

Project:

**Development of Mixed-use IT Park in Mangalore through PPP Mode**

Project Proponent:



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**EXPRESSION OF INTEREST**

Invitation

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## **1 INTRODUCTION**

Karnataka State Electronics Development Corporation Limited (KEONICS), a Govt. of Karnataka Enterprise established for the promotion of electronics industries in the state.

KEONICS was established as a State Public Sector Enterprise in the year 1976 under the Department of Industries & Commerce. In 1999-2000 KEONICS became part of IT, BT & S & T Department as a service organization. KEONICS is the only organization under Department of IT, BT & S&T to carry out IT implementation programs with IT skilled human resources. KEONICS is continuing to pursue vigorously the IT promotional activities in the field of IT related training, Consultancy service, Telecom projects, Infrastructure development.

Keonics focuses on setting up world-class infrastructure for the electronics and IT related industries in tier II & tier III cities like Mangalore, Mangalore, Hubli- Dharwad, Belguam, Davanagere, Hassan, Gulbarga & Shimoga in the state.

A major achievement of KEONICS in this area has been the successful development and promotion of an industrial estate in Karnataka catering exclusively to the Electronics & IT industry, known as “KEONICS ELECTRONICS CITY”. This estate stands on a sprawling 332 acres of land in the village limit of Konnappana Agrahara Village and Dodda Thogur Village, Begur Hobli Bangalore.

Today, KEONICS electronics city has 135 world-renowned companies and has become main hub of IT activity. It is generating employment to nearly 1,00,000 employees and earning substantial revenue to the State exchequer by means of Software export and Taxes.

The reputed companies like M/s. Infosys, M/s. Wipro, M/s. Hewlett & Packard, M/s. 3M, M/s. Bharat Heavy Electricals Ltd., M/s. C-DAC, M/s. ITI, M/s. C-DOT etc., are functioning in KEONICS Electronics City.

KEONICS intends to set up IT Parks in tier II cities i.e. at Mysore, Mangalore and Shimoga through PPP Mode, where in the private partners could bring in investments in IT Park, have good design and implementation capabilities, and make the project a reality.

## **2 MANGALORE: CITY PROFILE**

Mangalore was a sleepy little coastal town, once upon a time. Today, it's on its way to becoming a happening cosmopolitan city. A large migrant student population, thousands of tech workers, BPO executives, bank officials, teachers, medical professionals and others in a multitude of businesses make it a melting pot of cultures. The state's education capital, Dakshina Kannada (mainly Mangalore, Manipal, Udupi) has six large medical colleges, 10 engineering colleges and many other professional educational institutions. Every year, thousands of students from across the country (and overseas) flock to this region. Manipal Group of Institutions alone attract over two lakh students every year.

Mangalore has been witnessing an unprecedented growth in the last three to five years thanks to these factors; this has also opened up newer lifestyle and entertainment avenues for Mangaloreans in line with the metros. An exponential growth in businesses across banking, education and healthcare has strengthened the city's economy and changed its social psyche in the recent years. With this, the city has become more cosmopolitan and sophisticated. Mangalore's direct links with Mumbai, its proximity to Kerala and its large foreign and upcountry migrant population, all contributed to its growth.

The city also has a large techie population. Infosys has set up a 300-acre facility at the IT SEZ in Konaje. The company employs around 4,000 people here. Wipro is setting up a base at a 200-acre campus in Ganjimutt export Promotion Park. Mphasis-EDS has a large BPO centre in the city.

Mangalore houses five nationalized banks: Canara Bank, Corporation Bank, Syndicate Bank, Vijaya Bank and Karnataka Bank. Oil and Natural Gas Corporation's (ONGC) Rs 21,000-crore investment in the proposed special economic zone (SEZ) project in Mangalore foresees the emergence of Mangalore as a robust city. A part from this, the company also intends to lay pipelines at a cost of Rs 945 crore for the transportation of gas. Three IT parks at Ganjimutt, Thumbe and near Mangalore University have come up. Some time ago, Knight Frank had rated Mangalore as the second fastest growing Indian city in terms of real-estate boom.

Blessed with breathtaking natural beauty, Mangalore sports the sea shore of Arabian Sea to the west coast of the country. On traditional front, Mangalore is a port-based economy. It handles more than three-fourth of India's coffee exports and pioneers in agricultural processing. The naturally rich city produces and exports bulk of cashew nut while the industry of furniture is also a flourishing one and employs a large part of population of the city.

Located at 357 kilometers west of the software hub of India is seen as the next destination of IT and IT enabled Services (ITeS) companies.

As per the report of international property research agency Jones Lang LaSalle, the real estate prices in software destinations of Bangalore, and have saturated, it is time for a real estate boom at Tier-III city like Mangalore as more and more technology firms look out for the new business centers near the existing IT hubs.

## **2.2 REAL ESTATE SCENARIO IN MANGALORE CITY**

The real estate market of Mangalore is also set to meet the demands of its international clients wanting to establish their offices in the city, to leverage the opportunity of the forthcoming boom. Meanwhile, a whole lot of development is going on to bring the basic infrastructure of roads and power at par with the requirements of corporate giants. An Asian Development Bank (ADB) funded project of Rs 350 crore have been going on to enhance the water supply and drainage system in the city.

The biggest advantage that Mangalore real estate markets offer is cost. As per industry reports, the cost of operating a business from Mangalore is less than half of what is incurred at Bangalore or Hyderabad. Take land prices, for instance, that start from Rs 35,000 per square yard at these places hover at Rs 5,000-Rs 8,000 at Mangalore. Perhaps that's the reason a flurry of companies are cooking plans to enter Mangalore.

Presence of Infosys, which is running its call centre from Mangalore, has already issued testimony for Mangalore's commercial potential as of now. Wipro has also planned to launch its operations from the city. Real estate dealers of Mangalore are all the way happy as regular enquiries for office spaces by prestigious companies from the Business Process Outsourcing (BPO) and ITeS segment keep pouring day in and day out.

As far as projects that would catalyze the real estate growth in Mangalore are concerned, three IT parks at Ganjimutt, Thumbe and near Mangalore University are underway. Each park will be spread in area of as much as 2-million square feet. City's biggest project would come from Oil and Natural Gas Corporation (ONGC). The company plans to pump in Rs 35,000 crore in its new 15 million ton petrochemical plant and refinery.

