

DMRC/PB/416M0012/ID : Reply to Pre Bid queries

Sl. No.	Clauses as per already floated tender	Query / Comments of Bidders	DMRC Clarification
1	2 (a) of RFP and 2(a) of DLA	<p>It is submitted that the definition of "Exclusive Advertising Rights" must be provided in the definition section for more clarity on the subject Tender.</p> <p>The matter was also discussed in the Pre Bid Meeting and it is suggested that the following may be included:</p> <p><i>"The License would be for Exclusive Advertising Rights which would include all mediums and kinds of advertisement and brand promotions at metro stations and would exclude the limited self branding of retail facility outlets as per the policy of the DMRC in vogue. DMRC should further streamline the self branding space provided to them. This exclusion however would not include the Third Party brand promotion through the Retail Outlets in any manner.</i></p> <p>It is therefore most important that DMRC puts in place a policy in this regard before calling for bids.</p>	<p>The Definition mentioned in refred clauses is indicative in nature, the detail scope available at Chapter 3 of DLA , clearly elaborating permissible inclusions and exception. Further, clause 17.12 of DLA addresses the issues of Generic signages, mentions that the advertisement rights are granted on exclusivity basis.</p>
2	3.6. (3) of RFP	<p>It is submitted that the EMD/ Bid Security be taken in the Bank Guarantee instead of Bank draft/Bankers Cheque, as paying this amount in Bank Draft blocks working capital for a period of 180 days without any interest, this will be an adverse impact on the working capital. Qualifying Technical Bids can be announced after receipt of confirmation from issuing Bank of Bank Guarantee within one week from the date of opening Technical Bid.</p>	<p>Not agreed.The EMD amount as mentioned in clause 3.8 (b) of RFP shall pe paid in DD/PO only. The bid security of the selected Bidder shall be adjusted against the first Advance License Fee. The bid security of unsuccessful bidders shall be refunded after award of contract, without considering any interest, thereof.</p> <p>This is as per approved uniform Contract Conditions followed in DMRC.</p>
3	<p>Scope of Work</p> <p>5.1 ( d) of RFP</p>	<p>It is suggested that the condition of appointing an Architect is dropped as the job of designing, fabricating, installing the advertising structures is more a combination of marketing and engineering background. We undertake to appoint a dedicated person but would request that the condition of appointing only an Architect is dropped.</p>	<p>Agreed. Architect may not be appointed.</p>
4	<p>Scope of Work</p> <p>5.1 (h)</p>	<p>Please specify what DMRC would do to achieve this goal. It is suggested that DMRC supports its concessionaire to garner business and puts in place guidelines as to what assistance can be made available by DMRC officially.</p>	<p>DMRC aims to achieve the same, with effective collaboration/coordination with the successful bidder in accordance to the scope and terms and conditions of the agreement.</p>
		<p>The perusal of Stations Listed at Annexure I reveal that Most Important Stations namely Akshardham &amp; Noida Sector Stations on Line -3 and Vaishali station on Line - 4 have been excluded. In the overall matrix of the combination offered these stations are financially significant. We would suggest inclusion of these stations.</p> <p>The matter regarding exclusion of key stations, which form "<u>backbone</u>" of this particular line was discussed at length in the Pre Bid meeting dated 06.02.2017. It is understood that these stations have been excluded to allow DMRC to explore awarding "Naming Rights Concession". It is suggested that the following be favorably considered in this regard before arriving at any final decision:</p>	

