

CHENNAI METRO RAIL LIMITED
 (A Joint Venture of Govt. of India & Govt. of Tamilnadu)
 Tender Reference: BD/PIII/452/2016/1
PRE-BID QUERIES RECEIVED AND CMRL's REPLY
 Pre-bid meeting date: 17/07/2017

S.No	Name of the Person / Organization	Tender Clause & Page No	Queries / Suggestions raised	CMRL Reply
1	G. Mani, Vice President / Armour Display Systems P Ltd		A. Chennai Corporation approval : 1.Considering this being the most vital clog in the bid process, it was suggested and requested for CMRL's intervention in getting the required NOC/ Clearance for executing the said tender from Chennai Corporation, and as well as from Highways & Police Dept so as to enable us make our Bids free of any uncertainty .	No Change. CMRL's Management shall consider the request. Any progress in this matter shall be placed on website.
			2.It would be appreciated if a joint meeting can be facilitated along with CMRL officials at least fifteen days BEFORE THE BID DATE to clarify Chennai Corporation's stand on the grant of NOC to bidders without any hic-ups later . The same was accepted by CMRL Finance Director in the pre-bid meet.	No Change. CMRL's Management shall consider the request. Any progress in this matter shall be placed on website.
			B. Minimum Reserve Price : <ul style="list-style-type: none"> • It was brought to your notice that the Min RP quoted in the tender is far too high. • This may be compared with the recently awarded tender in Cochin & Bangalore. • A comparative statement is provided below. • Hence its our request for a substantial lowering of min RP to make it a workable & win-win situation. It's suggested that the Min RP should be near close to that of Cochin or Blr tender values. 	No Change. As per tender terms & conditions

		<ul style="list-style-type: none"> We wish to bring to your kind attention that, unlike 3 yrs back when OOH was practically nil in Chennai when the first BID was taken by Times OOH which anyways did not materialize, and, Times OOH did not participate in the next tender. And now with new OOH Medias like Bus shelters, road medians, few select hoardings are being permitted, and will continue to get sanctions, the OOH market size & budget is going to be split up. Hence, this needs your special attention to make this tender a workable one. 	
		<p>C. NON Clarity on tender status if by any chance the bidder is unable to get required sanction from Chennai Corporation :</p> <ul style="list-style-type: none"> It was mentioned that if by any chance the bidder is unable to get the required corporation clearance within the stipulated time period, the EMD of the bidder would be returned without any deductions. This point is not clearly mentioned in the tender other than vaguely in the termination clause. Request for providing a clear picture on this as agreed upon during the Pre-bid meet. 	Please refer Corrigendum – 01, Sl.No:03
		<p>D. Uniform amount of EMD irrespective of qty / area of media available under each section.</p> <p>Request for making it on some pro rata basis based on area available & RP valuation.</p>	No Change. As per tender terms & conditions
		<p>E. SD requirement thru DD:</p> <p>We suggest if the requirement of providing one year License fees as SD by way of DD can be changed to SD to be given as BG.</p>	As per tender terms & conditions
		<p>F. Tenure of Tender:</p>	Please refer Corrigendum – 01, Sl.No:02

