

Corrigendum No. 1 to the Request for Proposal (RFP) for the Selection of Sponsorship Selling Agency for the 35th National Games for Rest of India, excluding Kerala.

Date: 20/08/2014

A. Bid Parameter

It is clarified that the Bid Parameter is the Sponsorship Revenue the Bidder promises to collect for the 35th National Games. Bidders are required to quote the maximum amount they can collect as sponsorship for the 35th National Games. The H1 Bidder, i.e the Bidder quoting the highest amount of Sponsorship Revenue to be collected, shall be declared as the Selected Bidder.

B. “Value in kind” (VIK)

With respect to “value in kind” (VIK) sponsorship offers, it is clarified that NGS shall accept such proposals from the Sponsorship Selling Agency only if such VIK Offers are bundled with cash offers from potential sponsors.

C. Rights to sell sponsorship outside India.

It is clarified that the selected Sponsorship Selling Agency under this RFP will be eligible to sell sponsorships outside India as well. This privilege is granted to the Sponsorship Selling Agency selected for selling Sponsorships within Kerala, as well.

D. Sections “s” & “t” of “Clause No. 1 – Background” of the RFP stands revised as follows:

1. Clause No. 1 – Background

s. Timelines of the selection process

No	Events	Details
1	Issue of RFP document	August 5, 2014
2	Last date for receipt of queries	August 8, 2014
3	Pre- Bid Conference (at Mumbai)	03.00 pm on August 12, 2014
4	Response to queries/ Corrigendum to RFP	August 20, 2014
5	Last date for Submission of Bid	Up to 3.00 pm on August 27, 2014
6	Date and Time for Opening of Technical Bid	4.00 pm on August 27, 2014
7	Date and Time for Opening of Financial Bid	Will be intimated later
8	Declaration of Successful Bidder	Will be intimated later

t. Document Fee and Earnest Money Deposit

The Bidder is required to submit Document Fee and Earnest Money Deposit (EMD) as per the following table:

Document Fee	Rs 1,000 + VAT @ 5% (Indian Rupees One Thousand + VAT @ 5%)
Earnest Money Deposit	Rs 50,000/- (Indian Rupees Fifty Thousand only)

E. Section “c” is added to Clause No. 6 Payment of Commissions to the Agency

2. Payment of Commissions to the Agency

c. Commissions for orders from Banks and Public Sector Units (PSUs)

Sponsorship Orders from Banks and Public Sector Units (PSUs) will be included as part of the sponsorship turnover generated by the concerned agency and will count towards deciding which commission slab the agency will fall under. However, the following conditions will apply:

1. For PSU orders, 6% of the value of the orders would be deducted from the total commission for those orders.
2. For sponsorship orders from Banks, 2% of the value of the orders would be deducted from the total commission for those orders.

F. Section “a” of “Clause No 12 – Earnest Money Deposit” of the RFP stands revised as follows:

12. Earnest Money Deposit (EMD)

- a. The Bidder shall furnish, as part of its Bid, a refundable EMD comprising of A/c payee Demand Draft or Bank Guarantee of **Rs 50,000/- (Indian Rupees Fifty Thousand Only)**. The Demand Draft shall be drawn from any Nationalized/Scheduled Bank, in favour of “Chief Executive Officer & Secretary, National Games Secretariat”, payable at Thiruvananthapuram.

G. “Clause No 16 – Performance Security” of the RFP stands revised as follows:

16. Performance Security

Before the signing of the contract between NGS and the Selected Bidder, the Selected Bidder will be required to furnish a Performance Bank Guarantee (PBG) to NGS, as per the following table:

Value quoted by Sponsorship Agency	Performance Guarantee to be submitted
Above Rs 10 cr	5% of quoted value
Upto Rs. 10 cr	Rs. 50 lakhs

To ensure accountability of the selected Sponsorship Selling Agency, it is proposed to impose a slab wise penalty, which will involve the deduction of a certain percentage of the commission payable to the Agency in the event of default. The submission of a Performance Bank Guarantee (PBG) is to cover the potential deduction of any penalty from the Agency. Once all the sponsorship accounts are reconciled and settled, the Performance Bank Guarantee shall be released. The penalty structure is set as follows:

If the actual amount of sponsorships collected reaches a minimum of 80% of the quoted amount, no deduction will be effected in the commission earned. If the actual collection of sponsorship is below 80%, then NGS shall deduct from the Selling Agency’s eligible commission in the manner shown in the following Table:

Sponsorship Revenue achieved	Deduction to be effected in the commission earned
80% and above achievement	Nil
70% and above achievement	5% of the commission earned
65% achieved	10% of the commission earned
60% achieved	15% of the commission earned
55% achieved	20% of the commission earned
50% achieved	25% of the commission earned
40% achieved	30% of the commission earned
30% achieved	40% of the commission earned
Below 30% achievement	50% of the commission earned