

Response to the queries received on the Bidding Document for “**RFP for selection of Agency for Establishment, Operation and Maintenance of Food Court and Game Zone on License basis at Polo Commercial Complex Shillong, Meghalaya.**” (SSCL/Tender/2025-26/MEG-SHI-42)

The Pre-bid Conference was held on 30<sup>th</sup> October 2025 at 11:00 AM at the Conference Hall Office of the Shillong Smart City Limited House No.C/B-037, Top Floor, Centre Nongrim Hills, Near JJ Cables Est Khasi Hills District Meghalaya – 793003. The queries received and response of the Employer is as under.

S.No	RFP Clause & Page Number	Existing RFP clause	Queries/Suggestion/Clarification sought by the bidders	Response to Queries
<b>J.J.Technologies &amp; Trading Agencies</b>				
1	<b>PROJECT INFORMATION MEMORANDUM I. Bidding Structure (Refer Section 3.1 for details) Page No 6</b>	The “Licensor” i.e. SSCL has developed the Project as organised retail complex with the highest level of modernization and safety standards for the users of the facility. SSCL (the ‘Licensor’) intends to provide ‘License to Operate’ rights to the Selected Bidder (Licensee) to operate the Food Court and Gaming Zone for the License Period of 5 years. The Licensee will have the exclusive right to collect revenue from Sub-Licensees and pay an ‘Quarterly License Fee’ to SSCL.	<b>License Period:</b> The current license period mentioned is <b>5 years</b> . In order to ensure project viability and sufficient return on investment, we kindly request that the <b>license period be extended to 9 years + 9 Years + 9 Years.</b>	RFP condition prevails
2	<b>ELIGIBILITY CRITERIA FOR BIDDERS: Criteria Sub-Clause 4.1, 4.2 &amp; 4.2.1 Page NO 8</b>	4.1. The Bidder shall be evaluated first for fulfilling eligibility criteria. The applicant may be any Single Legal Entity i.e. a Proprietorship Firm, a Partnership Firm or a Limited Liability Partnership firm or a Company having its registered office in India & incorporated under the Companies Act 1956/2013 or a combination of above in the form of Consortium or Joint Venture (JV). 4.2. <b>Bid by a Consortium/JV of firms:</b> 4.2.1. A Maximum of Two (2) Members will be permitted to form a Consortium/ JV and shall be jointly and severally liable for the performance of License Agreement.	<b>Qualification Criteria – JV Partner Office Requirement</b> We kindly request that it should be mentioned that one of the JV partners should have a registered office in Meghalaya.	Accepted  Refer Addendum - 1

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3	<p><b>ELIGIBILITY CRITERIA FOR BIDDERS:</b></p> <p><b>Financial Qualification Sub-Clause 4.3.1 &amp; 4.3.2 Page NO 8</b></p>	<p><b>4.3.1 Financial Qualification:</b> Bidders (Aggregate in case of Consortium) should have Average Annual Turnover of INR 1 Cr (One Crore) in the last three financial years ending 31 March 2024 and <b>Positive Net Worth</b> at the end of financial year ending 31 March 2024.</p> <p>For the purposes of this RFP the term Net Worth means the following: • "Net Worth" for company 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. • "Net Worth" for Partnership Firm would mean: [Fixed Assets +Trade Receivables + Current Assets] – [Firms Loan +Current Liabilities] • "Net Worth for Sole Proprietorship" would mean: Total Assets- Total Liabilities Alley, comprising a minimum of two bowling lanes.</p> <p><b>4.3.2. Technical Qualifications:</b> In last seven (7) years, the Bidder should have an established track record of</p>	<p><b>Technical Evaluation Suggestion – Marking System for Bidder Selection</b> As Food Court and Game Zone is coming up of Premium mall make by Government of Meghalaya's, we suggest introducing a marking system in the technical qualification stage before financial bid opening. This will ensure that only capable and serious business houses with strong credentials and innovative concepts qualify for financial evaluation.</p> <p>We propose the following indicative <b>Technical Evaluation Marking System</b> for consideration:</p> <table border="1"> <thead> <tr> <th>Sl. No.</th> <th>Evaluation Criteria</th> <th>Range / Description</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Average Annual Turnover</td> <td>₹1–10 Crore = 10 marks ₹10–15 Crore = 15 marks Above ₹15 Crore = 20 marks</td> <td>20</td> </tr> <tr> <td>2</td> <td>Net Worth</td> <td>Up to ₹5 Crore = 10 marks Above ₹ 5 Crore = 20 marks</td> <td>20</td> </tr> <tr> <td>3</td> <td>Registered Office in Meghalaya</td> <td>Having a registered office within Meghalaya</td> <td>10</td> </tr> <tr> <td>4</td> <td>Presentation, Concept, Plan and Experience</td> <td>Overall business plan, design, and operational approach</td> <td>50</td> </tr> <tr> <td colspan="3" style="text-align: center;"><b>Total</b></td> <td><b>100</b></td> </tr> </tbody> </table>	Sl. No.	Evaluation Criteria	Range / Description	Marks	1	Average Annual Turnover	₹1–10 Crore = 10 marks ₹10–15 Crore = 15 marks Above ₹15 Crore = 20 marks	20	2	Net Worth	Up to ₹5 Crore = 10 marks Above ₹ 5 Crore = 20 marks	20	3	Registered Office in Meghalaya	Having a registered office within Meghalaya	10	4	Presentation, Concept, Plan and Experience	Overall business plan, design, and operational approach	50	<b>Total</b>			<b>100</b>	RFP condition prevails
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		<p>a. Establishment, Operation and Management of an aggregate or single unit of at least 4000 sq. ft of food court(s)/restaurants/quick service restaurant(s) (QSR) in shopping malls/brand theatres/airports/ IT Parks/offices/residential societies And</p> <p>b. Proven experience in the development, operation, and maintenance of at least one Bowling Alley, comprising a minimum of two bowling lanes.</p> <p><b><i>Note: In the case of a Joint Venture (JV) or Consortium, it shall be mandatory that at least one Member of the Consortium individually fulfils either Clause 4.3.2 (a) or Clauses 4.3.2 (b) of the technical qualification specified above. However, the Consortium as a whole must collectively satisfy all components of the technical qualification. Each Member of the Consortium shall be required to submit appropriate documentation and supporting evidence to demonstrate compliance with their respective obligations under the technical eligibility requirements</i></b></p>	<p>The technical evaluation will carry a weightage of 75 marks. The bidders who score 75 marks out of 100 will be qualified for opening of financial bids.</p>	<p>RFP condition prevails</p>