

## Smrutika Thoti

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**From:** Shama Nair  
**Sent:** 28 November 2024 16:13  
**To:** Nimisha Jadhav; Smrutika Thoti  
**Cc:** Faizan Khan  
**Subject:** FW: BIAL T2-56F : TENDER PREMIUM TEA  
**Attachments:** T2-56F RFP- Premium Tea.pdf

**Importance:** High

Please upload PF for Interior consultant appointment (tender only) for 15sqm kiosk.

Regards,  
Shama Nair  
+91 9821053476

<http://www.k-hospitality.com/>



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**From:** Faizan Khan <faizan.khan@travelfoodservices.com>

**Sent:** 27 November 2024 18:51

**To:** Shrutej Sawant <shrutej.sawant@travelfoodservices.com>; Sumeet Rane <sumeet.rane@travelfoodservices.com>; Parag Pandey <parag.pandey@travelfoodservices.com>; Nidhi Goradia <nidhi.goradia@travelfoodservices.com>; Shalki Khanna <shalki.khanna@travelfoodservices.com>; Soni Viswanathan <soni.viswanathan@travelfoodservices.com>; Rajendra Patil <rajendra.patil@travelfoodservices.com>; Shama Nair <shama.nair@travelfoodservices.com>

**Cc:** Business Development <bd@travelfoodservices.com>; Varun Kapur <varun.kapur@travelfoodservices.com>; Gaurav Dewan <gaurav.dewan@travelfoodservices.com>; Rohan Choudhury <rohan.choudhury@travelfoodservices.com>; Deepak Kurian <deepak.kurian@travelfoodservices.com>; Vikas Kapoor <vikas.kapoor@travelfoodservices.com>; Samarth Rastogi <samarth.rastogi@travelfoodservices.com>; Yash Jain <yash.jain@travelfoodservices.com>

**Subject:** RE: BIAL T2-56F : TENDER PREMIUM TEA

**Importance:** High

Dear Rajan/Soni, Shadab/Shama, Shrutej, Akshit/Shalki,

Please find the attached agenda along with the timeline below. Kindly ensure that the points are completed within the specified timeline.

Responsible	Responsibility	Task
Rajan/Soni	Kindly share the final approved proposed brand <b>27th November 2024</b> . Once finalised, we will begin working on the Concept Book, which is a time-consuming process.	<p>Brand (Positioning of the brand) <b>30th November 2024</b></p> <p>Brand Team to communicate with Brand for brand-deck as require for Bangalore tenders which will include</p> <ul style="list-style-type: none"> <li>a) History of the proposed brand(s)</li> <li>b) Global Presence of the proposed brand(s)</li> <li>c) Category Leadership of the proposed brand(s)</li> <li>d) Unique proposition of the proposed Brand(s)</li> <li>e) Awards &amp; Recognition &amp; Customer Ratings etc.</li> <li>f) Sustainability, Green initiatives</li> <li>g) Brand brochure,</li> <li>h) Menu's</li> <li>i) Design Guidelines</li> <li>j) Innovation &amp; Digital Initiatives</li> <li>k) Staff Uniform Policy (with illustration &amp; images)</li> <li>l) Range of Products/brands that will be offered</li> <li>m) Travel Retail Oriented Menu/Product(s) for BLR Airport</li> <li>n) Digital and Social Media marketing Plan</li> </ul> <p>Brand exclusive Authorisation letter and to ensure the brand does not bid with any other party or on its own. 30th November 2024</p>
Shadab/Shama	Shama Ma'am to share the Finalised and approved Concept Book & Setup <b>(By 7th Dec 2024)</b>	<p>Concept Design &amp; Setup to be made by Shama Ma'am as per the requirement</p> <ul style="list-style-type: none"> <li>• Proposed Capital Expenditure for the Outlet (CAPEX per sqm)</li> <li>• Overall Concept design and approach: Rationale and justification for selecting the proposed concept, positioning of the stores, and as to how the concept shall create a world-class experience, appeal to the passengers and other users of the airport, and enhance revenue by maximizing sales.</li> <li>• Demonstration of the Concept Design alignment with four key pillars of T2. <ul style="list-style-type: none"> <li>Terminal in a Garden</li> <li>Sustainability</li> <li>Technology</li> <li>Art &amp; Culture</li> </ul> </li> <li>• Proposed 3D rendering from all sides.</li> <li>• Demonstration of how the concept design shall ensure freshness and flexibility for brand evolution.</li> </ul> <p>Exclusive &amp; Instagrammable design for BLR Airport shall be preferred.</p> <ul style="list-style-type: none"> <li>• Submission of Digital Mood Board &amp; Material Board</li> <li>• Setup and Roll-out Plan</li> </ul>

