

Kannur International Airport Limited



Quotation No. KIAL/BD&M/F&B/BB/2023

Notice Inviting Quotations for selection of an Agency for Setting Up, Operating & Managing F&B Outlet at Arrival Forecourt of Kannur International Airport

May 2023

## NOTICE INVITING QUOTATION (NIQ)

Sealed Quotations are invited from experienced Food & Beverage (F&B) Operators for the award of Contract for “Setting Up, Operating and Managing F&B Outlet at Arrival Forecourt Area of Kannur International Airport”.

The NIQ document can be downloaded from the website of Kannur International Airport ([www.kannurairport.aero](http://www.kannurairport.aero)) under Tenders and Notifications.

- (i) Last date and time of submission: 1 June 2023, 1400 Hrs.
- (ii) The dully filled up NIQ in original along with all requisite documents dully signed by the bidder or his authorized person, affixing official stamp on each page of the NIQ, should be submitted manually in a sealed envelope super scribed as “NIQ for Setting Up, Operating and Managing F&B Outlet at Arrival Forecourt Area of Kannur International Airport” to The Managing Director, Kannur International Airport, Kannur International Airport P.O, Mattannur, Kannur – 670708 on or before 1 June 2023, 1400 Hrs through Speed Post or by Hand. Any quotation received online shall be rejected.
- (iii) The quotations will be opened on 2 June 2023 at 1500 Hrs

### 1. Eligibility Criteria

The bidders who intend to participate shall meet the following qualifying criteria.

Sl No.	Criteria	Document proof to be submitted
A	Technical eligibility	
1	The agency should have GST registration, PF & ESI Registration, PAN. (if applicable).	a. PF Registration. b. ESI Registration. c. GST Registration Certificate. d. PAN Card Registration
2	The bidder shall be Indian registered public/private limited companies, limited liability partnership or partnership firm registered under Indian partnership act, 1932, Individual / Proprietorship.  <b>Joint ventures/ Consortium will not be permitted to participate in this NIQ.</b>	a. Brief profile of the company: scanned copies of brochure etc. to be submitted duly signed and sealed. b. Certificate of incorporation. c. Memorandum & Articles of association and/relevant document. (ie; registration certificate, partnership deed, if bidder is a partnership firm etc.).
3	Should have minimum two years' experience in Food & Beverage Business during the last five years operating at ports, bus stations,	The copy of documentary proof issued by the relevant authority and proof of completion of requisite tenure of 2 (two) years shall be submitted for verification.

	airports, railway stations, hotels, metro stations, highways, shopping complexes, other commercial complexes in India or abroad.	
4	Should have Statutory Licenses for operating the F&B Outlets (as applicable)	Copy of License duly certified
B	<b>Financial Eligibility</b>	
	(a) Should have minimum annual average turnover of Rs. 20 Lakh (Rupees Twenty Lakh)  (b) The bidder should be a profit making firm for any 2 financial years during the last 5 years.	(Please attach documentary proof in support) (1) Audited Balance sheet for the last three years (2) Certificate from the Chartered Accounts

## 2. General Terms & Conditions

- (i) Details of area of the outlet and commercial terms and other conditions are mentioned in Annexure – III and I.
- (ii) It is obligatory on the part of the bidder to quote the percentage of revenue share they offer out of the revenue generated from the operation of the F& B outlet
- (iii) The bidder who quotes highest percentage of Revenue Share shall be considered as the Successful Bidder.
- (iv) The period of contract will be three (3) years from the Date of Commencement of Operations.
- (v) The space for the outlet will be allotted over to the successful bidder in “As-Is-Where-Is” condition and the successful bidder shall carry out fit out and other required activities to make the outlet operational.
- (vi) Commencement Date: Commencement date shall be reckoned from 61<sup>st</sup> day from the date of Handover of location or actual date of commencement of operation whichever is earlier. No Revenue Share and CAM charges are payable till the Date of Commencement of Operations.
- (vii) The agency shall take over the site on the date as intimated by KIAL, and if delayed by the agency, the Date of Hand Over shall be reckoned from the date as intimated.

