

# PROPOSAL

(Ref. No. NMI - 240916)

Foodservice Design,  
Planning Implementation Services

For

NAVI MUMBAI  
INTERNATIONAL  
AIRPORT, TFS,  
Mumbai, India

Submitted to

TFS, Mumbai, India

Prepared for: TFS India

Address 1: Shiv Sagar Estate, A Block, 1st Floor, Dr Annie Besant Rd, Worli, Mumbai, Maharashtra 400018

Contact 1: Mr. LOVEJOT SEKHON  
M.: +91- 9029100127  
E.: lovejot.sekhon@k-corp.in

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Prepared by: CHEF'S TABLE STUDIO INTERNATIONAL LIMITED  
Registered Office: 5L, Block2, Ceebros Boulevard, Rajiv Gandhi Salai, Mettukuppam, Chennai - 600097

Mailing Address: C/O: Divesh Arora  
1101, 11th Floor, Viraj Towers, Junction Off Andheri Kurla Road, W. E. Highway, Near Land Mark Building, near the WEH Metro Station, Andheri East, Mumbai 400 093, Maharashtra 400057

M.: +91 9840013587

Contact 1: Jugesh Arora  
Director  
M.: + 91 9884390535  
E.: [jugesh@chefarora.com](mailto:jugesh@chefarora.com)

Contact 2: Divesh Arora  
Director  
M.: + 91 9840013587  
E.: [info@chefstablestudio.com](mailto:info@chefstablestudio.com)

## 1 Introduction

Chef's Table Studio is wholly owned and fully independent design firm offering fee based design & planning consultancy services. With full responsibility and consideration to aesthetics, purpose and cost, Chef's Table Studio's objective is enable our clients to successfully realize their project goals.

Chef's Table Studio provides the very best in planning and design solutions. In collaboration with the project team, we will think strategically and work tactically to ensure project objectives are clearly defined and that the right approach is adopted to realize:-

- Accurate assessments of facility requirements.
- Flexible, functional design that optimizes space and area allocation.
- Optimal equipment quality within budget confines.
- Reduced equipment budgets through efficient design.
- Reduced labour costs by incorporating multipurpose equipment.
- Reduced operational costs with energy efficient equipment.
- Reliable advice to facilitate timely contract execution and project completion.

Chef's Table Studio operates completely independently of equipment manufacturers, suppliers and contractors. We pride ourselves for offering impartial and unbiased design solutions, advice and recommendations.

- Chef's Table Studio revenue is derived purely through its consultancy service fees.
- Chef's Table Studio does not sel equipment.
- Chef's Table Studio does not accept specification credits from manufactures.
- Chef's Table Studio does not accept commissions from distributors, suppliers or contractors.

Chef's Table Studio's independent identity guarantees our total commitment and allegiance to our Clients and their interests.

Established in 2011, Formerly known as Chef Arora – complete culinary solutions, Chef's Table Studio has designed more than 50 projects.

From its inception Chef's Table Studio has collaborated and on won respect of many Industry leaders including; International developers, operator, architects, designers, project managers, other project disciplines and partners.

Completed projects are varied & diverse in nature, they include:-

- Internationally Operated Luxury Business / Leisure / Boutique Hotels & Resorts

Fairmont Mumbai, Park Hyatt Chennai, Morgan Originals Mumbai, Westin Chennai, Novotel Goa, Grand Mercure Goa, Grand Mercure Goa Shrem Banquets, Ramada Plaza Chennai

- Internationally Operated Large Scale Business / Leisure Hotels

Four Points Chennai, Club Mahindra Pondicherry, Club Mahindra Madikeri, Club Mahindra Ooty, Club Mahindra Poover, Club Mahindra Munnar, Club Mahindra Ashtamudi

- Stand Alone Luxury Business / Leisure / Boutique Hotels & Resorts

Raintree Hotels Chennai Anna Salai & St. Marrys Road, Kabini Resort Mysore, Spice Street Nellore, The Residency Hotel Coimbatore, AA Walker Club, Goa

- International Trade & Exhibition Centers & MICE Hotels

VPR Convention Center Nellore

- Hospital & Health Care Catering Facilities

Apollo Hospital Navi Mumbai, Apollo Proton Chennai, Nanavati Hospital Mumbai, Tata Hospitals,

Since operations began Chef's Table Studio has gained a reputation as a professional, reliable and committed service provider, winning recognition from Clients and peers alike as a leading force in commercial kitchen.

