

Development of Indoor Sports Complex

Expression of Interest

For

Development of Indoor Sports Complex in Brijendra Swaroop Park in
Kanpur under Smart Cities Mission through Hybrid Annuity Model.



ISSUED BY THE

KANPUR SMART CITY LIMITED

Kanpur Nagar Nigam Mukhyalaya, Harsh Nagar

Motijheel, Kanpur – 208002

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KANPUR SMART CITY LIMITED

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Kanpur Smart City Limited (KSCL), invites online responses (“Proposals”/“Bids”) to this Expression of Interest (“EOI”) from eligible Concessionaires to be appointed as PPP vendor for “Development of Indoor Sports Complex project at Brijendra Swaroop Park in Kanpur On Hybrid Annuity Model”.

Interested Concessionaires are advised to study this EOI document carefully before submitting their proposals in response to the EOI document. Submission of a proposal in response to this EOI shall be deemed to have been done after careful study and examination of this document with full understanding of its terms, conditions and implications.

Interested Concessionaire to download the EOI document from our website <https://etender.up.nic.in> under organization name – “Kanpur Smart City Ltd.”. Any subsequent clarifications, which will be issuing by the authority made available on the above website only.

The details are as under.

Sl. No.	Event’s Name	Information
1.	Organization	Kanpur Smart City Limited (KSCL)
2.	Project	Smart City Project
3.	NIT No.	KSCL/PMC/ISC/01/01
4.	Name of Work	Selection of Concessionaire for Development of Indoor Sports Complex project at Brijendra Swaroop Park in Kanpur On Hybrid Annuity Model
5.	EOI Document Downloading Start Date	16/11/2018
6.	Last date for sending pre-bid queries	26/11/2018 till 2 p.m
7.	Date, Time & Place of Pre-bid Meeting	26/11/2018 , 4 p.m at Kanpur Nagar Nigam,Kanpur
	Date of Presentation	10/12/2018
8.	Last date of Online Submission of Proposals	17/12/2018 till 3 p.m
9.	Last date for Proposal Submission in Hard Copy	18/12/2018 till 3 p.m
10	Date of Opening of Proposals	17/12/2018 4 p.m

E-Tender Submission Guidelines

- The Proposals should be submitted online at website <http://etender.up.nic.in> by the due date and time, as specified in the Expression of Interest Notice. Late/delayed proposals submitted online after the due date and time, for whatsoever reasons will not be considered. The Server Date & Time as appearing on the website. <http://https://etender.up.nic.in> shall only be considered for the critical date and time of tenders. Offers sent through post, telegram, fax, telex, e-mail, courier will not be considered.
- Partially completed/incomplete proposals shall not be considered.
- All communication shall be done online through website <http://etender.up.nic.in>
- Concessionaires shall be required to arrange all resources, including Digital Signature Certificates and Internet Connections at their own cost, for participating in online proposals at <http://https://etender.up.nic.in>.
- M/s Kanpur Smart City Limited (KSCL) shall not be responsible for any delays what so ever in receiving as well as submitting offers, including connectivity issues. M/s. Kanpur Smart City Limited (KSCL) shall not be responsible for any other delays in submitting any documents wherever applicable.
- M/s. Kanpur Smart City Limited (KSCL) will not be responsible for the cost incurred in preparation and submission of proposals including the cost of digital certificate, regardless of the conduct of outcome of the bidding process.
- Please note that queries related to enquiry specifications, terms & conditions etc., can be had from CEO, Kanpur Smart City, Email: ksclkanpur@gmail.com before the clarification end date/time specified in the EOI Notice.
- Opening of Proposals will be done online at the time and dates specified in EOI Notice
- The Concessionaires are requested to go through the instruction to the bidders in the website <http://https://etender.up.nic.in>. The Concessionaires who submit their proposals for this after digitally signing using their Digital Signature Certificate (DSC), accept that they have clearly understood and agreed the terms and conditions in the website including the terms and conditions of this EOI.
- M/s. Kanpur Smart City Limited (KSCL) reserves the right to accept any proposals in whole or in part or reject any or all proposals without assigning any reason M/s Kanpur Smart City Limited (KSCL) reserves right to accept any or more offers in part. Decision of M/s. Kanpur Smart City Limited (KSCL) in this regard shall be final and binding on the Concessionaire.

