

# **ANDHRA PRADESH INDUSTRIAL INFRASTRUCTURE CORPORATION LIMITED**

(A Govt. of Andhra Pradesh Undertaking)



## **Request for Proposal for Empanelment of International Property Consultant(s) for Marketing of upcoming Real Estate Projects of APIIC**

**September 2026**

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**Andhra Pradesh Industrial Infrastructure Corporation Limited (APIIC)**

APIIC Towers, Plot No. 1, IT Park, Mangalagiri, Guntur - 522503

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## 1. NOTICE INVITING BID

|    |                                                                       |                                                                                                                                                                                                                                                                                                                                                  |
|----|-----------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. | Name of the Work                                                      | Empanelment of International Property Consultant(s) for Marketing of upcoming Real Estate Projects of APIIC.                                                                                                                                                                                                                                     |
| 2. | NIT/RFP Issue Date                                                    | 09.09.2026                                                                                                                                                                                                                                                                                                                                       |
| 3. | Bid documents downloadable from date                                  | 09.09.2026                                                                                                                                                                                                                                                                                                                                       |
| 4. | Last date & time for submission of Proposal (Proposal Due Date) (PDD) | On or before 18.09.2026 (9 Days) by 3:00 PM on the e-procurement portal of AP <a href="http://www.apecurement.gov.in">www.apecurement.gov.in</a>                                                                                                                                                                                                 |
| 5. | Date & time for opening of Financial Proposal                         | Will                                                                                                                                                                                                                                                                                                                                             |
| 6. | Bid Processing Fee (Non-refundable)                                   | Non-Refundable Bid Processing Fee of ₹10,000/- (Indian Rupees Ten thousand only) excluding 18% GST to be paid through online mode. Scanned copy of online payment receipt to be uploaded in the e-procurement portal of AP <a href="http://www.apecurement.gov.in">www.apecurement.gov.in</a> For further details refer section 6.13 of the RFP. |
| 7. | Empanelment Validity:                                                 | 3 Years (extendable based on performance)                                                                                                                                                                                                                                                                                                        |

## **2. DISCLAIMER**

The information contained in this Request for Proposal ("RFP") or subsequently provided to Bidder(s), whether verbally or in documentary or any other form by or on behalf of APIIC or any of its employees or advisers, is provided to Bidder(s) on the terms and conditions set out in this RFP and such other terms and conditions subject to which such information is provided.

This RFP is not an agreement and is neither an offer nor invitation by APIIC to the prospective Bidders or any other person. The purpose of this RFP is to provide interested parties with information that may be useful to them in making their financial offers pursuant to this RFP (the "Bid"). This RFP includes statements, which reflect various assumptions and assessments arrived at by APIIC in relation to the Empanelment. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This RFP may not be appropriate for all persons, and it is not possible for APIIC, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFP. The assumptions, assessments, statements and information contained in this RFP, may not be complete, accurate, adequate or correct. Each Bidder should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this RFP and obtain independent advice from appropriate sources.

Information provided in this RFP to the Bidder(s) is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. APIIC accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

APIIC, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Applicant or Bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the RFP and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in any way in this Bid Stage.

APIIC also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Bidder upon the statements contained in this RFP. APIIC may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this RFP.

The issue of this RFP does not imply that APIIC is bound to select a Bidder or to appoint the Selected Bidder, as the case may be, for the empanelment and APIIC reserves the right to reject all or any of the Bidders or Bids without assigning any reason whatsoever.

The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by APIIC or any other costs incurred in connection with or relating to its Bid. All such costs and expenses will remain with the Bidder and APIIC shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the Bidding Process.

### **3. LIST OF ABBREVIATIONS**

|       |                                                              |
|-------|--------------------------------------------------------------|
| APIIC | Andhra Pradesh Industrial Infrastructure Corporation Limited |
| IPC   | International Property Consultant                            |
| GoAP  | Government of Andhra Pradesh                                 |
| LoE   | Letter of Empanelment                                        |
| RFP   | Request for Proposal                                         |

## **4. DEFINITIONS**

### **4.1 BID**

The Proposals submitted by the prospective Bidders in response to this Request for Proposal issued by APIIC.

### **4.2 BIDDER**

Bidding Individual / Entity, as defined below.