On this note, we take great pleasure in providing herewith a comprehensive overview and description of Chef's Table Studioservices.

## 2 Project Brief

Project Title:	Navi Mumbai International Airport - TFS	
Description:	Airport Restaurants, Lounges and BOH Facility <ul style="list-style-type: none"> <li>• Foo</li> <li>• Mag St.</li> <li>• Bayroute / Pizza</li> <li>• Bombay Brasserie</li> <li>• Gully Kitchen</li> <li>• Wagamama and Bar</li> <li>• Microbrewery</li> <li>• Sabko Coffee</li> <li>• Gordan Ramsay</li> <li>• Nando's</li> <li>• Ranveer Brar/Harpal Singh Sokhi</li> <li>• Regi Mathew</li> <li>• International Lounge</li> </ul>	
No. of Keys:		
Client:	Travel Food Services	
Operator:	Travel Food Services	
Location:	Navi Mumbai Airport, India	
Chef's Table Studio understanding of project facilities is derived from information provided plus understanding of operator basic requirements. All areas and facilities under Chef's Table Studio Scope of work should be checked & confirmed by the appropriate party.		
<b>FOODSERVICE FACILITIES</b>		
Ref.	Area	Facilities
FS-01	Loading Receiving / Main Stores Receiving Cold Storage	a. Receiving Dock b. Inspection /Weigh-in c. Decanting & Pre-wash d. Temporary Holding e. Receiving Cold Storage f. Beverage Store g. Dry Food Store h. Operating Equipment Store i. General Stores

FS-02	Commissary Preparation Kitchen Post Prep. Cold Storage	<ul style="list-style-type: none"> <li>a. Butcher</li> <li>b. Poultry Preparation</li> <li>c. Seafood Preparation</li> <li>d. Fruit &amp; Vegetable Preparation</li> <li>e. Post Prep. Cold Storage</li> <li>f. Utensil Wash area</li> </ul>
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FOODSERVICE FACILITIES		
Ref.	Area	Facilities
FS-03	Main Kitchen – Hot / Cold Production	<ul style="list-style-type: none"> <li>a. Garde Manger</li> <li>b. Hot Production Kitchen</li> <li>c. Daily Dry Store &amp; Cold storage</li> <li>d. Room Service &amp; Order Take</li> <li>e. Dispense Bar</li> <li>f. Service Pantry</li> <li>g. Ware washing, Pot washing &amp; Dish Washing</li> <li>h. Steward Store</li> <li>i. Ice Production</li> <li>j. Chef's Office</li> </ul>
FS-04	All FOH Kitchen Areas Where Applicable	<ul style="list-style-type: none"> <li>a. Display Kitchens</li> <li>b. Buffet Display Counters</li> <li>c. Dessert Station</li> <li>d. Beverage Bar</li> <li>e. Service Pantry</li> </ul>

### 3 Scope of Services

#### A. Design & Planning

##### Phase 1 – General Arrangement

##### Services

- The Foodservice Facilities Consultant (FFC) will familiarize himself with project and facility requirements.
- The FFC Consultant will attend design coordination meetings, liaise with the Project Team to coordinate General Arrangements for the project Hotels Foodservice Facilities; during this process the FFC Consultant will explore design opportunities and identify possible design constraints / limitations.
- The FFC Consultant will utilize Architectural background plans to produce coordinated plans illustrating facility workflows, functional space relationships & area utilization.
- General Arrangement plans will be submitted to the Employer, Operator & Project Team for all party review & comment. With return comments & feedback plans will be revised / modified as required for approvals.