- (viii) The bidder shall submit quotation in a Master Envelope containing two sealed envelopes, super scribed as “Setting Up, Operating and Managing F&B Outlet at Arrival Forecourt Area of Kannur International Airport”

**Envelop-I shall contain**

- 1) Details of payment of EMD
- 2) Unconditional Acceptance Letter (format attached)
- 3) Proof of Technical Eligibility
- 4) Proof of Financial Eligibility
- 5) Signed NIQ document

**Envelop II shall contain**

- 1) Financial Bid (To be submitted as per Annexure IV).
- (ix) Corrigendum if any, shall be published in Kannur Airport website - [www.kannurairport.aero](http://www.kannurairport.aero) and shall not be available elsewhere.
- (x) Clarification on NIQ to assist in the examination, evaluation and comparison of NIQ, Kannur Airport may at its discretion ask the bidders for clarification. All response to request for clarification shall be submitted within the timelines as mentioned, in writing.
- (xi) Earnest Money Deposit (EMD) shall be submitted as a demand draft for Rs. 10,000/- drawn from a nationalized or scheduled bank but not from Co-operative or Gramin bank in favour of “Kannur International Airport Limited” payable at Mattanur, or transferred online (on or before 1 June 2023) up to 14.00 Hrs to the account of Kannur International Airport.

**Details of bank account**

Beneficiary Name: KANNUR INTERNATIONAL AIRPORT LIMITED  
Beneficiary Bank: CANARA BANK  
Branch: SASTHAMANGALAM  
Branch Address: NEAR SASTHAMANGALAM JUNCTION  
THIRUVANANTHAPURAM-695010  
Account Number 0821206000004  
IFSC CNRB0000821

- (xii) The EMD of the unsuccessful bidders shall be returned. The EMD of the successful bidder shall be retained by Kannur Airport or adjusted in Security Deposit.
- (xiii) Quotations not accompanied by EMD details and Unconditional Acceptance Letter shall be summarily rejected.

- (xiv) The quotation document consists of Notice Inviting Quotation along with Commercial Terms and other Conditions (as Annexure – I), and Unconditional Acceptance Letter. All these components form part of the quotation.
- (xv) Unconditional Acceptance Letter is attached as Annexure-II which is to be signed and submitted along with the bid.
- (xvi) The sealed envelope shall be submitted at the Office of Managing Director, Kannur International Airport, Kannur International Airport (PO), Mattannur, Kannur - 670708. The envelope number shall be written on each envelope.
- (xvii) The last date of submission of bid is at 1 June 2023, 1400 Hrs.
- (xviii) The bid shall be opened on 2 June 2023 at 1500 Hrs, and the bidders may be present at Kannur Airport on the said date/time.
- (xix) The intending bidder shall visit the site and make himself thoroughly acquainted with the site condition, make a complete and careful examination and an independent evaluation of the Site and shall determine the nature and extent of the difficulties, costs, risks and hazards that are likely to arise or maybe faced by it in completing the fit-out work and making the outlet operational. The bidder shall not rely on any representations made by Kannur Airport, at any time whatsoever. The bidder will not be entitled to any claim of compensation for difficulties faced or losses incurred on account of any site condition. For any clarification/site inspection, Head (Commercial) may be contacted.
- (xx) The agency shall abide by all the prevailing laws for operating F&B outlet and shall complete all necessary formalities of obtaining licenses/permission etc. on his own cost. Kannur Airport shall not take any responsibility for any legal provisions not fulfilled by the agency, as may be required time to time, and the agency shall solely be responsible for the same.
- (xxi) The agency shall be solely and exclusively responsible to adhere to meet all statutory obligations and compliances under the relevant rules and regulations of the government viz. approvals from Government authorities, labour laws and required licenses as per FSSAI norms etc.
- (xxii) The successful Bidder should furnish Security Deposit equal to Six months MMG within 15 days from the award of contract. If the successful bidder fails to furnish security deposit within 15 days, the Letter of award will be revoked and EMD will be forfeited
- (xxiii) The agency will ensure highest standards of cleanliness, hygiene and safety in preparation, display and service of the food items from the F&B Outlet.
- (xxiv) The agency shall ensure good personal hygiene of its staff. The agency shall ensure that applicable labour laws and minimum wages act are complied with.
- (xxv) The Concessionaire shall set up and establish POS connection (from one of the leading PoS system/service providers) at its own cost and shall allow all sales data

and information at the EPOS terminal to be transmitted to Kannur International Airport host system on a real-time basis.

