

I. NOTICE INVITING TENDER (NIT) - Revised

GENERAL

- 1) Lucknow Metro commenced commercial run for priority stretch, Transport Nagar to Charbagh/8 stations, on 6th September 2017. Stretch opened to public though limited in length, it's popular and Ridership crossed 40,000 mark in the first week of its operation. It is expected that it could touch 75000 to 100000 daily passengers in 2019
- 2) The full North-South (N-S) corridor is expected to be commissioned before April-2019 i.e. from CCS Airport to Munshipulia consisting of 21 No. of Metro Stations. When full North South (N-S) corridor gets ready it'll have great utility and immense serviceability, its ridership then, has been assessed to be a few lakhs of commuters daily.
- 3) In order to fulfil its mandate to raise non-fare box revenue through value capture from its real estate etc., Lucknow Metro Rail Corporation (LMRC) Ltd. invites Open bid in two packet Bidding Process from eligible applicants, who fulfil qualification criteria as stipulated in Clause 12 below, through tender **"LKPD-02: RFP for developing, setting up, operating and maintaining 1) Food Courts, 2) Coffee/Tea/ Outlets, & 3) Convenience Store Outlets, through licensing of commercial spaces at various metro stations of N-S Corridor of Lucknow Metro at Lucknow."**
- 4) **Key Details:**

i.	Bid No.	LKPD-02
ii.	License Period	9 Years
iii.	Bid documents on sale	From 15.01.2019 to 05.02.2019 & <i>extended from 06.03.2019 to 13.03.2019</i> (between 09:30 Hrs. to 17:30 Hrs.) on working days.
iv.	Cost of bid documents	Rs. 5900/- (inclusive of 18% GST) (Demand Draft on a Scheduled Commercial bank based in India in favour of "Lucknow Metro Rail Corporation Ltd." payable at Lucknow.)
v.	Last date of Seeking Clarification	06.02.2019 14.03.2019
vi.	Pre-Bid meeting	06.02.2019 14.03.2019 @ 1500 Hrs
vii.	Last date of issuing addendum	11.02.2019 12.02.2019 18.03.2019
viii.	Date & time of Submission of Tender	14.02.2019 28.02.2019 25.03.2019 up to 15:00 Hrs.
ix.	Date & time of opening of Tender (Technical Bid)	14.02.2019 28.02.2019 25.03.2019 @ 15:15 Hrs.
x.	Financial Bid Opening Date	Will be notified after the technical bid opening process.
xi.	Validity of Bid document	180 days from date of submission of bid.
xii.	Authority and place for purchase of bid documents, seeking clarifications and submission of completed tender documents	Chief Engineer / Contract, Lucknow Metro Rail Corporation, Administrative Building, Near Dr. Bhimrao Ambedkar Samajik Parivartan Sthal, Vipin Khand, Gomti Nagar, Lucknow - 226010. (Email: cecontractlmrc@gmail.com)

- 5) Cost of Tender Document as mentioned in 4(iv) above shall be accepted in the form of Demand Draft in favour of "Lucknow Metro Rail Corporation Ltd." payable at Lucknow.
- 6) **Eligible Applicants:**
- (i) Tenders for this contract will be considered only from those tenderers (proprietorship firms, partnerships firms, companies, corporations, who meet requisite eligibility criteria prescribed in the Clause 12 below. **Joint Ventures/Consortiums are not allowed to participate in the bidding process.**
- (ii) A tenderer shall submit only one bid in the same tendering process.
- (iii) Tenderers shall not have a conflict of interest. All Tenderers found to have a conflict of interest shall be disqualified. Tenderers shall be considered to have a conflict of interest with one or more parties in this bidding process, if:
- a) a tenderer has been engaged by the Employer to provide consulting services for the preparation related to procurement for on implementation of the project;
- b) a tenderer is any associates/affiliates (inclusive of parent firms) mentioned in subparagraph (a) above; or
- c) a tenderer lends, or temporarily seconds its personnel to firms or organisations which are engaged in consulting services for the preparation related to procurement for or implementation of the project, if the personnel would be involved in any capacity on the same project.
- (iv) A firm, who has purchased the tender document in their name, shall be one who has the experience of Food & Beverage (F&B) / Retail business
- (v) The Tenderer/applicant must not have been blacklisted or debarred as on the due date of submission of bid by Government of India/ State Government / Government undertaking from participating in the tenders. The tenderer shall submit a "Verification Statement" to this effect as per proforma placed at **Annexure-2**.
- 7) Suitable Financial/technical strength and an aptitude is essential to fall in line and match with the aesthetics and standards for conduct of business demonstrated by LMRC on its Metro stations.
- 8) The Commercial spaces offered in metro stations are under three categories i.e. **1) Food Court, 2) Coffee/Tea/Quick Service Restaurant (QSR) Outlets & 3) Convenience Store Outlets. One can bid for any single/multiple/all spaces together under category 1) & 2). However for category 3), one has to bid of all spaces together.**
- 9) Basic definition of these commercial spaces as listed in previous clause described in brief as below:
- Category 1) - Food Court:-** A foodcourt is generally an indoor plaza or common area within a facility which is contiguous with the counters of multiple concepts/brands and provides an area for self-service diner. Separate display counters and inventory area for each concept is envisaged. Adequate seating should be available in the foodcourt so as to serve all customers during the peak hours.

