processor: i3
- RAM: 2 GB
- Hard drive: 25 GB
- Antivirus software should be enabled and updated regularly.

Internet Connectivity

- We suggest you to use minimum 1 Mbps Broadband Internet Connection for smooth operation and better user experience.

Install Signer Control


[Image]
Open the above file; you will get 2 files in zip. Follow steps mentioned in the file “Steps for installing the Signer Control.pdf”. You can double click the file “procloud-signer-1.2.exe”

Click Next 2 times and Install. Provide Administrator Access for this utility. Click Finish to install signer-control.

You will get procloud signer control in your system tray.

If utility is not running, click on the utility to start it.

**Supported File Types**

- File Types: JPG, BMP, GIF, PNG, PDF, ZIP, RAR, .XLS, XLSX.
- All uploaded files should be virus free and error free.
- Uploading of documents - single file must be less than 50 MB
- There is no limit on no. of files to be uploaded
Screen Resolution

Best viewed width 1024 x 768 pixels resolution.

EToken Drivers

For installation of eToken driver and support, please contact your service provider from whom you have procured e-Token.

Digital Certificate

Bidders are required to have a valid Signing and Encryption Class 2 or Class 3 Digital Signature Certificate for Registration and Participation in eTender.

If you do not have valid DSC mentioned above, contact Helpdesk mentioned at end of this document.

Bidder Registration Process

Log on to https://www.bialtenders.com

Click on Bidder Registration Link. Your email id is your Login Id. Fill the Required Information.

Download of Tenders

In the home page of the https://www.bialtenders.com/ you will get list of tenders which are live. (Only open tenders are available on page.) Select your tender in the list or apply search filter.

In Action Column, you can click on View Notice button to view notice.

You can download document, in Action column, if document is available, to download your Tender/RFP/EOI document.

Login with your credentials

Login with your credentials.

Refer to Bidder registration process for login where you have created your login id and password. (Note: Your email id is your login id)

Enter captcha characters as asked by the system.
System will ask for Signing and Encryption digital certificate. In the drop down list, it will show list of certificates which are available in the token. Select your certificates and click submit button.

**Bid Preparation**

- Select your tender Dashboard

  - In Action Column:
    - Select View Notice, if you want to view Notice.
    - You can also download tender by Download Document.
    - Select Event Dashboard to start your bid preparation.

- You will get Declaration, Bid Preparation and Final Submission tabs. In Dashboard, read terms and conditions and click I agree.

- In case of ICB (international Competitive bidding), you will be asked to select your currency. Conversion rate will be displayed.

- In Bid Preparation, you will get list of Envelops. E.g. Technical and Commercial.

- In each envelop, you will get list of forms/templates. Select the form you want to work and fill.

  - Click Fill in the form. You will get list of boxes in Rows and columns. Put related values and click Sign.

  - You will digital signature values in the box.

  - Click Submit button.

  System will prompt you to upload documents. You can upload documents through:

  a. Map - if your documents are already into the brief case, you can select the document and map it.

     - Click on Map link.

     - Click Go Back to bidding dashboard.

  b. Upload

     - Select your file from the computer, enter its description
Select Map with Common Documents, if you want to use this document in Common document.

- Click on Upload button.

- Click Go Back to bidding dashboard.

- Repeat above steps from Bid Preparation for each and every form/template in the envelop and for other envelop.

- Once you have completed your all forms in all envelop, you can click on Go to Final Submission.

- System will display message “You have successfully withdrawn your bid from IP address: 999.999.999.999 on 99/99/9999 99:99:99” Note IP address and time will change. You can view details of your bid.

- Click on Final Submission button. System will put confirmation message “Are you sure you want to complete Final Submission of your Bid?” Click Submit

- System will show Bid Withdrawal button. You can withdraw your bid and re-submit, till bid submission time is there.

**Helpdesk Details**

<table>
<thead>
<tr>
<th>Mobile No: 6354910189 / Landline No: 07968170750 / 07968170751 / 07968170752</th>
<th><a href="mailto:maitrik@tender247.com">maitrik@tender247.com</a>; <a href="mailto:parin@tender247.com">parin@tender247.com</a>; <a href="mailto:manish.ashar@tender247.com">manish.ashar@tender247.com</a></th>
</tr>
</thead>
</table>