### **4.3 BIDDING ENTITY**

If the bid for the Empanelment of International Property Consultant(s) for Marketing of upcoming Real Estate Projects of APIIC, is made by a single entity, it shall be referred to as a Bidding Entity.

### **4.4 ELIGIBILITY CRITERIA**

The eligibility criteria as set out in Section 6.6 of this RFP

### **4.5 EMPANELLED INTERNATIONAL PROPERTY CONSULTANT**

Bidding entity selected and empaneled by APIIC under this RFP.

### **4.6 EMPANELMENT PERIOD**

Means the validity period of the empanelment

### **4.7 INTERNATIONAL PROPERTY CONSULTANT**

A Professional real estate consulting firm with national and/or international operations and proven expertise in property valuation, market assessment, leasing, marketing, and asset monetization services.

### **4.8 LETTER OF EMPANELMENT**

Means the letter issued by APIIC confirming empanelment of the International Property Consultant.

### **4.9 REAL ESTATE PROJECT**

Means a specific project assigned to empaneled IPC for providing marketing and related advisory services for any property, asset, project, industrial park, or development identified by APIIC.

### **4.10 REQUEST FOR PROPOSAL**

The document, issued to the prospective Bidders, asking for their Proposals.

### **4.11 RUPEES (Rs.)**

The official currency of the Republic of India.

## 5. INTRODUCTION AND BACKGROUND

### 5.1 INTRODUCTION

Andhra Pradesh is one of the most progressive, forward-looking and advanced states in the country when it comes to infrastructure development & employment generation efforts. Andhra Pradesh Industrial Infrastructure Corporation Limited (the “APIIC” or the “Authority”), fully owned by the GoAP, is a progressive organization responsible for development of Industrial Infrastructure in the state of Andhra Pradesh. APIIC is known for creating landmark infrastructure projects in the state, which are fueling the economic growth in the state and since its inception, the Corporation has developed a total of 547 Industrial Estates.

In order to capitalize on the growth momentum in various sectors of Andhra Pradesh, and to capitalize the requirement of high-end office spaces, mixed use of international standard and other requirements of the city, APIIC intends to actively market and promote its projects with the objective of increasing awareness, improving occupancy levels, attracting potential stakeholders, and maximizing the effective utilization of the infrastructure created.

### 5.2 PROPOSED EMPANELEMENT

With above background, Andhra Pradesh Industrial Infrastructure Corporation Limited (APIIC) proposes to empanel qualified and experienced International Property Consultants (hereinafter referred to as “Bidders”). The empaneled IPCs shall assist APIIC in marketing, branding, investor outreach, lead generation, and business development for various projects undertaken by APIIC, in accordance with applicable laws, regulations, standards, and guidelines.

For this purpose, APIIC has decided to undertake the Empanelment of International Property Consultants for Marketing of upcoming Real Estate Projects of APIIC, which may be awarded as per the terms and conditions laid down in this Request for Proposal (“RFP”). The Bidding Documents can be downloaded from the website [www.apecprocurement.gov.in](http://www.apecprocurement.gov.in).

The scope of services shall include transactional support on comprehensive assessment of multiple parameters such as:

- Assess market interest and investor appetite
- Development of marketing and branding strategies to enhance project visibility and attractiveness
- Identify potential buyer categories (developers, institutions, etc.)
- Conduct outreach to potential investors based on market intelligence
- Preparation and dissemination of marketing collateral, promotional material, and project information memoranda
- Conducting roadshows, investor meets, business outreach programs, and targeted marketing campaigns
- Prepare marketing materials: brochures, print ads, social media posts

The proposed "*International Convention Center, Exhibition Center & Star Category Hotel*" (hereinafter referred as “Convention Center”) at Visakhapatnam is the initial Real Estate project identified under this empanelment. The empanelment is intended to establish a panel of qualified IPCs for undertaking similar marketing and real estate advisory assignments for various APIIC properties, assets, projects, industrial parks, and developments that may be identified by APIIC from time to time.

### **5.3 EMPANELMENT STRUCTURE**

APIIC would entrust the empaneled IPCs with project specific assignments. The issuance of a **Letter of Empanelment** shall not guarantee the award of any Real Estate Project. Allocation of Real Estate Project shall be at the sole discretion of APIIC based on project requirements and the criteria specified herein.