Category 2) - Coffee/Tea/Quick Service Restaurant (QSR)

Outlets:- A Coffee/Tea Outlet is an establishment which primarily serves a variety of drinks i.e. coffee, coffee related drinks (latte, cappuccino, espresso) or tea and other light refreshments. It also serves some variety of precooked food, which includes light snacks, sandwiches, muffins or other pastries, samosas etc.

A QSR Outlet is a fast food establishments which offers limited menus and rarely service on the table but seating is generally available. QSR restaurants generally provide readymade food like burgers, pizzas, sandwiches, wraps, burritos, rolls, Chinese cuisine, Indian fast food, cooked food (Veg/Non Veg) like North Indian, South India, Italian, Continental etc.

Category 3) - Convenience Store Outlets:- A convenience store is a retail business with primary emphasis placed on providing the public a convenient location to quickly purchase from a wide array of consumable products like books, stationery, magazines, newspapers and confectionery, water and other non-alcoholic cold beverages and souvenirs.

10) The Details of Spaces along with approximate area and Bid security is tabulated below:

Shop No.	Metro Station	Location	Area (approx.) (Sq. ft.)	Bid Security (in Rupees)
Category 1) FOOD COURT				
FC-1	Charbagh	Concourse – Unpaid	3028	6,30,000.00
FC-2	Sachivalaya	Concourse – Unpaid	2596	5,23,000.00
FC-3	Hazratganj	Concourse – Unpaid	3294	11,66,000.00
FC-4	Lekhraj	Concourse – Unpaid	2422	4,58,000.00
FC-5	RS Mishra Nagar	Concourse – Unpaid	2507	3,66,000.00
Category 2) COFFEE/TEA/ QSR OUTLETS				
CS-1	Charbagh	Ground Floor	917	5,36,000.00
CS-2	Sachivalaya	Concourse – Unpaid	1112	3,08,000.00
CS-3	Hazratganj	Concourse - Unpaid	932	4,20,000.00
CS-4	IT-College	Ground Floor	1088	2,01,000.00
CS-5	<u>Charbagh</u>	<u>Ground Floor</u>	<u>656</u>	<u>3,82,000.00</u>
CS-6	<u>Hazratganj</u>	<u>Concourse - Unpaid</u>	<u>1929</u>	<u>7,24,000.00</u>
CS-7	<u>KD Singh Stadium</u>	<u>Ground Floor</u>	<u>601</u>	<u>1,38,000.00</u>
CS-8	<u>Vishwavidyalaya</u>	<u>Ground Floor</u>	<u>526</u>	<u>79,000.00</u>
Category 3) CONVENIENCE STORE OUTLETS (CTN SHOPS)				
CTN-1	Alambagh	Concourse - Unpaid	345	6,88,000.00
CTN-2	Charbagh	Concourse – Unpaid	267	
CTN-3	Sachivalaya	Concourse - Unpaid	297	
CTN-4	Hazratganj	Concourse – Unpaid	233	
CTN-5	Vishwavidyalaya	Concourse – Unpaid	283	
CTN-6	IT-College	Concourse - Unpaid	190	
CTN-7	Lekhraj	Concourse – Unpaid	316	

11) Locations of above commercial spaces offered on Metro Stations are shown in drawings attached under Annexure-1.