5	5.2 of RFP	<p>(i) Bidder has no objection if DMRC in lieu of including these currently excluded stations allows "Naming Rights Concession with a limited Self Branding or Retailing Option" without infringing upon the "Advertising Rights Concession" on the condition that the exercise to award the "Naming Rights" concession in respect of these stations is completed before awarding the "Advertising Rights" concession, and the names of the successful brand / corporate who bags these concessions is shared in the Tender Document; This will enable us to bid accordingly.</p> <p>(ii) The matrix of stations is retained to include all stations of line 3 &amp; 4. This would ensure economic viability of the entire Line and enhance comparative valuations of the advertising rights concession;</p> <p>Akshardham and Noida sector stations of Line 3 and Vaishali station of Line 4 has been excluded from this tender as DMRC wanted to have digital advertisement mediums only at these stations. A separate tender has also been invited for ITO station only. In this connection, we strongly recommended that these Stations should also be made a part of this tender only with the condition that a certain percentage (50% to 70%) of advertisement medium will be digital only. The inclusion will increase the viability of this tender and interest of bidders as the marketing of DMRC advertisement product is not possible on each isolated station level. The bunch of sites spread over the line is essential to have any client on board.</p>	Not Agreed. The stations available for Exclusive Inside Advertisement Rights are placed at Annexure-1 of RFP. The bidders may see the feasibility and quote accordingly.
6	5.7 of RFP and 3.7 of DLA	<p>(i) Kindly treat these kind of services which are essential for commuters as expenditure contract and do not link it with any kind of advertisement contract as the same is infringement on the exclusive rights contact.</p> <p>(ii) Please make the digital media contract a part of this tender only. DMRC may put a condition to use certain % area with digital advertisement medium. Inviting any tender of any sort for these stations wherein scope of activities involves any kind of advertisement will infringement of exclusive rights and discourage the interested bidder for participating / putting the competitive bids.</p> <p>(iii) We don't have any objection for providing Art / Exhibition corner till the time it does not infringes our exclusive rights and also do not disturb our layout plan for putting up advertisement boxes.</p> <p>(iv) As already informed in the meeting, a major bunch of business comes from different departments of Central and State Governments. Please clarify in detail the said clause to evaluate the actual business potential of this line. It is very strongly suggested to withdraw this exception as the same will discourage the bidders to participate.</p>	Not Agreed. The conditions mentioned in clause 5.7 of RFP and 3.7 of DLA are exception to this tender (i.e. would not be part of the scope of this tender). The bidders may see the feasibility and quote accordingly.

		(v) Any essential services required at the station must be treated as an expenditure contract and should not have any linkage with advertisement rights in lieu. In case, DMRC provides any such facility in future to any company, a level playing field must have to be maintained and they should also be charged at same Sq. ft. rate for the advertisement area equivalence which DMRC will charge to the successful bidder. The formula for Advertisement Area Equivalence must be clearly defined in the tender document.	
7	6.1 of RFP	The date of commencement of payment of License Fee should be minimum 180 days [Fitment Period] from the date of physical handover of stations by DMRC as it takes time to fabricate, install, and position the product in the market place. Moreover because of extremely restricted working hours of DMRC 75 days proposed time limit to be reckoned from the date of handing over of stations is extremely short and inadequate. In the event of DMRC agreeing for 180 days fitment period, we would be agreeable to pay license fee on prorata basis in respect of installed and sold out advertising spaces if any in this fitment period from the date of commencement of actual display.	Not Agreed. A rent free fitment of 75 days from date of first handing over will be allowed, as mentioned in clause 6.1 of RFP. The bidders may see the feasibility and quote accordingly.
8	Chapter 6: License Fee	It is strongly suggested to charge license fee on monthly basis with due date be the 10 <sup>th</sup> of succeeding month. It is important to share that the collection cycle as per industry norms is a minimum of 90 -120 days after the campaign and therefore making advance payment that too on quarterly basis will involve substantial working capital of the company and will make the project unviable.	Not Agreed. This is as per approved contract conditions of DMRC The bidders may see the feasibility and quote accordingly.
9	Clause 6.8 of RFP and 7.1 of DLA	The inclusion of such a clause is surprising as after a lot of deliberations with the industry, DMRC had agreed to take 100% security deposit in the form of Bank Guarantee. It is suggested that the condition of 100% Bank Guarantee in the form of Bank Guarantee be retained. Insistence of any Security Deposit in the form of DD/PO will be a retrograde step and again affect the project viability. <b>Recently DMRC has awarded license for Line 1&amp;5, Line 3 and Line 6 in our favor and in all the contracts, the Security Deposit was required to be submitted in the form of Bank Guarantee only. The contracts are running successfully.</b>	Not Agreed. This is as per approved contract conditions for DMRC .
10	clause 7.2 © of DLA	It is also suggested that the demanded bank guarantee should be asked for one year renewable on yearly basis. Additionally, the licensee can be asked for issuance of instruction to banker for renewal of Bank Guarantee on yearly basis and the same instructions is shared with DMRC to safeguard the financial interest of DMRC. The issuance of bank guarantee for a period of 3 years require payment of upfront bank charges to banker for 3 years, which will not provide any benefit to the DMRC, however the licensee has to incur three year cost upfront.	Not Agreed. The bidders may see the feasibility and quote accordingly.

