

Registered Post A.D/Email

Ref: HPCL/ARB/2024-25/AHMEDABAD/WSA

Date: 18.12.2024

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**Request for Proposal: Development, Operation & Maintenance of Way Side Amenities (WSA)  
ON AMRITSAR– BATHINDA –JAMNAGAR CORRIDOR FOR PACKAGE 2 IN SANCHORE  
– SANTALPUR SECTION**

Dear Sirs,

Hindustan Petroleum Corporation Limited is the second largest Petroleum Refining and Marketing Company in India with a vast fuel Retail Outlet network of more than 22000 strategically located retail outlets. HPCL is a Maharatna PSU and a Global Fortune 500 Company catering to the petroleum product requirements of customers in every part of the country.

With a view to provide outstanding services for our valued customers, care for their vehicles and to cater to the general customer needs at our Retail Outlets, we are actively pursuing various initiatives to provide several value-added facilities and services through these outlets and have already introduced amenities such as ATM centers, Courier Services, Auto Servicing Centre, food courts etc. These conveniences are available at a large number of HPCL Retail Outlets across the country. Our experience has shown that customers have received this 'one-stop' shopping solution very well and the overall

response has been extremely encouraging. We have also launched a loyalty program for our customers through branded credit/debit cards that will offer benefits in terms of rewards and accomplishment of multiple activities through the same card. In line with our endeavor to provide utmost satisfaction to customers, we are offering operation and maintenance of non-fuel facilities of the Retail Outlets with avenue for commercial exploitation of Constructed Retail spaces on a turnkey basis at the below mentioned locations to further enhance the range of facilities and services we provide to our customers.

## Objective

The objective of this RFP document is to spell out the salient details of the proposed arrangement to enable organizations engaged in operating their Business - or allied businesses to respond to this RFP, confirm their willingness to take up this activity and quote the commercial offer for the same

We propose to enter into an arrangement with prominent organizations of repute with established track record. As part of this arrangement, we would allow the short listed organizations to maintain and operate their business in the space for ARB (Allied Retail Business) along with certain free services and facilities to be offered to the customers as detailed in “**Scope of Work for WSA Operator**” section of this document at our 2 proposed WSAs as per location details given hereunder on a turnkey basis . :

Sl. No.	Highway Package No.	Site location (Chainage)	Side	WSA Type	Total Area (in ha.)	Latitude	Longitude
1	Sanchoe - Santalpur Package – 2	37 + 501	LHS	Type 3	6	24.3890491	71.6443424
2	Sanchoe - Santalpur Package – 2	37 + 500	RHS	Type 3	6	24.3896134	71.6472711

These sites would be offered on “as is where is” basis on Fixed Signage Fee with annual escalation along with Revenue Share with NHLML & HPCL as per format enclosed as Annexure 2 for a period of 14 years. In addition, the WSA Operator would have to Operate and maintain several facilities and services free of charge for the customers- the details of these facilities and services have been provided under “Scope of Work for WSA Operator” section of this document. HPCL will have the option to renew the agreement further - subject to satisfactory performance and revised commercial terms and conditions, to be negotiated then. However, HPCL shall reserve the rights for renewal of the arrangement.

The Details of the area offered for Safe custody, Operation & Maintenance and Commercial utilization for all the two sites is as under:

Offer: Entire Non-Fuel Area of the 2 WSA

Lock-in period: 3 years from the date of commencement of operation

Bidders may visit both the sites to assess business potential on any day with prior permission from following:

Contact Senior Sales Manager, Shri Manish Rane Pandurang: Mob-8758576777

Bidders to review the “Scope of Work for WSA Operator “section involved in the turnkey operation of the non-fuel wing of both WSAs including the revenue generating and non-revenue generating activities and quote accordingly as per format in the Annexure 2.