		<ul style="list-style-type: none"> <li>• Sustainable Construction, Setups, and Fit-outs practices that will be adopted, including but not limited to: At least 20% of the construction materials/furniture are re-furbished, reused, reclaimed, or recycled materials Energy efficient lightings &amp; equipment Locally sourced construction materials Carbon Footprint reduction methodology</li> </ul>
Akshit/Shalki/Rajendra	Tender data/write-ups into approve Technical & Presentation format. <b>30th November 2024</b>	<ul style="list-style-type: none"> <li>• PQC</li> <li>• Technical Book</li> <li>• Presentation</li> <li>• Brand Book</li> </ul> <p>The proposed brand is yet to be finalized. In the meantime, kindly begin working on the Technical Book and Presentation as per the flow provided in RFP by incorporating data from our recent tender submission for The Konkan Café at BIAL airport.</p> <p>Only the points mentioned below will need to be update once the proposed brand is finalised.</p> <ul style="list-style-type: none"> <li>• 2 – Whole - Positioning of the proposed brand</li> <li>• 3 - Whole - Concept design and Setup</li> <li>• 4 – Part - Operations Strategy: Range of Products/brands that will be offered and Travel Retail Oriented Menu/Product(s) for BLR Airport</li> <li>• 5 – Part - Staff Hiring &amp; Training Strategy: Outlet Staffing Structure and Staff Uniform Policy (with illustration &amp; images)</li> <li>• 6 – Part - Marketing and Customer Engagement Strategy Plan: Twelve (12) months Marketing Calendar / Promotional initiatives / brand activations envisaged</li> <li>• Whole - Brand book</li> </ul>
Shrutej	Finance Department to share financial as per Annexure 3 (Bid Disclaimer if any) <b>10th December 2024</b>	<ul style="list-style-type: none"> <li>• Financial Annexure 3 - IC/GIC approval</li> <li>• CAPEX Bifurcation: 1. Consultancy 2. Construction 3. Interiors, Fixtures, Fittings &amp; Equipment</li> <li>• Nos of Manpower with designation</li> <li>• Varun Sir's sign off for proposal submission</li> </ul>
Nidhi	Board Resolution <b>30th November 2024</b>	Bidding Entity TFSL Board Resolution authorised signatory – Varun/Gaurav/Darpan/Nilesh
Parag	EMD <b>10th December 2024</b>	Payment of Rs 5 Lakhs
Sumeet	Confirmations on the undertaking/clauses <b>30th November 2024</b>	ANNEXURE B - LETTER OF DECLARATION-CUM-UNDERTAKING

Thank You

Regards,  
Faizan

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**From:** Faizan Khan

**Sent:** Tuesday, November 26, 2024 12:19 PM

**To:** Shrutej Sawant <[shrutej.sawant@travelfoodservices.com](mailto:shrutej.sawant@travelfoodservices.com)>; Yash Jain <[yash.jain@travelfoodservices.com](mailto:yash.jain@travelfoodservices.com)>; Sudhir Arora <[sudhir.arora@travelfoodservices.com](mailto:sudhir.arora@travelfoodservices.com)>; Sumeet Rane <[sumeet.rane@travelfoodservices.com](mailto:sumeet.rane@travelfoodservices.com)>; Parag Pandey <[parag.pandey@travelfoodservices.com](mailto:parag.pandey@travelfoodservices.com)>; Nidhi Goradia <[nidhi.goradia@travelfoodservices.com](mailto:nidhi.goradia@travelfoodservices.com)>; Samarth Rastogi <[samarth.rastogi@travelfoodservices.com](mailto:samarth.rastogi@travelfoodservices.com)>; Shalki Khanna <[shalki.khanna@travelfoodservices.com](mailto:shalki.khanna@travelfoodservices.com)>; Rajesh Shetty <[rajesh.shetty@travelfoodservices.com](mailto:rajesh.shetty@travelfoodservices.com)>; Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>; Rajendra Patil <[rajendra.patil@travelfoodservices.com](mailto:rajendra.patil@travelfoodservices.com)>; Pankaj Rathi <[pankaj.r@travelfoodservices.com](mailto:pankaj.r@travelfoodservices.com)>; Meena Shah <[meena.shah@travelfoodservices.com](mailto:meena.shah@travelfoodservices.com)>; Shama Nair <[shama.nair@travelfoodservices.com](mailto:shama.nair@travelfoodservices.com)>

