

Pushpak Shewale

From: Stephen P
Sent: 11 October 2024 11:19
To: Karan Kapur (K Hospitality Corp); varun.kapur
Cc: Lovejot Sekhon; Shama Nair; Manish Thakkar; Pushpak Shewale; Sarvesh Patil; Mrunal Joshi; Akshay Sharma
Subject: RE: Jaipur - KFC + Seating Area Cost Comparative

Hi Sir,

We had floated RFQ to our regular vendors, later understood from Project team that since Jaipur is an operational Airport, we will need to proceed with BCAS Approved Vendors.

Piktire perfect had initially quoted for **Civil + Plumbing** works, the price comparative is as mentioned below.

	Cubicon Building Services Pvt Ltd	FALLOW DEZIENCE TREE LLP	FL Group	Piktire Perfect
Civil + Plumbing	47,80,145	53,99,435	59,00,098	53,02,170

In the past, we have worked with the below mentioned BCAS Approved vendors and RFQ was floated to "Fallow, FL Group and New Vendors". Of which we are intending to have this order released on Fallow Dezience.

1. Fallow Dezience – Participated
2. FL Group - Participated
3. Impulse Branding – Blacklisted, due to poor quality work and timely completion
4. Pioneer Infra – Blacklisted, due to poor quality work and timely completion
5. Vart Infra – Ideal for Smaller projects

"Fallow" has executed the below outlets for Semolina.

1. Trivandrum Lounge – Wet works + Structural works
2. Ahmedabad – AJ 1881, Wow China,
3. Lucknow - Cafeccino

Regards
Stephen

From: Karan Kapur (K Hospitality Corp) <karan.kapur@k-corp.in>
Sent: 10 October 2024 23:31
To: Akshay Sharma <akshay.sharma@semolinakitchens.com>; Stephen P <stephen.p@k-corp.in>; varun.kapur <varun.kapur@travelfoodservices.com>
Cc: Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Shama Nair <shama.nair@travelfoodservices.com>; Manish Thakkar <manish.thakkar@k-corp.in>; Pushpak Shewale <pushpak.shewale@k-corp.in>; Sarvesh Patil <sarvesh.patil@k-corp.in>; Mrunal Joshi <mrunal.joshi@k-corp.in>
Subject: Re: Jaipur - KFC + Seating Area Cost Comparative

Quick question for @Stephen P - Did we not ask any of our earlier vendors who we are confident of time and quality to bid to see pricing v/s these new vendors?

Regards,

Karan Kapur
K Hospitality Corp



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From: Akshay Sharma <akshay.sharma@semolinakitchens.com>
Date: Thursday, 10 October 2024 at 8:49 PM
To: Stephen P <stephen.p@k-corp.in>, Karan Kapur (K Hospitality Corp) <karan.kapur@k-corp.in>, varun.kapur <varun.kapur@travelfoodservices.com>
Cc: Lovejot Sekhon <lovejot.sekhon@k-corp.in>, Shama Nair <shama.nair@travelfoodservices.com>, Manish Thakkar <manish.thakkar@k-corp.in>, Pushpak Shewale <pushpak.shewale@k-corp.in>, Sarvesh Patil <sarvesh.patil@k-corp.in>, Mrunal Joshi <mrunal.joshi@k-corp.in>
Subject: RE: Jaipur - KFC + Seating Area Cost Comparative

Hi Varun & Karan
Requesting approval to move forward.

Regards
Akshay

From: Stephen P <stephen.p@k-corp.in>
Sent: Wednesday, October 9, 2024 12:19 PM

To: Karan Kapur K-Corp <karan.kapur@k-corp.in>; Varun Kapur <varun.kapur@travelfoodservices.com>
Cc: Lovejot Sekhon Kcorp <lovejot.sekhon@k-corp.in>; Akshay Sharma <akshay.sharma@semolinakitchens.com>; Shama Nair <shama.nair@travelfoodservices.com>;
Manish Thakkar Kcorp <manish.thakkar@k-corp.in>; Pushpak Shewale <pushpak.shewale@k-corp.in>; Sarvesh Patil K-Corp <sarvesh.patil@k-corp.in>; Mrunal Joshi <mrunal.joshi@k-corp.in>
Subject: Jaipur - KFC + Seating Area Cost Comparative

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Dear Sir,

Please find attached the cost comparison for the turnkey work needed at **KFC + Seating** area outlets in Jaipur. We contacted 4 BCAS-approved vendors and the quotes received from 3 vendors, is as listed below.
After performing RFQ and auction rounds, Cubicon stands as the lowest bid (L1). However, considering this project to be on a higher value, assigning it to a new vendor is challenging.

As a pilot run, we have already awarded another outlet in Jaipur to Cubicon of ₹47 lakhs.

Therefore, our recommendation is to proceed with the **L2 Vendor - Fallow DeziENCE**, with a cost difference **2%** against L1Quote. we tried negotiating for a price match, But the vendor was unable to match the rate.
Agreed Project completion timeline – 45 Days.

Request your approval to proceed further.

KFC + Seating			
Civil Interior, Plumbing Work, Electrical	Cubicon Building Services Pvt Ltd	FALLOW DEZIENCE TREE LLP	FL Group
R0	1,10,06,655	1,25,77,435	1,37,78,334
R1 (Auction)	1,09,68,650	1,17,80,711	1,19,37,606
R2	1,08,86,755	1,11,50,786	1,19,37,606

Regards
Stephen