## **6. INSTRUCTION TO BIDDERS**

### **6.1 GENERAL TERMS**

Bidders interested in participating in the Bidding are encouraged to submit their Bids consistent with the following guidelines:

- i. No Bidder shall submit more than one Bid for a Project.
- ii. The Bid shall be furnished according to the Annexures/formats prescribed herein and signed by the authorized signatory of the Bidder.
- iii. The Bidder shall bear all expenses arising from the preparation and submission of the Bid.
- iv. The Bidder shall conduct its own surveys, investigations, and comprehensive evaluations of the asset(s)/project prior to submitting their Bid(s). Any variations or deviations identified later shall not grant any rights to the Bidder, and the APIIC shall bear no liability whatsoever concerning or resulting from any variations or deviations noticed thereafter.
- v. APIIC reserves the right to reject any or all the Bids without assigning reason thereto.
- vi. All pages of the submission, including the covering letter, annexures, supporting documents and enclosures, must be duly signed at the bottom, and numbered serially.
- vii. All questions concerning the construction, validity, enforcement and interpretation of this RFP shall be determined by the APIIC

### **6.2 CLARIFICATIONS**

- i. Bidders seeking clarification may submit their queries to APIIC in writing at [chiefengineer-ap@apiic.in](mailto:chiefengineer-ap@apiic.in) latest by 17:00 Hrs. (IST) on **15.09.2026**. APIIC will host the clarifications on its website and AP-procurement portal but will not provide personal or individual responses to any Bidder. While APIIC endeavor to respond to the queries of the Bidders', reserves the right to decline or not respond at its sole discretion. Verbal clarifications and information provided by the APIIC are not binding.
- ii. The APIIC may issue interpretations and clarifications to bidders at its discretion, which shall also constitute part of the RFP

### **6.3 PRE-BID MEETING**

- i. Pre-Bid meeting of the Bidders shall be convened at the designated date and time. Bidders who are interested to participate in Pre-Bid Meeting should confirm the same by sending an email conformation to the email ID provided at Section 6.2 of this RFP. The email confirmation shall be sent or before the date mentioned in Section 6.8 of this RFP. Invitation to the meeting will be sent against the receipt of email conformation only. Pre-Bid meeting will be conducted in Video Conference Mode.

- ii. During the pre-bid meeting, the Bidders will have the chance to seek clarifications and present suggestions for the APIIC, as the APIIC strives to furnish necessary information to facilitate a fair, transparent, and competitive bidding process.

## **6.4 BID SUBMISSION**

### **6.4.1 Procedure for e-tendering**

#### **Accessing/ Purchasing of Bid documents**

- a. It is mandatory for all the Bidders to have class-III Digital Signature Certificate (DSC) (in the name of Authorized Signatory/ Firm or Organization/ Owner of the Firm or organization) from any of the licensed Certifying Agency (Bidders can see the list of licensed CAs from the link [www.cca.gov.in](http://www.cca.gov.in)) to participate in e-tendering of the Authority. DSC should be in the name of the authorized signatory. It should be in corporate capacity (that is in Bidder Capacity). The Bidder shall submit document in support of the class III DSC. The Authorized Signatory holding Power of Attorney shall only be the Digital Signatory. In case Authorized Signatory holding Power of Attorney and Digital Signatory are not the same, the BID shall be considered non – responsive.
- b. To participate in the bidding, it is mandatory for the Bidders to get registered their firm with e-procurement portal of AP ([www.apecurement.gov.in](http://www.apecurement.gov.in)) to have user ID & password
- c. If the firm is already registered with e-tendering service provider of the APIIC, and validity of registration is not expired the firm is not required a fresh registration.
- d. The complete Bid document can be viewed/ downloaded by the Bidder from e-procurement portal of AP ([www.apecurement.gov.in](http://www.apecurement.gov.in))

### **6.4.2 The Bids submitted by Bidders shall be initially scrutinized to establish "Responsiveness". A Bid may be deemed "Non-responsive" if it does not satisfy any of the following conditions:**

- It is not received within the time and date specified.
- It does not include sufficient information for evaluation and/or is not in the formats specified or incomplete in any respect.
- It is not signed and/or sealed in the manner and to the extent as prescribed in this RFP.
- It is not accompanied by the requisite Bid Processing Fee

### **6.4.3 Submission of Bid**

The information to be submitted by the Bidders is described in Section 6.6 of this RFP.

