

Request you to submit the bid of Technical & Financial as per Corrigendum.

Corrigendum

Tender No. 2021 HBC 156941 1

1. The amended Key dates are as under:

| S. No | Particulars | Details |
|--|---|--|
| 1 | Document reference number | HAICL/19-01-2021/Logistics-1 |
| 2 | (i) Downloading of Tender Document/Online Bid Preparation. (ii) Online directly transfer of funds of Rs.2000/- through online directly through Debit Cards & Internet Banking Accounts (Tender document fee Rs.1000/-, Processing Fee Rs.1,000/-) are required. (iii) EMD of Rs.2.00 Lacs. (through online directly through Debit Cards & Internet Banking Accounts) | 19.01.2021 to 22.02.2021 upto 3:00 PM |
| 4 | Submission of online Technical & Financial Bid | 19.01.2021 to 22.02.2021 up to 3:00 PM |
| 5 | Opening of Technical Bid | 22.02.2021 at 04:00 PM till 23.02.2021 |
| 6 | Manual submission of only additional document, if required. | 22.02.2021 up to 4:00 PM |
| 7 | Presentation by technically qualified bidders | 23.02.2021 at 11 am |
| 8 | Date of opening of Financial bids | 23.02.2021 at 3 pm |
| 9 | HAICL contact details | Haryana Agro Industries Corporation Limited, Bays No. 15-20, Sector 4, Panchkula, Haryana 134109 Email- haicpkl@gmail.com Tel- 0172-2561305 |
| Note: - In case a Central/ State Holiday are declared on any day, the event will be held on the next working day at the same time and same venue. | | |

2. In term & Conditions (Point 6.0), Page No.14 point (1.c) Experience: The tenderer should have 5 years' experience of warehousing and transportation of Fast Moving Consumable Goods (FMCG) in organized reputed retail sectors of Logistics Service in leading Retail, FMCG, Consumer Durables, E-commerce companies in value chain, growth strategy, product offer development. It is clarified that Tenderer should have 5 years of experience of Warehousing and Transportation. The same line of experience into FMCG retail will be and added advantage.
3. In term & Conditions (Point 6.0), Page No.14 point (1.d) Technical Criteria: It is clarified that The Bidder should have capability of managing owned/ leased fleet of 100 vehicles (any size-four-wheeler only) to cater retail outlets. Provided vehicle should be GPRS enabled. On the request of LSP, WMS (Warehouse Management System) will be provided by HAICL. However, TMS (Transport management system) will be arranged by LSP.
- It is also clarified that the Bidder should have experience of operation at owned/Leased space of about 1.5 Lac Sq. ft. across India and 50000 sq. ft. space in Haryana.
4. In term & Conditions (Point 6.0), page No.15 point (1.e) Annual Turn Over: It is clarified that Bidder should have achieved average annual turnover of a minimum of at least Rs. 200 crores during the last three preceding financial year.
5. In term & Conditions (Point 6.0), Page No.15 point (1.h) Net Worth: it is clarified that The Bidder must have Rs.150 crores positive net worth based on the previous financial year 2018-19 or 2019-20.
6. In term & Conditions (Point 6.0) , page No.15 point (4.d) : It is clarified that Certificate of chartered accountant in regard to average annual turnover of Rs.200 crores as Warehouse and Logistics service provider during the last three preceding financial year.
7. In term & Conditions (Point 6.0), page No.16 point (4.e): It is clarified that Certificate of statutory auditor in regard to positive net worth of Rs.150 crores of the Bidder on the basis of the annual account for the year 2018-19 or 2019-20 as per Performa-

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8. In term & conditions (Point 6.0), page No. 16 point (5): The security amount is to be deposited as per corrigendum point No. 15. In case the contractor fails to deposit security amount the earnest money deposited will be forfeited and the offer will be cancelled and the work will be awarded to any other party at the sole discretion of HAIC. The security amount will be released after successful completion of the contract on producing "No Objection Certificate" from all the HAICL Office.
In case of failure of the contractor to abide by the terms of the contract agreement or in case of any loss caused to HAIC due to their acts of omission/commission, the security amount shall be forfeited without any notice and the work will be assigned to L - 2 contractor and in case of refusal by L-2 contractor to any other contractor by HAIC on risk and cost basis, as the case may be.
The security amount will be released after successful completion of the contract on producing "No Objection Certificate" from all the HAICL Offices.
9. In Term & Condition point 7.0 Page No. 21 point 16.0 Insurance: It is clarified that the Liability of insurance of the goods (Warehouse/DC/in Transit) will be with HAICL. However, the liability of goods in transit will be of LSP. Value of damaged goods during transit will be claimed by HAICL from LSP.
10. In Objective of the Project & Scope of the work (point 8.0) page No.22 point (8.1.d) It is clarified that Network design in term of Warehouse Location & numbers will be proposed by LSP (Logistics Service Provider) in agreement with HAICL
11. In Objective of the Project & Scope of the work (point 8.0) Page No.22 point (8.1.e) It is clarified that Network design in term of DC Location & numbers will be proposed by LSP (Logistics Service Provider) in agreement with HAICL.
12. In Objective of the Project & Scope of the work (point 8.2) Page No.22 It is clarified that Distribution Planning & Network design in term of Warehouse and DC Location & numbers will be proposed by LSP (Logistics Service Provider) in agreement with HAICL.
13. In point 9.0 Selection Process under point 9.1 Eligibility Criteria is amended as under:

