

BANGALORE METRO RAIL CORPORATION LIMITED



Driving Bangalore Ahead

Tender for Licensing Retail Spaces at Namma Metro Stations

Brief Tender details

JUNE 2014

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TENDER FOR THE SELECTION OF RETAIL OUTLETS AT NAMMA METRO STATIONS

Brief Details

Tender Notification No: BID NO. BMRCL/ GM(F) /Retail-VI/2014-15 DATED 16-06-2014

Bangalore Metro Rail Corporation Limited is a joint venture company constituted by the Government of Karnataka and the Government of India and incorporated under the Companies Act, 1956. BMRCL has been established with the principal objective of planning, designing, developing, constructing, maintaining, operating and financing mass transit and other urban transport systems of all types and description in Bangalore. In pursuance of this objective, BMRCL is in the process of constructing a metro Rail system for Bangalore and has branded the metro rail for Bangalore as "Namma Metro".

"Namma Metro" is a registered brand owned by BMRCL. The Namma Metro stations are located in prime locations and are recognized by marketing professionals as a consumer draw. BMRCL proposes to leverage on both the brand "Namma Metro" and the stations and properties being located in the vicinity of major commercial hubs of Bangalore for realizing a potential source of non-fare box revenue. One of the sources of non-fare box revenue is through licensing of spaces for commercial use in and around the metro stations. However, revenue realization through license fee is not the only objective of BMRCL. Due analysis has been made in deciding the choice of the retail category outlet at the respective stations so as to serve the commuter's daily needs while in transit to work or on their return journey. Secondly, the spaces earmarked for the retail outlets are carefully chosen not to affect security concerns, the commuter's circulation and the infrastructure required for the running of the retail outlet.

BMRCL invites interested parties to submit Bids, as per the terms and conditions described in the Bid Document, for selection for award of a license to design, establish and operate a Retail Outlet in accordance with the terms of the Bid Document. The selection of the Licensee(s) shall be undertaken through an open competitive bidding process in accordance with the terms of the Bid Document.

Bidders are advised to be completely informed about the process and the terms and conditions for the selection of a Licensee before submitting their Bid, by careful study of the Bid Document, attending the Pre-Bid Meeting and making their own enquiries, as may be required, in accordance with the terms hereof, before submitting their Bid.

Sale of Bid Document

The Bid Document can be purchased from the BMRCL office by payment of Rs. 5,000/- (Rupees Five Thousand Only, inclusive of KVAT, by demand draft in favour of Bangalore Metro Rail Corporation Limited, payable at Bangalore, from any nationalized bank or any scheduled commercial bank in Indi

BMRCL offers commercial spaces for following categories of retail outlets in this tender:

Retail Categories	Florist	Ice cream parlour Books, Gifts & Novelties	Gift and souvenirs shop	Quick service Restaurant /, Hobby workshops including technical training , skill development etc designing and prototyping / Book and Video lending library / Mobile phones retails / Computer hardware.
I	II	III	IV	V
Location	MG Road	Rangoli Metro Art Center, Boulevard MG Road	Rangoli Metro Art Center, Boulevard MG Road	Halasuru

Permitted Activities: Bidders are advised to take note of the following permitted activities in respect of the Categories listed below:

- (i) **Florist:** The Licensee shall use the outlets for sale of cut flowers, potted plants and plant care material. While air tight packaged manure is permitted, storage or sale of raw manure is not permitted.

- (ii) **Ice Cream Parlor Books, Gifts & Novelties:**
 - (a) If the license bids for Books, Gifts & Novelties the Licensee may stock products such as books, music, greeting cards, stationary, periodicals, gifts, toys, and similar items ordinarily sold in outlets of such nature.

 - (b) If the bidder bids for ice cream parlor then the bidder can sell all types of ice creams, soft drinks cake and pastries, sandwiches and the like that does not involve cooking, but heating using micro oven. Cooking and serving coffee and tea other hot beverages is not permitted.

- (iii) **Quick Service Restaurant/ Hobby workshops including technical training , skill development etc designing and prototyping / book and video library**
 - (a) If the bidder bids for restaurant the license will be permitted to set up kitchen and cook (using gas) at the retail outlet. The retail outlet shall operate on quick service model. Permitted item for sale shall be both vegetarian and non vegetarian items. The licensee can also, if feasible can himself utilize the place (X) for setting up outdoor cafeteria to serve coffee/tea and snacks and savories.