			It was suggested that the term of tender should be made to 7 yrs minimum considering the total qty of piers especially to make it workable for bidders bidding for all sections , OR at least 5 yrs + 2 yrs extendable further on mutual consent with first right of refusal with the bidder.	
			Request for a special consideration for reducing the minimum Eligibility Criteria on Turn Over to 20 CR from existing 25.72 Cr for bidding reqmt of all groups which we intend bidding for all groups. Just for your information a. Cochin Metro tender TO Eligibility was 3CR as avg TO for past 3 yrs . Total 7 bidders. b. Bangalore Metro Tender TO Eligibility was 2.5 as TO in the last Fin yr. Total 4 bidders.	No Change. As per tender terms & conditions
2	Mr. R.Ramachandran, / Project Manager Skyrans Outdoor Advertisings India Private Ltd.		1. Package wise license fee to be reduced as a bench mark of Cochin and Bangalore metro license fee.	No Change. As per tender terms & conditions
			2.Duration of license period to be considered from 5 years to 10 years	Please refer Corrigendum – 01, Sl.No:02
3	Mr. Pramod Bhandula /Executive Chairman – JCDecaux Advertising India Pvt Ltd		Exclusivity: Full advertising exclusivity to be granted on the Exteriors of Chennai Metro Corridors, including but not limited to Gantries, Front/Back lit media, Non-lit media, Stickers, or any other advertising media options developed in future. On-exclusive environment with multiple players would result in severe competition leading to a price war and higher discounts, which is value destructive. For the maximization of the advertising revenue and thus the maximization of the license fee to be paid to CMRL, no other operator other than the successful bidder should be allowed to sell advertising on this scope.	As per tender terms & conditions

		<p><u>Duration of License Period:</u> The duration should be 10 years. This will enable the Licensee to invest the best quality of Medias and to meet the standards of CMRL. World class metro infrastructure created by CMRL should have better, aesthetically good looking and efficient equipment's which needs high capital expenditure, Even DMRC have similar concessions for 10 years. Please revise the duration to 10 years.</p>	Please refer Corrigendum – 01, Sl.No:02
		<p><u>License Fee:</u> 1. No Minimum Reserve Price and Revenue Share only for balanced approach and maximization of the revenue. 2. Commencement of license fee – Starting from 6 months after handover, since designing, obtaining approvals, manufacture and installation of media takes time.</p>	As per tender terms & conditions
	ARTICLE-8	<p><u>Dispute Resolution / Arbitration:</u> The Arbitration panel should consist of 3 Arbitrators under the guidelines laid in the Arbitration & Conciliation Act of 1996 with a panel of 3 arbitrators wherein each party appoints 1 Arbitrator and the two appointed arbitrator shall appoint the third arbitrator.</p>	As per tender terms & conditions
		<p><u>Termination:</u> Due to the nature of high investment, termination should be only due to events of default. For a balanced approach, both the parties should be able to terminate the License Agreement due to an Event of Default only.</p>	As per tender terms & conditions
		<p><u>Escalation of License Fee:</u> It should be reduced to 5% escalation on completion of every 3 (three) years of license period.</p>	As per tender terms & conditions
		<p><u>Schedule of Various Stages:</u> All Approvals, Permits, etc from all competent and required authorities, including different tiers of government, statutory, local, civic authorities approvals should be provide by CMRL only.</p>	As per tender terms & conditions
		<p><u>NOC:</u> Kindly provide NOC letter from Chennai Municipal Corporation Commissioner. Since Chennai Municipal</p>	As per tender terms & conditions

			Corporation will be processing all the advertisement related permission through single window system.	
		Chapter-3 3.6 & Annexure-4	Certificate of Statutory Auditor: The bidders have to submit certificates from statutory auditors as per the clause. Bidders should also be allowed to submit the same certificates by an Independent Auditor. Kindly incorporate the same.	As per tender terms & conditions
		Annexure-III Clause 4	Electricity Power: Please clarify Supplying and laying of cables should be provided until the termination points of Piers & Portals Location. Expending the power cable from the Meter Box will again result in investing addition cost on Cabling. Please clarify on the electricity charges and tariff.	<ol style="list-style-type: none"> 1. Wiring will be done by CMRL electrical department all along the viaduct and MCB (Switch) will be provided at each pier and portal where the Ad-Board comes. 2. From the MCB at piers and portal to the Ad- Board responsibility of wiring lies with licensee. 3. At each stations energy meter shall be provided by the Licensee and the meter shall be calibrated by TANGEDCO. 4. Electrical charges: Rs.140/Kw connected power (Fixed Charges) and Rs. 8.05/KwH units consumed

This reply to pre-bid queries forms the part of the tender document (technical bid) and is required to be signed and sealed by the bidder while submitting bids to CMRL.

General Manager (P&BD)