

Annexure – I: Pre bid Queries

WSA Green Field Model

S. No	Query	Answer
1	Kindly clarify the timeline to issue LOA after opening of financial bids.	LOA shall be issued within 7 days from the financial bid approval.
2	Kindly clarify if MPTB can confirm, prior to signing of Lease Agreement with Successful Bidder, that it can provide the Wayside Amenity Land free of encroachments and with active water and electricity connections. Kindly also clarify in case MPTB is unable to provide to the Successful Bidder the Wayside Amenity Land free of encroachments, if the Bid Security will be refunded or not.	At the time of Handing over the Land shall be given free from encroachment with basic amenities.
3	Kindly clarify the current provisions or regulations for extension of lease period.	Please refer to clause 3.7 of RFP
4	Kindly clarify the following: For <u>greenfield projects</u> , the building furniture and fixtures etc are created by the Lessee, hence insurance should ideally be taken in the name of the lessee.	Assets created by Lessee would remain their property. Any building / Fixtures/ Infrastructure provided by MPTB should get insured by Lessee on behalf of MPTB.
5	The definition of “high” as used in “high standards of cleanliness, courtesy, and serving standards” is unclear.	Lessee is expected to follow the operation manual as annexed with RFP.
6	Kindly clarify that 3.25 exempts situations outside the control of the lessee, including but not limited to events such as civil disturbances / general law and order issues/ natural or man-made disasters, or any situation that, in the opinion of the lessee, puts safety and security of employees / staff and customers at risk Further, the operations should be as allowed by applicable labour laws and shops and establishment laws.	Such exceptions will be considered.
7	Kindly confirm that such operations shall be as allowed by applicable state labour laws and shops and establishment laws.	Yes

S. No	Query	Answer
8	Kindly clarify if the bidder is a company (as an additional option), can the bidder's parent company's net worth be considered?	No, Net worth would be considered only of the Applicant whether it is a company, firm or an Individual
9	Kindly allow a "Director" or any other duly authorized person to sign the lease agreement on behalf of the Lessee	Director or any authorized person duly authorized by the Board of the company shall be eligible to sign the Lease agreement on behalf of Lessee.
10	Kindly clarify that for the first payment of annual lease rent, should the full rent be paid or pro rata based on the remaining number of months in the year upto April of subsequent year.	It is on prorata basis for the remaining months
11	Kindly clarify the timeline for granting approvals to create amenities/activities as shown in Clause 3.3	Permissions normally shall given after successful operation of WSA for at least 6 months. Permissions shall be given at the earliest.
12	Since this is a State Government project, kindly clarify if MPTB could instruct / request the appropriate police station to provide a beat station / picket etc at the location to support in the provision of a safe and secure environment to travelers and tourists and staff.	Keeping in view the incidents arises at the site MPTB shall assist to overcome the situation.
13	Kindly clarify that the Lessee can invite (through a rental or arms length commercial or license to operate arrangements) various food & beverage and retail store operators to operate food counters and traveler convenience stores etc at the lessee's commercial discretion, and that this operating strategy is not in violation of this clause 6.22, and that this operating strategy does not require prior written permission from Lessor.	Sub lease is not allowed but Lessee can give infrastructure on rent for the activities as shown in clause 3.1.9 (A) of the policy under intimation to the board.

S. No	Query	Answer
14	Fixed Capital Assets include immovable assets such as buildings and infrastructure that cannot be effectively removed from the project site. In the event of termination or cancellation, kindly clarify if MPTB can compensate the lessee (through a termination payment) to the extent of the lessee's equity investment and outstanding loan secured from financial institutions. Since the future financial benefits of fixed capital assets transfer to MPTB (or another lessee), it is only fair for the lessee to be compensated for the investment.	Please refer clause 10.2 of the Lease Agreement
15	For 3 rd party operators of food & beverage counters, retail convenience store etc, kindly allow the lessee to authorize or license such operators without prior permission from lessor, but with prior intimation to lessor.	Prior permission from lessor is required in case Lessee is giving specific amenity for operation to third party.
16	Kindly clarify that the MPTB shall not award future competing wayside amenities projects along the highway section within a reasonable distance of 50 – 60 km on either side of the current project	Normally this restriction is observed.