However, what is more appreciable is that despite receiving such good response, prices of both residential and commercial properties in Mangalore have remained out of speculation. A moderate 10-25 per cent hike is recorded in the property prices in the past 12 months in the city while several construction projects are underway at Gandhi Nagar, Falnir and Kodialbali.

Professionals and employees of software companies are reportedly buying residential properties in Mangalore owing to its proximity to Bangalore and hassle-free city life. After all, this lush green city is also a popular tourist destination, flocked by people from all parts of the country. Demand for service apartments is also on rise as both professionals and tourists keep coming to the city.

### **2.2.1 Major Incentives that Influence Shifting to tier-2 towns in Karnataka**

- Big cities like Bangalore have higher attrition rate and engineers here leave jobs easily for higher paying salaries by multi-national companies. Therefore, small and medium sized companies, as well as start ups, may look forward to small cities for new investment.
- Not only is it more difficult to hire trained engineers in the mega cities, but also retaining them is tough as they are always looking out for opportunities that can ensure better career growth. However, in less-developed provincial capitals, there is less competition for good graduates and the attrition rate is as low as 5 percent as compared to the 30 percent attrition rate in Delhi.
- Cheap labour is not always the only reason as to why big firms are interested in small cities. The employees in smaller towns are more loyal than their counterparts in big cities. In Bangalore, the competition is fierce for the top-notch tech graduates.

### **2.3 Excerpts from the Information Technology Policy of Govt. of Karnataka**

Karnataka is in the forefront of Information Technology and is called the Silicon State of India. In addition, the state capital Bangalore has shown tremendous growth in the IT Sector and is the IT Capital of India. Karnataka is the first state to announce IT Policy in the year 1997. This Policy has acted as an important catalyst for the growth of IT Industry in the State. The industry however is growing in leaps and bounds. The type and nature of business are rapidly expanding. Karnataka is becoming the centre for more and more companies in sophisticated IT Products and Services. Thanks to Moore's Law, the cost of technology is dropping and technology is advancing exponentially. Thus, the prices of the new products are dropping rapidly and the same products are becoming more intelligent. The IT usage is becoming more widespread and relevant. It is necessary to re-focus on the IT Policy and define it in a way that is most suited for the present.

#### **2.3.1 Employment**

The IT Sector provides vast employment opportunities. Presently, 280,000 IT Professionals are employed all over India. In Karnataka alone the estimated number of professionals is about 75,000. It is estimated that in the year 2010, the potential for employment in Karnataka in the IT Sector alone will reach 10 lakhs. The employment is likely to be generated in sectors of Information Technology that include the hardware development, software services, network services as well as several sectors in the IT Enabled Services. The examples of the IT Enabled services are customer interaction, financial and accounting services, call centers, medical transcription, engineering and design data management, remote education, net work consulting, web-site services as well as market research.

#### **2.3.2 Incentives for companies**

This policy offers several incentives for companies that create employment in Information Technology. These incentives could be in the areas of cost of land, registration charges, FAR, zonal regulations, etc. The new companies that provide employment of more than 250 in Bangalore and 100 in other areas will be eligible for these concessions. Training Centers This policy seeks to establish 225 training centers all over the state, primarily for the purpose of training the unemployed educated youth in various IT skills. The Government will encourage private sector initiatives in setting up such centers. These centers would receive appropriate concessions from the Government. College Students The Government would like to develop the IT Skills amongst college students. This program will initially cover all the engineering colleges, about 100 polytechnics, 150 ITIs, and 300 colleges. The program will encourage private sector to set up research centers, training centers, upgrade the laboratories, etc. The scheme will allow the usage of such centers for partial commercialization of IT in 1000 Schools

### **2.4 Excerpts from the Millennium BPO Policy of Govt. of Karnataka**

2.4.1 In India, it is the State of Karnataka that holds the pre-eminent position in the field of Information Technology & Biotechnology. In fact, the State is today called the 'Silicon State of India', while Bangalore, its capital, is referred to as the 'IT Capital of India'. As well as 'Biotech City'.

2.4.2 Karnataka, in the recent past, has attracted a spectacular amount of foreign investment. To be precise, the State has seen at least one new foreign IT Company setting up shop, every week, for the past 150 weeks. The State also has the enviable record of attracting one new Biotech Company every month over the last two years.

2.4.3 Karnataka has witnessed exceptional growth amongst its IT Services and Product companies, proving to be a large employment base for the State's engineering graduates. The recent investments in the knowledge-based sector have attracted a large number of BPO companies as well. Companies that are either Captive, Pure-play Third Party Providers or BPO outfits of large IT Services companies. This has again provided tremendous employment opportunities for Arts, Science and Commerce graduates.

2.4.4 Karnataka's Department of IT in collaboration with the Confederation of Indian Industry (CII) as well as the STPI, Bangalore, has worked with McKinsey to chalk out a strategy to create a million jobs in Karnataka by 2010. Based on this study and extensive discussions with the BPO companies in India and the IT Task Force, Karnataka is pleased to announce its 'Millennium BPO Policy'.

## **2.5 Objectives**

### **2.5.1 The objectives of the Millennium BPO Policy are:**

- To sustain Karnataka's competitive advantage in Human Resources, Telecom and other infrastructure areas.
- To create new employment opportunities in Karnataka.
- To promote investment and create an investor-friendly environment for the BPO sector.
- To provide the necessary framework to ensure Data Security and Customer Secrecy for BPO companies.
- To pro-actively market the State of Karnataka and its value proposition.
- To provide a state level mechanism for certification and accreditation of HR Training Agencies.

## **2.6. Qualified Manpower-Karnataka's most competitive advantage**

2.6.1 Karnataka's major edge is its Human Resource Bank. The State has begun to actively address and remove the existing bottlenecks in this area to sustain and improve its competitive advantage.

2.6.2 Karnataka has a multitude of Arts, Science, Commerce, Engineering, Law, Medical and Nursing colleges as well as high quality training institutions.

