

Stephen P

From: Manish Mulchandani <Manish.Mulchandani@adani.com>
Sent: 06 March 2024 18:25
To: Stephen P
Cc: Saikat Pal; Jatin Jain; Lovejot Sekhon; Shama Nair; Ameet Koomar; Harshad Jain; Sanjiv Dhawan; Akshay Sharma; Nishant Goel; Raj Shekhar; Irfan Sayed; Binu Balachandran
Subject: RE: TC Recommendation - Turnkey Contractor for Lucknow Street, Lucknow
Attachments: BOQ_D14- Lucknow Street - FB Outlet (3).xlsx

Dear Stephen

Post correcting the link mistake in “FOH - C&I (GLASS WORKS/ MISCELLANEOUS)” and Quantity correction of Grease traps as per previous BOQ, below is the revised Pioneer’s cost summary for your reference.

SUMMARY OF COST- CIVIL & INTERIOR WORKS		
D14- LUCKNOW STREET		
LUCKNOW AIRPORT		
S.NO.	ITEM	AMOUNT
1	Civil & Interior - FOH	64,21,970.00
2	Civil & Interior - BOH (Kitchen Area)	15,96,961.00
3	Plumbing	11,72,300.00
4	Electrical	15,92,200.00
5	Lighting	6,26,600.00
6	HVAC	16,60,500.00
7	Fire Fighting	3,60,850.00
8	Sprinkler	3,61,736.42
9	CCTV	1,76,400.00
	TOTAL	1,39,69,517
Note-	GST Extra	

We are not aware of basis of negotiation with Pioneer so we cannot recommend. Semolina team can take further call on go ahead..

Regards,
Manish Mulchandani

From: Stephen P <stephen.p@k-corp.in>
Sent: Wednesday, March 6, 2024 5:59 PM
To: Manish Mulchandani <Manish.Mulchandani@adani.com>
Cc: Saikat Pal <Saikat.Pal@adani.com>; Jatin Jain <Jatin.Jain@adani.com>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Shama Nair <shama.nair@travelfoodservices.com>; Ameet Koomar <Ameet.Koomar@adani.com>; Harshad Jain <Harshad.Jain@adani.com>; Sanjiv Dhawan <Sanjiv.Dhawan@adani.com>; Akshay Sharma

<akshay.sharma@semolinakitchens.com>; Nishant Goel <Nishant.Goel@adani.com>; Raj Shekhar <Raj.Shekhar@adani.com>; Irfan Sayed <irfan.sayed@travelfoodservices.com>; Binu Balachandran <binu.balachandran@k-corp.in>

Subject: RE: TC Recommendation - Turnkey Contractor for Lucknow Street, Lucknow

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

Hi Manish,

As discussed on call, we have renegotiated with pioneer on the commercials and have arrived at the value as mentioned below.

Request your approval to proceed further.

SUMMARY OF COST- CIVIL & INTERIOR WORKS			
D14- LUCKNOW STREET			
LUCKNOW AIRPORT			
S.NO.	ITEM	Initial Amount	Re-negotiated Amount
1	Civil & Interior - FOH	72,05,770	63,61,970
2	Civil & Interior - BOH (Kitchen Area)	15,96,961	15,96,961
3	Plumbing	10,43,550	8,60,300
4	Electrical	16,19,780	15,92,200
5	Lighting	6,29,900	6,26,600
6	HVAC	17,30,750	16,60,500
7	Fire Fighting	3,60,850	3,60,850
8	Sprinkler	3,61,736	3,61,736
9	CCTV	1,76,400	1,76,400
	TOTAL	1,47,25,697	1,35,97,517

From: Manish Mulchandani <Manish.Mulchandani@adani.com>

Sent: 28 February 2024 12:22

To: Irfan Sayed <irfan.sayed@travelfoodservices.com>; Binu Balachandran <binu.balachandran@k-corp.in>

Cc: Saikat Pal <Saikat.Pal@adani.com>; Jatin Jain <Jatin.Jain@adani.com>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>;

Shama Nair <shama.nair@travelfoodservices.com>; Ameet Koomar <Ameet.Koomar@adani.com>; Harshad Jain

<Harshad.Jain@adani.com>; Sanjiv Dhawan <Sanjiv.Dhawan@adani.com>; Akshay Sharma

<akshay.sharma@semolinakitchens.com>; Nishant Goel <Nishant.Goel@adani.com>; Stephen P <stephen.p@k-corp.in>; Raj Shekhar <Raj.Shekhar@adani.com>

Subject: TC Recommendation - Turnkey Contractor for Lucknow Street, Lucknow

#Subject Changed as suitable

Dear Irfan/Binu

Below is our recommendation pertaining to Lucknow Street outlet. Kindly proceed with placing an order to move ahead.