11	clause 8.4 (C) of RFP	It is also suggested that the time limit of 30 days be extended to 180 days without any penal clauses, as any financial institution considering financial assistance will take at least 120 to 180 days' time after the issuance of LOA for the assessment, evaluation & processing of project and finally sanction and disbursement in favor of successful bidder.	Not Agreed. However successful bidder can make the LOA payment, within 31st to 45 days with flat penal charges of 2%. Further First Advance License fee needs to be paid to DMRC within 45 days of handover of the station, and upto 75th day with 2% flat interest on balance amount, as mentioned in clause 8.4 (e) of RFP.
12	Chapter 2 of RFP, clause 2 (C)	Will any change in law or court or judicial authority decision causing monetary loss in relation to advertisement revenue shall be considered for pro-rata reduction of licensee fee by the Licensor?	No there is no such provision of any compensation by DMRC on account of any loss caused due to the laws made by any agency. DMRC is not facing any dispute regarding the inside stations advertisement with any governemnt, local or statutory body.
		Is DMRC facing any subsisting issues/dispute with government, local bodies, statutory bodies or any cases before court or judicial authority having implication on advertisement business?	
13	Clause 2 (m) of RFP	Is the annexure 1 is likely to be amended/modified in future. Is there a possibility of alternate site of augmentation of sites?	As mentioned in clause 5.2 of RFP Future extension, if any, of the line would also be part of this contract .
14	5.1 (a) of RFP and Clause 3.2 (a) of L.A	The concept of advertisement is dynamic and not static, is there any proposition to change the plan in future after approval?	Chapter 9 of DLA mentions clauses pertaining to Utilization of spaces. The licensee can change and resubmit the plan for approval.
		What will be the frequency allowed for such change request?	There is no cap on the number of times the change of advertisement plan can be done.
		It is necessary that a time limit be specified for the granting such approval to avoid unnecessary delay in granting of approval?	clause 9.3 of DLA states that If the DMRC does not send any communication within ten working days of its recorded receipt in PB wing, the proposal for approval of advertisement plans at that particular station shall be considered deemed to be approved by DMRC.
15	RFP clause 5.1 (C)	Will there be a separate space allocated for promotional zones/activities and display?	NO such separate space would be allocated. The area handed over and subsequently charged, as per Annexure-1 of RFP, would be inclusive of such utilisation.
		How much time will be taken to grant the approval?	clause 9.3 of DLA states that If the DMRC does not send any communication within ten working days of its recorded receipt in PB wing, the proposal for approval of advertisement plans at that particular station shall be considered deemed to be approved by DMRC.

16	5.1 (d) of RFP and Clause 3.2 (d) of DLA	Do the architect needs to be the fulltime employee or can be an independent consultant?	Same as point no -3
17	5.1 (h) of RFP and Clause 3.2 (h) of DLA	How will it be evaluated?	This clause is goal oriented and not quantitative . DMRC aims to achieve the same, with effective collaboration/coordination with the successful bidder in accordance to the scope and terms and conditions of the agreement.
		Creating such destination brand for advertising depends on various factors, how the role of the licensee will be evaluated?	
18	5.2 of RFP	Will any future extension within the license period automatically constitute the right of the Licensee?	Yes.All stations of the extended line except Sector 62 NOIDA of Phase-III shall be part of this tender.
19	Clause 3.3 of DLA	Exclusion of Akshardham metro station in the whole chain will cause a breakage in the continuity of advertisement. What will be the usage of the station property, will it be available for any advertisement opportunity separately?	Yes there will be a separate tender for NOIDA sec 16, Botanical garden and Akshardham.
20	5.4 of RFP and clause 3.4 of L.A	What will be the grounds of withdraw any station listed?	It can be on Operational Grounds as per clause 15.4 of DLA, however there is no such precedence of withdrawal of advertisement space by DMRC .
		What will be the treatment of the loss arising out of loss and damages caused due to investment for new sites / inventory?	DMRC as mentioned in several clauses, would not bear any cost/compensation damages.
		The bid will be made considering the all the stations in contiguity and removal of stations will affect the revenue. Will there be reduction in licensee fee on considering the impact or will the reduction be for that particular station only?.	The license Fee would be charged on pro rata basis, depending on actual area utilised by licensee/approved by DMRC. Variation in IFSD would be governed by clause 7.1 of DLA
		Who will bear the compensation indemnity sought by advertiser for a long-term campaign?	DMRC will not bear any such compensation.
		Will there be any lock-in period before any such withdrawal could be initiated?	There is a lock in period of 180 days for Surrender by licensee, mentioned in clause 15.7 of DLA. DMRC can terminate the Agreement by giving 3 month advance notice, as mentioned in clause 15.4 of DLA.
21	5.4 of RFP and clause 3.4 of DLA	Will the licensee be having the exclusive right on such additional stations and such extended stations shall be granted automatically or first right of refusal shall be granted or a separate bid shall follow that?	Yes, Spaces for Exclusive Inside Station advertisement at these newly built stations would be handed in accordance to their revenue operation date, with fitment period of 75 days. All stations of the extended line except Sector 62 NOIDA of Phase-III shall be part of this tender.
		If the licensee finds that the additional stations are not commercially viable for the advertisement, do they have the right to deny taking those sites or quote suitable price for those extended/additional stations?	Not Agreed. The new stations being future extension on same line, would be automatically made part of the tender.