##### Deliverables

- General Arrangement Plans (min. scale 1:100)
- Facilities Work Flow Diagrams
- Facilities Area Program (Achieved)
- Preliminary Project Schedule covering FFC Consultant scope of works & timeframe for deliverables.

## Phase 2 – Schematic Design

### Services

- The FFC Consultant will attend design coordination meetings, liaise with the Project Team and coordinate concept / schematic designs;
- The FFC Consultant will ensure designs are developed in accordance with the Project requirements, Operator's design standards / guidelines, prevailing codes and industry best practices.
- The FFC Consultant will liaise and coordinate with Project Team, establish facility & equipment specific requirements and incorporate with schematic plans.
- Schematic design plans will be submitted to the Employer, Operator & Project Team for all party review & comment. With return comments & feedback plans will be revised / modified as required for approvals.

### Deliverables

- Schematic Design Plans (min. scale 1:50)
- Facilities Area Program (Achieved)
- Preliminary equipment cost estimates (Lump sum by areas).
- Preliminary equipment MEP load estimates (Lump sum by areas).
- Preliminary Project Schedule covering FFC Consultant scope of works & timeframe for deliverables.



### Phase 3 – Design Development

#### Services

- With Employer/Operator approval of concept/schematic design the FFC Consultant will commence design development phase
- Designs will be developed in accordance with the project requirements. Itemized equipment layouts plans will be produced with corresponding bill of quantities for onward review & approval.
- Design development plans will be issued to Employer, Operator & Project Team for review, comment. Plans will be updated, revised and modified as required for approvals.
- On approval of itemized equipment layouts plans, FFC Consultant will prepare MEP utility services drawings identifying; services location points, connection type load size and other requirements. Separate plans will be prepared for electrical, mechanical, plumbing & ventilation services.
- The FFC Consultant will prepare plans identifying special construction requirements i.e. slab recess for cold rooms & floor drains, masonry bases, partition walls, etc.
- The FFC Consultant will prepare Typical Detail Drawings outlining utility service connection requirements. The Typical Detail Drawings assist in identifying & delineating scope of works and interface between Equipment Contractor and MEP Contractor.
- On request, FFC Consultant will review and comment on architect recommended room finishing materials.
- Design Development plans & documentation will be submitted to the Employer, Operator & Project Team for all party coordination, review, & approvals.

#### Deliverables

- Equipment Layout Plans (min. scale 1:50)
- Update Facilities Area Schedule
- Itemized Equipment Schedule
- Utility Services Plans (subject to Equipment Layout approvals).
- MEP Loading Schedule (subject to Equipment Layout approvals).
- Typical Detail Drawings

- Special Construction Details (subject to Equipment Layout approvals).

## Phase 4 – Tender Documentation

### Services

- With Employer / Operator approval on Design Development set of drawings, documentation & equipment cost estimates, the FFC Consultant will prepare the Tender Package
- Tender Package will be developed from the approved DD documentation set and will include additional detail such as elevations & sections for display kitchen & bars, critical & important equipment specific detail to assist interface with interior design & other consultants & trades.
- The Tender Package will provide a clear and comprehensive description of the works that will enable the works to be let for competitive bidding.
- The FFC Consultant will issue a draft Tender Package for Employer / Operator review & final approvals. With approval, Tender Package (soft copy set) will be released to the PM for onward issue to bidding parties.
- FFC Consultant will render any assistance to PM and bidding parties in the interpretation and clarification of drawings and specifications. Written tender queries will be accepted via e-mail up to thirty-six (36) hours prior to tender closing date.

### Deliverables

- Tender Bidding Package comprising:-
  - a) Tender documentation:-
    - General Conditions & Contractor Responsibilities.
    - Equipment Bill of Quantities & MEP Loading Schedule.
    - Proprietary Equipment Specification Cut-Sheets & Cataloguing.
    - Contact details for tender specified equipment manufacturers.
    - Minimum three (3) Alternate Equipment Manufacturers & Brands.
    - Sample Shop drawings for Stainless Steel Fabricated Equipment.
    - SS Fabricated Material & Equipment component specifications.
  - b) Tender drawings
    - Equipment Layout Plans (Scaled 1:50).
    - MEP Utility Service & Ventilation Plans. (Scaled 1:50).
    - Associated Civil / Construction works Plans.
    - Equipment Elevation & Section Drawings.
    - Drawing Register & Typical Detail Drawings.