**Cc:** Business Development <[bd@travelfoodservices.com](mailto:bd@travelfoodservices.com)>; Varun Kapur <[varun.kapur@travelfoodservices.com](mailto:varun.kapur@travelfoodservices.com)>; Gaurav Dewan <[gaurav.dewan@travelfoodservices.com](mailto:gaurav.dewan@travelfoodservices.com)>; Rohan Choudhury <[rohan.choudhury@travelfoodservices.com](mailto:rohan.choudhury@travelfoodservices.com)>; Deepak Kurian <[deepak.kurian@travelfoodservices.com](mailto:deepak.kurian@travelfoodservices.com)>; Vikas Kapoor <[vikas.kapoor@travelfoodservices.com](mailto:vikas.kapoor@travelfoodservices.com)>

**Subject:** RE: BIAL T2-56F : TENDER PREMIUM TEA

Dear All,

Please find attached the revised tender documents, which have been uploaded by BIAL to their website today.



Thank You

Regards,  
Faizan

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**From:** Faizan Khan

**Sent:** Friday, November 22, 2024 7:44 PM

**To:** Shrutej Sawant <[shrutej.sawant@travelfoodservices.com](mailto:shrutej.sawant@travelfoodservices.com)>; Yash Jain <[yash.jain@travelfoodservices.com](mailto:yash.jain@travelfoodservices.com)>; Sudhir Arora <[sudhir.arora@travelfoodservices.com](mailto:sudhir.arora@travelfoodservices.com)>; Sumeet Rane <[sumeet.rane@travelfoodservices.com](mailto:sumeet.rane@travelfoodservices.com)>; Parag Pandey <[parag.pandey@travelfoodservices.com](mailto:parag.pandey@travelfoodservices.com)>; Nidhi Goradia <[nidhi.goradia@travelfoodservices.com](mailto:nidhi.goradia@travelfoodservices.com)>; Samarth Rastogi <[samarth.rastogi@travelfoodservices.com](mailto:samarth.rastogi@travelfoodservices.com)>; Shalki Khanna <[shalki.khanna@travelfoodservices.com](mailto:shalki.khanna@travelfoodservices.com)>; Rajesh Shetty <[rajesh.shetty@travelfoodservices.com](mailto:rajesh.shetty@travelfoodservices.com)>; Soni Viswanathan <[soni.viswanathan@travelfoodservices.com](mailto:soni.viswanathan@travelfoodservices.com)>; Rajendra Patil <[rajendra.patil@travelfoodservices.com](mailto:rajendra.patil@travelfoodservices.com)>; Pankaj Rathi <[pankaj.r@travelfoodservices.com](mailto:pankaj.r@travelfoodservices.com)>; Meena Shah <[meena.shah@travelfoodservices.com](mailto:meena.shah@travelfoodservices.com)>; Shama Nair <[shama.nair@travelfoodservices.com](mailto:shama.nair@travelfoodservices.com)>

**Cc:** Business Development <[bd@travelfoodservices.com](mailto:bd@travelfoodservices.com)>; Varun Kapur <[varun.kapur@travelfoodservices.com](mailto:varun.kapur@travelfoodservices.com)>; Gaurav Dewan <[gaurav.dewan@travelfoodservices.com](mailto:gaurav.dewan@travelfoodservices.com)>

Rohan Choudhury <[rohan.choudhury@travelfoodservices.com](mailto:rohan.choudhury@travelfoodservices.com)>; Deepak Kurian <[deepak.kurian@travelfoodservices.com](mailto:deepak.kurian@travelfoodservices.com)>; Vikas Kapoor <[vikas.kapoor@travelfoodservices.com](mailto:vikas.kapoor@travelfoodservices.com)>

**Subject:** RE: BIAL T2-56F : TENDER PREMIUM TEA

**Importance:** High

Dear Team,

BIAL has issued RFP for Establishing, Operating, Maintaining, and Managing Premium Tea, Outlet at Terminal 2 of Kempegowda International Airport, Bengaluru.