2.6.3 The State's Education Policy initiated almost 50 years ago is one of the best in the country. For instance, Karnataka has actively encouraged the private sector in education – of the 124 Engineering colleges only 2 are government run; of the 62 Medical & Dental colleges only 5 are in government sector; and of the 58 Law institutions only 12 are in government sector. Because of this early initiative the State has seen extraordinary investment in the field of education ensuring its comparative superiority.

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2.6.4 There are large number of Primary and Secondary schools with excellent infrastructure. Bangalore also has many world-standard International Schools with international curricula that can cater to expatriates' needs.

2.6.5 The State has a considerable talent pool of well qualified graduates who can be employed by BPO companies. There are over one million educated housewives in the State of Karnataka who are an important source of manpower for BPO companies.

## **2.7 Telecom**

2.7.1 Karnataka has many telecom companies in the sectors of Telecommunication Network, Basic Telephony Services (both wire line & wireless) and Networking Services for telecommunication equipments.

2.7.2 Bangalore offers a truly wide choice of players in telecom. The entire State is networked via Optic Fibre Cables (OFC) by the State-run BSNL (formerly DOT) as well as private companies like Bharti, Reliance, VSNL and TATA Tele Services.

2.7.3 The Last Mile Access is provided by BSNL as well as TATA Tele Services in parts of the State. The new private companies, Bharti and Reliance, provide the Last Mile Access directly to the customer in all major cities in Karnataka.

2.7.4 VSNL has substantial redundancy in International Bandwidth circuits. For example, the International Bandwidth circuit can be accessed from Bangalore to Mumbai via 3 different routes, viz. Bangalore – Pune – Mumbai; Bangalore – Sholapur – Mumbai and Bangalore – Karwar – Mumbai.

#### **4.0 OTHER MAJOR INFRASTRUCTURE INITIATIVES IN MANGALORE**

Mangalore is one of the 10 Coastal Project Towns taken up for infrastructure development, under Karnataka Urban Development and Coastal Environmental Management Project (KUDCEMP) of Karnataka and Urban Infrastructure Development and Finance Corporation (KUIDFC) of Government of Karnataka.

### **5 PROPOSED INFORMATION TECHNOLOGY PARK, MANGALORE**

#### **5.1 BACKGROUND**

1. Karnataka State Electronics Development Corporation Limited (KEONICS), at the behest of Government of Karnataka (GoK), intends to develop an Information Technology Park on the site of around 3.25 acres owned by KEONICS in the next to the A.J. Medical college & Hospital campus in Mangalore. IL&FS Education & Technology Services Limited is the Project Advisor for the IT Park project to be developed on PPP mode.

2. Keonics wishes to develop the entire 3.25 acres, the 60% of the area (1.95 Acres) for the development of a state of the Art support facilities for the IT park like a 3 star hotel OR a Convention center OR Service Apartment/ Residential Apartment and 40% of the area (1.30 Acres) for the development of IT Park which is proposed to be bid out through transparent & Competitive bidding process on Build-Operate-Transfer basis for initial period of 30 years.

3. KPTCL and KEB will supply Power to the Project, as per estimated phase wise requirements and on fulfillment of requisite formalities, including but not limited to payment of prescribed charges, by the Preferred Bidder.

4. At present, the requisite infrastructure for supply of potable water by MUDA to the layout is fully functional and main water line is available along the access road, which can be connected. MUDA/ Mangalore Corporation will supply potable water to the Project, based on the Preferred Bidder's application to them with phase wise requirements and fulfilling requisite formalities, including but not limited to payment of prescribed charges. Selected bidder shall establish the requisite infrastructure in terms of roads and utilities within the IT Park.

5. Facilities to be provided by the selected Bidder:

- Aesthetically designed State of the Art IT Park building of around 1.30 Lakh square feet in 1.30 Acres -40% of the site area (workspace, a Business center and conference facilities) to be designed as a (Green Building) to meet the LEED Certification for improved energy optimization in buildings.
- A modern, clean, green, eco-friendly environment is essential. Application of Green Building principles reduces the operating costs by up to 30%, to provide the highest quality of indoor air and ensure optimal health and safety for the employees; which leads to high levels of productivity for ur new cutting edge industries.
- Best practices in Civil Engineering, structural Design as per the relevant IS codes and NBC specifications

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- Heating, Ventilation & Airconditioning systems
- Building Management Systems
- Fire Alarm and Fire fighting systems
- Water & waste water management systems
- Power/ energy saving techniques
- Integrated Network system
- Wireless network
- Security with CCTV Monitoring
- Adequate Car Parking facilities
- Quality work place - Various amenities such as recreational facilities- Gym, Health Club etc
- Value-added amenities: stylish dinning outlet, restaurant, café, Central Park, gym, bank, post office, shuttle bus service, etc.
- High quality of telecom / data com infrastructure
- Connectivity through Bharat Sanchar Nigam Limited (BSNL) Exchange and Software
- Technology Parks of India (STPI)
- 24/7 electricity supply
- 24/7 water supply, including a Hill Service Reservoir
- Garden, landscaping and a recreation center
- Underground drainage system
- Fully asphalted roads with footpath and side gutters
- Need to take care of complete O&M (Operations & Maintenance) and Facility Management of the IT Park

**5.2 KEY PROJECT FIXED PARAMETERS:**

The typical nature of an IT job is that the employees spend most of their time in front of computers. Thus, the internal spaces and the cabins should be so placed that there is a view of the natural environment around the building to create a break in the monotony of seeing the computer screen as well as providing the much needed relaxation to the eyes. Offices at the park will be managed by professional property management and security teams ensuring the companies in the park are in a safe and efficient working environment.

**Open Parameter:** The development of the 60% of the area which is a support facility for the IT Park is open to the bidders to build either a 3 Star Hotel OR a Convention Center OR a Service Apartment OR a Residential Apartment OR a mix of any of these to act as support facility to the IT Park component.