| SN. | Section | Requirement | Supporting documents |
|-----|--------------------------------------|--|---|
| 1 | Legal Entity | The Bidder (a Business Entity) shall mean a company registered in India under the Companies Act, 1956 or 2013 or a partnership firm registered under the Limited Liability Partnership Act of 2008 and operating for at-least last 5 (Five) years as on March 31, 2020. | Incorporation/Registration Certificate |
| 2 | Financial and experience credentials | 2.1 The entity should have at-least Rs.150 crores Net worth in 2018-19 or 2019-20 for providing Logistics services (Warehousing + Transportation) preferably in food processing, FMCG and allied sectors. 2.2 Should be in active Logistics operations for 5 years in India 2.3 The entity should have average annual turnover of Minimum Rs.200 crores for providing Logistics services in the last three Financial Years | Certificate from the statutory auditor/ Client's certificate and agreement/work order. Copy of Audited financials for last 3 years |
| 3 | Prior Experience | 3.1 Experience of Logistics Service in leading Retail, FMCG, Consumer Durables, E-commerce companies in value chain, growth strategy, product offer development in previous 5 years | Client's certificate and agreement/work order |
| 4 | Blacklisting | The bidder should have not been blacklisted/banned/debarred by any State / Central Government or any of its Agency / PSU or under a declaration of ineligibility for fraudulent or corrupt practices or inefficient/ ineffective performance. | Undertaking by the bidder Falsification and non-disclosure will lead to disqualification from the evaluation process. |

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| 5 | Tech Criteria | <p>5.1 Bidder should have experience of operation at owned/Leased Warehousing space of about 1.5 Lac Sq ft across India and 50000 sq ft space in Haryana.</p> <p>5.2 Should have capability of managing owned/leased 100 GPS enabled vehicles of different sizes in a year.</p> | <p>Declaration by the Company and address list of the mentioned warehousing facilities (max JV Partner 2)</p> <p>CA certificate for assets related of vehicles & company letter for GPS (Max JV 2)</p> <p>Declaration by the bidding entity with supporting documents or demo site</p> |
| 6 | Expertise in Warehouse Management and Distribution | Should have expertise of managing at least 1.5 Lacs sq feet Warehousing space and corresponding distribution capabilities. | Declaration by the bidding entity with supporting documents (max JV 2) |

Note that below mentioned the Eligibility Criteria is removed, need to be taken null & void.

Note:

For the purpose of evaluating the Bidder in respect of the prescribed pre-qualification and technical criteria, the respective technical experience and the financial capabilities of each of the Consortium Members shall also be considered. In addition, the technical experience and the financial capabilities of the Associates of the Bidder/each Members of the Consortium would also be considered.

For purposes of this Tender, 'Associate' means, in relation to the Bidder/ Consortium Member, a person who controls, is controlled by, or is under the common control with such Bidder/ Consortium Member (the "Associate"). As used in this definition, the expression "control" means, with respect to a person which is a company or corporation, the ownership, directly or indirectly, of more than 50% (fifty per cent) of the voting shares of such person, and with respect to a person which is not a company or corporation, the power to direct the management and policies of such person by operation of law.