The Bidder shall submit the Bid online through e-procurement portal as per the prescribed format along with the Annexes and supporting documents.

## **6.5 FINAL EMPANELMENT**

- a. All Bidders who satisfy the eligibility requirements prescribed in Section 6.6 of this RFP, shall be eligible for empanelment.
- b. APIIC may empanel one or more IPCs depending upon operational requirements, geographical coverage, technical capability, sectoral expertise and administrative considerations.
- c. APIIC shall issue a **Letter of Empanelment (LoE)** to all IPCs that are found eligible and responsive in accordance with the eligibility criteria prescribed in this RFP. The issuance of a Letter of Empanelment shall only signify inclusion of the IPCs in the panel of empaneled consultants and shall not, by itself, confer any right or guarantee for award of any Real Estate Project.
- d. The empanelment shall be on the basis of the Success Fee quoted by the participating Bidders. The Success Fee shall be expressed as a percentage of the Total Project Cost of each Project.
- e. The proposed **“Convention Center”** project at Visakhapatnam, is identified as the initial Project under this empanelment framework. The project details, scope, and other relevant information pertaining to the said Project are provided in ANNEX-5. As part of the Financial Proposal, the Bidder is required to quote the Success Fee (“Success Fee”) expressed as a percentage of the Total Project Cost in the format provided at ANNEX 6.
- f. Further, APIIC may, from time to time, award additional upcoming Real Estate Projects under this empanelment in accordance with the terms and conditions of this RFP.
- g. The empaneled IPC shall execute Projects in accordance with the terms of the RFP, applicable laws, and directions issued by APIIC from time to time.
- h. APIIC reserves the right to restrict, suspend, withhold, or discontinue Project allocation to any empaneled IPC based on performance, conflict of interest, non-compliance, regulatory action, or any other reason considered appropriate by APIIC.
- i. APIIC reserves the right to empanel all, some, or none of the qualified bidders and its decision in this regard shall be final and binding and shall not be subject to challenge by any bidder.

## 6.6 ELIGIBILITY CRITERIA

| S.No | Criteria                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Compliance Documents                                                                         |
|------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| 1.   | <b>Legal Entity:</b> The Bidding entity must be incorporated & registered in India under Companies Act 2013 and should have a minimum experience of 10 years in Real Estate consulting services in India. Bidding entity must provide certificate of incorporation as documentary proof of the same.                                                                                                                                                                                                                                                                   | Certificates of Registration/ Incorporation                                                  |
| 2.   | <b>Financial Capacity:</b> Bidder shall have a minimum average annual turnover of at least INR 300 Crore (Indian Rupees Three Hundred crore) from Real Estate business (advisory and/or leasing and/or project management) in the last 3 consecutive financial years preceding the Proposal Due Date (PDD) as per the audited balance sheets.<br><br><i><b>Please note:</b> Turnover from Tax, Audit, Insurance, Accountancy, Assurance, Due Diligence, Forensic Accountancy, Risk Advisory, etc. business shall not be considered as relevant Turnover experience</i> | Certificate from Statutory Auditor /Chartered Accountant shall be submitted by the Applicant |
| 3.   | <b>Blacklisting:</b> The Bidding entity should not have been blacklisted/ debarred by any central/ state Govt. Authorities/ PSUs/quasi-govt in the last five years as on the date of bid submission.                                                                                                                                                                                                                                                                                                                                                                   | Undertaking from authorised signatory                                                        |

\* No consortium / JV is allowed

## 6.7 VALIDITY OF EMPANELMENT

The empanelment shall remain valid for a period of 3 (three) years, extendable based on performance and requirements of APIIC.