 - (b) If the bidder bids for Hobby workshops including designing and assemble workshops, the bidder can set up community centres with tools enabling community members to design, prototype and create manufactured works that wouldn't be possible to create with the resources available to individuals working alone. The licensee, if desired, can himself utilize the place (X) for setting up outdoor cafeteria to serve coffee/tea, snacks and savories.

 - (c) If the bidder bids for Book and video library, Licensee may stock books, video compact disc for circulating or for sale. The licensee, if desired, can himself utilize the place (X) for setting up outdoor cafeteria to serve coffee/tea, snacks and savories. Likewise Mobile phones retails/ Computer hardware can stock and sell/repair mobile phones and computer hard ware and related products.

Eligibility Criteria

The Bidder can be:

- (i) An individual; or

- (ii) A partnership registered under the Indian Partnership Act, 1932 or the Limited Liability Partnership Act, 2008, or
- (iii) A company incorporated under the (Indian) Companies Act, 1956; or
- (iv) A foreign company incorporated under the relevant laws of the country of its incorporation and having a place of business in India at the time of submission of the Bid; or
- (v) A consortium, subject to a maximum of 3 (three) members (“Consortium”).

In the event that the Selected Bidder is a Consortium, the lead member of the Consortium will be required to maintain a minimum stake of 34% (thirty four per cent) in the Consortium during the entire term of the License Agreement.

Financial Capacity

This tender is intended to encourage both new entrants and also those in business for several years. Hence under this RFP, the previous experience is not counted except that the bidder should have financial capacity to commence and successfully run business activities by discharging all statutory payments to statutory authority, payments for utility charges, compliance to all statutory laws besides payment of monthly license fee and other charges to BMRCL. Hence, the bidder needs to establish the minimum Net Worth specified in Column V of Table S(II) 2.6.1 (b). For the purposes of this Bid Document, net worth (the “**Net Worth**”) shall mean the sum of subscribed and paid up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity shareholders. The Bidders shall provide details as per the format at Annexure III of Appendix I of Section VIII in the form of certificate(s) from statutory auditors specifying the Net Worth of the Bidder.

S.No.	Location Codes	Station	Category	Minimum Net Worth
I	II	III	IV	V
1.	T-6 MGR/BLK-A/GL/1	MG Road	Florist	Rs 30,00,000 (Rupees thirty lakhs)
2.	T-6 MGR/RMAC/ GL/2	MG Road (Rangoli Metro Art Centre)	Ice cream parlour/books/gifts & novelties	Rs. 1,00,00,000 (Rupees one crores)
3.	T-6 MGR/RMAC/ GL/3	MG Road (Rangoli Metro Art Centre)	Gift and souvenirs shop	Rs 20,00,000 (Rupees twenty lakhs)
4.	T-6 ULR/GL/PD-1	Halasuru	Quick service Restaurant / Hobby workshops including technical training , skill development etc designing and prototyping / Book and Video lending library/ Mobile phones retails/ Computer hardware	Rs.40,00,000 Rupees (Forty lakhs)

Technical Capacity

The Bidder will also be required to submit, **FOR THE RELEVANT CATEGORY AND LOCATION BID**, a **CONCEPT NOTE AND DESIGN PROPOSAL**, including images/perspective, which shall include the details specified in respect of such Category in Table S (II) 2.7.4: CONCEPT AND DESIGN PROPOSAL below (“**Concept and Design Proposal**”). Bidders shall ensure that the Concept and Design Proposal is world class in terms of excellence in design, performance, quality, and customer satisfaction and value when compared with all similar items from anywhere in the world. This should be submitted both in hard copies duly signed by the Bidder, and also a soft copy in a CD. (The CD shall be super scribed with the Bidder’s name and signature). The hard copy of the relevant Concept and Design Proposal shall be enclosed with Annexure I of Appendix III. Though the concept note and design proposal is not taken for evaluation of the bid submissions, bids that are not accompanied with the concept and design proposal shall be summarily rejected.