14. In point 9.0 Selection Process under point 9.3 Evaluation Criteria is amended as under:

| Sr.No. | Sub part | Criteria | Marks of sub-Part | Max Marks |
|--------|----------|---|-------------------|-----------|
| 1 | | Relevant Work Experience: Work order/Agreement/Client certificate to be submitted in this regard | | 45 |
| | a) | If the vendor has undertaken and invoiced its comprehensive Service in retail sector for about Rs.25 -50 crores | 5 | |
| | | cumulative, in last 5 years | | |
| | | Or | | |
| | | If the vendor has undertaken and invoiced its comprehensive Retail Service in retail sector for about Rs.50 -100 crores | 10 | |
| | | cumulative, in last 5 years | | |
| | | Or | | |
| | | If the vendor has undertaken and invoiced its comprehensive Retail Service in retail sector for about R s . 100 crores cumulative | 15 | |
| | | or more, in last 5 years | | |
| | b) | If the Vendor has provided Service in similar scope of work/term | 10 | |

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| | | of reference of this document in last 5 years (5 marks for each project with maximum scoring for 2 similar projects) | | |
| | c) | If the Vendor has demonstrated experience of undertaking FMCG retail business in the field of Warehousing Operation in last 5 Years | 5 | |
| | | | | |
| | d) | If the Vendor has a demonstrated experience of working with Government/PSU for 2 years | 5 | |
| | | | | |
| | e) | Experience of managing logistics including warehouse operations, first mile delivery (manufacturer to warehouse), and last mile delivery (warehouse/DC to retailer/Customer | 10 | |
| | | | | |
| 2 | | Vendor is having owned/leased Warehousing space of 50,000 Square feet (Cumulative) in Haryana | | 15 |
| | | Vendor is having experience of Warehousing management of 1,50,000 Square feet in INDIA | | 15 |
| 3 | | Vendor is having ownership/Lease of 100 Vehicles of different size with 100% GPS Tracking Facility | | 10 |
| 4 | | Average Annual Turnover for last three years | | 15 |
| | | | | |
| | | Rs.200-300 crores | 5 | |
| | | Rs.300- 400 crores | 10 | |
| | | Rs.400 or more crores | 15 | |
| | | TOTAL | | 100 Marks |

15. In point 9.0 Selection Process Page 25 under point 9.5 Performance Bank Guarantee: It is clarified that the successful bidder shall submit a performance Bank Guarantee @5% of the contract value by bidder. The tentative Turn Over is expected to be Rs.4500 crores cumulative for next five years. As per the capping of 4%. The tentative contract value will be of Rs.180 crores. Thus, Rs.10 crores of bank guarantee is to be submitted by successful bidder in phase wise manner i.e., Rs.4 crores within 30 days, preferably from the award of contract; Rs.3 crores after 365 days of previous deposit and Rs.3 crores after 365 days of second deposit. The phase wise manner will be cancelled under following condition:

Successful bidder will deposit all pending Bank guarantee within 30 days of the date when HAICL achieves Rs.1000 crore annual turnover.

16. Annexure-2 Eligibility Criteria checklist is amended as follows:

| SN. | Section | Requirement | Supporting documents |
|-----|--------------------------------------|---|---|
| 1 | Legal Entity | The Bidder (a Business Entity) shall mean a company registered in India under the Companies Act, 1956 or 2013 or a partnership firm registered under the Limited Liability Partnership Act of 2008 and operating for at- least last 5 (Five) years as on March 31, 2020. | Incorporation/ Registration Certificate |
| 2 | Financial and experience credentials | 2.4 The entity should have at-least Rs.150 crores Net worth in 2018-19 or 2019-20 for providing Logistics services (Warehousing + Transportation) preferably in food processing, FMCG and allied sectors. 2.5 Should be in active Logistics operations for 5 years in India 2.6 . The entity should have average annual turnover of Rs.200 crores for providing Logistics services in the last three Financial years. | Certificate from the statutory auditor/ Client's certificate and agreement/work order. Copy of Audited financials for last 3 years |

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| 3 | Prior Experience | 3.1 Experience of Logistics Service in leading Retail, FMCG, Consumer Durables, E-commerce companies in value chain, product offer development in previous 5 years. | Client's certificate and agreement/work order |
| 4 | Blacklisting | The bidder should have not been blacklisted/banned/debarred by any State / Central Government or any of its Agency / PSU or under a declaration of ineligibility for fraudulent or corrupt practices or inefficient/ ineffective performance. | Undertaking by the bidder Falsification and non-disclosure will lead to disqualification from the evaluation process. |
| 5 | Tech Criteria | 5.1. Bidder should have experience of operation at owned/Leased Warehousing space of about 1.5 Lac Sq ft across India and 50000 sq. ft. space in Haryana. 5.2. Should have capability of managing owned/leased 100 GPS enabled vehicles of different sizes in a year. | Declaration by the Company and address list of the mentioned warehousing facilities (max JV Partner 2) CA certificate for assets related of vehicles & company letter for GPS (Max JV 2) Declaration by the bidding entity with supporting documents or demo site |
| 6 | Expertise in Warehouse Management and Distribution | Should have expertise of managing at least 1.5 Lacs sq. ft. and corresponding distribution capabilities. | Declaration by the bidding entity with supporting documents (max JV 2) |

