

AMENDMENT NO.3 Dated 16-12-2019

EOI NO - HLL/CHO/RBD/CFA – J & K / 2019-20/01 DATED: 01-11-2019

**Title: EOI FOR ENGAGING CARRYING & FORWARDING AGENCY (CFA) FOR
RETAIL BUSINESS DIVISION OF HLL LIFECARE LIMITED AT JAMMU & KASHMIR .**

The following amendment has been incorporated to the bid document for the above tender

1. Last date of submission of bids

FOR

Last date for submission of bidding document: 16-12-2019, 15:00 Hrs

MAY BE READ AS

Last date for submission of bidding document: 30-12-2019, 15:00 Hrs

2. Date of Bid Opening

FOR

Time and date of opening of bids: 16-12-2019, 16:00 Hrs

MAY BE READ AS

Time and date of opening of bids: 30-12-2019, 16:00 Hrs

3. Earnest Money Deposit:

(Page No.1 of 23)

FOR

EMD: Rs.20.00 Lakhs(Rupees Twenty Lakhs Only)

MAY BE READ AS

EMD: Rs.10.00 Lakhs (Rupees Ten Lakhs Only) for applicant firms quoting only Jammu Region & Rs.10.00 Lakhs (Rupees Ten Lakhs Only) for applicant firms quoting only Kashmir Region. If the applicant firm is interested in both regions, then an EMD of Rs.20.00 Lakhs(Rupees Twenty Lakhs Only) is applicable.

4. Roles & Responsibilities of CFA:

Point No.3 - (Page No.6 of 23)

FOR

The applicant should have two depots of minimum 2500 sq. ft. area each in his custody. One depot needs to be at Jammu and the other depot needs to be at Kashmir. The depots need to have good access by road and have easy facility for

loading and unloading of items. The area shall be expanded based on future requirements at both the locations, if required.

MAY BE READ AS

The applicants who are interested in Jammu region should have minimum one depot of 2500 sq. ft. area at Jammu and those who are interested for Kashmir region should have minimum one depot of 2500 sq. ft. area at Srinagar. If the applicant is interested in both regions they should possess two depots of 2500 sq. ft. area, viz one at Jammu and another one at Srinagar respectively. The depots need to have good access by road and have easy facility for loading and unloading of items. The area shall be expanded based on future requirements at both the locations, if required.

5. Roles & Responsibilities of CFA:

Point No.11 - (Page No.7 of 23)

FOR

The cost of freight for shipping the goods within the entire area of Jammu & Kashmir (total area of previous J & K State) shall be borne by CFA. In case, if materials need to be shipped through air, the same needs to be arranged by the CFA at its own cost for the entire territory of Jammu & Kashmir.

MAY BE READ AS

The cost of freight for shipping the goods within the entire area of Jammu Districts (Territory) shall be borne by CFA at Jammu and the cost of freight for shipping the goods within the Kashmir Districts(Territory) shall be borne by CFA at Srinagar. In case, if materials need to be shipped through air, the same needs to be arranged by the CFA at its own cost for their entire territory. If any dispatch is made beyond the territory , the cost of freight shall be borne by HLL at actual

6. Freight

(Page No.11 of 23)

FOR

The cost of Freight for shipping the goods within the entire area of Jammu & Kashmir region shall be borne by CFA and freight cost to other States / UTs (outside Jammu & Kashmir) shall be borne by HLL at actuals.

MAY BE READ AS

The cost of Freight for shipping the goods within the entire area of Jammu Districts& Kashmir Districts shall be borne by respective CFAs and freight cost to other States / UTs (ie,outside the territories) shall be borne by HLL at actuals.

7. Commission

(Page no.12 of 23)

FOR

The commission will be a fixed percentage of the **actual Net Monthly Sales** of RBD through its pharmacy outlets in Jammu & Kashmir (without tax and duties). This fixed percentage is to be quoted by the interested parties in the price bid of this EoI. Applicable taxes on the commission shall be borne by HLL. HLL Lifecare Limited shall reimburse the commission to CFA on a monthly basis against their claims.

