

Details for submission of bids for designing and construction of India pavilion at BioFach Germany 2013 event at Nurnberg, Germany from 13th to 16th Feb. 2013

[Layout Plan](#)

Requirement

Agricultural and Processed Food Products Export Development Authority "APEDA" is participating in following international event to set up its pavilion to display and market the Indian Organic Products.

BioFach Germany 2013 event at Nurnberg, Germany from 13th to 16th Feb. 2013 (hereinafter referred to as the "Event")

The total area of the India Pavilion for the Event is approx. 560 sq.mtrs. in international pavilion (layout of the Event is attached as Annexure.

Eligibility for submission of Bids

Agencies having following minimum qualifications are hereby invited to bid for the event on turnkey basis.

- i) A minimum of 5 years experience in conceptualizing, designing and executing the projects on turnkey basis for setting up of pavilion/s in International trade fairs organized outside India and
- ii) A turnover of minimum Rs.5,00,00,000/- (5 crores) during the preceding financial year i.e. 2011-12 for implementation of Event Management Business pertaining to International Trade Fair Pavilion.

SCOPE OF WORK

The scope of work for the Event shall include the following:

Customised pavilion using complete wooden material including the common area and the participants area.

Common facilities:

Common area (Excluding the exhibitor stalls) will include:

- (i) Common area to be made in approx. 36 sqm. area in contemporary customized design.
- (ii) A reception with backdrop of backlit collage on glass, acrylic or lycra material.
- (iii) All the common areas for APEDA use should be distinguished with raised wooden floor.
- (iv) A wet sampling area for organic basmati biryani (Veg. & Non veg.) and to have display counters, shelves, microwave oven, chiller, freezer etc.
- (v) Live demonstration of preparations from organic products by a celebrity chef.
- (vi) A meeting lounge for APEDA not to be fully covered by glass/acrylic or equivalent material.
- (vii) A storage area
- (viii) Branding and visibility of India pavilion from the maximum height, as per the guidelines of the organisers.

- (ix) Graphics in the common area to be all back lit.
- (x) Organize a buyer Seller meeting on the second day of the fair with tea and snacks.
 - The overall look of APEDA pavilion should be contemporary and reflect the colour and vibrancy of modern India. A suitable branding has to be done and shall be followed all over.
 - The proposed pavilion will be designed (customised) using complete wooden material.
 - The common branding should have bright – white lightings.
 - For further conditions of construction of pavilion/stalls, heights of the stall etc. you may refer www.biofach.de.
 - Special emphasis on lighting from above with flood lights every two meters.

The products to be displayed are organic basmati rice, pulses, spices, tea, medicinal and aromatic herbs, organic inputs, organic ready to eat products, organic textiles.

II Exhibitor Stall:

Scope:

The selected bidder shall require to undertake the following activities:

1. At least 30 individual booths (different sizes) should be planned and small Indian restaurant.
2. Preparation of 3 panel posters of size 3' * 6' sq. ft. for each booth, as per the TPs/design to be arranged from the concerned exhibitors. The panels and the posters prepared by the agency, shall be identical in dimension as no exhibitor will be allowed to put their individual panel/ posters.

III Miscellaneous:

1. Provision of 2 interpreters-cum-host / hostess.
2. For wet sampling of organic Basmati Rice Biryani, an Indian restaurant has to be identified in consultation with Indian Embassy or directly for preparation and serving of Biryani. The identified restaurant may be asked to prepare two types of biryani one vegetarian and other non vegetarian, transporting and delivering at exhibition site in their crockery, 2 attendants for serving and to supply the required serving material such as disposable eco-friendly plates, napkins and spoons etc. For preparation of biryani the organic rice will be provided by APEDA, which would be 20 kg. per day (10 kg for non vegetarian biryani and 10 kg for vegetarian biryani), however charges for preparation and serving etc. to be included in the bid.
3. Development and printing of Basmati Recipe book, exhibitors' directory and processed food fliers etc.
4. Provision of 52" Plasma TV with USB port / DVD player and internet connection.
5. High resolution still photography for the entire event and submit photo albums containing at least 150 photographs at least of 5x7 size with mat finish.
6. Electricity charges or water connection/ usage would be at actual.

7. Proper and regular cleaning every day of the fair of the entire pavilion will also be the responsibility of the agency.

IV General:

1. The selected bidder will be responsible to ensure that suitable manpower is present at the site for construction and maintenance of the pavilion and coordination of the event till the end. The selected bidder would settle all the applicable bills of the organizers at the end of the Event.
2. Power supply and Main Electrical connections, water supply and other support system etc., shall be available as per the show organizers recommendations. Accordingly, aforesaid provisions need to be checked by the selected bidder.