17. Annexure-3- Technical Criteria Checklist is amended as follows:

| Sr.No. | Sub part | Criteria | Marks of sub-Part | Max Marks |
|--------|----------|---|---|-----------|
| 1 | | Relevant Work Experience: Work order/Agreement/Client certificate to be submitted in this regard | | 45 |
| | a) | If the vendor has undertaken and invoiced its comprehensive Retail Service sector for about Rs.25 -50 crores cumulative, in last 5 years Or If the vendor has undertaken and invoiced its comprehensive Retail Service in retail sector for about Rs.50 -100 crores cumulative, in last 5 years Or If the vendor has undertaken and invoiced its comprehensive Retail Service in retail sector for about R s . 100 crores cumulative or more, in last 5 years | 5 10 15 | |
| | b) | If the Vendor has provided Service in similar scope of work/term of reference of this document in last 5 years (5 marks for each project with maximum scoring for 2 similar projects) | 10 | |
| | c) | If the Vendor has demonstrated experience of undertaking FMCG retail business in the field of Warehousing Operation in last 5 Years | 5 | |
| | d) | If the Vendor has a demonstrated experience of working with Government/PSU for 2 years | 5 | |

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| | e) | Experience of managing logistics including warehouse operations, first mile delivery (manufacturer to warehouse), and last mile delivery (warehouse/DC to retailer/Customer) | 10 | |
| 2 | | Vendor is having owned/leased Warehousing space of 50,000 Square feet in Haryana | | 15 |
| | | Vendor is having experience of Warehousing management of 1,50,000 Square feet in INDIA | | 15 |
| 3 | | Vendor is having ownership/Leased of 100 Vehicles of different size with 100% GPS Tracing Facility | | 10 |
| 4 | | Average Annual Turnover | | 15 |
| | | Rs.200-300 crores | 5 | |
| | | Rs.300- 400 crores | 10 | |
| | | Rs.400 crores or more | 15 | |
| | | TOTAL | | 100 Marks |

18. Annexure 6

| Sr. No. | Service Level | Measure | Penalty |
|---------|--------------------|-------------------------------|--|
| 1. | Inventory Accuracy | 99.99% | Debit for lapse value on Landed cost |
| 2. | Delayed Delivery | As per TAT (Turn Around Time) | <p>1. 0.5% of value delayed will be charged for delayed delivery. HAICL desires the delivery time period from Warehouse to Distribution Center (DC) is maximum 48 hrs. and from Distribution Center (DC) to franchisee stores is maximum 24 hrs. However, the same will be mutually decided between the LSP vendor and HAICL during the implementation period.</p> <p>2. Penalty will not be imposed if LSP ensures 90% delivery within agreed time-period. However, if delayed delivery is below 90% then penalty will be imposed on all delayed value. For eg if delayed delivery is 88% then penalty will be imposed on the value of all 12% delayed deliveries.</p> <p>3. Delayed delivery will not be counted in unavoidable conditions such as Acts of god (Like Earthquake, Flood, etc.), law and order situations.</p> |

Note - Miscellaneous (clarifications)

| Subject | Reference clause | Content in RFP Requiring Clarification | Clarification |
|--|---------------------------------|---|---|
| Annexure 5 Transportation Function Detailed Work Scope | Point No. 1.1.2. Page No. 47 | Logistics Coordinator will schedule the vehicle (size/cube) on the bases of volume for a day accordingly in coordination with HAICL | <p>HAICL proposes that transit time from warehouse to regional DC should not be more than 48 hours and from regional DC to retail outlet should not be more than 24 hours. However, Transit Time or Turnaround time will be proposed by LSP in coordination with HAICL as best practice and will be drafted in SLA in later part.</p> <p>Minimum order dispatch from regional DCs to outlet will be approx. Rs.10000/-.</p> |