MAY BE READ AS

The commission will be a fixed percentage of the **actual Net Monthly Sales** of RBD through its pharmacy outlets within the territory of the CFA (without tax and duties). This fixed percentage is to be quoted by the interested parties in the price bid of this EoI. Applicable taxes on the commission shall be borne by HLL. HLL Lifecare Limited shall reimburse the commission to CFA on a monthly basis against their claims.

8. Bidding Details

Point No. 6 - (Page No.12 of 23 , Page No.13 of 23)

FOR

Earnest Money Deposit (EMD): The applicants are requested to submit an EMD of Rs.20.00 Lakhs (Rupees Twenty lakhs only).

If the project does not commence within 3 months of EoI finalization, in order to retain the EoI validity for a period of 3 years, the successful applicants shall either retain the EMD amount with HLL or shall submit a bank Guarantee of **Rs. Twenty Lakhs only** in lieu of the EMD submitted and seek refund of the EMD amount.

MAY BE READ AS

Earnest Money Deposit (EMD): The applicants are requested to submit an EMD of Rs.10.00 Lakhs (Rupees Ten lakhs only) for applicants quoting only Jammu Region and an EMD of Rs.10.00 Lakhs (Rupees Ten lakhs only) for applicants quoting only Kashmir region . If the applicant is interested in both regions, then an EMD of Rs.20.00 Lakhs(Rupees Twenty Lakhs Only) is applicable.

If the project does not commence within 3 months of EoI finalization, in order to retain the EoI validity for a period of 3 years, the successful applicants shall either retain the EMD amount with HLL or shall submit a bank Guarantee of **Rs. Ten Lakhs Only (Applicants quoted for either of the regions, viz Jammu or Kashmir) and Rs.Twenty Lakhs only (For Applicants who quoted for both Jammu & Kashmir region)** in lieu of the EMD submitted and seek refund of the EMD amount.

9. Eligibility Criteria

Point No.2 - (Page No. 13 of 23)

FOR

Applicant firms should have a minimum average annual turnover of Rs.50 (Fifty) Crores in the past three financial years (2016-17, 2017-18 and 2018-19).

MAY BE READ AS

For Applicants quoting either of Jammu region or Kashmir region should have a minimum average annual turnover of Rs.25.00 Crores (Rupees Twenty Five Crores Only) in the past three financial years (2016-17, 2017-18 and 2018-19) .If the applicant firms is quoting for both Jammu & Kashmir regions a minimum average annual turnover of Rs.50 (Fifty) Crores in the past three financial years (2016-17, 2017-18 and 2018-19) is applicable.

10. Eligibility Criteria

Point No. 3- (Page No. 13 of 23)

FOR

The applicants should have minimum one depot of 2500 sq. ft. area each in his custody. One depot needs to be at Jammu and other needs to be at Kashmir. The depots need to have good access by road and have easy facility for loading and unloading of items.

MAY BE READ AS

The applicants who are interested in Jammu region should have minimum one depot of 2500 sq. ft. area at Jammu and those who are interested for Kashmir region should have minimum one depot of 2500 sq. ft. area at Srinagar. If the applicant is interested in both regions they should possess two depots of 2500 sq. ft. area, viz one at Jammu and another one at Srinagar respectively. The depots need to have good access by road and have easy facility for loading and unloading of items.

11. Documents to be submitted

(Page No.14 of 23) – Point No.5

FOR

Financial status of firms: Audited balance sheet and Income statement duly signed by the statutory auditors and the authorized signatories in case of firms/companies to prove that the minimum average annual turnover is Rs. 50 (fifty) Crores for past three years.

MAY BE READ AS

Financial status of firms: Audited balance sheet and Income statement duly signed by the statutory auditors and the authorized signatories in case of firms/companies to prove that the minimum average annual turnover is Rs. 10 Crores (Ten Crores) for past three years for applicant firms quoting for either Jammu or Kashmir regions and Rs. 50 Crores (Fifty Crores) for applicant firms quoting for both Jammu & Kashmir.

12. Price Bid

(Page No.14 of 23)

FOR

Price bid in a separate sealed envelope as per price bid format to be submitted. The price bid shall be opened, only if the applicant qualifies as per the EoI documents.