## B. Implementation Services

### Phase5-TenderEvaluation

#### Services

- FFC Consultant will conduct technical evaluation & analysis on up to three (3) tender bid returns. The technical evaluation report will comprise the following evaluation criteria and include FFC Consultant's appraisal, recommendations, & executive summary.
- FFC Consultant will check & verify bid offers are fully inclusive of all items and works called for in the tender documents.
- FFC Consultant will check & verify equipment and material offers are in compliance with tender documents.
- FFC Consultant will evaluate and classify alternates equipment offers to ensure proposed substitutes comply with the quality, function & capacity requirements called for with tender documentation.
- Evaluation reports and value engineering recommendations will be limited to maximum of three (3) submission rounds.
- The FFC Consultant will attend up to three (3) rounds of tender clarification / negotiation meetings to assist contractor interview, evaluation value engineering and selection process.
- FFC Consultant will assist Employer with review & check appointed contractor's final Bill of Quantities for completeness for contract purposes.

#### Deliverables

- Tender Bid Technical Evaluation Report with appraisals & recommendations
- Value Engineering recommendations

## Phase 6 – Shop Drawing Approvals

### Services

- FFC Consultant will check contractor construction documentation and provide approvals on:-
  - Construction /Shop drawings
  - Proprietary (buy-out) equipment.
  - Fabricated Stainless Steel Equipment Shop Drawings.
  - Material & Hardware samples.
- FFC Consultant will attend one (1) factory visit to inspect and approve stainless steel equipment samples prior to mass production.

### Deliverables

- Construction drawings Approvals
- Proprietary (buy-out) equipment Approvals
- Fabricated Stainless Steel Equipment Shop Drawings Approvals
- Material & Hardware Samples Approvals
- Stainless Steel Equipment Production Samples Inspection Report

## Phase 7 – Site Inspections / Visits

### Services

- FFC Consultant will collaborate with the Employer & Project Team to implement ongoing monitoring program and ensure works are executed with appropriate care and attention.
- FFC Consultant will make periodic site visits at appropriate time as deemed necessary by FFC Consultant to report on quality and progress of works and adherence to design / contract documents.
- FFC Consultant will prepare itemized punch lists for any discrepancies and / or any works requiring rectification.

### Deliverables

- Site Installation Inspection Report
- Punch Lists for discrepancies and / or any works to be rectified.

## Phase 8 - Testing & Commissioning

### Services

- FFC Consultant will inspect completed works.
- FFC Consultant will review equipment testing & commissioning report.
- FFC Consultant will review the contractor's As-built Drawings & hand-over documentation.

### Deliverables

- Inspection Report for Completed Works.
- Punch Lists for any discrepancies & rectification works.
- Check List for As-built & hand-over documentation.
- Review / comment on testing commissioning report.

#### 4 Fee Summary

Chef's Table Studio works on a flat and fixed Fee basis calculated on an estimate of the time required to complete the Scope of Works described herein, as such, the fee is totally unrelated to the cost of equipment and / or cost of the total project. The Services Fee is broken down in the form of an itemized matrix attached herewith, for convenience, the fee is also summarized hereunder:-