### **Scope of Work for the WSA Operator**

#### **(A) Revenue Generating Activities**

1. Dormitory: Development, Operation & Maintenance of the dormitory comprising a reception area, waiting area, rooms with common toilets. The scope of job includes development of Warm Shell dormitory into a furnished Operational Dormitory. Getting necessary approvals, skilled manpower, consumables, garbage disposal, and payment of electricity/solar power and water charges. The operation of the facility would be 24x7.
2. Dhabha for Truckers: Arranging for Fit outs / Interiors including furniture and equipment, Development, Operation & Maintenance of the Dhaba for Truckers comprising sitting area, Kitchen and Toilet block. The scope of job includes getting necessary approvals, skilled manpower, consumables, garbage disposal and payment of electricity/solar power and water charges. The operation of the facility would be 24x7.
3. Spare Parts/ Minor Repair Shop: Arranging for Fit outs / Interiors including furniture Development, Operation & Maintenance of the Shop for customers. The scope of job includes getting necessary approvals if applicable, Skilled manpower, consumables, keeping sufficient inventory of spare parts and payment of electricity/solar power and water charges
4. Area for KIOSKS: Arranging for Fit outs / Interiors including furniture and equipment Development, Operation & Maintenance of the Area for Customers by setting up multiple KIOSKs catering to the requirement of customers/Tourists. The scope of job includes getting necessary approvals if applicable, skilled manpower, consumables, garbage disposal, tie up with multiple Kiosk’s operators including local artisans and payment of electricity/solar power and water charges

5. Food Court/Restaurant: Arranging for Fit outs / Interiors including furniture and equipment, Development, Operation & Maintenance of the Restaurant in collaboration with a branded partner for Car/Bus Customers comprising sitting area, Kitchen and Toilet block. The scope of job includes getting necessary approvals, skilled manpower, consumables, garbage disposal and payment of electricity/solar power and water charges. The operation of the facility would be 24x7.

**Note:**

- (a) As the agreement entails sharing of a percentage of revenue (customer spend) with HPCL & NHLML the WSA Operator would ensure that all the billing is done thru e-POS and CCTV cameras are installed at all points of sale and recordings are made available to HPCL & NHLML on request.
- (b) It Shall be ensured that all Point-of-Sale systems used by WSA Operator or their Contractors/Sub-Contractors are fully automated, closed loop EPOS system and monthly sales data for each of mandatory and additional facility is reported to HPCL as per template provided by NHLML.
- (c) Any Change in usage of Warm Shells as stated above may be done with prior written approval from NHLML with concurrence from HPCL. However only activities listed in Annexure D of NHLML RFP are permissible.
- (d) The WSA Operator would have option of entering into tie ups with multiple branded operators for operating facilities and services listed above, however, WSA operator would be bound by terms and conditions of the agreement entered into by WSA Operator with HPCL.
- (e) For any detailed inputs/specifications on above facilities required for RFP, please refer NHLML RFP attached/uploaded on HPCL website.
- (f) Other than above revenue generating activities, a list of permissible activities has been provided by NHLML, for which NHLML RFP document be referred.
- (g) The fit outs developed/arranged by the Service Provider subject to necessary approval amounting to being structural changes, fittings/fixtures embedded to the earth or fittings/fixtures attached to fit outs embedded to the earth shall be retained by the HPCL upon termination of the agreement due to any reason whatsoever. However, the service provider would be at liberty to removable fixtures or other movable properties such as furniture/electrical/electronic equipment or which would be installed for operation(s) as per the Agreement

**(B) Non- Revenue Generating Activities**

1. Toilet Block: Operation & Maintenance of Toilet Block including safe custody of installed fittings, housekeeping etc. as per guideline of NHLML enclosed as per Annexure G. **This facility would be offered free of charge to all visitors/customers at site.** The cost of manpower, equipment, consumables, garbage disposal, electricity/solar power and water to be borne by WSA Operator.
2. Landscaping: Landscaping the area & Maintenance of landscaped area including safe custody of installed equipment, housekeeping, maintenance of lawn, providing and maintaining seasonal plants and flowers and adequate lighting at night etc. This facility would be offered free of charge to all visitors/customers at site. The cost of manpower, equipment, consumables, garbage disposal, electricity/solar power and water to be borne by WSA Operator.
3. Bus/Truck Parking: Operation and Traffic Management of Bus/Truck Parking Area including safe custody of installed signages, housekeeping, adequate lighting at night etc. This facility would be offered free of charge to all visitors/customers at site. The cost of manpower, equipment, consumables, garbage disposal, electricity/solar power and water to be borne by WSA Operator. The operation of facility would be 24x7.
4. Car Parking: Operation and Traffic Management of Car Parking Area including safe custody of installed signage, housekeeping, adequate lighting at night etc. This facility would be offered free of charge to all visitors/customers at site. The cost of manpower, equipment, consumables, garbage disposal, electricity/solar power and water to be borne by WSA Operator. The operation of facility would be 24x7.
5. MEP Area along with Installed Equipment Operation & Minor Maintenance of MEP Area along with Installed Equipment including safe custody of installed equipment, operation, housekeeping, minor maintenance of installed equipment, and adequate lighting at night etc. WSA Operator to ensure that all equipment's available at entire WSA site are well maintained and in good working condition at all times.