Monthly License fee:

Bidders will be required to quote, as their Financial Bid, a monthly license fee. The License Fee shall be paid to BMRCL for each month of the term of the License Agreement. For location mentioned at Serial No. 2 and 3 the successful bidder shall pay a non-refundable concession fee mentioned against the respective column. Bidders will be required to quote not less than the Minimum Monthly Reserve Price indicated in respect of each Location in the Table S (II) 2.3.4: RESERVE PRICES below:

Table S (II) 2.3.4: MINIMUM MONTHLY RESERVE PRICES AND ONE TIME NON-REFUNDABLE CONCESSION FEE

Sl.No	Location Codes	Station	Category	Reserve Price	One time non-refundable concession fee
I	II	III	IV	V	VI
1.	T-6 MGR/BLK-A/GL/1	MG Road	Florist	Rs.10000 (Rupees Ten Thousand Only)	Nil
2.	T-6 MGR/RMAC/G L/2	MG Road (Rangoli Metro Art Centre)	Ice cream parlour/books / gifts & novelties	Rs.70,000 (Rupees Seventy Thousand Only)	Rs.10,00,000 (Rupees ten lakhs)
3.	T-6 MGR/RMAC/G L/3	MG Road (Rangoli Metro Art Centre)	Gift and souvenirs shop/ art shop	Rs.10,000 (Rupees ten thousand)	Rs.1,00,000 (Rupees One Lakh)
4.	T-6 ULR/GL/PD-1	Halasuru	Quick service Restaurant / Hobby workshops including technical training , skill development etc designing and prototyping / Book and Video lending library/ Mobile phones retails/ Computer hardware	Rs.40,000 (Rupees Forty Thousand Only)	Rs.2,50,000 (Two lakhs fifty thousand)

Service tax on the Monthly License Fee shall be paid at the applicable rates by the Licensee in addition to the License Fee. Further a lump sum common area maintenance fee of Rs 5000.00 (Rupees Five Thousand) only plus applicable service tax shall be payable each month.

The one time non-refundable concession fee shall be paid at the time of entering into the license agreement. The One time concession fee shall be paid by way of Demand Draft favoring BMRCL and payable in Bangalore.

The Qualified Bidder is one who has quoted the highest License Fee in respect of a particular Location.

License Period: subject to terms contained in the bid document the license period is as under:

Fit out period

The Licensee shall be provided a period of the number of days indicated in Table below, calculated from the date of the Notice to Proceed, for setting up the Retail Outlet at the Location ("Fit-Out Period"). The obligation of the Licensee to commence payment of the License Fee shall commence from the end of the Fit-Out Period. In the event that the Licensee does not commence commercial operations at the Retail Outlet within the Fit-Out Period, it shall enjoy an additional period ("Grace Period") of 30 (thirty) days from the expiry of the Fit-Out Period for commencement of commercial operations. Provided however, that in such event, the Licensee shall be obligated to pay the License Fee during the Grace Period. Failure by the Licensee to commence commercial operations by the last date of the Grace Period shall be treated as a Licensee Event of Default.

FIT OUT PERIOD

S.No.	Category	Fit-Out Period (No. of days from notice to proceed)
1.	Florist	60
2.	Ice cream parlour/books/gifts & novelties	60
3.	Gift /souvenir at RMAC	30
4.	Quick service Restaurant /Do it yourself, Hobby workshops including technical training , skill development etc designing and prototyping / Books and Video lending library	60

Pre Bid Meeting

A Pre-Bid Meeting shall be convened at the BMRCL office on the date and at the venue indicated in the Key Details. Information regarding any change in date and/or time and/or the venue of the Pre-bid Meeting will be posted on the website of the BMRCL.