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| | | | However, in initial stage of opening of each outlet, in order to provide relaxation and ensure success of project, LSP and HAICL will work on ideal minimum order dispatch and mutually agreed upon. However, this relaxation will not be more than 2-3 months for each or any outlet. From Regional DC to Retail Outlet should not be more than 24 hours. |
| Objective of the Project & Scope of the Work | Point Nos. 8.3.2, 8.3.3, 8.3.4 Page No. 23 Point No. 8.3.5. d) Page No. 24 | Standard Operating Procedure | SOP will be mutually designed by HAICL and LSP in later part. |
| Objective of the Project & Scope of the Work | Point No. 8.3.5. c) Page No. 23 | Perishable Product (like dairy product-Vita) having shelf life less than 15 days (preferably in Urban area) will be delivered to retail outlet directly from plants, in later stage | All Perishable products supply in urban area or villages near urban area will be managed by Vita existing mechanism In rural area, Vita products such as ghee, sweets which have substantial shelf life will only be supplied by LSP. These products will be delivered from plant to warehouse or DCs directly by vita. HAICL will explore the possibility of providing ice-creams. Thus LSP will provide required vehicles, if required for any relevant product. |
| Objective of the Project & Scope of the Work | section 8.3.1, b) Page No. 22 | HD racking/racking and required Material Handling Equipment will be provided by vendor. | Warehouse will have HD Rack; DC design decision will be taken by LSP in a manner that Operation does not get impacted. |
| Objective of the Project & Scope of the Work | section 8.3.1, a) Page No. 22 | Complete set up of Warehouse and Distribution Centre will be vendor responsibility. In case of non-availability of space for warehouse/DCs, Vendor may approach to HAICL and HAICL may provide space available with HAICL, HAFED and HSWC, subject to the availability of space. HAICL will charge Rs. 15-30/- per sq feet according to the location of the said space. | LSP will arrange desired number of centralized warehouse and regional DC at their own level. In case, LSP is not able to arrange space for any regional DC, LSP may approach HAICL and HAICL will try to arrange space from any government department and will charge rent as mutually agreed upon based on market survey and as mentioned in TOR. However, HAICL doesn't guarantee or commit provision of space. |
| Chapter No. 6 - Terms & Condition | Point No. 12 Page No.17 | The rates should not more than 4% of total revenue (sales from DCs). The rates shall be written only in two decimal places and in words correctly | Rs.100 crores per annum will be minimum Guarantee. However, HAICL projects Rs.500 crores Turnover within first year and |

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| | | | thus bidder should plan resource deployment accordingly. Annual Turnover is invoice value from warehouse/DC to retail outlet plus institutional sales from warehouse/DCs. |
| Terms of Reference | Point No. 16 Page No. 21 | At all times during the Term, Vendor shall, at its cost, maintain the insurance as may be necessary for the warehouse, capex & employees. Vendor shall at its sole cost and expense, maintain and be responsible for the insurance of its Goods while in custody of Vendor during transportation. HAICL will ensure insurance of goods during storage at warehouse covering theft, burglary, standard fire and special perils cover including terrorism and earthquake riders | The stocks in Warehouse and Dc will be insured by HAICL. The liability of stocks in transit will lie with logistic vendor |
| Objective of the Project & Scope of the Work | section 8.3.1, b) Page No. 22 | HD racking/racking and required Material Handling Equipment will be provided by vendor. | Warehouse will have HD Rack. DC design decision will be taken by LSP |
| Annexure 5 Transportation Function Detailed Work Scope | Point No. 1.1.2. Page No. 47 | Logistics Coordinator will schedule the vehicle (size/cube) on the bases of volume for a day accordingly in coordination with HAICL | Minimum order dispatch from regional DCs to outlet will be approx. Rs.10,000/-. However, in initial stage of opening of each outlet, in order to provide relaxation and ensure success of project, LSP and HAICL will work on ideal minimum order dispatch and mutually agree upon. However, this relaxation will not be more than 2-3 months for each or any outlet. |
| Terms & Conditions | | Packaging or Re-packaging to be included into tender | Packaging or re-packaging included |
| Term & Conditions | (point 8.2) Page No.22 | 3 nos. of warehouse and 22 nos. of DCs need to be relaxed | The location and no. of warehouses will be decided by LSP in mutual understanding with HAICL in later part |
| TOR | 13(a)-page No. 20 | Lock in period may be extended for 3 years | Lock in period is of 1 year. Agreement period is 5 years. The termination will |

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| | | | be only on non-performance as mentioned in 13 (b) Page No. 20 |
| Annexure 3 | Annexure 3 | Under Annexure 3 of the Technical Criteria Checklist, a. Request if point 1 d) can be excluded | We need to give 5 marks to companies having experience of working with government for 2 years. However, financial bid will be opened of all bidders scoring more than 60 marks out of 100 marks |
| Annexure 3 | Annexure 3 | May consider "Annual Revenue Run Rate" as well | Average annual turnover is desired |

Points to be Noted:

- **Necessary direction to the bidders is provided not to reveal any costs or financial numbers in the technical bid or any other annexure other than financial bid.**
- **All the uploads with respect to Technical & Financial bid must be submitted as per corrigendum.**
- **All the costing bid should be of inclusive of all taxes.**

MD, HAICL

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