List of Equipment:

- (a) DG Sets
- (b) Water Pumps
- (c) Borewells
- (d) Fire hydrant
- (e) Water Softening Plant in case provided
- (f) CCTV Cameras
- (g) Fire Fighting Equipment
- (h) Roof Top Solar Panels & related equipment

The cost of skilled manpower, consumables, garbage disposal, electricity/solar power and water to be borne by WSA Operator.

6. Safety & Security: WSA Operator would be responsible for adequate safety and security of WSA premises. The cost of manpower, equipment, consumables, to be borne by WSA Operator. The operation of the service would be 24x7.

Note:

- (a) HPCL Regional Office at Ahmedabad would decide on number of manpower to be deployed for various non-revenue generating activities so as to meet the desired service standards. This would be reviewed from time to time based on the requirement and the WSA Operator would have to abide by the decision.
- (b) Any Major Repairs pertaining to Equipment listed in Sl. No. 5 above would be in scope of HPCL provided the same has not resulted due to the negligence/ deficient service of WSA Operator. The Classification of Major/Minor repairs would be as per decision of HPCL Regional Office at Ahmedabad.

## **Expectation from Selected Party**

The selected party, on its part would:

- Ideally be a reputed, well accepted name in Allied business with a successful track record of operating their business-like C store / Ice-cream parlor / Food Court /Vehicle Care Centre and Dhabha etc. or any other suitable / similar business line as listed in Annexure D of NHLML RFP.
- Be willing to set up and assume complete end-to-end responsibility for running the Business at both HPCL WSA - locations.
- Provide the necessary furniture, fixtures and equipment viz., refrigerated display counters, freezers, microwave ovens, computers with requisite software for computerized billing, CCTV in the internal operating areas, additional light fixtures / electrical points, interior Decorations etc. for efficient operation of the outlets.
- Implement necessary operating systems and provide necessary manpower for operating the facility. Operator will be responsible for upkeep and cleanliness of the Premises and safe waste disposal as per statutory norms and as advised by Corporation from time to time.
- Make necessary working capital investments for WSA operations and Maintenance.
- In case of Food counters, construct platforms, washing area, piping etc. in the kitchen as per their own scheme and requirement.
- Obtain necessary licenses and approvals for operation of such facilities
- Provide the entire range of related items for sale at the outlet in line with the customers' requirements with the greatest attention to aspects relating to health, hygiene & aesthetics.
- Have full knowledge of the prevailing laws and regulations governing the operation of such facility including payment of applicable municipal /statutory fees for advertising etc. & undertake to operate in accordance with the same. Failure to comply with any statutory provisions will lead to cancellation of the contract and damages will have to be completely borne by the party.
- **Start the operation of the Business within 60 days of receipt of firm offer from HPCL.**
- Bear all expenses towards consumption/ use of electricity/solar power & water as indicated by a separate meter.
- Comply with all provisions of the Petroleum Act 1934 and the rules made there under and the conditions imposed by the Controller of Explosives in the Explosive License issued to the Corporation for the retail outlet operations.
- Would ensure not to serve or otherwise sell or deal within the premises or any other part of the said WSA any tobacco product, alcoholic liquor or illegal drugs or prohibited material of any kind.
- Not allow any games or activities of gambling or in the nature of gambling to be played or carried on in or from the said premises or any part or portion thereof. Cyber Café/Internet Parlors will not be allowed.
- Ensure that no third-party interest is created at HPCL -NHLML WSA premise by virtue of this Agreement. It is expected that overall management, control and occupation of premises should

be under the control of the selected party. Accordingly, license to do the business at the premise will be with the selected party with whom HPCL has entered into an Agreement.

- Operator will be allowed to provide any internal paint application as per their choice and scheme. Such internal application will be maintained by the operator.
- Pay Goods and Service tax at applicable rate along with signage fees
- Reimburse proportionate property taxes to HPCL and charges (if any) to the local statutory bodies (as applicable).
- Maintain the area & surroundings in Healthy and Hygienic Condition.
- The WSA Operator would ensure timely payment of all applicable taxes including GST as applicable for operation of various facilities and keep HPCL indemnified from any legal cases / damages arising due to delay / non-payment of the same.
- WSA Operator would have to Operate and maintain several facilities and services free of charge for the customers- the details of these facilities and services have been provided under “**Scope of Work for WSA Operator**” section of this document

### **Mode of Operation**

An agreement shall be signed detailing the mutual understanding on operation of Business at the subject locations. **This agreement shall be initially for a period of 14 years.** All Terms & Conditions governing the operation of the **Retail space against payment of Signage Fees and Revenue Sharing** shall be included in the agreement.