22	5.5 and 6.12 of RFP, 3.5 of DLA	Will it be the discretion of the licensee to decide these 5% sites to be offered for such purpose?	Yes the licensee can earmark this 5% space at any operationally feasible location within the station.
23	5.7 (1) of RFP and 3.7(i) of DLA	The exclusivity shall get compromised by such advertisement impacting revenue.	Not Agreed.This is exception to the scope of this tender. The bidders may see the feasibility and quote accordingly
		Is it possible that such advertisement on cycle stand and utilities be also granted to Licensee to maintain exclusivity?	
24	5.7 (II) of RFP and clause no 3.7 (II) of DLA	Will this DDIS maintenance and advertisement rights be also provided by way of tender?	The question asked is not specific to this tender.
		Will the Licensee get the first right of refusal or preference for advertisement on DDIS?	Not Agreed. This is an exception to exclusivity scope of this tender.
		Will there be any reserved price for the DDIS licensee?	The question asked is not specific to this tender.
25	5.7 (III) of RFP and clause no 3.7 (III) in DLA	Will there be any advertisement permitted through WIFI by way of any other license?	Yes. There may be a separate tender for the same.
		If so, will it be provided through tender or FRR for the licensee?	The question asked is not specific to this tender.
26	5.3(IV) of RFP and clause no 3.7 (iv) in L.A	Who all are included as Partners?	DMRC partners may be any organisations having link with DMRC.This would be without any commercial consideration to the licensee.
		Does it mean that artwork display and exhibition corners shall not be advertisement in nature?	This artwork display and exhibition corners shall be without any commercial consideration
		Does the "without any commercial consideration" mean that it will be completely free from barter and/or all/any other form of consideration with no possible loss of opportunity for the advertisement by Licensee?	Without any commercial consideration for the licensee means that the artwork/exhibition corners shall have no link to the advertisement business within the scope of this tender.
27	5.3 (V) of RFP and clause no 3.7 (V) in DLA	Will the co- branding right of stations is a part of this bid or will there be separate bid for the co-branding rights?	The co-branding rights shall not be part of this tender.
		Will license fee for co-branding shall be assessed on the same rate as the successful bidder amount under this bid?	The question asked is not specific to this tender.
		Will the successful bidder get the preference for co-branding to maintain the exclusivity at the station?	No there would be no such preference
		What all features/facilities shall be provided under the Co-Branding rights?	The question asked is not specific to this tender. The facilities/features shall be beyond the scope of this tender.
		Will the co-branded station be called with co-branded name in all the announcement and publication by DMRC?	The question asked is not specific to this tender.

