



ANDHRA PRADESH STATE  
WAREHOUSING CORPORATION

## SELECTION OF O&M OPERATOR FOR COLD STORAGE AT SPICES PARK, GUNTUR



## BID SUMMARY

**Andhra Pradesh State Warehousing Corporation [APSWC]**

D. No. 55-17-3, 2<sup>nd</sup> Floor, Stalin Corporate Building,  
Behind Auto Nagar Bus Stand, C-13, Industrial Estate, Auto Nagar,  
Vijayawada – 520007 (Andhra Pradesh)

August 2019

Project Advisors

 | Urban Infrastructure

Selection of Operator for Cold Storages at Spices Park, Guntur - Bid Summary

No	Parameter	Details
<b>Project Details</b>		
1.	<b>Project</b>	Operation and Management of 13,000 MT (3,25,000 bags) Cold Storage (2 independent units of 6,500 MT each) at Spices Park, Guntur, Andhra Pradesh
2.	<b>Project Site</b>	Spices Park, Yadlapadu, Guntur, Andhra Pradesh
3.	<b>Project Assets</b>	<ul style="list-style-type: none"> <li>• Two independent units spread over approx. 5 acres of land each within the Spices Park complex.</li> <li>• Each cold storage unit has the following facilities:               <ul style="list-style-type: none"> <li>○ Cold Storage for Chilli/Turmeric – 6,500 MT</li> <li>○ Space for processing unit – 1,440 sqm</li> <li>○ Sun Drying Platform – 2,500 sqm</li> <li>○ Ammonia based Refrigeration System</li> <li>○ Planned Operating Temperature – 4 to 7 deg C for Chili / 1 to 3 deg C for Turmeric</li> <li>○ 400 KVA Diesel Genset for backup</li> <li>○ Electronic weigh bridge of 60 MT capacity</li> </ul> </li> </ul>
4.	<b>Minimum Performance Obligations</b>	<ul style="list-style-type: none"> <li>• The plant should conform to the standards and specifications specified in Standard Operating Procedure for Export of Dried Chilli issued by Directorate of Plant Protection, Quarantine &amp; Storage (Department of Agriculture, Cooperation &amp; Farmers Welfare), Ministry of Agriculture &amp; Farmers Welfare, Government of India during the Project Period.</li> <li>• The Operator will procure and maintain the AMC for all the plant and machinery forming part of Project Assets throughout the Project Period and will submit a copy of the required documents to Authority on a periodic basis.</li> </ul>
5.	<b>Other Obligations</b>	<ul style="list-style-type: none"> <li>• Operator will be required to obtain and maintain all the applicable insurance, statutory approvals and clearances for operating and managing the facility throughout the Project Period.</li> <li>• The usage of the facilities will be restricted for spices.</li> <li>• Any additional facilities proposed (including processing, packing, etc.) in the available structure, is subject to the plan submitted by the Operator.</li> </ul>
6.	<b>Applicable Regulations</b>	Any rules / regulations of State, Central & Local Governments & Authorities applicable during the Project Period.

No	Parameter	Details
<b>Implementation Structure</b>		
7.	<b>Implementation Format</b>	Operate, Maintain and Transfer format <ul style="list-style-type: none"> <li>The Operator may install any additional processing facilities at its own expense after approval from Authority.</li> <li>The Operator may take back any additional processing facilities installed at the site prior to handback of the Project Facility.</li> </ul>
8.	<b>Project Period</b>	12 years with extension for another 3 years if no default during the initial contract period
9.	<b>User Fee</b>	The Operator will have the freedom to determine, and charge the end users based on market conditions.
10.	<b>Insurance &amp; Taxes</b>	<ul style="list-style-type: none"> <li>Insurance of building, plant and machinery will be borne by APSWC.</li> <li>Property Tax shall be paid by APSWC.</li> <li>Insurance on goods stored in the facility will be borne by the Operator.</li> </ul>
<b>Bid Conditions</b>		
11.	<b>Eligibility Criteria</b>	<ul style="list-style-type: none"> <li>The bidder can be a company incorporated in India or registered partnership in India or proprietary concern.</li> <li>Eligibility may be satisfied <b>any of the following</b> two categories:               <ol style="list-style-type: none"> <li><b>Cold Storage Operator</b> <ul style="list-style-type: none"> <li>Operation experience of <b>3,200 MT (80,000 bags)</b> cold storage facility of minimum three years</li> <li>Minimum average annual turnover of <b>Rupees One Crore and Twenty Five Lakh only</b> in the preceding three financial years.</li> </ul> </li> <li><b>Spices Trader / Exporter</b> <ul style="list-style-type: none"> <li>Spices (Chili, turmeric, etc.) trading / exporting experience during last the three years</li> <li>Minimum average annual turnover of <b>Rupees Twenty-Five Crore only</b> in the preceding three financial years.</li> <li>Provide undertaking to engage technically qualified team for cold storage operation and management in accordance with Good Industry Practice.</li> </ul> </li> </ol> </li> </ul>
12.	<b>Annual Fee (Bid Parameter)</b>	<ul style="list-style-type: none"> <li>The bid parameter will be the Annual Fee.</li> <li>The <b>Minimum Annual Fee is Rupees One Crore only</b> for the first year.</li> </ul>