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- M/s. Kanpur Smart City Limited (KSCL) reserves the right to cancel any tender process at any stage without assigning any reason.
- Corrigendum / addendum, which form part of the EOI, shall be published in the company website and e-tender website (<http://https://etender.up.nic.in>) only and Concessionaires are advised to check the websites regularly for the updates related to the EOI before submitting the proposals.

▪ **Disclaimer**

The information contained in this Expression of Interest (EOI) or subsequently provided to Applicants, whether verbally or in documentary or any other form by or on behalf of the Kanpur Smart City Limited (KSCL) (henceforth referred to as KSCL in this document / “the Authority”) or any of its employees or advisers, shall be considered confidential and not to be reproduced / transmitted / adopted / displayed for any purpose whatsoever.

This EOI is one of the steps in the process of selection of an entity for the project for Development and Establishment of Indoor Sports Stadium project at Brijendra Swaroop Park in Kanpur On Hybrid Annuity Model

This EOI is not an agreement or an offer by the Authority to the Applicants or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their Proposals pursuant to a specific Request for Proposal (RFP).

This EOI includes statements, which reflect various assumptions and assessments arrived at by the Authority / Employer in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each bidder may require. This EOI may not be appropriate for all persons, and it is not possible for the Authority/ Employer, its employees or advisers to consider the objectives, technical expertise and particular needs of each Applicant who reads or uses this EOI. The assumptions, assessments, statements and information contained in this EOI, may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this EOI and obtain independent advice from appropriate sources.

The information provided in this EOI is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority / Employer accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.

The Authority and its employees and advisers make no representation or warranty and shall have no liability to any person including any Applicant 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 EOI or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the EOI and any

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assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in anyway in this subject.

The Authority may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement any information, objective, assessment or assumption contained in this EOI.

The issue of this EOI does not imply that the Authority is bound to select an Applicant for the project and the Authority reserves the right to reject all or any of the proposals / terminate the process at any time without assigning any reasons whatsoever.

The Applicant shall bear all its costs associated with or relating to the participation in this process regardless of the conduct or outcome of the process.

1.1 PROJECT BACKGROUND

A sport exclusive Multi-Purpose Indoor Stadium, the proposal is to create a complete destination package that should create routine footfall while generating revenue. The project proposal is to create a multi-functional, multi-purpose facility with different components that include sports and recreation, art and entertainment, and commercial, retail and F&B.

Indian Sports Business is in a very interesting stage of evolvement. With the rapidly growing economy, rise of middle class with disposable income and leisure time, the interest in sports has been witnessing an unprecedented revival. Over the last decade, many public and private sports academies have mushroomed across cities to cater to the aspiring young generation. The success of IPL has catalysed the formation of new sports leagues fast gaining popularity and success in Football (ISL), Tennis, Badminton, Kabaddi etc. and thus attracting increased focus of government and private sector

Sports Business in India currently at approximately USD 2 billion in earnings is expected to grow at 8% against a worldwide average of 3.7% .

The site for the Stadium project is located in the heart of the city, Brijendra Swaroop Park in Kanpur.

OBJECTIVE FOR THE PROJECT

In Kanpur, for the Kanpur Smart City Proposal, the project is proposed as a Multi-Purpose Stadium, one of the smart solution projects planned for the area based development under 'Swasth'.

The main objective of Stadium project is:

- To develop an integrated sports complex that will encourage different sports and promote healthy lifestyle for the citizens of Kanpur
- To uplift the infrastructure of the complex to attract more people which will help in generating revenue.

This stadium project is proposed as act as a catalyst for growth and development of the sports facilities in the city. The stadium will help in encouraging sports participation in schools, colleges

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and at corporate level as the users will get a state-of-art venue to organize various competitions or sports meet. This will in turn create a world class sports and recreational facility for the residents and tourists visiting Kanpur.

NEED OF PROJECT

Boosting participation in sports can generate a variety of socio-economic benefits. Sports can, and does, make a profound and positive impact on individuals, communities and wider society.