MAY BE READ AS

The Price bid should be submitted in a separate **sealed envelope** ,mentioning the respective regions, for Eg. If the applicant is interested in Jammu Region only, then they should mention the region in the envelope as **Price Bid Jammu Region**, if the applicant is interested in both regions then they should submit the Price bid as as **Price Bid Jammu & Kashmir Region**. The price bid shall be opened, only if the applicant qualifies as per the EoI documents

13. General Instructions to the Applicants

Point No.3 – (Page No.15 of 23)

FOR

3.Submission of documents

3.1 Sealing and Marking of EoIs

The applicant shall prepare and seal in separate packets the following

- EoI Documents
- Price Bid

MAY BE READ AS

3. Submission of documents

3.1 Sealing and Marking of EoIs

The applicant shall prepare and seal in separate packets the following

- EoI Documents
- If the applicants wish to apply only for a specific region, one Price Bid for that particular region is applicable. If the applicant wish to apply for both the regions , two separate price bid for the two regions is required . Both formats are available in price bid section as Annexure-1 & Annexure-2.

14. Check List of documents to be submitted

Point No. 5 - (Page No.20 of 23)

FOR

Financial status of firms: Audited balance sheet and Income statement duly signed by the statutory auditors and the authorised signatories in case of firms/companies to prove that the minimum average annual turnover is Rs. 50 (Fifty crores) for past three years.

MAY BE READ AS

Financial status of firms: Audited balance sheet and Income statement duly signed by the statutory auditors and the authorized signatories in case of firms/companies to prove that the minimum average annual turnover is Rs. 10 Crores (Ten Crores) for past three years for applicant firms quoting for either Jammu or Kashmir regions and Rs. 50 Crores (Fifty Crores) for applicant firms quoting for both Jammu & Kashmir.

15. Price Bid

(Page No.23 of 23)

MAY BE READ AS (ANNEXURE 1 & ANNEXURE 2)

Price Bid Format

Jammu Region

This is to certify that the undersigned had read and understood the Terms and conditions of this Expression of Interest. The undersigned also agrees to abide by the terms and conditions as aforesaid.

It is also agreed that the undersigned is eligible only for CFA Commission as quoted hereunder and no other charges/payments shall be receivable from HLL

<p>CFA Commission as percentage of Net Sales of RBD Outlets of Jammu region.</p>	
---	--

Applicable taxes on CFA commission shall be paid extra by HLL.

(Signatures of Authorized signatory)

Seal

Name.....

Designation.....

NB:

- 1) The lowest CFA commission on Net Sales of RBD Outlets of Jammu region quoted by the Applicant's shall be the **L1 quote** for Jammu region of this EoI.
- 2) This Price Bid shall be submitted in a **sealed envelope** superscribed "**Price Bid - EOI NO: HLL/CHO/RBD/CFA – J & K/2019-20/01 dated 01-11-2019**

Price Bid Format

Kashmir Region

This is to certify that the undersigned had read and understood the Terms and conditions of this Expression of Interest. The undersigned also agrees to abide by the terms and conditions as aforesaid.

It is also agreed that the undersigned is eligible only for CFA Commission as quoted hereunder and no other charges/payments shall be receivable from HLL

CFA Commission as percentage of Net Sales of RBD Outlets of Kashmir region.	
--	--

Applicable taxes on CFA commission shall be paid extra by HLL.

(Signatures of Authorized signatory)

Seal

Name.....

Designation.....

NB:

- 1) The lowest CFA commission on Net Sales of RBD Outlets of Kashmir region quoted by the Applicants shall be the **L1 quote** for Kashmir region of this EoI.
- 2) This Price Bid shall be submitted in a **sealed envelope** superscribed "**Price Bid - EOI NO: HLL/CHO/RBD/CFA – J & K/2019-20/01 dated 01-11-2019**

All relevant clauses of the tender document are to be read in accordance with the above changes and document to be submitted are to be in compliance of the above. All other specifications, terms and conditions of the original tender document shall remain unchanged.

AVP-RBD
HLL Life Care Ltd
HLL Bhavan,Poojapura,
Thiruvananthapuram
Ph:0471-2353932