**Fixed Parameter:** While the development of the IT Park building is mandatory over 40% of the site area, the fixed parameter for the IT Park component of the development is as follows-

- Normal space per person varies from 80-150 sq ft in an IT/ITeS company.
- Ambience: Front lawn
- Pollution-free environs
  - Well illuminated and ample ventilation

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- Modern scientific design
- Two capsule passenger elevators with a capacity for 15/20 persons
- Two service lifts with a capacity for 8-10 persons
- Each module having 2 sets of toilets for gents and ladies
- Central air conditioning
- Closed car park must be planned for 50 percent of the capacity and an open car park for about 20 percent of the capacity.
- Parking facility should have a ratio of 1 car park for 800 sq ft allocated
- Two wheeler parking should be separate
- The floor space index is normally taken as 2-2.5, that is, 1 lakh sq ft/acre can be obtained.
- The water table in the area is crucial for basement construction; therefore, it is important that during planning, water for consumption must be taken into consideration.
- The office spaces shall be sub-leased to various IT/ITES/BPO clients
- The sub-lease period is normally for 3 years
- The revenue stream is basically maintenance and is the lease amount
- Water supply should be designed with the help of corporation. The supply to the IT park must be ascertained with the corporation/ MUDA.
- sewerage treatment plant
- The roads can be made for two lanes or a maximum of four lanes depending upon the kind of professionals. For instance, if there are more BPO units, then company-arranged transportation would be more, while IT companies would have more of cars or two wheelers.
- The interiors need to be done for BPO companies. IT companies generally prefer to do the interiors on their own.

**5.2.1 CIVIC INFRASTRUCTURE:**

- Width of lanes and entrance road ranging from 12 to 30 m
- Lighting along the entrance with photo-sensor controls at every 150 m
- water storage facility
- Storm water drain network - depends on the rainfall in the region
- Solar water-heating panels
- Rain water harvesting facility
- Sewage treatment Plant

**5.2.2 POWER:**

- Quality uninterrupted power
- Dedicated 1.5 MVA substation
- Four diesel generator sets having a rating of 250 kW each
- Uninterrupted supply – 33 kV
- Underground power cables

**5.2.3 NETWORK INFRASTRUCTURE AND COMMUNICATIONS:**

- Plug and play offices
- Networked through optic fibre backbone
- STPI could be given a space of one floor to operate a network operating centre (NOC)
- Extend STPI backbone /through fiber and satellite to each module
- A Maximum bandwidth of 15 mbps scalable to 40 mbps

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- Wireless LAN network could be provided
- Seamless Data-Voice Connectivity through multiple service providers
- Point-to-point line circuits, Internet leased lines, video conferencing facilities, and so on.

**5.2.4 VOICE:**

- Services - Basic telephony (on demand), ISDN, data services, point-to point lines, dial-up Internet services, Centrex, and so on.

**5.2.5 SECURITY:**

- Security in a large complex such as an IT Tech Park being a crucial factor, the IT Park must ensure the safety of its occupants with well-planned systems and measures, in accordance with safety norms set down by the National Building Code of India. The IT Park will have 24-hr security systems with a reliable and committed security force backed by state-of the-art surveillance systems.
- All security personnel at the IT Park shall be trained to handle fire emergencies. Fire drills to be held at regular intervals for the occupants of the Park.
- Vehicle tracking and vandalism prevention
- Emergency response team
- Emergency fire and burglar alarm
- Access control systems
- Biometrics security system
- Centralized fire protection with smoke detectors and sprinklers for the common areas

**5.2.6 AMENITIES:**

- Centralized air-conditioning and mechanical ventilation systems
- Convention centre/conference hall

**5.2.7 PROPERTY MANAGEMENT SERVICES:**

- Fire protection system
- Sanitary and plumbing systems
- Electrical installation
- Building security system
- Telecommunication facilities – PCOs/Internet café chains
- Logistics and Transport system
- Car parking systems
- Pest control
- Gardening and landscaping
- Janitorial and cleaning service
- Electricity, mechanical, and sewage facilities regular maintenance and repair
- Round-the-clock technicians responding to all emergency situations

**5.2.8 SERVICES AT IT PARK:**

- Banks/ATM Facilities
- F and B outlets, 24-hour cafeteria/restaurant/food court
- Foreign exchange service

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- Travel agent
- Courier service
- Laundry service
- Stationery store
- Medical clinic
- Health club
- Gymnasium equipped with the best workout apparatus
- An aerobics studio
- A steam room
- Karaoke area
- Reading lounge
- Electronic massage area

**5.2.9 CUSTOMER SATISFACTION SERVICE:**

- The Park's Customer Service Team would offer complete support service allowing companies to start their operations right away.
- The team will help companies start-up their operations in terms of office set-up for new staff and supervise on-site implementation according to client's requirement, thus saving companies time and effort in handling the otherwise mundane task.

**5.2.10 TRANSPORTATION SERVICES:**

The IT Park can take the hassle out of commuting to and from the work place, by providing pick-up and drop-off services from various destinations across the city.

**5.2.11 OFFICE DESIGN:**

Office design services through in-house design staff or tied up local office decoration vendors.

**5.2.12 FURNITURE PROCUREMENT AND RENTAL SERVICES**

- Wide variety of computer-furniture (ergonomic chair and computer desks)
- Storage, panel solutions can be made available to choose from and set up by an in-house service team Computer Equipment Procurements

**5.3 TARGET CUSTOMERS:**

The IT Park shall house tenants from Companies/ firms/SMEs in-

- a) Business Process Outsourcing (BPO)
- b) Information Technology
- c) Software
- d) Hardware, Software embedded hardware
- e) Multimedia, Graphics, Animation
- f) Knowledge Process Outsourcing (KPO)
- g) Engineering Outsourcing
- h) Banking, Finance, back office operations
- i) Advertising, Marketing & publishing
- j) Training & Consulting firms

## **5.4 SITE LOCATION & CONTOUR**

1. The IT Park site is situated near A.J.Medical college and Hospital. This land is free from all encumbrances.
2. Location of IT Park in Mangalore is depicted in Figure. Detailed satellite images of the location of the site and its indicative neighborhood is attached in the report.
3. The site is located at about 1m above the access road level and gradually slopes towards the road and the rear side of the site.

## **5.5 MARKET STUDY & SUGGESTED MIXED LAND USE PLAN**

### **5.5.1 DEMAND SIDE ANALYSIS:**

Industry Growth Projections – The software and services industry continues to be the dominating factor in the overall growth of the Indian industry. The Indian software and services export is estimated at Rs. 78,230.00 crores (US\$ 17.20 billion) in 2004 to 2005, as compared to Rs. 58,240 crores (US \$ 12.8 billion) in 2003 to 2004, an increase of 34.0 percent both in rupee terms and dollar terms. This segment will continue to show robust growth in the next three to five years.