## 6.8 TIME TABLE AND MILESTONES

| S. No. | Milestones                                                                                                                                                                                | Schedule                                                                                                                                         |
|--------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|
| 1      | Issuance of RFP                                                                                                                                                                           | 09.09.2026                                                                                                                                       |
| 2      | Last date for receiving queries/clarifications. Bidders who are interested to participate in Pre-Bid Meeting should confirm the same by sending an email conformation (refer section 6.2) | 15.09.2026 upto 11.00 AM (6 days)                                                                                                                |
| 3      | Pre-bid Meeting with prospective bidders through Video Conference (refer section 6.3)                                                                                                     | 15.09.2026 @11:00 am (6 days)                                                                                                                    |
| 4      | Publication of APIIC's responses on queries on <a href="http://www.apecurement.gov.in">www.apecurement.gov.in</a> and Official website of APIIC.                                          | 15.09.2026 @ 17.00 pm (Same day)                                                                                                                 |
| 5      | Proposal Due Date – Last date for submission of Bids on e-procurement portal                                                                                                              | On or before 18.09.2026 (9 Days) by 3:00 PM on the e-procurement portal of AP <a href="http://www.apecurement.gov.in">www.apecurement.gov.in</a> |
| 6      | Opening of Technical Proposal                                                                                                                                                             | On or before 18.09.2026 (9 Days) by 3:30 PM on the e-procurement portal of AP                                                                    |

In order to enable APIIC to meet the target dates, Bidders are requested to respond expeditiously to clarifications, if any, requested during the evaluation process. APIIC will adhere to the above schedule to the extent possible. APIIC, however, reserve the right to modify the same. Intimation to this effect will be posted on the Official Website ([http://www.apiic.in/downloads\\_tenders.html](http://www.apiic.in/downloads_tenders.html)) for the benefit of all Bidders.

### 6.8.1 Late Bids

E-procurement portal ([www.apecurement.gov.in](http://www.apecurement.gov.in)) shall not allow submission of any Bid after the prescribed date and time at Section 6.8. APIIC shall not be responsible for any delay in submission of the Bids. Any Bid received by APIIC after the deadline for submission of the Bids stipulated in Section 6.8 of this RFP shall not be opened.

## 6.9 INITIALLING OF THE BIDS

Each page of the Bid should be initialed by the Authorized Representative and Signatory of the Bidding Person/Entity.

## 6.10 MISCELLANEOUS

All Bidders should note the following:

1. Strict adherence to formats, wherever specified, is required. Non-adherence to formats may be a ground for declaring the Bid non-responsive.
2. All communications and information should be provided in writing and in English language only.

3. The metric system shall be followed for all units of measurement.
4. All communication and information provided should be legible, and wherever the information is given in figures, the same should also be mentioned in words. In case of conflict between amounts stated in figures and words, the amount stated in words will be taken as correct.
5. No change in or supplementary information to a Bid shall be accepted once submitted. However, APIIC reserves the right to seek additional information from the Bidders, if found necessary during the course of evaluation of the Bid. In case of non-submission, incomplete submission or delayed submission of such additional information or clarifications sought by APIIC, the Bid would be evaluated solely on the basis of the available information.
6. The Bids shall be evaluated as per the criteria specified in this RFP. However, within the broad framework of the evaluation parameters as stated in the Request for Proposal, APIIC reserves the right to make modifications to the stated eligibility criteria, which would be uniformly applied, to all the Bidders.
7. The Bidder should designate one person (“Authorized Representative and Signatory”) authorized to represent the Bidder in its dealings with APIIC. The “Authorized Representative and Signatory” shall hold the Power of Attorney and be authorized to perform all tasks including but not limited to providing information, responding to enquiries, entering into contractual commitments on behalf of the Bidder etc. The Covering Letter submitted by the Bidder shall be signed by the Authorized Signatory and shall bear the stamp of the entity thereof.
8. The Bid (and any additional information requested subsequently) shall also bear the initials of the Authorized Signatory and stamp of the entity thereof on each page of the Bid.
9. APIIC reserves the right to vet and verify any or all information submitted by the Bidder.
10. If any claim made or information provided by the Bidder in the Bid or any information provided by the Bidder in response to any subsequent query by APIIC, is found to be incorrect or is a material misrepresentation of facts, then the Bid will be liable for rejection. Mere clerical errors or bona-fide mistakes may be treated as an exception at the sole discretion of APIIC and if APIIC is adequately satisfied.
11. The Bidder shall be responsible for all the costs associated with the preparation of the Bid. APIIC shall not be responsible in any way for such costs, regardless of the conduct or outcome of this process.
12. A Bidder shall not have a conflict of interest (the “Conflict of Interest”) that affects the Selection Process, empanelment, or execution of Real Estate Project. Any Bidder found to have a Conflict of Interest shall be liable for disqualification from the Selection Process and, if already Empaneled, may be de-Empaneled by APIIC. Such disqualification or de-empanelment shall be without prejudice to any other rights or remedies available to APIIC under the RFP, empanelment conditions, applicable laws, or contractual arrangements.
13. Without limiting the generality of the foregoing, a Bidder shall be deemed to have a Conflict of Interest affecting the Selection Process if:
  - i. The Bidder and another Bidder have common controlling shareholders, partners, proprietors, management control, or ownership interests that may influence the independence of their respective proposals. However, this disqualification shall not apply where the direct or indirect shareholding of one Bidder in another Bidder is less than five percent (5%) of the paid-up share capital and such shareholding does not result in management control or