- Physical activity, including sports, is linked to reduced risk of over 20 illnesses, including cardiovascular disease and some cancers
- Published studies show the positive effects of sports on education include improved attainment, lower absenteeism and drop-out, and increased progression to higher education.

SITE PROFILE OF PROPOSED INDOOR STADIUM

Indoor Sports Complex is project comprising of an indoor multi-purpose sport stadium, open sports arena, activities for entertainment and , commercial-retail shops, restaurant,, and a club house for deriving its financial viability. The assignment is proposed by the Kanpur Smart City Limited. This package of sport, entertainment, trade and commerce functioning is aimed at enhancing the sport infrastructure of existing Palika stadium and the under-utilized open area of Brijendra Swaroop Park; and generating a revenue model to financially sustain the indoor stadium.

1 PROJECT SITE LOCATION:The project site is located in the urban core of Kanpur city, at Arya Nagar. It is the existing Palika stadium/ Brijender Swaroop Park and the open area surrounding it.



City: Kanpur

Locality: Arya Nagar / Benajhabar

Project Location: Brijendra Swaroop Park/ Palika stadium

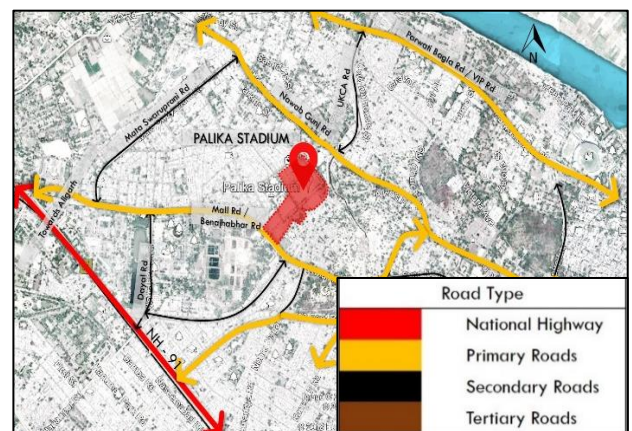
Land Ownership: Benajhabhar Municipal Corporation/ Kanpur Nagar Nigam

Total Site Area: 39578.29 Sqm

Figure 1 Location of Project Site In Kanpur

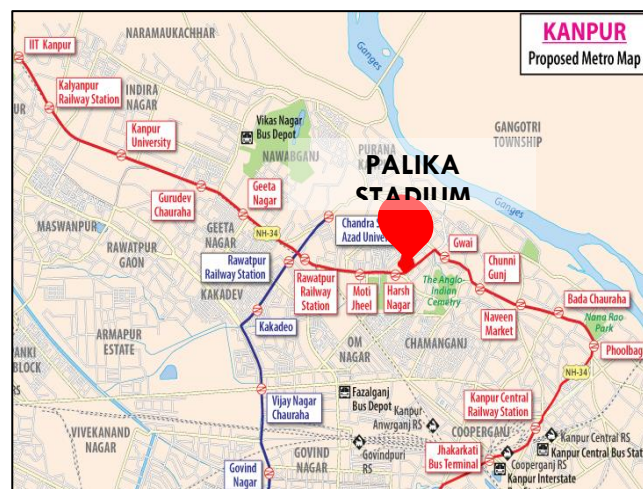
1.1.1 Accessibility to Site

The proposed stadium site is centrally located in Kanpur, in Arya Nagar locality. Palika stadium is next to Mall road – Benajhabar road, one of the primary roads in Kanpur. The stadium site is quite accessible from all the regions of Kanpur city. The site is only 2km away from the National Highway 91. Apart from this, the site also has links of tertiary roads connecting between the primary and secondary road network.