Requirements for attracting IT professionals –

The following parameters were foremost in the minds of IT investors while contemplating investments:

- Location well connected by road, rail, and air with major destinations in India
- Location offers world class infrastructure
- IT Park to developed (40%) along with support facilities (60%) of the area
- Location is enriched with electricity, data-communication, and manpower
- Location offers developed land ready for allotment at attractive prices
- Business and techno-friendly environment
- Single window system for clearing projects
- Substantial portion of commercial tax to be paid back
- Exemption from Central or State taxes/tariff/duties

### **5.5.2 SUPPLY SIDE ANALYSIS:**

- Excellent higher education infrastructure
- Extremely good captive resource for IT specific manpower
- Low costs of operation, thus suitable for IT activities
- Cheap housing facilities for professionals residing within 5 kilometres (km) of their work place and low costs of living mean higher incomes than in most of the other cities.

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- Excellent services offered by the public sector (power, water, transport), new generation banks, and leading financial institutions
- Proactive and investment-friendly State and local Governments
- Less pollution
- Stress-free life as compared to that in metro cities

With the infrastructure woes and cost of operations in Bangalore, many IT/ ITES/BPO firms are moving to tier-2 towns of Karnataka like Mangalore over the past 1-2 years.

## **5.6 BUSINESS PLAN**

1. Based on the Market Study & suggested Land Use Plan, the Consultants has made the following recommendations and has prepared the detailed 20-years' Business Plan for the IT Park, the salient features of which are mentioned below:

- a. significant demand for IT office space in the market and quality 3 star Hotel/ Convention center/ Service Apartment/ Residentail Apartment
- b. It is estimated that more than 10,000 people will be working and visiting IT Park on daily basis on completion of the anticipated real estate developments, which is a captive demand and opportunity for establishing IT Park.
- c. In order to augment the vehicle parking capacity of the IT Park, vehicle parking sites
- d. lighting, water & sewerage infrastructure, greenery and other utility infrastructure as per applicable laws and business park requirements)

## **6.0 PROJECT APPROVALS**

1. KEONICS has obtained the requisite permission for development of a Mixed use IT Park from the Dept. of IT & BT, Govt. of Karnataka for development on PPP Mode.
2. The selected developer shall take all necessary statutory approvals (including the requisite fee for approvals) for the project from MUDA (Mangalore Urban Development Authority), Karnataka State Pollution Control Board (KSPCB) etc, and pursue with these agencies to obtain the requisite clearances.
3. The developer shall take zoning regulations of MUDA for sanctioning building plans as per their respective norms-

## **7.0 PROPOSED PROJECT STRUCTURE**

1. KEONICS (LESSOR) shall lease 3.25 acres of land to the Project SPV (LESSEE) to be incorporated by the Preferred Bidder (CONFIRMING PARTY) on Build-Operate-Transfer (BOT) for a period of 30 years subject to the Preferred Bidder/Project SPV making the requisite payment of up-front land premium to KEONICS on issue of Letter of Intent and on meeting the other terms and conditions of the Lease.
2. LESSEE/Preferred Bidder can develop the Project Site as per the suggested Land Use Plan prepared for the Project based on the detailed Market Study or can suitably modify based on requirements.
3. LESSEE/Preferred Bidder can sub-lease to prospective IT/ ITES/ BPO/ Hotel operators/ Service Apartment operators/ tenants in the project.
4. LESSEE/Preferred Bidder shall be responsible for development, operation and maintenance of common area infrastructure of the complex as a whole during the Lease period, Common area infrastructure shall include, but not limited to, roads, storm water drains, street lighting, common area greenery, potable & non-potable water infrastructure, sewerage infrastructure and rain water harvesting in common areas, solid waste management with requisite tie-up with authorized agencies.
5. LESSEE/Preferred Bidder shall obtain necessary connections for power & water supply from competent authorities and obtain requisite approvals for development, operation & management of IT Park complex and common area infrastructure as a whole during the lease period.
6. At the end of the lease period, the LESSEE/Preferred Bidder shall hand over the Project Assets of the IT Park complex and support facilities complex along with common area infrastructure on “as-is-where-is” basis.

## **8.0 EXPRESSION OF INTEREST**

1. KEONICS now invites Expressions of Interest (EoI) in the prescribed forms enclosed herewith from interested parties for Planning, Design, Finance, Development, Construction, Marketing, Operation and Maintenance of the IT Park building on one acre site on BOT basis for initial period of 30 years.
2. Developers can contact the following persons for additional information/clarifications of the Project:  
Mr.Bandu, GM- Infrastructure,  
KEONICS, #29/1, Race Course Road,  
BANGALORE – 560001  
KARNATAKA STATE, INDIA  
Tel: +91-80- 2226 2203, 2220 0169  
Fax: 91-80-2220 0165  
E-MAIL: keonics\_it\_park@yahoo.com

## **9.0 ELIGIBILITY CRITERIA**

Firms or Consortium of Firms (not exceeding 3 members) should fulfill the following Eligibility Criteria (Finance & Experience Criteria) for submitting the EoI for the Project to KEONICS:

### **A. Financial Criteria:**

1. Minimum Networth (Paid-up Capital + Free Reserves & Surplus – Provisions of Deferred payment obligations) of Rs. 30 Crores as at 31.03.2009 AND minimum cash accruals (Profit After Tax + Depreciation) of Rs. 20 Crores for FY 2008-09

OR

2. Minimum Assets/Funds under Management of at least Rs. 100 Crores as at 31.03.2009

### **B. Experience Criteria:**

1. Should have completed development of at least one IT Park/Industrial/Business Park/SEZ/Special Zone/ 3star Hotel/ Convention center/ Residential Apartment of at least 2 acre site over the past 5 years

OR

2. Should have developed/ constructed real estate projects of at least 5 lakh sq.ft. built-up area in a maximum of 5 projects over past 5 years

OR

3. Should have implemented civil/infrastructure projects worth at least Rs. 50 Crores over past 5 years

Lead Member of the Consortium should meet at least 50% of the above mentioned Eligibility Criteria. For the purpose of evaluation, the financials and experience of the Consortium Members who shall hold at least 10% (ten percent) of equity share capital in the Special Purpose Company (SPC) to be formed for developing the Project (if the Consortium becomes the Preferred Bidder of the Project at the end of the bidding process) for a minimum period of 10 years, shall be considered and added together to evaluate the Financial and Experience Criteria.