- influence over the bidding process.
- ii. The Bidder has common key personnel, directors, partners, proprietors, authorized signatories, or managerial representatives with another Bidder, which may compromise fair competition or independence of the bidding process.
  - iii. The Bidder has received or provided any financial assistance, grant, subsidy, concessional funding, loan, guarantee, or other financial support to another Bidder that may influence its proposal or participation in the Selection Process.
  - iv. The Bidder has the same legal representative, attorney, authorized signatory, consultant, or advisor for the purpose of this RFP as another Bidder.
  - v. The Bidder has any arrangement, understanding, association, or relationship with another Bidder, directly or indirectly, which places either party in a position to access the other's confidential information, influence the preparation of proposals, or affect the competitiveness and fairness of the Selection Process.
  - vi. The Bidder has participated, directly or indirectly, as a consultant, advisor, preparer, reviewer, or contributor in the formulation of this RFP, preparation of valuation methodology, eligibility conditions, evaluation framework, project documents, or any related document connected with the empanelment process.
  - vii. The Bidder has any direct or indirect interest in the project, sponsoring agency, private developer, Special Purpose Vehicle (SPV), or any stakeholder associated with a Real Estate Project, which may impair the Bidder's independence, objectivity, or professional judgment.
  - viii. The Bidder fails to disclose any actual, potential, or perceived conflict of interest at the time of bidding or during the period of empanelment.

The Bidder shall immediately disclose to APIIC any situation that may give rise to an actual, potential, or perceived Conflict of Interest. APIIC shall have the sole discretion to determine the existence and materiality of a Conflict of Interest, and its decision shall be final and binding upon the Bidder.

## **6.11 FRAUD AND CORRUPT PRACTICES**

The Bidder and its partners, directors, employees, representatives, associates, agents, and advisors shall observe the highest standards of integrity, professionalism, transparency, and ethical conduct throughout the Selection Process, during the period of empanelment.

Notwithstanding anything contained in this RFP or any subsequent empanelment arrangement, APIIC shall have the right to reject any proposal, disqualify any bidder, suspend or de-empanel any Empaneled IPC, terminate any project, or take any other action deemed appropriate if it determines that the Bidder has, directly or indirectly or through any person acting on its behalf, engaged in any corrupt, fraudulent, coercive, undesirable, or restrictive practice, furnished false information, made material misrepresentations, concealed material facts, or violated any provision of this RFP.

In such circumstances, APIIC may, without incurring any liability whatsoever towards the Bidder, cancel the bid, withdraw any project, suspend allocation of future projects, de-empanel the IPC, and recover damages or losses suffered by APIIC. The Bidder shall not be entitled to any compensation, reimbursement, claim, or damages arising from such action.

Without prejudice to any other rights or remedies available to APIIC under applicable laws, any bidder or empaneled IPC found to have indulged in any prohibited practice during the

Selection Process or during the period of empanelment may be debarred from participating in any tender, empanelment process, or procurement exercise conducted by APIIC for a period of up to two (2) years or such other period as may be decided by APIIC based on the severity of the violation.