Below are the details of the same. Documents are attached herewith kindly go through the same and share all your queries in the attached queries format latest by 26<sup>th</sup> November 2024.

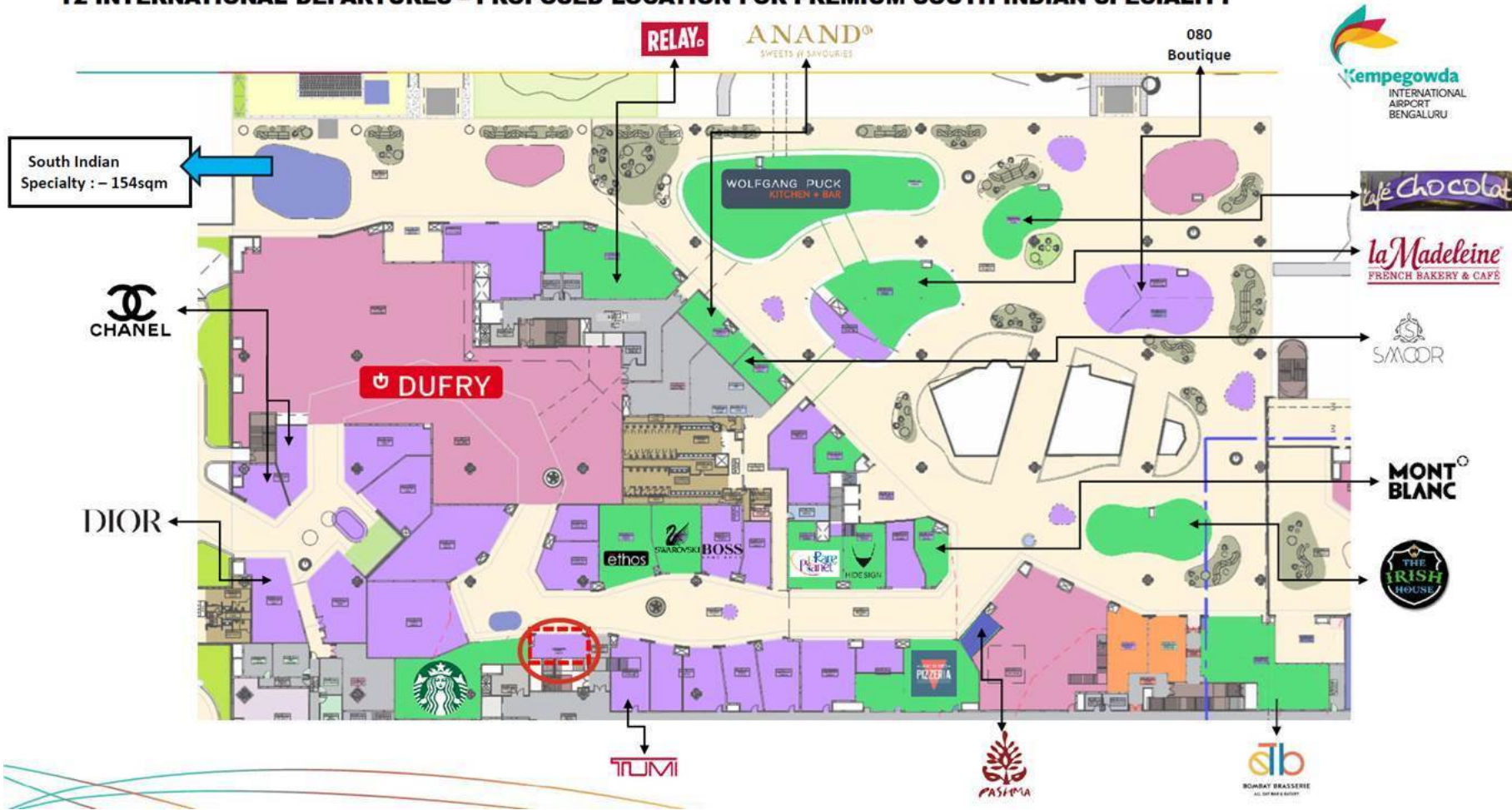
Airport	Tender For	Submission Date	Area (SQM)	Location	Marketing Fund	Tenure	Tender Fee	EMD	Technical Criteria	Final Criteria
Bengaluru	Premium Tea*	12/16/2024	15	Int Dept Hall	1%	5 years	118,000	500,000	1 year Exp at least 1 F&B outlets	1 c Turn