NH, Primary & Secondary Road Network Connectivity around Site (Within 2 km)

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Tertiary Road Network Connectivity around Site (Within 2 km)

Process:

- The document can be downloaded from <https://etender.up.nic.in>.
- For evolving the best techno-economically feasible solution allowing non-proprietary functionalities / features / equipment / technology, it is essential to identify all system components, their operational requirements as well as capabilities, their mutual compatibility / interoperability, and formulating the minimum essential specifications, KSCL has planned to invite an open and interactive participation of all solution providers.
- It is envisaged that consortium of businesses in development of large Infrastructure projects will emerge to meet the long-term objectives of this project.
- The Concessionaire need to give a detailed technical presentation to KSCL covering the following
 1. Details on technical solution envisaged in the project,
 2. Indicative approach to be adopted
 3. Suggest with proper justification, the various revenue modes which can be part of the EOI. The concessionaire will have to provide techno – financial feasibility report on his own.
- KSCL will receive EOIs from full / part solution providers (“applicant”) who will participate in technical discussions with KSCL, demonstrate their solutions / capabilities / functionalities / features through detailed presentations. This presentation should provide a representative solution to integrate various features / aspects / functionalities / applications of the project as per the objective(s) set above. It is pertinent to mention that the

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applicant should have experience in large infrastructure projects in India or abroad. KSCL may visit these locations at its discretion of existing implementation by the applicant.

- Based on the learnings from Presentations; final specifications of the project will be drawn up for implementation. The applicants shall involve in formulation of technical specifications of various system components for long term sustainable implementation of the project, which shall be compiled in the RFP document.
- The applicants shall also provide their inputs for identification and quantification of revenue streams, making their own assessments of revenue potential. Details, as necessary, may be shared with KSCL for suitable incorporation in the RFP document.

Only lead applicants of the EOI will be invited to submit their technical and financial proposals in response to the RFP document, in the method to be described in the RFP document. After technical and financial evaluations, in the method to be described in the RFP document, KSCL will identify the Most Preferred Partner for implementation of the project.

- During the presentation as per ‘Key Events and Tentative Dates, each applicant shall discuss their recommendation of solution(s) for Smart City – Kanpur and also exhibit their technical approach, methodology and work plan for the implementation of:
 - a. Indoor Sports Activities
 - b. Entertainment Activities
 - c. Commercial Activities.

Parameters of the Project-Scope of Work

Indoor Sports Complex has been envisioned as thriving, energetic and dynamic campus where people will learn-play-compete. This integrated learn-play-compete concept is an approach to sustainable campus, giving sportsperson, coaches, allied staff and general public, great convenience to access various facilities/sporting events under one roof with convenient access to amenities and facilities around, through balanced distribution of sporting events, recreational area, food courts etc.

Indoor Sports Complex Project may comprise of the following functions:

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1. The design is to create a state-of-art facility, functionally and aesthetically.
2. The Sports Complex design will incorporate many vibrant and outstanding features. These will extend beyond competition to encompass a complete and holistic eco-system that includes training areas, sports research & education, Multi-purpose Halls to accommodate various types of events along with commercial, leisure and public spaces.
3. The Indoor stadium should have all world class sporting infrastructure and equipment relating to various leading and popular games.
4. The stadium project will be an integrated development where sports/athletic training and community both take center stage. It aims to shape the future urban sports complex model. The development would serve various aspects of the Sports Industry.
5. The proposal for Multi-Purpose Stadium is to develop the site with various sport infrastructure in the complex as per the criteria set up by **Sports Authority of India** taking into considerations the existing building By-Laws of State Government so as to encourage and facilitate quality training while promoting physical fitness, engaging the community through entertainment and retail; for the people of all regions of Kanpur.
6. While sports will remain the primary focus of the complex, other revenue generating activities have been added to make the project viable. For this the complex has been proposed with some entertainment and recreational activities in the commercial and auditorium block comprising of commercial units, banquet halls, art galleries, restaurants and auditorium. This is to bring more people into the complex.
7. Building should be constructed on the specifications of High Performance Buliding
8. Smart features like Solar Roof Top to make it self dependent or nearing it self dependent. for its needs
9. Rain water harvesting and waste water recycling for water management and conservation.
10. Fully automated Wi-Fi campus
11. Digital Signage & Advertisement Panels
12. Dynamic Façade Lighting
13. Solid waste treatment plant