For the purposes of this Section, the following terms shall have the meaning hereinafter respectively assigned to them:

- (a) **“corrupt practice”** means the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the actions of any person connected with the bidding process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of APIIC who is or has been associated in any manner, directly or indirectly, with the bidding process or the LoA or has dealt with matters concerning the Agreement or arising therefrom, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of APIIC, shall be deemed to constitute influencing the actions of a person connected with the bidding process);
- (b) **“fraudulent practice”** means a misrepresentation or omission of facts or suppression of facts or disclosure of incomplete facts, in order to influence the bidding process;
- (c) **“coercive practice”** means impairing or harming, or threatening to impair or harm, directly or indirectly, any person or property to influence any person’s participation or action in the bidding process;
- (d) **“undesirable practice”** means (i) establishing contact with any person connected with or employed or engaged by APIIC with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the bidding process; or (ii) having a Conflict of Interest; and
- (e) **“restrictive practice”** means forming a cartel or arriving at any understanding or arrangement among Bidders with the objective of restricting or manipulating a full and fair competition in the bidding process.

## **6.12 DE-EMPANELMENT**

An empaneled IPC may be removed from the panel for:

- i. Submission of misleading or incorrect reports;
- ii. Violation of professional standards;
- iii. Conflict of interest;
- iv. Breach of confidentiality;
- v. Delay without valid reasons;
- vi. Any act prejudicial to the interests of the APIIC.

### **6.13 BID PROCESSING FEE**

Bidders are requested to pay a non-refundable Bid Processing Fee for an amount of **₹10,000/- (Indian Rupees Ten thousand only)** excluding 18% GST to be paid through online mode. Scanned copy of online payment receipt to be uploaded in the e-procurement portal of AP [www.apecprocurement.gov.in](http://www.apecprocurement.gov.in) . Bids that are not accompanied by the above bid-processing fee shall be rejected by APIIC as non-responsive.

### **6.14 CONFIDENTIALITY**

- a) All information provided by APIIC and all information generated during assessments shall be treated as confidential.
- b) The bidder shall not disclose any information relating to a Project except with prior written approval of APIIC or where required under law.
- c) The confidentiality obligation shall survive completion, expiry, or termination of empanelment.

### **6.15 ACCEPTANCE OF LETTER OF EMPANELMENT**

An Empaneled IPC shall acknowledge receipt of an Project within seven (7) working days and communicate acceptance within the prescribed period.

Failure to respond repeatedly may result in temporary suspension of project or removal from the panel.



## 7. ANNEX-1: FORMAT OF THE COVERING LETTER

*(The covering letter is to be submitted by the Bidding entity letter head)*

Date:

Place:

### **Vice Chairman & Managing Director**

Andhra Pradesh Industrial Infrastructure Corporation Limited

APIIC Towers, Plot No. 1, IT Park, Mangalagiri, Guntur – 522503

Andhra Pradesh

Dear Sir,

**Sub:** RFP for Empanelment of International Property Consultant(s) for Marketing of upcoming Real Estate Projects of APIIC

Please find enclosed, our Bid for Empanelment of International Property Consultant(s) for Marketing of upcoming Real Estate Projects of APIIC, in response to the Request for Proposal (RFP) dated \_\_\_\_\_ issued by Andhra Pradesh Industrial Infrastructure Corporation Limited (APIIC).

We hereby confirm the following:

1. The Bid is being submitted by \_\_\_\_\_ (*name of the Bidding entity*) who is the Bidding Company in accordance with the conditions stipulated in the RFP.
2. We have examined in detail and have understood its content and the terms and conditions stipulated in the RFP issued by APIIC and in any subsequent communication sent by APIIC. We agree and undertake to abide by all these terms and conditions. Our Bid is consistent with all the requirements of submission as stated in the RFP or in any of the subsequent communications from APIIC.
3. The information submitted in our Bid is complete, is strictly as per the requirements as stipulated in the RFP and is correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our Bid.
4. The Bidding entity satisfies the legal requirements and meets all the eligibility criteria laid down in the RFP.
5. We as the Bidding entity designate Mr./Ms. \_\_\_\_\_ (*mention name, designation, contact address, phone no., fax no., etc.*), as our Authorized Representative and Signatory who is authorized to perform all tasks including, but not limited to providing information, responding to enquiries, entering into contractual commitments etc. on behalf of the us in respect of the Empanelment of International Property Consultant(s) for Marketing of upcoming Real Estate Projects of APIIC.

