



**ANDHRA PRADESH AIRPORTS DEVELOPMENT  
CORPORATION LIMITED  
(A Govt. of Andhra Pradesh Undertaking)**



**Request for Proposal  
for  
“Selection of Airline Operator  
to Provide Flight Operations on  
Vijayawada – Singapore – Vijayawada Route”**

***Notice No. APADCL/Airlines/2018/01, Dated:12/06/2018***

**The Chief Executive Officer  
Andhra Pradesh Airports Development Corporation Limited,  
1<sup>st</sup> Floor, FDC Complex, AC Guards, Masab Tank,  
Hyderabad -500028**

## **DISCLAIMER**

The information contained in this Request for Proposals (the “RFP”) or subsequently provided to the Bidders, whether verbally or in documentary form by or on behalf of the ANDHRA PRADESH AIRPORTS DEVELOPMENT CORPORATION LIMITED, Government of Andhra Pradesh their employees or advisors, is provided to the 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 the Authority to the prospective Bidder(s) or any other person. The purpose of this RFP is to provide interested parties with information that may be useful to them in the formulation of their proposal pursuant to this RFP. This RFP may not be appropriate for all persons, and it is not possible for the Authority, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFP. Each Bidder should conduct its own investigations and analysis and check the information contained in this RFP and obtain independent advice from appropriate sources.

APADCL, their employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rule or regulation as to the accuracy, reliability or completeness of the RFP. APADCL may in its own discretion, but without being under any obligation to do so, update, amend or supplement the information in this RFP document.

## **Introduction:**

Andhra Pradesh as a state, currently has only one functional international airport at Vizag, which handles almost 100 international flights per month. Vijayawada and Tirupati have also been declared as international airports in 2015 & 2017, respectively, but are not having any international operations currently.

It was decided to find out from the public about their interest for an international flight connectivity between Vijaywada and Singapore. Therefore, APADCL published public notices on the subject matter and simultaneously, the option was also put up on the Corporation's website, [www.apadcl.com](http://www.apadcl.com), for responses from the public.

The responses from the general public received are as under:

- |   |          |
|---|----------|
| 1. Interest received on the Corporation website | - 79,404 |
| 2. Interest received on email                   | - 1,335  |
| 3. Interest received on designated number       |          |
| a. Through WhatsApp                             | - 4,020  |
| b. Through sms                                  | - 1,993  |

Keeping the above numbers in view, Government of Andhra Pradesh intends to provide air connectivity to the general public by provisioning flights between Vijaywada and Singapore, on twice a week basis, wef 1<sup>st</sup> week of July 2018, initially for a period of six months.

## **Scope of Work:**

Intended Airlines are expected to manage the entire airline role, such as sale of tickets on their e-platform, passenger and cargo handling at all destinations, and ground handling.

Income accruals from the sale of tickets and other revenues will be required to be transferred to the State Government.

APADCL is open to consider, if the Operator is able to perform all the above-mentioned expectations even under charter operations model.

The Airline Operator is expected to procure all the applicable permissions and approvals for all destinations, including overflying areas.

## **Eligibility Criteria:**

All Regional Carriers, Scheduled Carriers and International Carriers, who are qualified to operate the mentioned sector, are eligible to participate in this RFP. The criteria for the selection of the Airline Operator will be the lowest quoted VGF/ per seat, for return flight, inclusive of all charges, excluding GST.

**Bids Submission:**

Airline Operators are requested to submit their financial proposal mentioning Viability Gap Funding (VGF) required per seat. Quotations are to be submitted in the format (Annexure -I) attached, in a sealed envelope to “The CEO, APADCL” on or before 1500 hours on 22/06/2018 at 1<sup>st</sup> Floor, FDC Complex, AC Guards, Masab Tank, Hyderabad, Telangana - 500028.

The sealed proposals/quotations will be opened in APADCL Office at 1600 hrs. on 22<sup>nd</sup> June 2018, in the presence of Airline Operators’ representatives. Criteria of selection will be the “lowest VGF” quoted.

Bidders are requested to furnish a demand draft for an amount of Rs. 1,00,000/- (One Lakh only) as bid security, which shall be returned to the unsuccessful bidders on or after expiry of 90 (ninety) days.

Successful Bidder is required to provide a performance guarantee for an amount equal to the advance payment applicable for a period of one month of operations against VGF amount in the form of a Bank Guarantee from a Nationalized Bank.

**Bid Validity Period**

The Proposal shall be unconditional, firm and valid for a period of 90 (Ninety) days from the due date of the proposal. Any proposal, which has a validity lower than that specified above, shall be rejected by APADCL as being non-responsive.

**Other Terms & Conditions:**

APADCL reserves its right to accept any Proposal and to reject any or all the proposals received without assigning any reason or can change the process of the selection at any time during or after the RFP process or withdraw from the bidding process or any part of the bidding process or to vary any of the terms at any time without giving any reason. APADCL shall not be responsible to any Bidder/persons on any account, if it exercises such rights.

APADCL may cancel the Bidding Process at any time and that you are neither bound to accept any Proposal that you may receive nor to invite the Proposal to Bid for the Project, without incurring any liability to the Proposals.

Misrepresentation/ Fraud/ Breach of Terms and Conditions: If it is discovered at any point of time that the Proposal has suppressed any fact or given a false statement or has done misrepresentation or fraud or has violated any of the terms of this RFP, its Proposal may be cancelled by APADCL. In such an event, the Bidder will not be entitled to any compensation whatsoever, or refund of any other amount, if any, paid by it.

## Format

Quotation for Flight Operations on Vijayawada-Singapore-Vijayawada sector, twice a week on VGF/per seat basis.

S.no	Criteria	
1.	Name of the Carrier	
2.	Air Operator Permit no. and type (regional/ schedule)	
3.	Air Operator Permit no. valid upto.	
4.	Country of Registration	
5.	Fleet size and type of aircrafts owned	
6.	Type of Aircraft proposed to operate- Total number of seats and classification.	
7.	Amount of VGF/per seat inclusive all components, excluding GST.	

Note: VGF is Viability Gap Funding.