- (xxvi) The contract can be terminated by either party after giving three month's notice (post lock in) to KIAL. However, if it has been found/ reported that there has been a gross misconduct, negligence or commits a breach of any of the terms & conditions of the contract, Kannur Airport reserves the right of termination of contract without any notice to the agency.
- (xxvii) The agency shall display the rates of food and beverage items, as approved by Kannur Airport. F&B items shall be sold to staff at discounted rate.
- (xxviii) The agency shall have to make his own arrangements to remove / dispose-of garbage. The agency has to ensure that the garbage is not scattered here and arrange adequate number of dustbins. The garbage of these dustbins shall have to be appropriately disposed-off by the agency.
- (xxix) The agency must not use / store any hazardous chemical / dangerous element/ banned or expired products in the shop which may pose threat to the health and safety of the people. The agency should ensure all safety measure while running and operating the food outlet.
- (xxx) Only Permitted items of food and Beverages will be supplied in the outlet . Price list of all items should be displayed in the outlet easily visible by the Customers.
- (xxxi) The Concessionaire will observe all food safety norms stipulated by the Statutory Authorities and take license from the statutory authority
- (xxxii) The agency shall not engage the services of any sub-contractor or transfer the contract to any other person or agency.
- (xxxiii) KIAL reserves the right to accept or reject any or all application without assigning any reasons. KIAL also reserve the right to call of quotation process at any stage without assigning any reason.
- (xxxiv) The quotation Accepting Authority shall be the Managing Director, KIAL and his decision shall be final and binding with regard to this NIQ
- (xxxv) The Bidder to whom the work is awarded shall enter into a concessionaire agreement with Kannur Airport within 30 days after the Letter of award after s furnishing security deposit .

**Signature of the Authorized signatory with date and seal**

**COMMERCIAL TERMS & CONDITIONS**

Category	Food & Beverage Outlet
Proposed Menu	Tea, Coffee, Juices, Snacks, Dosa, Idli etc. (Subject to mutual discussion)
Location	Arrival Forecourt Area
Area	17.68 Sq M (190.31 Sq Ft) (Subject to joint measurement)
Period	3 Years from the date of commencement of operation of the outlet.
Setup period	60 days from date of handover (No MMG, Revenue Share and CAM payable period for completing fit out)
Concession Fee	Higher of MMG or Revenue Share on Monthly Net Sales
Minimum Monthly Guarantee (MMG)	Rs 40,000/-
QUOTED REVENUE SHARE PERCENTAGE (%)	To be quoted by the bidder in Envelope – 2
CAM charge	Rs 30/- per Sq.ft
Utility charge	As per actuals
EPOS Integration Fee per EPOS	Rs 2,000/- per month
Applicable Taxes	The concessionaire shall pay all applicable taxes
Interest Free Refundable Security Deposit	6 months MMG
Lock in Period	12 Months
Notice Period post Lock-in	3 Months
Escalation	MMG and CAM charge shall be subject to an annual compound escalation of 10% every year
EMD (refundable/to be adjusted against MMG)	Rs. 10,000/-
Note: The above terms/proposal shall be subject to further approval from the Management of Kannur Airport.	
Name of the Bidder	
Signature of the Bidder	
Date	

UNCONDITIONAL ACCEPTANCE LETTER

To  
The Managing Director  
Kannur International Airport Limited,  
Kannur International Airport P.O  
Mattannur, Kannur – 670708

Sub: Acceptance of KIAL's quotation conditions.

I/we are in receipt of the quotation documents for the work "Setting Up, Operating and Managing the F&B Outlet at Arrival Forecourt Area of Kannur International Airport"

I/We hereby unconditionally accept the terms and conditions of KIAL mentioned in NIQ entirely.

Any conditions submitted by us stands automatically withdrawn.

