

Trupti Dalvi

From: Upendra Pable <Upendra.Pable@adani.com>
Sent: 14 June 2023 17:42
To: Shadab Sukri
Cc: Abilash Varghese; Suraj Kumbhar; Shama Nair
Subject: RE: Consultancy services for Beer Garden proposed at T1 Forecourt, CSMIA, Mumbai
Attachments: FW: Consultancy services for Beer Garden proposed at T1 Forecourt, CSMIA, Mumbai

Details updated:

Vendor Name	Final Negotiated Amount	Tax	Final Negotiated Amount with Taxes	Outlet	Remark
ARA Designs	9,80,000/-	1,76,400/-	11,56,400/-	Beer Garden	Designer fees (Refer trailing email.)

Best Regards,

Upendra Pable
MIAL | Techno-commercial Team
Mobile: +91-8108442888
Office: 022-66850510

From: Shadab Sukri <shadab.sukri@travelfoodservices.com>
Sent: Wednesday, June 14, 2023 5:20 PM
To: Upendra Pable <Upendra.Pable@adani.com>
Cc: Abilash Varghese <Abilash.Varghese@adani.com>; Suraj Kumbhar <suraj.kumbhar@travelfoodservices.com>; Shama Nair <shama.nair@travelfoodservices.com>
Subject: RE: Consultancy services for Beer Garden proposed at T1 Forecourt, CSMIA, Mumbai

***CAUTION:** This mail has originated from outside Adani. Please exercise caution with links and attachments.*

Dear Upendra,
Request you to share approval as per below format

Vendor Name	Final Negotiated Amount	Tax	Final Negotiated Amount with Taxes	Outlet	Remark

Regards

Shadab Sukri

From: Upendra Pable <Upendra.Pable@adani.com>
Sent: Saturday, June 10, 2023 5:00 PM
To: Shadab Sukri <shadab.sukri@travelfoodservices.com>
Cc: Abilash Varghese <Abilash.Varghese@adani.com>
Subject: FW: Consultancy services for Beer Garden proposed at T1 Forecourt, CSMIA, Mumbai

Best Regards,

Upendra Pable
MIAL | Techno-commercial Team
Mobile: +91-8108442888
Office: 022-66850510

From: Sachin Rajput <Sachin.Rajput@adani.com>
Sent: Thursday, June 1, 2023 12:52 PM
To: Ameet Koomar <Ameet.Koomar@adani.com>
Cc: VINIT KUMAR <Vinit.Kumar@adani.com>; Upendra Pable <Upendra.Pable@adani.com>
Subject: Consultancy services for Beer Garden proposed at T1 Forecourt, CSMIA, Mumbai

Dear Sir,

This approval note is initiated to finalize consultant for design consultancy of Beer Garden proposed at T1 Forecourt, CSMIA, Mumbai including MEP and Kitchen consultancy in all respect & to the satisfaction of Engineer-In-Charge / end users ensuring compliances to all applicable norms / standards / statutory requirements & adopting best industrial practices.

Based on previous experience of working @CSMIA and recommendation from user team, tenders were invited from the consultants as per their respective expertise and capability to execute this work at CSMIA. Bidders were instructed to visit the site for better understanding of work.

Offers received from Bidders were shared with User Team for technical evaluation. Negotiations were carried out with these vendors. All vendors were instructed to provide their final no regret offers. Vendors have quoted their final prices and regretted for further price reduction. Flag-B can be referred for Price comparative statement between different vendors. Following is the screenshot of final prices submitted by bidders:

Sno.	Bidder	Total Basic Price (in Lacs Rs)		Remark
		Initial	Final	
1	ARA Designs	10.25	9.80	L1
2	Aura Dezyne	12.00	10.00	L2

3	Muffin Design Solution	12.72	12.72	L3
4	Faizan Khatri Design	24.00	24.00	L4

Earlier, it was proposed to finalize design for Irish House at T1 Forecourt in approx. 200 Sqm area. Later on, Beer Garden was finalized instead of Irish House. Several bidders have initially submitted quotation for consultancy of Irish House. Considering urgency to finalize consultant for this work, all the bidders were instructed to submit their commercial offers on urgent basis. After initial offers submitted by interested bidders, ARA design was L1 for this requirement. During negotiations, they agreed to reduce their prices and submitted their final offer which is **Rs. 1.95 Lacs lesser than their offer submitted for consultancy of Irish House**. ARA Design regretted for further price reduction.

Post final negotiations, ARA Designs was found to be L1 for this requirement. Proposed payment terms mutually agreed with ARA Designs are:

- 20 % of Consultancy changes to be paid along with the WO.
- 30 % of Consultancy changes to be paid on submission of complete design concept.
- 40% of Consultancy changes to be paid on Design Closure, Submission of GFC's and other details.
- Remaining 10 % on Submission of as built drawings and support during execution.

Completion Schedule for design and detailing works: 30 days. Project schedule: 6 months.

In view of the above it is recommended to award this order to **ARA Designs** for **Consultancy services for Beer Garden proposed at T1 Forecourt, CSMIA, Mumbai**.

Final proposed amount:

Rs. 9,80,000.0 (Rupees nine lakh eighty thousand only) excl. applicable GST.

Enclosures:

1. Price Comparison Statement
2. Offers/Quotations

Regards,

Sachin Rajput

Associate Manager- Techno Commercial/Procurement

Mob: +91 7389935398; Phone: +91 22668 50133

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