Vendor Name	Final Negotiated Amount	Tax	Final Negotiated Amount with Taxes	Project / Outlet
M/s. Impulse Branding	70,51,300.00	12,69,234.00	83,20,534.00	Civil & Interior - FOH
M/s. Impulse Branding	20,33,120.00	3,65,961.60	23,99,081.60	Civil & Interior - BOH (Kitchen Area)
M/s. Impulse Branding	6,96,510.00	1,25,371.80	8,21,881.80	Plumbing
M/s. Impulse Branding	14,73,805.00	2,65,284.90	17,39,089.90	Electrical
M/s. Impulse Branding	3,61,640.00	65,095.20	4,26,735.20	Lighting
M/s. Impulse Branding	14,92,170.00	2,68,590.60	17,60,760.60	HVAC
M/s. Impulse Branding	3,38,550.00	60,939.00	3,99,489.00	Fire Fighting
M/s. Impulse Branding	3,51,102.34	63,198.42	4,14,300.76	Sprinkler
M/s. Impulse Branding	2,02,200.00	36,396.00	2,38,596.00	CCTV
TOTAL	1,40,00,397.34	25,20,071.52	1,65,20,468.86	Lucknow Street Outlet
RA Bill & Payment Terms	30% Advance, RA Bill cycle of 15 Days and payment in 15 Days from date of submission of RA Bill			
Mobilization Period	1.5 Weeks from date of Advance and PO			
Completion schedule	70 Days from date of mobilization			
Other Terms & Conditions	As per vendors SCC and standard GTC (Attached).			

Regards,
Manish Mulchandani

From: Manish Mulchandani

Sent: Wednesday, February 28, 2024 11:28 AM

To: Sanjiv Dhawan Sanjiv.Dhawan@adani.com; Akshay Sharma akshay.sharma@semolinakitchens.com

Cc: Saikat Pal Saikat.Pal@adani.com; Jatin Jain Jatin.Jain@adani.com; Binu Balachandran binu.balachandran@k-corp.in; Lovejot Sekhon lovejot.sekhon@k-corp.in; Shama Nair shama.nair@travelfoodservices.com; Ameet Koomar Ameet.Koomar@adani.com; Irfan Sayed irfan.sayed@travelfoodservices.com; Harshad Jain Harshad.Jain@adani.com

Subject: RE: Turnkey Contractor finalization for Lucknow Street

Importance: High

Dear Sanjiv Sir

Please be informed that, to finalize suitable vendor for Lucknow Street on time, we had proactively called a joint meeting to identify the vendors who shall be considered for tendering process.

However, though TC team suggested to consider Impulse and Pioneer at that stage, it was informed that they are already been occupied with other projects and it's better not to consider them to avoid interruptions in CIP lounge and AJ Kitchen. At that point of time, it was decided to engage either new vendors or existing vendors like Fallow Dezience (FDT) and VSAS who had already completed their projects.

Whereas, in our last discussion, you have recommended to include Impulse and Pioneer since FDT was L4 and though they are BCAS cleared, you informed that they are already been occupied in Ahmedabad's Non Aero projects hence not advisable to proceed with them and based on experience with VSAS, team was not confident to award them this project and L2/ L3 vendors were new vendors which were also ruled out. Hence, we issued additional enquiries and negotiated them to bring down the cost which had consumed additional 6 days to reach at this stage.

Based on receipt of final proposals, below is the revised price comparative summary for your reference. Kindly review and confirm to proceed.

LUCKNOW AIRPORT		Impulse Branding	Pioneer Infra	VSAS Group	Altitude	Aisha Urbanit
BCAS approved vendor		Yes	Yes	No	No	No
S.NO.	ITEM	Amount	Amount	Amount	Amount	Amount
TOTAL		1,40,00,397	1,47,25,697	1,50,88,294	1,52,60,405	1,60,85,
Commercial Position		L1	L2	L3	L3	L4
Completion Period required by Vendor		70 Days	45 Days	60 Days	60 Days	115 Da
Mobilization Period		1.5 Week	Immediate after advance	1 Week	1 Week	1 Wee
Payment Terms		30% Advance and balance on pro rata basis.	50% Advance and balance on pro rata basis.			
RA Bill terms		RA Bill cycle 15 Days and payment in 15 Days from RA bill submission	RA Bill cycle 20 Days and payment in 15 Days from RA bill submission			

Notes: 1. GST Extra

Refer attached comparative for detailed version. Based on your recommendation, shall give go ahead to place an order.

Regards,
Manish Mulchandani

From: Sanjiv Dhawan <Sanjiv.Dhawan@adani.com>
Sent: Tuesday, February 27, 2024 9:30 AM
To: Manish Mulchandani <Manish.Mulchandani@adani.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>
Cc: Saikat Pal <Saikat.Pal@adani.com>; Jatin Jain <Jatin.Jain@adani.com>; Binu Balachandran <binu.balachandran@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Shama Nair <shama.nair@travelfoodservices.com>; Ameet Koomar <Ameet.Koomar@adani.com>; Irfan Sayed <irfan.sayed@travelfoodservices.com>; Harshad Jain <Harshad.Jain@adani.com>
Subject: RE: Turnkey Contractor finalization for Lucknow Street

Dear Manish,

Good to see post our last discussion, Impulse vendor has come out as L1 bringing in further **savings of 12.60 lacs**, moreover he is BCAS approved vendor also.