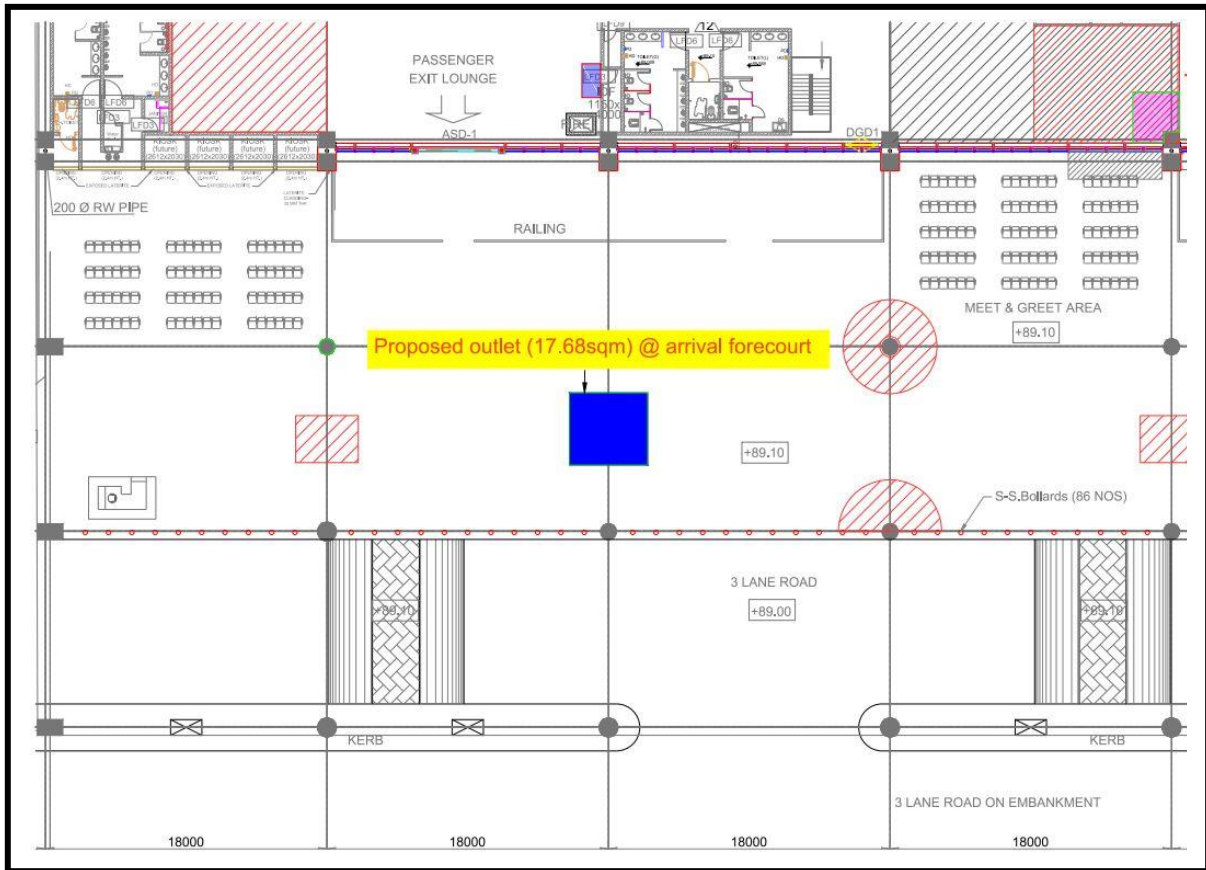
Yours faithfully

(Name and Signature of the bidder)

Date:



Location Sketch



Proposed location of the F&B Outlet in Arrival Forecourt Area at Kannur International Airport

FINANCIAL BID

Name of Work: Setting Up, Operating and Managing F&B Outlet at Arrival Forecourt Area of Kannur International Airport.

Name of the Bidder:

Name of Work	Quoted Revenue Share Percentage (%)
Setting Up, Operating and Managing F&B Outlet at Arrival Forecourt Area of Kannur International Airport.	

Note: The above quoted rates are excluding all applicable taxes.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_