

**AMENDMENT NO.5 Dated 09-01-2020**

**REF No./ 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: 10-01-2020, 15:00 Hrs

**MAY BE READ AS**

Last date for submission of bidding document: 22-01-2020, 15:00 Hrs

2. Date of Bid Opening

**FOR**

Time and date of opening of bids: 10-01-2020, 16:00 Hrs

**MAY BE READ AS**

Time and date of opening of bids: 22-01-2020, 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 HLL:

Point No.2-(Page No.5 of 23)

**FOR**

HLL shall provide the standardized layout, branding and the material specifications as per the requirement for establishing the depots at two locations of Jammu & Kashmir as mentioned in the EoI.

**MAY BE READ AS**

HLL shall provide the standardized layout, branding and the material specifications as per the requirement for establishing the depots at two locations of Jammu region & Kashmir region as mentioned in the EoI.

5. 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.

6. 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 District & Kashmir District (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 region & Kashmir region.

7. Roles & Responsibilities of CFA

**FOR**

CFA shall arrange proper packaging to protect the materials from direct sunlight, rain, dust etc. and shipping of the goods through goods transporter to various retail outlets/ Institutes in and outside Jammu & Kashmir .

**MAY BE READ AS**

CFA shall arrange proper packaging to protect the materials from direct sunlight, rain, dust etc. and shipping of the goods through goods transporter to various retail outlets/ Institutes in and outside Jammu region & Kashmir region.

8. 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 District& Kashmir District shall be borne by CFA and freight cost to other States / UTs (outside Jammu & Kashmir) shall be borne by HLL at actuals.

9. 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 separately in Jammu region & Kashmir region (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.

10. Bidding Details

(Page no.12 of 23)

**FOR**

This bid is for finalizing a Carrying & Forwarding Agency (CFA) for RBD operations in Jammu & Kashmir.

**MAY BE READ AS**

This bid is for finalizing a Carrying & Forwarding Agency (CFA) for RBD operations separately in Jammu region & Kashmir region

11. 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 for either one of the regions, viz Jammu or Kashmir) and**

**Rs. Twenty Lakhs only ( For Applicants both Jammu & Kashmir region)** in lieu of the EMD submitted and seek refund of the EMD amount.

12. 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 for either Jammu region Only or Kashmir region Only 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.

13. 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

14. 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 Only or Kashmir Only and Rs. 50 Crores ( Fifty Crores) for applicant firms quoting for both Jammu & Kashmir.

15. 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

16. 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, separate Price Bid is applicable. If the applicant wish to apply for both one specific format is only required. Both formats are available in price bid section.

17. 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 Only or Kashmir Only and Rs. 50 Crores ( Fifty Crores) for applicant firms quoting for both Jammu & Kashmir.

18. Price Bid

(Page No.23 of 23)

**MAY BE READ AS ( ANNEXURE 1 & ANNEXURE 2)**

**ANNEXURE:1**

**Price Bid Format**

**State / UT : 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

<b>CFA Commission as percentage of Net Sales of RBD Outlets of Jammu region.</b>	
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**Applicable taxes on CFA commission shall be paid extra by HLL.**

**(Signatures of Authorized signatory)**

Seal

Name.....

Designation.....

NB:

- 1) The lowest percentage of Net Sales of RBD Outlets of Jammu region quoted by the Applicant's shall be the **L1 quote** of this EoI.

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**



<b>Price Bid Format</b>
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**State / UT : 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

<p><b>CFA Commission as percentage of Net Sales of RBD Outlets of Kashmir region.</b></p>	
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**Applicable taxes on CFA commission shall be paid extra by HLL.**

**(Signatures of Authorized signatory)**

Seal

Name.....

Designation.....

NB:

- 1) The lowest percentage of Net Sales of RBD Outlets of Kashmir region quoted by the Applicant's shall be the **L1 quote** of this EoI.

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**