Selection of the Preferred Bidder shall be through transparent & competitive bidding process. Request For Proposals (RFP) shall be invited only from those firms/consortia who get shortlisted on evaluation of EoIs received by KEONICS on the basis of the Eligibility Criteria mentioned herein.

## **10.0 DISCLAIMER**

KEONICS has prepared this EoI document solely to assist prospective Bidders in making their decision of whether or not to submit a bid. Neither KEONICS nor any of its authorities or agencies nor any of their respective officers, employees, agents or advisors gives any warranty or make any representations, express or implied, as to the completeness or accuracy of the information contained in this document or any information which may be provided in association with it. Bidders are

required to make their own inquiries and assessment of the project and its potential at their own costs and risks before submitting their EOIs.

## **11.0 EOI SUBMISSION**

1. Bidders shall submit their EoIs as per the prescribed forms in Triplicate (1 “ORIGINAL” and 2 “COPIES”) in 3 separate envelopes clearly marked as ORIGINAL or COPY (as the case may be) at the top right corner of each envelope. Each envelope will be clearly marked as EXPRESSION OF INTEREST FOR DEVELOPMENT OF MIXED-USE IT Park in Mangalore. Authorised representative of the Bidder is required to sign and stamp on each page of the EoI submitted by the Bidder. In the event of any discrepancy between the ORIGINAL and any COPY of the EOI submitted, the ORIGINAL shall be considered for evaluation and all other purposes. All the 3 envelopes (ORIGINAL and 2 COPIES) shall be kept inside an outer envelope clearly marked as EXPRESSION OF INTEREST FOR DEVELOPMENT OF MIXED-USE IT PARK IN MANGALORE.

2. EOI must be delivered to the office of The Director-Operations, Karnataka State Electronics Development Corporation Ltd (KEONICS), #29/1, Race Course Road, BANGALORE – 560001 on or before **10.02.2010 at 1700 hours (5 PM)** (hereinafter referred to as Due Date). EOIs received after the date and time mentioned herein shall not be accepted and returned unopened.

3. Submission of EOI by fax, e-mail or other electronic means will not be accepted. It is the responsibility of the Bidder alone to ensure that its EOI is delivered at the above-mentioned address on or before the above-mentioned date and time.

4. A Bidder can be disqualified if the Bidder:

- (a) Does not meet the Eligibility Criteria of the Project
- (b) Does not submit the EOI in the prescribed forms provided in the EOI Invitation document
- (c) Makes misleading or false representations in the forms, statements and attachments submitted in the EOI
- (d) Has record of poor performance such as abandoning the works, not properly completing the contract, litigation history, or financial failures, etc.
- (e) EOI Submitted is not accompanied with the requisite documentation or is non-responsive

5. KEONICS reserves the right to accept or reject any EOI and to annul the EOI invitation process and reject all EOI, at any time during the process, without assigning any reason and without thereby incurring any liability to the affected Bidder or Bidders and /or any obligation to inform the affected Bidder or Bidders of the grounds for its action. Based on the responses received, KEONICS will have the discretion to modify the minimum pre-qualifying criteria for short listing if required, and only those short listed entities would be awarded the RFP document.

6. Costs, risks and efforts to visit the Project site and carry out any study shall be borne by the Bidder. Such Bidder shall be responsible for death or personal injury, loss or damage to property and any other loss, damage, costs and expenses incurred as a result of the inspection. Further, the Bidder and any of its personnel or agents will release and indemnify KEONICS, IL&FS ETS and its personnel and agents from and against all liability in respect thereof.

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7. EOI submitted by the Bidder shall be valid for a period of 6 months from the Due Date of submission.
8. EOI documents can be downloaded from the website [www.keonics.com](http://www.keonics.com) and shall be accompanied by a DD of Rs.5000 drawn in favour of Karnataka State Electronics Development Corporation, payable at Bangalore.

## **11.1 PRESCRIBED FORMS FOR EOI SUBMISSION**

### **11.1.1 ANNEXURE 1: COVERING LETTER FORMAT**

Place:

Date:

To

#### **The Director-Operations**

Karnataka State Electronics Development Corporation Ltd (KEONICS),  
#29/1, Race Course Road, BANGALORE – 560001

Dear Sir,

Sub: Submission of EOI for Development of Mixed-use IT Park at Mangalore on B-O-T Model

1. We are pleased to submit our EOI (one (1) original + two (2) copies) in response to the EOI Invitation for “Development of mixed-use IT Park at Mangalore on B-O-T Model ”(“Project”) issued by KEONICS”

2. We hereby confirm the following:

(a) We are submitting this EOI on our own.

(OR)

We are submitting this EOI as the Lead Member of a Consortium consisting of the following Members, for and on behalf of the Consortium.

S.No.	Names of Consortium Members	Registered office address & phone nos.	Mailing address & phone nos.
1.	..... (Lead Member)		
2	. ..... (Member)		
3	. ..... (Member)		

(b) We are enclosing the Consortium Agreement signed by all the members of the Consortium, nominating and authorizing us to act as ‘Lead Member’ for implementing the Project.

(c) We have perused the EOI Invitation document and submitting our EOI in compliance with the EOI Invitation.

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(d) All information provided in this EOI is true and correct and all documents accompanying the EOI are true copies of their respective originals.

3. We agree to abide by this EOI during the Validity Period, as specified in the EOI Invitation document and/or as extended by us upon request of KEONICS and it shall remain binding upon us and may be accepted at any time before the expiry of that period.

4. We understand that KEONICS is not bound to accept any or all the EOIs it may receive, without incurring any liability to the Bidders.

5. We understand that KEONICS may cancel the EOI Invitation process at any time, without incurring any liability to the Bidders.

6. We declare that we have disclosed all material information, facts and circumstances, which would be relevant to and have a bearing on the evaluation of our EOI and qualification for subsequent bidding process.

7. We declare that in the event that KEONICS discovers anything contrary to our above declarations, it is empowered to forthwith disqualify us and our EOI from further participation in the EOI evaluation process.

