

India Trade Promotion Organisation

Date: 19th March 2025
Bharat Mandapam, New Delhi

Subject: REQUEST FOR PROPOSAL (RFP) for Selection of Concessionaire for operationalizing the earmarked spaces for Merchandise Activities in Pavilion of India – Bharat Pavilion at Expo 2025, Osaka (Japan) dated 13 March 2025

Pre-Bid Queries Clarifications and Corrigendum No. I

I. PRE-BID QUERIES CLARIFICATIONS:

S.no.	Pre-bid Query	Clarification/Corrigendum
1.	<p>Clause no. 5.(1): Kindly permit companies registered in Japan to participate in the bidding process. Additionally, we request that the maximum number of consortium members be increased beyond three.</p>	<p>Clause no. 5.(1) has been revised as follows: The Bidder(s) should be: a) A company registered in India; OR b) A Consortium/Joint Venture of upto TWO companies registered in India or Japan, out of which the Lead Partner must be declared in the proposal, which must be registered in India. The credentials of all Partners may be used or combined for Eligibility Criteria and Technical Marks.</p> <p><u>Supporting Document:</u> Same as mentioned in the RFP.</p>
2.	<p>Clause no. 5.(2): The current requirement of a minimum of five years of experience in import-export limits participation. We request this condition to be removed or relaxed to encourage broader participation.</p> <p>We have experience of participation in similar events in Japan and other</p>	<p>Clause no. 5.(2) has been revised as follows: Bidder(s) Experience: a) The Bidder(s) must have experience of management/ operation of multi product merchandise sales. b) The Bidder(s) must have experience in Merchandise Sale to large volumes of customers.</p>

	<p>countries. So, request you to kindly consider revising and take into consideration our participation in such events in other countries as well along with Japan. We can submit invoice copies of jewellery exports made to Japanese companies in past 3 years.</p> <p>Request to kindly consider participation in BIE and AIPH events in various countries along with Japan. We also do direct b2b exports to various companies in Japan. Request you to kindly also consider b2b sales of jewellery to Japanese companies over a period of last five years</p>	<p><u>Supporting Document:</u></p> <p>a) Import license for Indian products sold in Japan and Certificates of Origin for imported goods <u>OR</u> Invoices of Business-to-Business export of consumer goods to Japan for minimum THREE of the last FIVE Financial Years (2019-20, 2020-21, 2021-22, 2022-23 & 2023-24); AND</p> <p>b) Invoices/work-orders/ certificates of at least TWO events where merchandise sale of Indian products was done of average minimum 1000 items per day in last FIVE Financial years <u>OR</u> Self-certificate by the Authorized Signatory of running minimum TWO India merchandise sale outlets in India or Japan with name & address.</p>
<p>3.</p>	<p>Clause no. 5.(3):</p> <p>We request that the minimum annual turnover requirement be reduced from INR 20 crore to INR 10 crore, to allow more capable SMEs to take part in the bidding.</p>	<p>Clause no. 5.(3) has been revised as follows:</p> <p>Bidder(s) should have minimum annual revenue of INR 10 Crore during any THREE of the last FIVE Financial Years (2019-20, 2020-21, 2021-22, 2022-23 & 2023-24) from management/ operation of merchandise sale.</p> <p><u>Supporting Document:</u></p> <p>Same as mentioned in the RFP.</p>
<p>4.</p>	<p>Clause no. 5.(4):</p> <p>The minimum export turnover requirement of INR 2 crore may restrict participation. If this criterion can be removed entirely, it would be greatly beneficial. Otherwise, we request that the requirement for export in merchandise goods specifically be removed.</p>	<p>Clause no. 5.(4) has been revised as follows:</p> <p>Bidder(s) should have minimum annual export turnover of INR 1 Crore, out of which minimum annual export turnover to Japan should be of INR 20 Lakhs, during any THREE of the last FIVE Financial Years (2019-20, 2020-21, 2021-22, 2022-23 & 2023-24).</p>

	We have overall combined annual turnover above 2 crores to various countries. However, you are requested to kindly provide relaxation in the amount of exports from India exclusively to Japan to INR 20 Lakhs per year for the last 3 years.	<u>Supporting Document:</u> Same as mentioned in the RFP.
5.	Clause no. 5.(5): Kindly revise the amount to INR 2.50 Crores.	Clause no. 5.(5) has been revised as follows: Bidder/both Partners shall produce a Certificate of Solvency to the minimum extent of INR 2.5 crores <u>Supporting Document:</u> Same as mentioned in the RFP.