For and on behalf of :

Signature :

(Authorized Representative and Signatory of the Bidding Entity)

Name of the Person :

Designation :

Company Seal :

**Note: Power of Attorney authorizing the Representative is to be attached.**

## 8. ANNEX-2: FORMAT FOR POWER OF ATTORNEY FOR AUTHORIZED REPRESENTATIVE

*(To be executed by the Bidding Entity)*

Know all men by these presents, We, \_\_\_\_\_ (name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorise Mr. / Ms (Name), son/daughter/wife of \_\_\_\_\_ and presently residing at \_\_\_\_\_, who is [presently employed with us and holding the position of \_\_\_\_\_], as our true and lawful attorney (hereinafter referred to as the "Attorney") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Bid for the for Empanelment of International Property Consultant(s) for Marketing of upcoming Real Estate Projects of APIIC, proposed by Andhra Pradesh Industrial Infrastructure Corporation Limited (APIIC) (the "Authority") including but not limited to signing and submission of all applications, Bids and other documents and writings, participate in Bidders' and other conferences and providing information / responses to the Authority, representing us in all matters before the Authority, signing and execution of all contracts/agreements and undertakings consequent to acceptance of our Bid, and generally dealing with the Authority in all matters in connection with or relating to or arising out of our Bid for the said Empanelment and/or upon award thereof to us and/or till the entering into the Agreement with the Authority.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, \_\_\_\_\_, THE ABOVE NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS \_\_\_\_\_ DAY OF \_\_\_\_\_, 20\*\*.

For \_\_\_\_\_

(Signature)

(Name, Title and Address)

Witnesses:

Accepted

[Notarised]

(Signature)

(Name, Title and Address of the Attorney)

Notes:

*The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*

*Also, wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a resolution/power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.*

*For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued.*

## 9. ANNEX-3: DESCRIPTION OF THE BIDDING ENTITY

| S.No. | Name of the Bidding Entity                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                         |
|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|
| 1.    | Legal status (e.g. incorporated private company, unincorporated business, partnership etc.):                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                         |
| 2.    | Country of incorporation:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                         |
| 3.    | Registered address:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                         |
| 4.    | Year of Incorporation:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                         |
| 5.    | Year of commencement of business:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                         |
| 6.    | Brief description of the Company including details of its main lines of business                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                         |
| 7.    | <b>Name, designation, address and phone numbers of Authorized Signatory of the Bidder:</b><br><br>Name:<br>Designation:<br>Company:<br>Address:<br>Phone No.:<br>Fax No. :<br>Email ID                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                         |
| 8.    | <b>For the Bidder, state the following information:</b> <ul style="list-style-type: none"> <li>i. Has the Bidder been penalized by any organization for poor quality of work or breach of contract in the last three years?</li> <li>ii. Has the Bidder ever failed to complete any work awarded to it by any public authority/entity in last five years?</li> <li>iii. Has the Bidder been blacklisted by any Government department/Public Sector Undertaking in the last five years?</li> <li>iv. Has the Bidder or any of its members suffered bankruptcy/insolvency in the last five years?</li> </ul> <b>Note:</b> If answer to any of the questions at (i) to (iv) is yes, the Bidder is not eligible for this Consultancy. | <div>Yes/No</div> <div>Yes/No</div> <div>Yes/No</div> <div>Yes/No</div> |

## 10.ANNEX-4: FORMAT FOR FINANCIAL CAPACITY

TURNOVER RELATED DATA (All figures in INR Crore)

| Description | Past three Financial years |        |        |
|-------------|----------------------------|--------|--------|
|             | Year 1                     | Year 2 | Year 3 |
| Revenue     |                            |        |        |

Financial Year: 1<sup>st</sup> April to 31<sup>st</sup> March or the accounting year followed and audited.

**Note:**

1. The Bidder shall submit the copies Audited Balance Sheets/ Annual Reports
2. The annual Turnover data should be certified by a practicing Chartered Accountant.

SIGNATURE \_\_\_\_\_  
NAME \_\_\_\_\_  
DESIGNATION \_\_\_\_\_

COMPANY SEAL

COMPANY \_\_\_\_\_  
DATE \_\_\_\_\_

Signature of the Chartered Accountant  
with name & Registration number

## **11.ANNEX- 5: REAL ESTATE PROJECT**

Project Information Memorandum (PIM) of proposed “**International Convention Center, Exhibition Center and Star Category Hotel**” at Visakhapatnam.

## **12.ANNEX- 6: FINANCIAL PROPOSAL**

*(As per the prescribed format in E-Procurement Portal)*