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Hybrid Annuity Model

Sr. No	Particulars	Client	Vendor	Remarks
1.	Cost (Capex)	Yes	Yes	Based on HAM
2.	Cost (Opex)		Yes	
2.	Scope of Work : Development of Indoor Sports Complex	Yes	Yes	Defined above and Mandatory
3.	Scope of Work : Commercial Centers/Towers		Yes	Only permissible legal commercial activities
4	O&M		Yes	Operation & Maintenance of Indoor Stadium
4.	Concession Period		Yes	Based on Best project proposals received
5.	Renewal of contract	Yes	Yes	Equal to concession period but based on performance
6.	Revenue Sharing	Yes	Yes	Revenue Sharing with the KSCL based on the best suitable financial proposals received
7.	Technical Specifications	Yes	Yes	Approval from KSCL
8.	Detailed Architectural Design & Drawings		Yes	Approval from KSCL
9.	Detailed Structural Design		Yes	Approval from KSCL
10.	Defect Liability		Yes	2 years

Eligibility Criteria:

1. EOI of each Applicant shall be evaluated based on the following Eligibility Criteria:

No.	Criteria	Specific Requirements	Documents Required
1.	Applicant Entity	<p>Legal entities duly registered under the Companies Act 1956 / 2013, or, public / semi-public entities which are financially autonomous.</p> <p>Entities registered under equivalent law / act in foreign countries may participate. However, they will need to be registered in India, if selected for this project's implementation.</p>	Certificate(s) of incorporations
2.	General Requirement	<p>Applicant/consortium should be:</p> <p>Engaged at least in one large infrastructure projects, preferably Government projects in last 10 years.</p>	<p>Self-attested certificates / registrations / copy of documents to establish the general requirement conditions to be enclosed.</p> <p>MoU of the consortium clearly specifying the role and area of specialization of the individual partners should be submitted.</p>
3.	Turnover	The applicant / lead partner in case of consortium shall have Average Annual turnover of at least Rs 125 Crores during the last three FYs (2015-16, 2016-17,2017-18).	Certificate(s) from statutory auditors of the Applicant; Annual Audit Reports

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4.	No Barring Certificate	Any entity which has been barred, by any public / semi-public agency / Central / State / Local Government, and the bar subsists as on the date of Application, would not be eligible, either individually or as member of a Consortium.	Undertaking by the authorized signatory as well as all members of consortium
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5. Only the applicants who have submitted EOI will be allowed to respond to the RFP as lead bidders and submit their proposal for participation in the implementation of the project. The lead bidder may add new consortium partners as required during the bidding stage.
6. In case of Consortium, Consortium agreement to be submitted with percentage share of each member, Lead member should have a minimum of 51% share in the Consortium. Consortium member should be jointly and severally responsible.

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Forms

Form 0.1 TECHNICAL CAPABILITY OF THE APPLICANT

Sl. No.	Information	Response (with supporting documents to be attached)
1	Name and address of the Applicant	
2	Name, Designation, Address and Contact Details of the person to whom all references can be made in connection with this EOI	
3	Legal Status	
4	Product(s) / Service(s) Offered	
5	Years in business.	
6	Number of similar projects executed	
7	Project Information – Name, Client, Scope, Technology used, Value, Start / End Dates, etc.	(repeat for each project as per information under (4))
8	Requirement to form any joint venture for providing any product / feature / service etc. under this project (Yes / No)	
9	If Yes for (8) above, define the product / feature / service etc.	
10	MoU with other agency(ies), if making a joint application	Attach

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Form 0.2 FINANCIAL CAPABILITY OF THE APPLICANT

1.1.2 (Supporting documents to be attached)

Sl. No.	Audited Balance sheet for following Financial Years	Annual Turn Over (in INR Crore.)
1	2015-16	
2	2016-17	
3	2017-18	

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**Form 0.3 FORMAT FOR DECLARATION BY THE APPLICANT FOR NOT BEING
BLACKLISTED/DEBARRED**

(To be submitted on the Letterhead of the Bidder)

Date: dd/mm/yyyy

To

1.1.3 CEO

1.1.4 Kanpur Smart City Limited (KSCL)
Municipal Corporation, Motijheel, Kanpur - India.

Subject: Declaration for not being debarred / black-listed by Central / any State Government department in India as on the date of submission of the bid

1.1.5 RFP Reference No: XX

Dear Sir,

I, authorized representative of _____, hereby solemnly confirm that the Company

_____ is not debarred / black-listed by any Central/State Government/ PSU entity in India or similar agencies globally for unsatisfactory past performance, corrupt, fraudulent or any other unethical business practices or for any other reason as on last date of submission of the Proposal. In the event of any deviation from the factual information/ declaration, KSCL reserves the right to reject the Proposal or terminate the Contract without any compensation to the Company.