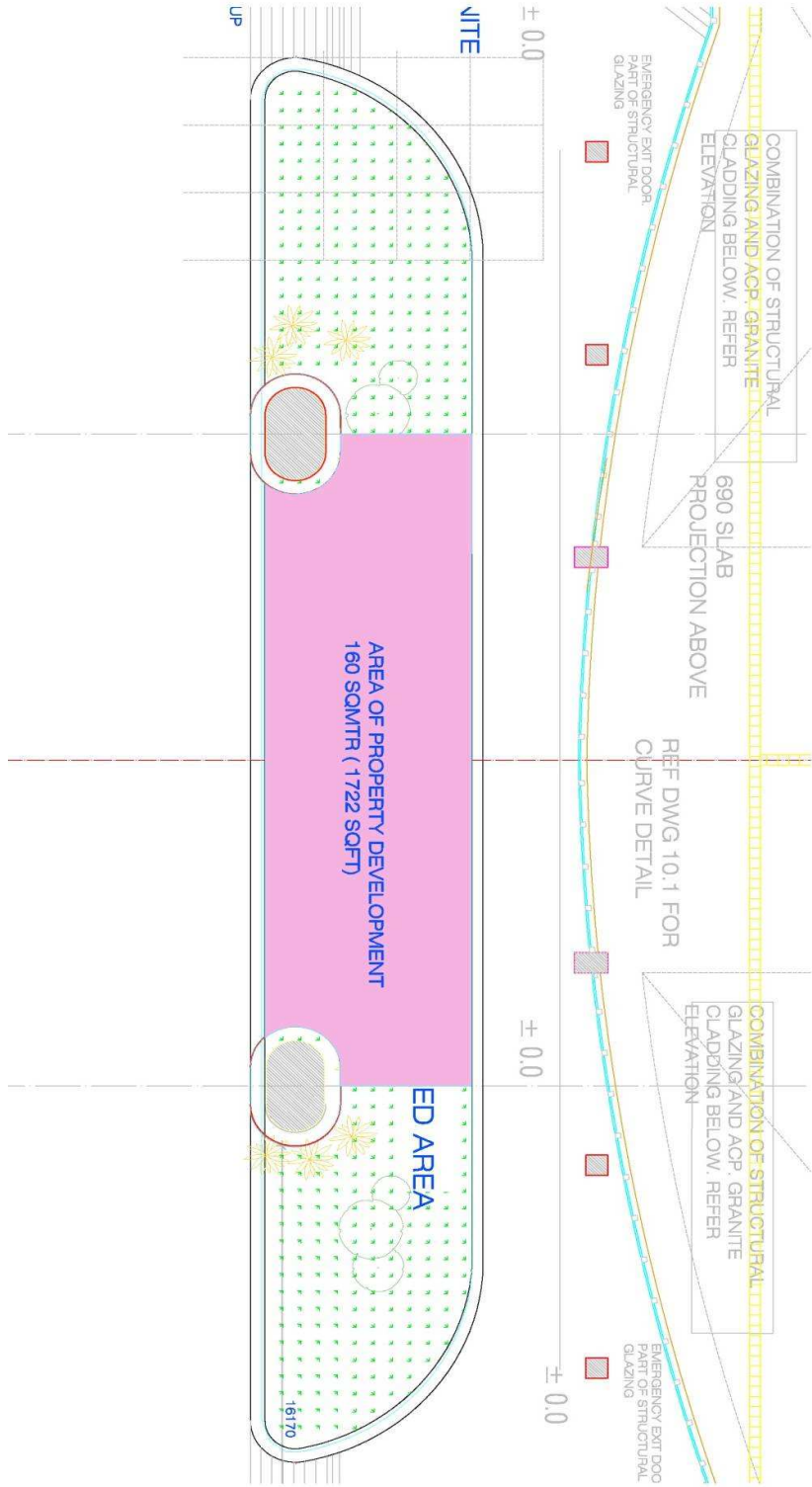
Site Visit

A site visit shall be arranged in respect of each Location at the time and on the dates mentioned in the Key Details. Only Bidders who have purchased the Bid Document will be permitted to attend the Site Visit.

KEY DETAILS

1.	Date of Issue of Bid Document	18th June 2014
2.	Cost of Bid Document	Rs.5,000.00 (Rupees fiveThousand Only) inclusive of KVAT
3.	Dates for purchase of Bid document	On all Working Days between 11.00 a.m. and 5.00 p.m. (IST) from 18 th June 2014 to 18 th July 2014
4.	Address for purchase of Bid document	Bangalore Metro Rail Corporation Limited, 3rd Floor, BMTCL Complex, K H Road, Shanthinagar, Bangalore-560 027;
5.	Refundable Earnest Money Deposit	As per Table S (II) 2.10: EMD, Clause 2.10.1 of the Bid Document
6.	Site Visit	26 rd June 2014 at 11. 00 p.m. The site visit shall begin at the M.G. Road station. Interested bidders who have purchased the tender documents will meet at the Coffee Day Kiosk at MG Road Station at 11 AM sharp for the tour of the Retail sites put for tender.
7.	Pre-Bid Meeting	26 th June 2014 3.00 PM at Conference Hall, BMRCL, 3RD Floor, BMTCL Building, KH Road, Bangalore – 560027
8.	Bid Submission Date	21 st July 2014 at 3.00 pm
9.	Opening of Outer Envelope and Opening of Envelope 1 – Qualification and Technical Documents	21 st July 2014 at 3.30 pm
11.	Opening of Financial Bid – Envelope 2	Will be intimated to Bidders who have been shortlisted based on evaluation of the Qualification and Technical Documents

Appendix-I



Appendix-II