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 2010

(Signature)

(Name of the person)

(In the capacity of)

Company Seal

(Name of firm)

Witness

Signature \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

**11.1.2 ANNEXURE 2:**

**CHECKLIST OF SUBMISSIONS**

No.	Enclosures to the EOI	Status (Submitted/ Not Submitted)	Comments, if any
1	Covering Letter		
2	Letter of Undertaking		
3	Consortium Agreement ( Including Appointing & Authorising Lead Member) (In Case The Bidder Being a Consortium)		
4	Board Resolution/Power of Attorney of the Bidder for the EOI Signatory		
5	General Information		
6	Financial Information		
7	Audited Financial Statements/ Annual Reports		
8	Certified statements of Development/ Construction Experience Details		
9	Experience Certificates for Construction/ Development Experience		
10	Any Other Information/enclosures		

### **11.1.3 ANNEXURE 3:**

#### **FORMAT FOR LETTER OF UNDERTAKING**

[On the Letterhead of the Bidder (in case of Single Bidder) or Lead Member (in case of a Consortium)]

Place:

Date:

To

**The Director-Operations**

Karnataka State Electronics Development Corporation Ltd (KEONICS),  
#29/1, Race Course Road, BANGALORE – 560001

Dear Sir,

Sub: Submission of EOI for Development of mixed-use IT Park in Mangalore on B-O-T model

We confirm that we are not barred by KEONICS, Government of Karnataka (GoK), any other State Government in India (SG) or Government of India (GoI), or any of the agencies of KEONICS/GoK/SG/GoI from participating in any category of IT Park/ infrastructure and real estate projects (Construction, BOT or otherwise) as on due date of Bid submission).

We also undertake to meet the prevailing rules and regulations of Government of India, State Government, local planning & development authority and other competent authorities of the jurisdiction area, the environmental norms of both State and Central Government and all other rules & regulations as applicable.

Thanking you,

Yours faithfully,

(Signature of Authorised Signatory)

(Name, Title, Address, Date)

#### **11.1.4 ANNEXURE 4:**

##### **FORMAT FOR CONSORTIUM AGREEMENT**

(Including Appointing And Authorising Lead Member) (On Requisite Stamp Paper)

THIS AGREEMENT is executed at \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_ 2010 between \_\_\_\_\_ a Company registered under the Companies Act 1956 and having its registered Office at \_\_\_\_\_ (hereinafter referred to as “the Party of the First Part”) and \_\_\_\_\_ also a Company registered under the Companies Act 1956 and having its registered office at \_\_\_\_\_ (hereinafter referred to as “the Party of the Second Part”) and \_\_\_\_\_ also a Company registered under the Companies Act 1956 and having its registered office at \_\_\_\_\_ (hereinafter referred to as “the Party of the Third Part”) [Depends on the number of consortium members, but maximum of 3 members]

##### **WHEREAS**

- I. All the Parties of the First, Second and Third Part are entitled to enter into joint venture/ partnership with any person or persons including a company for carrying on the business authorised by their respective Memorandum of Association.
- II. The Parties hereto propose to participate as a Consortium for the Development of mixed-use IT Park in Mangalore on B-O-T model (hereinafter referred to as the “Project”) by pooling together their resources and expertise, in response to the EOI invitation issued by Karnataka State Electronics Development Corporation Ltd (hereinafter referred to as “KEONICS”).
- III. If the Parties hereto succeed in the Bid, they propose to incorporate a Special Purpose Company (SPC) which will undertake financing, designing, construction, commissioning, marketing, operation and management of the Project during the Term of the Project.
- IV. The Parties hereto are desirous of recording the broad terms of their understanding as set out here below:

**NOW IT IS AGREED BY AND BETWEEN THE PARTIES HERETO AS FOLLOWS:**

1.

M/s. \_\_\_\_\_ shall be the Lead Member of the Consortium for all the purposes of the Project as its true and lawful Attorney to do and execute all or any of the following acts, deeds and things for the Consortium in its name and on its behalf, that is to say:

- (a) To act as the Lead Member of the Consortium for the Purposes of the Project;
- (b) In such capacity, to act as the Consortium’s official representative for submitting the EOI and subsequent Bids comprising Capability Statement, Technical and Financial Bid for the Project and other relevant documents in connection therewith.
- (c) To sign all the necessary documents for the EOI and Bids, including offers, papers, testimonials, statements, undertakings, applications, representations and correspondence necessary and proper for the purpose aforesaid;
- (d) To tender documents, receive and make inquiries, make the necessary corrections and clarifications to all the documents, as may be necessary;

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- (e) To represent the Consortium at meetings, discussions, negotiations and presentations with KEONICS, Competent Authorities, their Advisors and other Project related entities;
- (f) To receive notices, instructions and information for and on behalf of the Consortium;
- (g) To do all such acts, deeds and things in the name and on behalf of the Consortium as necessary for the purpose aforesaid.

2. The Parties hereto agree to carry on the business in Joint Venture on the broad terms and conditions herein through a Special Purpose Company (SPC) to be incorporated by them.

3. The business of the SPC will be that of developing, financing, constructing, operating & managing the Project during the Term of the Project Agreements.

4. In the event the Parties hereto succeed in the Bid for the Project, the SPC will execute the Project in accordance with terms and conditions of the RFP and will execute the Project Agreements and all the documents/ writings/ papers with KEONICS/GOK and construct, commission, operate and manage the project in accordance with the plans/designs sanctioned by the appropriate /concerned authorities.

5. It shall be ensured that the consortium shall hold minimum 51% (Fifty One percent) of the paid-up equity share capital, \_\_\_\_\_ (“the Lead Member”) shall hold at least 26% of the paid-up equity share capital of the SPC, and \_\_\_\_\_ and \_\_\_\_\_ (“Financially Significant Members”) shall hold at least 10% of the paid-up equity share capital of the SPC each, for a period of 10 (ten) years from the date of signing the Project Agreements with KEONICS. Any change in composition of the Consortium/ SPC shall be at the sole discretion of KEONICS and with prior written permission of KEONICS till the completion of ten (10) years from the date of execution of the Project Agreements with KEONICS. After the initial ten years from the date of execution of the Project Agreements, any change in the Member of the Consortium/ SPC shall be with prior written permission of KEONICS and which shall not be unreasonably withheld by KEONICS.