		Will the co-branding be also permitted to change the station color with co-branded company?	The question asked is not specific to this tender.
28	6.1 of RFP	In case of delay in handing over the sites beyond 10 days of such payment made by the licensee will the time extension of such delays shall be granted to the licensee to prepare the sites for marketing and selling?	Agreed. Fitment Period will begin post date of Handing over of the station.
		If there is delay in handing over the sites will there be reduction on prorata basis on actual License fee?	The License fee will be charged on minimum area at each station as per annexure A of RFP, or actual utilization of space, whichever is higher.
		Will there be any License Fee imposed on the licensee if the work is completed before stipulated period and advertisement has already begun in Fitment period of 75 days?	No. Fitment period is rent free.
29	6.3 of RFP	If some panels unutilized, will it be permitted to be removed?	Yes. All panels would be handed over to licensee, and can be removed (except in underground stations on technical/aesthetic reasons only).
30	6.5 (a) of RFP	Should be escalated by 20% after every 5 years	Not agreed.
31	6.5 (b) of RFP	To encourage digital media at stations License Fee should be equal to the quoted License Fee.	Not agreed.
32	6.8.3 of RFP and 7.5 of DLA	What is the time limit for completing the reconciliation and refund of security deposit /Performance Security?	Generally It is done with in a 3 month period
33	6.8.4(a)	Who will own the advertisement inventory?	The advertisement inventory at the time of surrender/termination/completion of contract shall be DMRC property.The advertisement flexes at the time of surrender/termination/completion shall be removed/taken by the licensee and replaced by blank flexes .
		Will the licensee be permitted to remove the asset/panels from the station after termination?	Already explained at sr no 32 and in clause 6.8.4 (a) of RFP.
34	6.1 of RFP	What if the substantial sites are handed over to the licensee in a staggered manner or delayed?	Additional spaces subsequently hanged over will be co-terminus with this contract.
35	6.12 of RFP	Will this CSR activities reflecting or indicating / promoting any name / company/ product which may cause the potential loss of advertisement opportunity?	This would be without any commercial consideration for DMRC.
36	7.4 of RFP	Will the list of the unqualified bidders be uploaded on website or will be intimated to all bidders?	Yes, it would be available on the E-tender portal.
37	7.5 of RFP	Will this be published or will it be intimated one to one basis?	It would be informed through the E-tender portal. DMRC would also convey it to the bidders, telephonically.
38	Annexure 1	We suggest minimum advertising area for Pragati Maidan & Indrapratha should be 100 sqm.	Not Agreed.

39	B-1 of Chapter 1 of DLA	What is the time limit for granting such approval?	It shall be based on the type of proposal of the licensee. It is generally given within 10 working days.
40	3.2 (a) of DLA	What will be the timeframe for granting such approvals?	It shall be based on the type of proposal of the licensee. It is generally given within 10 working days.
41	3.2 © of DLA	Will DMRC be providing the internet and electric cabling?	The spaces are given on "as is where is basis".Electricity supply can be provided to licensee, if requested at licensee cost. Internet facility is not provided by DMRC.
42		Will the cabling for electricity and internet be without any extra cost?	Cost would be borne by licensee.
43	3.5 of DLA	Who will bear the charges for operation, maintenance, electrical and other charges arising out of such display?	Proper maintainance would be licensee's responsibility
44	5.1 of DLA	How much time will it take to handover the complete/full sites?	Depends on the Revenue Opening Date for additional stations.
		Note: Tenure of any new site allotted during the actual tenure period will be co-terminus with above license period irrespective of date of actual handing over.	Yes. Tenure of all sites shall be co-terminus.
45	9.3 of DLA	Is there any possibility DMRC withdrawing the approval or the withdrawal of deemed approval?	Yes the approved sites can be withdrawn on operational grounds.
		If the approval is revoked, how the licensee will be compensated for the loss?	There is no provision for the compensation for the loss
46	9.6 of DLA	How much time will it take to grant the approvals for revised advertisement plan?	Please refer reply at sr no -40
47	14.2 of DLA	Such deduction in license fee should be allowed for the number of days the force majeure and should not be actuated when such situation persist for more than 7 days?.	Not Agreed.
48	17.1 of DLA	Will the value of insurance to be taken shall be the discretion of the Licensee?	Yes, but as permitted by statutory norms/policies governing the same.
49	17.4 of DLA	Is there any subsisting dispute of the nature being faced by DMRC.	NO.
50	17.12 of DLA	Will this signage be of any commercial value?	It is meant to be informative, about the respective retail outlet.
51	Annexure 2 (g) of DLA	What is the time frame for such approval?	Please refer reply at sr no -40
		What will be the grounds of disapproval?	Grounds are given in Annexure 2(h) of DLA
52	Clause 5.1 of DLA	That there is no Lock-in period clarified in the tender documents.	Lock in Period is of two years. Mentioned in clause 5.1 & 15.7 (b)of DLA and 6.8.4 (b) of RFP