Having stated our intentions & expectations. **We invite a comprehensive business proposal from you, structured on the following lines – through TWO BID SYSTEM.**

#### **1. Technical Bid with Credentials / Business Plan**

- Profile of the organization/Brief history; promoters’ background
- Experience & expertise in the field of managing such convenience/specialty stores/food counters/allied facilities as listed in Annexure D of NHLML RFP (Please mention no. of years in convenience/specialty stores retailing business or food counters or allied facilities & number of existing convenience/specialty stores/food counters/allied facilities operated by you)
- Organization structure giving name and designation of responsible persons.
- Latest Audited Balance Sheet for FY 22-23 and FY 23-24, covering such convenience/specialty stores/food counters/allied facilities operated.
- Turnover details and other critical ratios pertinent to business
- Supply chain capabilities
- Brand equity
- IT capabilities in handling front as well as back end of the business
- Details of Business Plans to set up a chain of convenience/specialty stores/food counters/allied facilities at these two HPCL WSAs
- Designation, E-mail address and Mobile No of contact person responsible for project proposed herein.
- Necessary document authorizing partner/director/trustee/ to submit bid on behalf of the partnership firm/corporation/trust.



- Bidders fulfilling Technical selection criteria may require to attend to personal interview for final evaluation, if felt necessary. Commercial offer of only those bidders fulfilling Technical selection criteria will be opened and considered.

## **2. Commercial Bid**

HPCL is offering these ideally located sites with high visibility, parking space and a large set of consumers who visit HPCL retail outlets for their fueling requirements. HPCL also brings in its Brand equity as a large, respected enterprise with a reputation of providing high levels of customer service over the past many years. **Taking the same into consideration, you are requested to give us your best offer for developing, operating and maintaining the WSAs on a Fixed Signage Fee and Revenue Sharing basis.** The revenue sharing may be offered in the following manner:

**The bid amount should be for both WSA sites on offer and include Fixed Signage Fee, (payable monthly in advance) and Revenue Sharing.**

**The offer should be quoted in 3 parameters:**

- 1. Rupees per month basis from 1<sup>st</sup> year to 14<sup>th</sup> year towards signage fee**
- 2. Revenue share to HPCL as a percentage of Customer Spend (in percentage (%))**
- 3. Revenue share to be paid to NHLML is fixed at 4% of Customer Spend. - As per Annexure – 2**

**The sales, for purpose of determining Revenue Sharing shall mean all sales of goods and services from Demised Premises based on customer spends as provided under serial number (A) 5 (b) (at page 4 of 15).**

**Commercial offer of only those bidders fulfilling the selection criteria, will be opened and considered. Bidders have to quote for both sites together, Quote for individual sites is not permissible**

## **Security Deposit**

A security deposit equivalent to value of **three months minimum guaranteed fees Signage Fee** payable / applicable on 7<sup>th</sup> year of operation, will have to be paid by the successful bidder within one week of HPCL's firm offer. Further in case, party wishes to withdraw business at WSA:

1. Security Deposit shall continue to be as 'Interest Free Deposit' with HPCL and shall not be adjusted towards Signage Fees.
2. The party has to pay the Signage Fees and Revenue Sharing up to their last working day. In case of operator vacating the space before lock in period of 3 years, they would be required to pay Signage fee up to the end of 3-year period based on their bid. Security Deposit may be adjusted

against Signage Fee receivable for the balance agreement period. HPCL reserves the right to recover unpaid signage fee thru initiating legal process at the risk and cost of WSA Operator.

**Due Date, Place & Time:**

**Your offer should be sent/submitted as under,**

- First Envelope containing details on Credentials & Business plans to be Super scribed on Envelope as **Technical Bid**.
- Second envelope containing the **Commercial Bid**.
- Both the envelopes should be appropriately superscribed as “**TECHNICAL BID**” & “**COMMERCIAL BID**” respectively.
- **These two envelopes should be kept in a single envelope marked “Proposal for Development, Operation & Maintenance of Wayside Amenities ” properly marking ‘Technical Bid’ and ‘Commercial Bid’ & submitted on or before 15<sup>th</sup> January, 2025 at 15:00 Hrs. at PETROLEUM HOUSE, BEHIND MEMNAGAR FIRE STATION NAVRANGPURA, AHMEDABAD – 380009 by courier / regd. post / speed post to**

**Deputy General Manager,  
Ahmedabad Retail Regional Office,  
PETROLEUM HOUSE,  
BEHIND MEMNAGAR FIRE STATION  
NAVRANGPURA, AHMEDABAD – 380009**

- Alternately, it also can be dropped in the tender box kept in the above office at/before the mentioned date and time.