REF.	Description	AMOUNT INR	
			Foodservice (FS)
<b>A</b>	<u>Design / Planning Services</u>		
<b>1</b>	Retainer / Mobilization	₹	8,50,000.00
<b>2</b>	Phase 1 General Arrangement	₹	8,50,000.00
<b>3</b>	Phase 2 Schematic Design	₹	8,50,000.00
<b>4</b>	Phase 3 Design Development	₹	17,00,000.00
<b>5</b>	Phase 4 Documentation	₹	21,25,000.00
		Sub-Total A	₹ 63,75,000.00
<b>B.</b>	<u>Implementation Services</u>		
<b>6</b>	Phase 5 Tender Evaluation	₹	4,25,000.00
<b>7</b>	Phase 6 Shop Drawing Approvals	₹	8,50,000.00
<b>8</b>	Phase 7 Site Inspection(s)	₹	4,25,000.00
<b>9</b>	Phase 8 Testing Commissioning	₹	4,25,000.00
		Sub-Total B	₹ 21,25,000.00
<b>FS</b>	Total Foodservice Facilities	₹	85,00,000.00

(Total: Net - Eight million five hundred Indian rupees, plus applicable GST)

#### 5 Terms & Conditions

5.1) Proposal Validity Period: Sixty (60) days from date of proposal.

5.2) Payment:

FFC Consultant's Services shall commence with written confirmation of appointment and on payment settlement of the retainer / mobilization fee.



On completion, or with Employer approval on substantial completion of each phase of works The FFC Consultant's Service Fee's shall be invoiced as phased progress payment per the services fee summary.

FFC Consultant's invoicing shall be payable within thirty (30) days of invoicing, payments shall be made in full by online transfer to FFC Consultants nominated bank account (Outward bank charges / commissions to remitter account). Overdue payment settlement will be subject to 1% interest per calendar month.

The fees, rates and charges detailed in this proposal are nett payable, given free of all local governmental taxes & duties. It shall be understood that any such levies shall not be deducted from Chef's Table Studio stated fee or any subsequent invoicing.

#### 5.3) Site Attendance:

The FFC Consultant's Proposal includes man day cost for six (6) outstation attendances. Unless otherwise prearranged and agreed with the FFC Consultant, the duration of such attendances shall not exceed three (3) days inclusive of travel time. (Unless otherwise agreed and stated; Travel, Accommodation & Incidental Costs are not included with this proposal).

#### 5.4) Reimbursable Expenses:

Unless otherwise agreed and stated; Travel, Accommodation & Incidental Costs incurred by the FFC Consultant for outstation attendances shall be billed @ cost + 5% administrative charge to Employer's account as reimbursable expenses.

Reimbursable expenses are net payable, no deductions are permitted for service tax, withholding tax, or other local levies. Reimbursable expenses will be invoiced completion of trip and shall be payable seven (7) days from invoicing.

##### *i.* Travel Expenses

Project related travel shall only be made with the written consent and approval of Employer. Air travel shall be by economy class ticketing unless the flight duration exceeds 4 hours, in which case, the FFC Consultant shall be entitled to business class ticketing. Other travel related expenses such as car rental, taxi, airport tax, visa fee, and project related communication expenses during overseas stay shall also be billed to Employer's account.

*ii.* Accommodation

Accommodation arrangements for FFC Consultant outstation attendance shall only be made with the written consent approval of Employer. Accommodation shall not be less than 4 star hotel for the Principals & Senior Team Members. Other personnel shall be provided with 3 star level hotel accommodations. A reasonable allowance shall also be made for FFC Consultant's per diem F&B expense.

*iii.* Courier, drawing & document reproductions and other consumables

Tender Drawings, documentation, other prints & copies will be charged with following rates:-

Drawing / Document Reproductions, Consumables & Courier Charges		
Item	Description	INR
1	Hard copies of drawings A0 size per / sheet	600
2	Hard copies of drawings A1 size per / sheet	300
3	Hard copies of drawings A2 size per / sheet	150
4	Hard copies of drawings A3 size per / sheet	80
5	Hard copies of drawings A4 size per / sheet	40
6	Additional soft files on CD's ea.	100
7	International courier charges	@ cost

*iv.* FFC Consultants Professional & Administrative Staff Rates

Should the Employer request additional services over and above those included in this proposal, the following man/day rates will apply:-

Consultant Hourly Rates		
Item	Personnel	INR /Hr
1	Principal	15000
2	Senior Designer	10000
3	Project Manager	10000
4	Project Engineer	7000
5	CAD Technician	7000
6	Administrative Personnel	3000

#### 5.5) Project Suspension / Abandonment:

If the Project is suspended for any reason, and then resumed after being suspended for more than twelve (12) months, Chef's Table Studio at its discretion, may re-negotiate its stated compensation. In addition to any adjustment to the Lump Sum Fee, Chef's Table Studio will be under no obligation to remobilize until it has received payment for remobilization.