Thanking you,

Yours faithfully,

Signature of Authorized Signatory
(with official seal)

Date:

Name:

Designation:

Address:

Telephone & Fax:

E-mail address:

Form 0.4 FORMAT FOR POWER OF ATTORNEY

[To be executed on non-judicial stamp paper of the appropriate value in accordance with relevant Stamp Act. The stamp paper to be in the name of the company who is issuing the power of attorney]

Know by all men by these presents, We _____(Name of the Bidder and address of their registered office) do hereby constitute, appoint and authorize Mr. / Ms. _____ (name and residential address of Power of attorney holder) who is presently employed with us and holding the position of _____ as our Attorney, to do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our Proposal for the “**EOI for Indoor Sports Complex**”, including signing and submission of all documents and providing information / responses to the KSCL, representing us in all matters before KSCL, and generally dealing with the KSCL in all matters in connection with our Proposal for the said Project.

We hereby agree to ratify all acts, deeds and things lawfully done by our said Attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid Attorney shall and shall always be deemed to have been done by us.

For _____

Name: _____ Designation: _____ Date: _____
Seal: _____ Time: _____
Business Address: _____

Accepted,

_____(Signature) (Name, Title and Address of the Attorney)

Note:

- 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.
- The Power of Attorney shall be provided on Rs.200/- stamp paper.
- The Power of Attorney should be supported by a duly authorized resolution of the Board of Directors of the Bidder authorizing the person who is issuing this power of attorney on behalf of the Bidder.

1.1.6 Lead Member has to submit the Power of Attorney in favour of Authorized signatory in below given format in case of Consortium.

POWER OF ATTORNEY FOR LEAD MEMBER BY CONSORTIUM MEMBER

KSCL has invited proposal from interested companies for “**Indoor Sports Complex**” ("Project").

Whereas, ands(collectively the "Consortium") being members of the Consortium are interested in offering for the services in accordance with the terms and conditions of the Request for Proposal document (RFP) and other connected documents in respect of the Project, and; Whereas, it is necessary under the RFP document for the members of the Consortium to designate one of them as the Lead Member with all necessary power and authority to do for and on behalf of the Consortium, all acts, deeds and things as may be necessary in connection with the Consortium's Bid for the Project.

Whereas, we have decided that M/sshall be Lead Member of this Consortium.

NOW THEREFORE KNOW ALL MEN BY THESE PRESENTS

We, having our registered office at....., (hereinafter referred to as the "Member") do hereby designate, nominate, constitute, appoint and authorize..... having its registered office at....., being one of the members of the Consortium, as the Lead Member and true and lawful attorney of the Consortium (hereinafter referred to as the "Attorney"). We hereby irrevocably authorize the Attorney (with power to sub- delegate) to conduct all business for and on behalf the Consortium and any one of us during the Bid process and, in the event the Consortium is awarded the Contract, during the execution of the project, and in this regard, to do on our behalf and on behalf of the Consortium, all or any of such acts, deeds or things as are necessary or required or incidental to the selection of the Consortium, including but not limited to signing and submission of all Applications, Proposals and other Documents and writings, participate in pre-proposal and other conferences, respond to queries, submit information/ documents, sign and execute contracts and undertakings consequent to acceptance of Bid of the Consortium and generally to represent the Consortium in all its dealings with the KSCL and/or any other Government Agency or any person, in all matters in connection with or relating to or arising out of the Consortium's proposal for the above Project and/or upon award thereof till the Contract Agreement is entered into with the KSCL. AND 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

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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/Consortium.

IN WITNESS WHEREOF WE THE MEMBER ABOVE NAMED HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS DAY OF.....20

For

(Name & Title)

Witnesses:

1.

2.

(To be executed by the Member of the Consortium)

1.1.7 Note:

- 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.

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