12) **Minimum Eligibility Criteria:**

For demonstrating Technical & Financial Capacity, the Bidder shall satisfy each of the following criteria as tabulated below, under the respective category for which the bidder intends to bid for:-

Category		Technical Capacity		Financial Capacity			
1)	Food Court	a)	Bidder must be operating at least 2 Food courts across India (Each food court to have a minimum of 2 different *brands/**concepts) with common seating area.	a)	Company Annual Turnover from F&B business of not less than INR 20.00 Crores (INR Twenty Crores Only) for at-least 3 years out of last 5 audited financial years.		
		b)	Bidder must be operating at-least 15 Nos. of food outlets across India.				
		c)	Bidder must be into Food & Beverage business for the last 5 years.				
		d)	The bidder must be currently operating at least one international brand or have an MOU to operate at least 1 international brand for in F&B business in India.				
2)	Coffee/Tea Outlet/<u>QSR</u>	a)	Bidder must be operating at least 20 Coffee/Tea/ <u>QSR</u> Outlets across India.	a)	Company Annual Turnover from F&B business of not less than INR 50.00 Crores (INR Fifty Crores Only) for at-least 3 years out of last 5 audited financial years.		
		b)	Bidder shall have presence of Coffee/Tea/ <u>QSR</u> Outlets in at least 4 cities across India.				
		c)	Bidder shall have presence at 5 **Transit Locations across India.			b)	Company Total Revenue of minimum INR 15.00 Crores (INR Fifteen Crores Only) from Coffee/Tea Outlet Business for at least 3 years during last 5 audited financial years.
		d)	Bidder must be into Coffee/Tea/ <u>QSR</u> business for the last 3 years.				
3)	Convenience Store Outlets	a)	Bidder must be operating at least 20 convenience store Outlets across India.	a)	Company Annual Turnover from Retail business at transit locations of minimum INR 3.00 Crores (INR Three Crores Only) for at least 3 years out of last 5 audited financial years.		

Note:-

- **Any bidder willing to open a outlet in any of the three category above of a company / brand through a franchisee model will also be eligible subject to fulfilling following conditions –**
 - (i) **Company/Brand of whose outlet bidder is proposing to be opened through franchisee model should meet the above-mentioned criteria in the respective categories.**
 - (ii) **Bidder should submit along with its offer tender specific authorization/Franchisee Certificate from the authorized signatory of the Company/Brand of whose outlet bidder is intending to open.**
- ***Brand:** Brand shall mean a type of product manufactured by a particular company under a particular name or a distinguishing symbol, mark, logo, name, word, sentence or a combination of these items that companies use

to distinguish their product from others in the market and for legal protection it is registered as a Trade Mark either in India or Abroad.

The brands classification is as under:

✓ International Brand-Registered outside India

Minimum of 5 owned or franchised outlets throughout the Country
Or

Minimum of 5 owned or franchised outlets outside the Country

✓ National Brand- Registered in India

Minimum of 5 owned or franchised outlets throughout the Country
covering at least 3 cities
Or

Minimum of 3 owned or franchised outlets outside India.

- ****Transit Locations:-** A transit locations is a place where passengers can be seamlessly integrated amongst the various modes of transport available i.e. trains, metro rail, taxis, buses and auto rickshaws. The public transport hubs include the highway plaza, train stations, metro stations, bus stops, tram stops, airports and the ferry transfers.
- *****Concepts:** A food concept is the overall idea or theme that defines the food type. Concepts include the the menu's design, palette,service style, dining room decor, and the style of food.Types of food concept include but not limited to North Indian,South Indian, Italian,Chinese,Chat,Fast food like burger,sandwich,pizza,Ice cream and juices etc
- The tenderer shall submit details of Technical Capacity, in the Performa of **Annexure-7 & 7(A)**. Documentary proof such as certificates from client clearly indicating the nature/scope of work, should be submitted. The offers submitted without this documentary proof shall not be evaluated.
- The Bidder shall furnish the data for financial Capacity in the prescribed format as per **Annexure-7 & 7(B)**. The financial data in the prescribed format shall be certified by Chartered Accountant with his stamp and signature. Copies of Balance sheet for last five audited financial year shall also be provided.

13) Bidder has to submit all Forms, Annexes, along with supporting documents as per Clause 18 (b) below along with the Technical Proposal.

14) Bids shall be accompanied with Bid Security amount as indicated against each space offered, by means of a Bank Draft/ Demand Draft/ Pay Order drawn on any Indian Scheduled Bank/ Indian Branch of foreign bank in favour of '**Lucknow Metro Rail Corporation Ltd.**' payable at Lucknow.

15) Applications received without due bid security amount shall be summarily rejected.

16) **Brief Description of Selection Process:-**

- a) LMRC has adopted a single stage selection process (the "Selection Process") in evaluating the Proposals, comprising Technical and Financial Proposals to be submitted as per the tender document. After receipt of Proposals, a technical evaluation will be carried out as specified in Clause 21.3 of Chapter VII. Based on this technical evaluation, a short-list of Qualified Bidders shall be prepared. Thereafter, the evaluation of Financial Proposal submitted by the Qualified Bidders will be carried out as specified in Clause 21.4 of Chapter VII. Financial Proposals will finally

be ranked and the Bidder who quoted highest Minimum Monthly Guaranteed (MMG) License Fee for the space (s) in the Financial Bid shall be selected for award of License.