In the event any section of works is aborted and / or the Employer decides not to proceed with the project, any monies collected by FFC Consultant (including retainer / mobilization fees) shall be retained, furthermore the FFC Consultant shall be reimbursed on pro rata basis for any portion of works that has already been completed or substantially completed.

#### 5.6) Client Responsibilities

##### *I.* Client's Representations:

Chef's Table Studio is entitled to rely on the accuracy, timeliness and completeness of all information provided by Client and/ or the Client's representatives.

##### *II.* Design brief:

Chef's Table Studio proposal is prepared on information provided by the Client / Client's representatives i.e. design brief / overview / area schedule / time schedule. For the purposes of this proposal it is assumed that information provided reasonably and accurately describes the project.

##### *III.* Project & Facilities Budget:

For guidance Chef's Table Studio anticipate the Client will establish and communicate a project budget. This should broadly outline allocations for the proposed foodservice / laundry facilities equipment.

##### *IV.* Client's Consultants:

Chef's Table Studio anticipate that the Client will secure the expertise of other design & technical consultants necessary for the design, documentation and coordination of this project. The Client's consultants should include but not limited to; Architect, Operator, Lead Consultant, Structural, Mechanical, Electrical & Plumbing Engineers, Interior Designer, Lighting Designer, Acoustical Engineer, Civil, and Quantity Surveyor.

V. Approvals & permits:

Chef's Table Studio assume the Clients Architect, Lead Consultant is responsible for applying & securing all planning and building permissions, approvals and permit

VI. Information to be provided:

On appointment, Client shall provide the following information:-

- Operators Minimum Design Standards & Guidelines
- Operators Facilities Food & Beverage Briefs
- Architectural Background Plans in AutoCAD format
- Interior Design Schemes for associated areas
- Project Master Schedule: design deliverables / tender / project completion
- Outline budget allocations for the facilities.

5.7) Exclusions

- Unless otherwise stated; expenses and incidental costs for outstation attendance.
- Cost of revisions after approval on 100% Design Development Phase.
- Hard Copy Design / Tender Drawings & Documentation.
- Tender preambles, commercial terms & conditions (to be provided by QS)
- Cost for International Document Courier Services.
- Authority Submissions for approvals / permits
- Additional insurance cover above standard cover outlined by FFC Consultant.
- Local governmental taxes, levies & duties.
- Design of building systems & plant i.e. linen / garbage chutes, ventilation, electrical, sanitary, mechanical, steam boiler, steam pipe, lighting, AV & IT systems. Interior design, 3D visual rendering, graphics & signage.

5.8) Inclusions

- Professional, technical & clerical services to complete scope of works as detailed.
- Soft Copy Design / Tender Drawings & Documentation.
- All supplies, equipment & materials required to provide the services detailed.
- Coordination meetings to be attended by Principal / Senior Designer / Project Manager as deemed necessary to professionally render the services described.
- Soft copies of technical information and drawings.
- Soft copies of final drawings and tender documentation.
- Duration of Consulting Term: 24 months from appointment.
- Extent of Chef's Table Studio's liability to client shall be equal to fee paid.

If Chef's Table Studio Proposal is found acceptable, please indicate acceptance by signing and returning.

For and on behalf of,

CHEF'S TABLE STUDIO PRIVATE LIMITED

Authorized representative

Sign: .....

Print: (Jugesh Arora / Divesh Arora)

Title: Director

Date: 16 / 09 / 2024

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For and on behalf of,  
TFS

Authorized representative

Sign: .....

Print: (... ..)

Title:

Date: \_\_ / \_\_ / \_\_

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