GUIDELINES FOR SUBMISSION OF TECHNICAL AND FINANCIAL BIDS

Sealed technical and financial bids in separate envelopes are required to be submitted for each of the Events mentioning the name of the event at the envelope within 15 days from the date of release of this advertisement. Bidders may note that conditional bids are not allowed and shall be liable for rejection summarily.

Cover 1: Technical Bid: Superscribe the name of the event and “Technical Bid” to include the following documents:

a. Details of the Bidder:

- i. Profile of the company/agency
- ii. Track Record – previous experience of handling similar nature of work. The company must have 5 years work experience in international exhibitions (up to 2011-12)
- iii. A CA certificate verifying the turnover of the applicant bidder for the last 5 financial years.
- iv. Latest Income Tax Return and copy of the PAN Card.
- v. Earnest Money Deposit “EMD” for Rs.1,00,000/- (Rs. One Lakh) in the form of draft / irrevocable and unconditional bank guarantee in favour of APEDA, New Delhi. EMD will be returned to the unsuccessful, bidder after the final selection. For the selected bidder, EMD amount would be adjusted in the final payment.
- vi. A self undertaking has to be submitted mentioning that they have not been blacklisted by any government organisation and the same is not applicable as on date.

b). Details pertaining to the pavilions of the Event.

- i. Design of the APEDA pavilion in print and soft copy.
- ii. Materials and their specifications to be used for the pavilion and displays/decoration in the pavilion.

The concept/design of the pavilion with layout, decoration plan etc. as indicated above **must be submitted in hard copy as well as on CD. The sample of the material to be used in decoration must be shown during presentation. Only one concept/ design of the pavilion shall be submitted.**

Cover 2: Financial Bid: Superscribe the name of the event and “Financial Bid”

To include the following documents/details:

1. The **Financial Quotation**, duly dated, with detailed breakup of each component suggested separately in Indian Rupees only. No lumpsum amount shall be considered.
2. The financial bid should be inclusive of all applicable taxes. The selected vendor will be asked to submit invoice mentioning applicable taxes separately.

The outer sealed cover containing cover 1 and cover 2 as indicated above should be superscribed with "Technical and Financial Bid for Biofach Germany 2013" and should have the full name, Postal Address, Fax, E-mail, Telephone number and mobile number of the bidding agency.

SELECTION PROCEDURE

A Committee in APEDA will carry out a preliminary screening of the bidders and will shortlist the bidders fulfilling the prescribed requirements. The short listed bidders will be required to make technical presentation before the selection committee.

The presentation may bring out their suggestions on the following areas:

S. No.	Areas	Score / weight-age
1.	Overall concept and design	20
2.	Functionality	10
3.	Aesthetics	10
4.	Significant portrayal of India as a powerful source of food products by combined use of photos, graphics, attractive colour scheme etc.	10
5.	Use of innovative materials to lend the common area a modern contemporary look.	10
6.	Appropriate dimension of the structure, according to floor area allocated to APEDA and best use of the space.	10
Total		70

The marking would be done for all the presentations by the selection committees on the above parameters. The vendors who secure minimum 70% marks (49 out of 70 marks) in technical presentations will be short listed and their financial bids shall then be opened. Financial bid will carry a maximum of 30 marks. The calculation of marking will have the following method:

$L1 = 30$ marks

$L2 = 30 \times L1$ (the cost quoted by L1)/L2 (the cost quoted by L2) and similarly L3, L4 ----- (depending on no. of parties)

After the financial marks are obtained the technical and financial marks will be added up and the bidder scoring highest aggregate marks will stand selected.

Selection Committee reserves the right to accept or reject any or all the bids at any time prior to award of contract/order, without assigning any reasons and without incurrance of any liability on APEDA. APEDA also reserves the right to negotiate the prices with the selected bidder.

Terms of Payment:

Payments to the successful bidder will be made as per following schedule:

- An advance up to 50% of the total cost, on submission of proof of expenses incurred or on submission of bank guarantee.
- Balance amount would be released on completion of the event pursuant to receipt of satisfactory report of the officer(s) deputed for the event.

The Bidder has to bear all the costs associated with the preparation and presentation.

The advertisement has been released on 20th Dec. 2012 and the last date for receipt of bid is 15 days from the date of Advertisement i.e. 3rd Jan. 2013 by 3 PM positively. The complete applications should be addressed to:

General Manager(Trade Fairs)

A P E D A

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New Delhi – 110 016

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