- b) The License model shall be – Quoted MMG **License Fee** ~~or amount derived from fixed Revenue Share percentage as defined in RFP, whichever is higher.~~
- 17) The bidders may obtain further information/ clarification, if any, in respect of these bid documents from the office of **Chief Engineer/Contract, Lucknow Metro Rail Corporation Ltd. (LMRC), Administrative Building, Near Dr. Bhimrao Ambedkar Samajik Parivartan Sthal, Vipin Khand, Gomti Nagar, Lucknow-226010 (Email: cecontractlmrc@gmail.com)**
- 18) **Bid Submission:** The Bid shall contain following envelopes::
- a) **Envelope-1**, marked: **‘Bid Security’**, containing Full Bid Security Amount (for one/ two/multiple space as the case may be of required amount as mentioned against each spaces offered Clause 10 above).
- b) **Envelope-2**, marked **‘Technical Bid’** containing following documents in Technical Bid
- Annexure – 2, 3, 4, 7, 7(A), 7(B), & 11 (all on Official letterhead of the bidder),
 - Power of Attorney for signing of application as per Annexure-5.
 - Unconditional acceptance to RFP Conditions as per Annexure-6 (if applicable)
 - Self-attested copies of the PAN Card and Goods & Services Tax (GST) Registration Certificate. In case any or all of the provisions mentioned above are not applicable, the Bidder should give a declaration to that effect. Non submission will not be considered as exemption.
 - Copies of audited balance sheets of Last five audited financial years i.e. FY 2013-14, 2014-15, 2015-16, 2016-17 & 2017-18.
 - Copy of the complete Tender Document including Draft License Agreement (Annexure-14) and Addendum/ Corrigendum (if any) duly signed and stamped on each page by authorized representative of the Bidder as a token of acceptance of terms and conditions set out therein.
- c) **Envelope-3**, marked **‘Financial Bid’**: The Bidder shall quote the Minimum Monthly Guaranteed (MMG) License fee (INR) in the bid form in both words as well as figures as given in **Annexure-8**. If there is a discrepancy between words and figures, the amount in words shall prevail.

Above 3 sealed envelopes are to be put in one big envelope super scribed with Notice Inviting Bid No **“LKPD-02”** followed by **“Category”** for which the bid is made i.e. **“1) Food Court”** OR **“2) Coffee/Tea/QSR Outlets”** OR **“3) Convenience Store Outlets”**. This packet shall be addressed to:

Chief Engineer/Contracts,
*Administrative Building,
Lucknow Metro Rail Corporation Ltd.
Near Dr. Bhimrao Ambedkar Samajik Parivartan Sthal,
Vipin Khand, Gomti Nagar, Lucknow-226010*

- 19) Bid documents submitted by fax, telex, telegram, mail or e-mail shall not be entertained and shall be summarily rejected. Only detailed, complete bidding documents, in a physical format and duly sealed envelopes, as mentioned above, received on Application due date prior to schedule time shall be taken as valid.

- 20) Late tenders (received after date and time of submission of bid) shall not be accepted under any circumstances.
- 21) Bids shall be valid for a period of **180 days** from the date of submission of bids.
- 22) **For any assistance to the prospective bidder, site visits to the spaces offered is proposed on 28.01.2019 to 30.01.2019 13.03.2019, requests of which shall reach to this office latest by 27.01.2019 10.03.2019 Email: cecontractlmrc@gmail.com.**
- 23) LMRC reserves the right to accept or reject any or all proposals without assigning any reasons. No bidder shall have any cause of action or claim against the LMRC for rejection of his proposal.
- 24) Bids will be evaluated space/location wise in favour of H-1 bidder for Food Court & Coffee/Tea/**QSR** Shop Category. However, for Convenience Store Category evaluation will be cluster wise (for all spaces together) in favour of H-1 bidder.
- 25) The Concessionaire shall not sub-contract or grant sub-concession or assign any of its rights, duties and obligations under the Concession Agreement, in whole or in part, except with the prior written intimation to LMRC. However, such sub-contract or sub-concession shall be co-terminus with the Concession Term.
- 26) This NIT has been prepared with a view to provide relevant information; parties may do their own due diligence; LMRC shall not be liable with regards to its accuracy, reliability or completeness.

Chief Engineer/Contract,
Lucknow Metro Rail Corporation Ltd.