II. The Clause 6.3 (Technical Evaluation Criteria and Technical Marks) of the RFP has been revised as follows:

S. No.	Evaluation Criteria	Maximum Marks
1.	The Bidder(s) must have experience in Merchandise Sale to large volumes of customers through events where merchandise sales of Indian products was done of average minimum 100 items per day in last FIVE Financial years OR Merchandise Sale Outlets in India or Japan: <ul style="list-style-type: none"> i. Two to Three nos.: 10 marks ii. More than Three nos.: 20 marks (Invoices/work-orders/certificates for events where merchandise sale of Indian products was done of average minimum 100 items per day in last FIVE years. Self-certificate by the Authorized Signatory for running India merchandise sale outlets in India or Japan with name & address.	20 marks
2.	Bidder(s) AVERAGE annual revenue during any THREE of the last FIVE Financial Years (2019-20, 2020-21, 2021-22, 2022-23 & 2023-24) from management/ operation of merchandise sale: <ul style="list-style-type: none"> i. INR 10 crores to INR 15 crores: 5 marks ii. INR 15 crores to INR 20 crores: 10 marks iii. More than INR 20 crores: 20 marks (Certified Accountant (CA) certificate or equivalent OR certified copy of Annual Report or equivalent)	20 marks

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3.	<p>Bidder(s) AVERAGE annual export turnover during any THREE of the last FIVE Financial Years (2019-20, 2020-21, 2021-22, 2022-23 & 2023-24) from export from India to Japan:</p> <ul style="list-style-type: none">i. INR 20 Lakhs to INR 30 Lakhs: 5 marksii. INR 30 Lakhs to INR 40 Lakhs: 5 marksiii. More than INR 40 Lakhs crores: 20 marks <p>(Certified Accountant (CA) certificate or equivalent OR certified copy of Annual Report or equivalent AND Certified copy of either Importer Exporter Code (IEC) obtained atleast 3 years before the date of tender publishing OR Authorized Dealer (AD) Code OR ICEGATE Registration)</p>	20 marks
5.	Approach, Methodology and Presentation to be presented and submitted by the Bidders, physically or through video Conferencing (VC), on the date mentioned in the DATA SHEET	40 marks

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III. The Annexure-7 (Check List of Documents) of the RFP has been revised as follows:

S.No	Document Requirement	Eligible (Yes / No)	Document Attached	Pg. No
TECHNICAL PROPOSAL DOCUMENTS (FOR MEETING ELIGIBILITY CRITERIA)				
1.	Bidder Legal Status			
1.1	Certificate of Incorporation			
1.2	Proof of registered office in India			
1.3	Proof and details of Consortium/Joint Venture (if bid in such arrangement)			
2.	Bidder's Experience			
2.1	Import license for Indian products sold in Japan and Certificates of Origin for imported goods for minimum FIVE Financial years OR Invoices of Business-to-Business export of consumer goods to Japan for minimum THREE of the last FIVE Financial Years (2019-20, 2020-21, 2021-22, 2022-23 & 2023-24)			
2.2	Evidence of experience of minimum Five years in management/ operation of food outlets and/or hotels having substantial F&B offerings such as valid for minimum THREE years			
2.3	Invoices/work-orders/ certificates of at least TWO events where merchandise sale of Indian products was done of average minimum 1000 items per day in last FIVE years OR Self-certificate by the Authorized Signatory of running minimum TWO India merchandise sale outlets in India or Japan with name & address.			
4.	Financial Eligibility:			
4.1	Certified Accountant (CA) certificate or equivalent OR certified copy of Annual Report or equivalent for Bidder(s) having			

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	minimum annual revenue of INR 10 Crore during any THREE of the last FIVE Financial Years (2019-20, 2020-21, 2021-22, 2022-23 & 2023-24) from management/ operation of merchandise sale			
4.2	Certified Accountant (CA) certificate or equivalent OR certified copy of Annual Report or equivalent for Bidder(s) having minimum annual export turnover of INR 1 Crore, out of which minimum annual export turnover to Japan should be of INR 20 Lakhs, during any THREE of the last FIVE Financial Years (2019-20, 2020-21, 2021-22, 2022-23 & 2023-24).			
4.3	Certified copy of any one of the following: <ul style="list-style-type: none"> • Importer Exporter Code (IEC) obtained atleast 3 years before the date of tender publishing, or • Authorized Dealer (AD) Code, or • ICEGATE Registration 			
4.4	Bidder/both Partners shall produce a Certificate of Solvency to the minimum extent of INR 2.5 crores as per format given in RFP Annexure			
5.	Self-Declaration: Bidder/both Partners NOT being debarred by the Union Government of Indian or its entities or by the Japanese Government or Osaka Municipality, AND Bidder/both Partners ensuring that they may handle export from India of the Japanese import compliant merchandise items, of high quality and adherence to related consumer safety, life/health safety, labour, sustainability, trade and other laws/rules.			
6.	Tender fee deposition proof			
7.	Earnest Money Deposit (EMD) deposition proof			

TECHNICAL PROPOSAL DOCUMENTS				
(FOR CLAIMING TECHNICAL MARKS UNDER COMPOSITE BID EVALUATION METHODOLOGY)				
8.	Invoices/work-orders/certificates for events where merchandise sale of Indian products was done of average minimum 100 items per day in last FIVE Financial years AND/OR Self-certificate by the Authorized Signatory for running India merchandise sale outlets in India or Japan with name & address for claiming Technical Marks for experience in Merchandise Sale to large volumes of customers			
9.	Certified Accountant (CA) certificate or equivalent OR certified copy of Annual Report or equivalent for claiming Technical Marks for AVERAGE annual revenue			
10.	Certified Accountant (CA) certificate or equivalent OR certified copy of Annual Report or equivalent for claiming Technical Marks for AVERAGE annual export turnover			
FINANCIAL PROPOSAL DOCUMENTS				
11.1	Annexure 4 Financial Letter			
11.2	Annexure-5 Financial Proposal			