**Technical Bid with Credentials/ Business Plan will be opened on the same day i.e., 15<sup>th</sup> January, 2025 at 16:00 Hrs.** All bidders are invited to attend Technical offer opening at above mentioned date and time. Those Bidders who have qualified in Technical Bids their Commercial bids will be opened later and can witness Commercial Bid opening. **The date of opening of Commercial Bid will be intimated later.**

**Bid is liable to be rejected if the Technical offer contains commercial offer. Commercial offer should be submitted in a separate sealed envelope.**

- The Commercial Bids of those Bidders who have qualified in the Technical Bid will be opened on Date & Time – which will be intimated later. All qualifying bidders are advised to be present at HPC Regional Office@ Ahmedabad Regional Office, Petroleum House, Behind Memnagar Fire Station, Navrangpura Ahmedabad-380009 for the opening.
- The highest bidder may be called for a negotiation with our officials on date to be notified later.

## **Selection Criteria**

### **A. Technical Bids:**

- a. The party should be operating in India.
- b. The party should be engaged in food retailing / convenience or specialty store business/other activities as listed in Annexure D of NHLML RFP, with a minimum experience of 2 years.
- c. Should have experience of operating at least one such store/facility.
- d. Should be a Known Brand name in the concerned city/town/highway.

### **B. Commercial Bids:**

- a. The bid amount should be for WSA sites on offer. The offer should be in quoted in 3 parameters:
  - i. Fixed Signage Fees payable monthly in advance (Rupees per month basis from 1st year to 14th year along with escalation)
  - ii. Revenue share to HPCL as a percentage of Customer Spend (in percentage (%)) payable by 5<sup>th</sup> of the following calendar month.
  - iii. The Revenue share to be paid to NHLML is fixed at 4% of Customer Spend - As per Annexure – 2

Note:

1. The revenue share percentage shall be paid strictly on or before the 20<sup>th</sup> day of the month for the first of fortnight of the calendar month and subsequent share of revenue for remaining fortnight of the calendar month to be paid on or before the 5<sup>th</sup> day of the succeeding calendar month.
  2. All taxes including GST/Taxes will be in addition and will be over and above total bid amount.
- b. For the purpose of evaluation of Revenue sharing component of the bids the following revenue projections would be considered

Projected Combined Revenue from both WSAs to be considered for evaluation of bids		
	Year	Gross Yearly Revenue Projection (Rs. In Lacs)
	1	60
	2	200
	3	460
	4	780
	5	840
	6	880

	7	930
	8	970
	9	1020
	10	1070
	11	1120
	12	1180
	13	1235
	14	1295

- c. In case based on the above evaluation criteria, two or more bids become equal, weightage will be given on the first year's Fixed Signage Fee.
- d. Please note that the quote for Revenue Sharing should be positive value only. Quotes with negative value are liable for rejection.

**Please note that:**

- **Bidders to quote as a consolidated bid for both WSAs. Bidding for Individual WSA is not permissible**
- HPCL reserves the right to cancel, amend, resend or reissue this Request for Proposal (RFP) any time after issuance at its discretion. Amendments, if any, will be advised to all recipients of the RFP document by email only and the same shall be binding on them.
- HPCL reserves the right to accept any proposal and reject any or all responses to this RFP without assigning any reasons for the same with no penalty to itself.
- HPCL will evaluate the proposals following such methods, criteria and rationale, which in its, opinion, are in the best interest of HPCL.
- Proposals received pursuant to this RFP will become the property of HPCL and shall not be returned.
- HPCL reserves right to negotiate with Highest Bidder if the Commercial offer is lower than their expectation.
- It is proposed to have a pre bid meeting with the interested bidders on 30<sup>th</sup> December'2024 at 3 PM. Pre-Bid venue will be Conference Hall of Ahmedabad Retail RO near Memnagar Fire Station, Ahmedabad. Interested Parties can also join online, Link details will be hosted on HPCL Portal.

Please note that HPCL will not be responsible for any transit delays and Bids received after the due date and time are liable to be rejected.