**MMG : Higher of, Monthly Guarantee OR Progressive Revenue Share**

In the beginning of Year 4: minimum 15% of the Initial Capex

**Sales Right :** Verities of Tea, In house Retail Merchandise and other non-alcoholic beverages, complementing bakery & savouries served in a relaxed environment.

**T2 INTERNATIONAL DEPARTURES – PROPOSED LOCATION FOR PREMIUM SOUTH INDIAN SPECIALITY**



Description of Tentative Dates	FROM	TO
Bidders receiving RFP notice document in BIAL website	20/11/2024	16/12/2024
Issuance of RFP document	20/11/2024	16/12/2024
BIAL receiving queries from Bidders	25/11/2024	27/11/2024
Last date for BIAL clarifications to Bidders	28/11/2024	29/11/2024
Bidder's submission of proposal	20/11/2024	16/12/2024
Bidder's technical presentation (Online)	17/12/2024	18/12/2024
Discussion with shortlisted Bidders	30/12/2024	03/01/2025
Announcement of Tender results	03/01/2025	06/01/2025
Selected Bidder's Execution of Agreement with BIAL	07/01/2025	10/01/2025
Site Handover	20/01/2025	20/01/2025
Selected Bidders' completion of fit-out works	28/01/2025	28/02/2025
Selected bidder Commencement of outlet operations	01/03/2025	01/03/2025

Thank You

Regards,  
Faizan

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**From:** Darpan Mehta <[darpan.mehta@travelfoodservices.com](mailto:darpan.mehta@travelfoodservices.com)>

**Sent:** Friday, November 22, 2024 1:38 PM

**To:** Business Development <[bd@travelfoodservices.com](mailto:bd@travelfoodservices.com)>

**Subject:** Re: BIAL T2-56F : TENDER PREMIUM TEA

Timelines are too tight for this - where are the details



Thanking you and Best regards  
Darpan Mehta

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**From:** Darpan Mehta <[darpan.mehta@travelfoodservices.com](mailto:darpan.mehta@travelfoodservices.com)>  
**Sent:** 22 November 2024 12:20  
**To:** Business Development <[bd@travelfoodservices.com](mailto:bd@travelfoodservices.com)>  
**Subject:** Fw: BIAL T2-56F : TENDER PREMIUM TEA

Thanking you and Best regards  
Darpan Mehta

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**From:** Commercial Tender <[commercialtender@BIALAIRPORT.COM](mailto:commercialtender@BIALAIRPORT.COM)>  
**Sent:** 22 November 2024 10:01  
**To:** Darpan Mehta <[darpan.mehta@travelfoodservices.com](mailto:darpan.mehta@travelfoodservices.com)>  
**Cc:** Commercial Tender <[commercialtender@BIALAIRPORT.COM](mailto:commercialtender@BIALAIRPORT.COM)>; Bhagawantham V <[bhagawantham@BIALAIRPORT.COM](mailto:bhagawantham@BIALAIRPORT.COM)>; Sampath Kumar J <[sampath.k@BIALAIRPORT.COM](mailto:sampath.k@BIALAIRPORT.COM)>  
**Subject:** BIAL T2-56F : TENDER PREMIUM TEA

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Darpan,

We have shared the tender link to email id: [darpan.mehta@travelfoodservices.com](mailto:darpan.mehta@travelfoodservices.com) . Kindly let me know if you have not received the same.

Regards  
Bangalore International Airport Ltd