53	Annexure-1 of RFP	That the minimum area is not uniform in all 14 given stations. The given area in the last tender for the said metro line. The area of Pragati Maidan and Indraprastha stations has been unnecessarily increased to 200 sqm per station. Whereas the same was 150 sqm per said stations in the last tender. The said increase of area will burden the contractor as the said stations carry mass commuters for only two months in the entire year. We request you to keep a uniform area policy for all stations as 100 sqm minimum. Further if required the contractor can always take extra space on extra payment. This will help for contract to run long term successfully. The said line has already been terminated twice for non-payment which clearly proves stagnant market for the given stations/line.	Not Agreed. It is as per utilized inventory by previous licensee.
54	Annexure-1 of RFP	That the given area of Mandi House Metro station has been decreased to only 66 sqm than it was in the last tender 150 sqm. This is too less as the said station is one of the savior for other low foot fall stations and can help the contractor to have a gaining momentum for the successful run of the said contract for given 9 years. Again a uniformity of minimum area is requested	Not Agreed. It is as per utilized inventory by previous licensee.
55	Clause 7.3 of RFP	Eligibility criteria for aggregate turnover for last 3 years has been increased to Rs.16.56 Crores which is almost double than the last tender requirement of RS. 8.5 Crores for last 3 years. The tremendous increase in eligibility criteria is too tough and is made for only giants to participate in the tender. Whereas the said tender cannot be called as a fresh tender. It has been floated in lieu of the untimely termination of the previous tender. So the eligibility area may please be kept same. Further we also bring to your kind notice that we feel aggrieved that the said increase in eligibility criteria has been kept so as to side line us as our turnover is known to all as we submitted it in our last tender for the same line. We expect justice in the matter that a reasonable increase is understandable but doubling the same is injustice to smaller contractors/agencies.	Agreed.The turnover is modified from the existing Rs. 16.56 crores to Rs.10.52 crores for three years for wider participation (i.e. Average annual turnover for last three years as mentioned in clause 7.3 of RFP must be more than Rs. 3.506 Crs.) .
56	clause B-1 of 7.3 of RFP	1. That it is mentioned that the evaluation of JV/consortium of each members contribution towards the turnover shall be considered in the same ratio of their equity participation in the consortium. The said point/eligibility was same in the last tender but the member having lowest turnover was allowed to have lead with 70% share. Actually, that is the purpose of JV/consortium that if some agency is lacking in eligibility then they have a joint consortium to become eligible. But the example given in tender document with 'A' and 'B' is not appropriate as the purpose of having JV/consortium is defeated if their turnovers are not added for becoming eligible for evaluation. So, you are requested to kindly consider the addition of turnovers of the JV parties for eligibility.	Not Agreed.
57	Annexure-1 of RFP/DLA	Minimum Area for Advertisement may be kept same as 100 sqm for all the given stations.	Not Agreed
58	Clause 7.3. A of RFP	The Eligibility Criteria for aggregate turnover has been kept too high than the last tender. It may please be decreased to same as last tender or to the reasonable amount upto Rs. 10 crores.	Agreed.The turnover is modified from the existing Rs. 16.56 crores to Rs.10.52 crores for three years for wider participation (i.e. Average annual turnover for last three years as mentioned in clause 7.3 of RFP must be more than Rs. 3.506 Crs.) .

59	Annexure-1 of RFP	The minimum area mentioned for Pragati Maidan and Indraprastha stations is 200 sq.m. This is on higher side and the same may please be kept as 100 sq.m. as kept for other stations, which will be very feasible as these stations are in demand for one or two months only. And the minimum area mentioned for Mandi House Metro station has been kept as only 66 sq.m only, which is very low for a good station like Mandi House and the same also may please be kept as 100 sq. m.	Not Agreed. It is as per utilized inventory by previous licensee.
60	Clause 7.3. A of RFP	The criteria for eligibility for aggregate turnover for last three years is kept Rs. 16.56 crores which is not reachable for all. The same may also be decreased to a reasonable amount which is reachable for all.	Agreed.The turnover is modified from the existing Rs. 16.56 crores to Rs.10.52 crores for three years for wider participation (i.e. Average annual turnover for last three years as mentioned in clause 7.3 of RFP must be more than Rs. 3.506 Crs.) .