For any clarifications regarding RFP, you may write to

Email- [binayprakash.prasad@hpcl.in](mailto:binayprakash.prasad@hpcl.in) and [swadeshpanda@hpcl.in](mailto:swadeshpanda@hpcl.in)

Last date of seeking such clarifications, if any till 25.12.2024

Some recent photographs of the site showing facilities and civil structures are uploaded on portal for reference, **however for detailed inputs for competitive bidding, Site visit is advised.**

Thanking you,

Very truly yours,

**Siddhartha Rao**  
**Deputy General Manager**  
**Ahmedabad Retail Region**

## **Annexure 1**

Ref: HPCL/ARB/2024-25/AHMEDABAD/WSA dated 18<sup>th</sup> December 2024

### **Technical Bid with Credentials / Business Plan**

**Credentials: (To be submitted in a separate sealed envelope superscribed as “TECHNICAL BID”)**

- Profile of the organization/Brief history; promoters’/partners background.
- Latest Audited Balance Sheet for the FY 22-23/ FY 23-24 for any such convenience/specialty stores/food counters/ Vehicle Care Centre /Travel Desk and other activities as listed in Annexure D of NHLML RFP operated by bidder.
- Registration Certificate of the Firm (Copy of the Certificate to be attached)
- Experience & expertise in the field of managing such business viz., Vehicle Care / Restaurant / Dhaba / Food Court /Travel Desk and other activities as listed in Annexure D of NHLML RFP
- Details of the Business Plans
- Memorandum of Association for Corporation specifying the business of the Corporation/ registered deed of partnership firm specifying the business of the firm.

### **SIGNATURE AND SEAL OF THE BIDDER**

## Annexure 2

Ref: HPCL/ARB/2024-25/AHMEDABAD/WSA dated 18<sup>th</sup> December 2024

### **Commercial Offer for Development, Operation & Maintenance of Way Side Amenities (WSA) at located on Amritsar Bhatinda Jamnagar Corridor**

**Commercial Offer: (To be submitted in a separate sealed envelope superscribed as “COMMERCIAL BID”, Bid is liable to be rejected if unsealed commercial offer is submitted with the technical bid)**

HPCL brings to this venture prime real estate in terms of ideally located sites which have high visibility and a large set of consumers. HPCL also brings in its Brand equity as a large, respected enterprise with a reputation of providing high levels of customer service. Taking the same into consideration, you are requested to give us your best offer for Development, Operation & Maintenance of Way Side Amenities (WSA) **at 2 HPCL WSAs on Amritsar Bhatinda Jamnagar Corridor along with other service and facilities as listed in the “Scope of Work for WSA Operator” section of this document on a Fixed Signage Fee and Revenue Sharing basis.** This commercial bid in the appended format fixed is to be submitted in a separate sealed envelope. Bidders are advised to visit the sites to assess the business potential before quoting the price bid.

**The bid amount should be for both WSAs on offer and include Fixed Signage Fee, payable monthly in advance and Revenue sharing as per details given hereunder. The offer should be in quoted in 3 parameters:**

- i. Fixed Signage Fees (Rupees per month basis from 1st year to 14th year along with escalation)**
- ii. Revenue share to HPCL as a percentage of Customer Spend (in percentage (%))**
- iii. The Revenue share to be paid to NHLML is fixed at 4% of Customer Spend.**

**All taxes including GST/Taxes will be in addition and will be over and above total bid amount.**

**The sales, for the purpose of determining the Revenue Sharing shall mean all sales of goods and services from the Demised Premises based on customer spends as per interpretation of NHLML**

**Commercial offer of only those bidders fulfilling the selection criteria will be opened and considered. Bidders have to quote for all 2 sites together, Quote for individual sites is not permissible**

**For the purpose of evaluation of Revenue sharing component of the bids the revenue projections given in the Selection Criteria section of this document would be considered**

Year	Signage Fee per month (Rs.in lacs): to be paid on a monthly basis (A)	Fixed Revenue Share with NHLML as a percentage of total customer spend (%): to be paid on a monthly basis (B)	Revenue Share with HPCL as a percentage of total customer spend (%): to be paid on a monthly basis. <b>This is over and above the Revenue being shared with NHLML as detailed in column B (C)</b>
1		4	
2		4	
3		4	
4		4	
5		4	
6		4	
7		4	
8		4	
9		4	
10		4	
11		4	
12		4	
13		4	
14		4	

All taxes including **GST/Taxes** at applicable rates would be payable in addition to above quoted rates.

**SIGNATURE AND SEAL OF THE BIDDER**