Pls negotiate the final quote with Pioneer as well, basis we will jointly discuss & finalize the vendor today.

Thanks,
Sanjiv

From: Manish Mulchandani <Manish.Mulchandani@adani.com>
Sent: Monday, February 26, 2024 5:19 PM
To: Sanjiv Dhawan <Sanjiv.Dhawan@adani.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>
Cc: Saikat Pal <Saikat.Pal@adani.com>; Jatin Jain <Jatin.Jain@adani.com>; Binu Balachandran <binu.balachandran@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Shama Nair <shama.nair@travelfoodservices.com>; Ameet

Koomar <Ameet.Koomar@adani.com>; Irfan Sayed <irfan.sayed@travelfoodservices.com>

Subject: RE: Turnkey Contractor finalization for Lucknow Street

Dear Sir(s)

Referring to our discussion dated 23rd Feb 2024, we have included additional recommended vendors (Impulse and Pioneer) for the said project and attached is the revised price comparative for your reference.

LUCKNOW AIRPORT		Impulse Branding	VSAS Group	Altitude	Aisha Urbanite	Fallow Dezien
BCAS approved vendor		Yes	No	No	No	Yes
LUCKNOW STREET		R0	R1	R1	R1	R1
S.NO.	ITEM	Amount	Amount	Amount	Amount	Amount
TOTAL		1,40,00,397	1,50,88,294	1,52,60,405	1,60,85,761	1,71,09,000
Commercial Position		L1	L2	L2	L3	L4
Completion Period required by Vendor		70 Days	60 Days	60 Days	115 Days	NA
Mobilization Period		1.5 Week	1 Week	1 Week	1 Week	NA

GST Extra

Requesting your review and recommendation.

Regards,
Manish Mulchandani

From: Sanjiv Dhawan <Sanjiv.Dhawan@adani.com>

Sent: Thursday, February 22, 2024 12:32 PM

To: Manish Mulchandani <Manish.Mulchandani@adani.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>; Irfan Sayed <irfan.sayed@travelfoodservices.com>

Cc: Saikat Pal <Saikat.Pal@adani.com>; Jatin Jain <Jatin.Jain@adani.com>; Binu Balachandran <binu.balachandran@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Shama Nair <shama.nair@travelfoodservices.com>; Ameet Koomar <Ameet.Koomar@adani.com>

Subject: RE: Turnkey Contractor finalization for Lucknow Street

Hi Manish,

As discussed, following are my comments :-

1. VSAS qualified as L1, has been assigned Dominos/Third wave/common area has been struggling to complete the projects & are already delayed behind the schedule.
2. There is likely to have the security sweep immediately after PM visit, its recommended to have BCAS approved vendor, this is a very critical project.

Hi Akshay : Your views pls.

However, Lets jointly review these options & take a call jointly and move ahead.

Thanks,
Sanjiv

From: Manish Mulchandani <Manish.Mulchandani@adani.com>

Sent: Wednesday, February 21, 2024 6:31 PM

To: Akshay Sharma <akshay.sharma@semolinakitchens.com>; Sanjiv Dhawan <Sanjiv.Dhawan@adani.com>; Irfan Sayed <irfan.sayed@travelfoodservices.com>

Cc: Saikat Pal <Saikat.Pal@adani.com>; Jatin Jain <Jatin.Jain@adani.com>; Binu Balachandran <binu.balachandran@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Shama Nair <shama.nair@travelfoodservices.com>; Ameet Koomar <Ameet.Koomar@adani.com>

Subject: Turnkey Contractor finalization for Lucknow Street

Dear Akshay

Referring to our yesterday's discussion, we have received the final proposals from vendors and sharing herewith the price comparative of same for your reference.

Based on commercials, below are the top 5 vendors.

Lucknow Street	VSAS Group	Altitude	Aisha Urbanite	Fallow Deziencie	Inventech
BCAS approved vendor	No	No	No	Yes	No
TOTAL	1,44,28,294	1,47,00,000	1,54,65,761	1,69,05,206	1,78,08,848
Commercial Position	L1	L2	L3	L4	L5

@Sanjiv Dhawan Sir - As discussed, we understand you wanted to have a technical discussion with vendors which can be done with above vendors for further needful. Based on your assessment, we can give go ahead for placing an order.

Regards,
 Manish Mulchandani
 Contracts & Procurement
 Cell No. | +91 8105870198
 Adani Airport Holdings Limited

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