Selection of Operator for Cold Storages at Spices Park, Guntur - Bid Summary

No	Parameter	Details
		<ul style="list-style-type: none"> <li>Bidder meeting all the terms &amp; conditions of RFP and quoting highest Annual Fee (over Minimum Annual Fee) shall be Successful Bidder.</li> <li>Annual Fee to be payable throughout the Project Period in advance quarterly instalments.</li> <li>Annual Fee would be escalated by 15% every three years during the Project Period.</li> <li><i>Applicable taxes, including GST on the Annual Fee shall be paid by the Operator.</i></li> </ul>
13.	<b>Bid Validity</b>	180 days from the Proposal Due Date
14.	<b>Bid Security</b>	<b>Rupees Five Lakh only</b> in the form of Demand Draft from a Scheduled Bank (excluding Cooperative Banks).
15.	<b>Validity for Bid Security</b>	<ul style="list-style-type: none"> <li>DD – 80 days from Proposal Due Date</li> </ul>
<b>Bid Submissions</b>		
16.	<b>Schedule</b>	<ul style="list-style-type: none"> <li><b>Pre-bid meeting</b> – 2:00 PM, 13 September, 2019</li> <li><b>Proposal Due Date</b> – Up to 3:00 PM, 30 September, 2019</li> <li><b>Technical Bid Opening</b> – 4:00 PM, 30 September, 2019</li> </ul>
17.	<b>Bid Submissions</b>	Bids shall be submitted in two sealed envelopes, both put together in an “ <b>Outer Envelope</b> ” as following <b>Envelope 1: Technical Bid</b> <b>Envelope 2: Price Bid</b>
18.	<b>Envelope 1: Technical Bid</b>	<ol style="list-style-type: none"> <li>Covering Letter along with details of the Bidder</li> <li>Board Resolution / Power of Attorney for the Bid Signatory</li> <li>Letter of Undertaking that the Bidder is not barred by Government of Andhra Pradesh / any State Government / Government agency or Government of India from participating in such projects</li> <li>Statement of Legal Capacity</li> <li>Signed RFP document along with Addendums, if any</li> <li>Checklist of Submissions</li> </ol> <p><b>Note:</b> <i>The above details are to be submitted as per the formats given in the RFP document.</i></p>
19.	<b>Envelope 2: Price Bid</b>	<ul style="list-style-type: none"> <li>The bidders shall be required to submit their Price Bids in the format as provided in the RFP.</li> <li>Annual Fee quoted must be above the Minimum Annual Fee.</li> </ul>

No	Parameter	Details
<b>Bid Evaluation &amp; LoI</b>		
20.	<b>Bid Evaluation</b>	<ul style="list-style-type: none"> <li>▪ Envelope 1: Compliance - Pass/Fail</li> <li>▪ Envelope 2: Highest Quote of Annual Fee (subject to being above the Minimum Annual Fee)</li> </ul>
21.	<b>Letter of Intent</b>	Letter of Intent (LOI) will be issued to the Successful Bidder after approval by competent authority.
22.	<b>Signing of Agreement</b>	<ul style="list-style-type: none"> <li>• Within 30 days of issue of LOI, the Successful Bidder needs to fulfil the following LoI conditions and enter into the Agreement:                             <ul style="list-style-type: none"> <li>○ Submission of Performance Security</li> <li>○ Payment of Annual Fee (first quarterly instalment)</li> </ul> </li> </ul>
23.	<b>Performance Security</b>	<ul style="list-style-type: none"> <li>• The Operator shall furnish a bank guarantee as Performance Security of amount equivalent to six-month Fee within 30 days of issue of LOI, and prior to execution of the Agreement.</li> <li>• The validity of bank guarantee shall be 3 years.</li> <li>• The bank guarantee shall be renewed every three years.</li> <li>• The amount of bank guarantee shall be computed based on Annual Fee for the third year subsequent to submission of the bank guarantee.</li> </ul>
24.	<b>Project Monitoring</b>	<ul style="list-style-type: none"> <li>• Third Party Monitoring Agency (TPMA) shall be appointed for performance monitoring during the Project Period.</li> <li>• TPMA will inspect the facilities to check compliance with the standards and specifications given in Standard Operating Procedure for Export of Dried Chilli issued by Directorate of Plant Protection, Quarantine &amp; Storage.</li> <li>• TPMA will also check the general condition of the maintenance of the project. TPMA opinion will be final and binding on both the parties.</li> <li>• Proposal for installation of any additional processing facilities will be reviewed by the TPMA.</li> <li>• The remuneration of the TPMA shall be borne by the Authority.</li> </ul>

**Note:** This document (Bid Summary) is provided only for reference. Interested applicants are required to refer to the Request for Proposal document for understanding the details of the project and the bidding process. APSWC or its advisors will be not be liable to any applicant for relying on Bid Summary only.