6. The roles and responsibilities of the Members of the Consortium shall be as follow:

(a) The Party of the First Part (Lead Member) shall be responsible for:

- (i)
- (ii)
- (iii)

(b) The Party of the Second Part shall be responsible for:

- (i)
- (ii)
- (iii)

(c) The Party of the Third Part shall be responsible for:

- (i)
- (ii)
- (iii)

(d) Each of the Parties shall be liable and responsible jointly and severally for ensuring due compliance with the terms and conditions of the EOI, RFP and Project Agreements, including:

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- (i) Compliance of all statutory requirements as may be applicable in respect of the Project.
- (ii) Contribute to the joint venture all of its management and business experience, expertise, competence and acumen for the success of the Project.

(Note: Role & responsibility of all members of the Consortium including Financially Nonsignificant Members shall be included in the above para)

7. In case the project is awarded to the Consortium, the Consortium will carry out all the responsibilities as the Confirming Party to the Project Agreements along with the SPC and will comply with all the terms and conditions of the Project Agreement as would be entered with KEONICS.

8. This Agreement shall remain in full force and effect till the Term of the Project Agreements to be executed with KEONICS.

9. Nothing in this Agreement shall be construed to prevent or disable any Party hereto to carry on any business on their own in terms of their respective Memorandum of Association.

IN WITNESS WHEREOF the parties have put their respective hands the day and year first hereinabove written.

Signed and delivered for and on behalf )  
Of the withinnamed M/s..... )  
..... by its Director, ..... )  
.....duly authorised in the presence of )  
..... )

Signed and delivered for and on behalf )  
Of the withinnamed M/s..... )  
...by its Director, ..... )  
\_\_\_\_\_ )  
duly authorised in the presence of )  
..... )

Signed and delivered for and on behalf )  
Of the withinnamed M/s..... )  
...by its Director, ..... )  
\_\_\_\_\_ )  
duly authorised in the presence of )  
..... )

**11.1.5 ANNEXURE 5:**

**FORMAT FOR BOARD RESOLUTION OF THE BIDDER FOR THE BID SIGNATORY**

KNOW ALL MEN by these presents that we, ...[name of the Company], a company incorporated under the Companies Act 1956, having its Registered Office at ...[Address of the Company] (hereinafter referred to as “Company”):

WHEREAS in response to the EOI Invitation for Development of mixed-use IT Park in Mangalore on B-O-T model (hereinafter referred to as the “Project”), the Company is submitting its EOI on behalf of the Consortium for the Project and is desirous of authorizing a person for the purpose thereof.

WHEREAS the Company deems it expedient to appoint Mr. \_\_\_\_\_ son of \_\_\_\_\_ resident of \_\_\_\_\_, holding the post of \_\_\_\_\_ as the authorized signatory of the Company.

NOW KNOW YE ALL BY THESE PRESENTS, that \_\_\_\_\_[name of the lead member company] do hereby nominate, constitute and appoint.....[name & designation of the person].....as its authorized signatory so long as he is in the employment of the Company to do and execute all or any of the following acts, deeds and things for the Company in its name and on its behalf, that is to say :

To act as the Company’s official representative for submitting the EOI for the said Project and other relevant documents in connection therewith;

To sign all the necessary documents, papers, testimonials, applications, representations and correspondence necessary and proper for the purpose aforesaid;

To submit documents, provide information, respond to enquiries, receive and make inquiries, make the necessary corrections and clarifications to the EOI and other documents, as may be necessary;

To do all such acts, deeds and things in the name and on behalf of the Company as necessary for the purpose aforesaid.

The common seal of [name of the company] was here unto affixed	) )-----) [Directors]
--	--------------------------

**11.1.6 ANNEXURE 6:**

**FORMAT FOR GENERAL INFORMATION (TO BE SUBMITTED FOR EACH CONSORTIUM MEMBER)**

S.no	Particulars	Details
1	Basic Information of Organisation	
a)	Name of Firm	
b)	Status in the Project Single Bidder/	Lead Consortium Member / Other Consortium Member (Strike out whichever is not applicable)
c)	Country of incorporation	
d)	Address of the Registered Office in India and Corporate headquarters/office, if any, in India along with telephone and fax numbers	
e)	Communication address along with telephone and fax numbers	
f)	Date of incorporation and / or commencement of business	
g)	Ownership of the Organisation (List of stakeholders / members who own 10% or more stocks & their interest in the company)	
h)	List of current directors	
i)	Other key management personnel	
2.	Brief description of the Company including details of its main lines of business.	
3.	Proposed role and responsibilities of the Company in this project	
4.	Details of individual (s) who will serve as the point of contact/communication within the Company: (a) Name (b) Designation (c) Address (d) Telephone Number (e) E-Mail Address (f) Fax Number	

Note: In case of a Consortium, the information above (1-4) should be provided for all the members of the consortium in separate sheets.

SIGNATURE \_\_\_\_\_

NAME \_\_\_\_\_

DESIGNATION \_\_\_\_\_

COMPANY SEAL COMPANY \_\_\_\_\_

DATE \_\_\_\_\_

**11.1.7 ANNEXURE 7:**

**FORMAT FOR FINANCIAL INFORMATION**

(To Be Submitted for Lead Member and each Financially Significant Member of the Consortium)

**All figures in Currency millions; Please specify the Currency**

**Net-worth related information**

Description	As at 31.03.2009
Paid up Capital (A)	
(add) Free Reserves (B) (If negative, pl. mention within brackets)	
(add) Share Premium account (C )	
Less: Provisions of deferred payments/ obligations (D)	
Total Net-worth (E) = (A)+(B)+(C)-(D)	

**Cash Accruals related information**

Description	FY 2008-09
Profit After Tax (PAT)	
(add) Depreciation	
Net Cash Accruals	

Financial Year: 1st April to 31st March. If different, please mention so clearly.

**Assets Under Management**

Description	As at 31.03.2009
Funds/Assets Under Management	

Please Note:

1. If the Bidder is a Consortium, the above information shall be submitted for the Lead Member and all the Financially Significant Members (more than 10% equity proposed in the project SPC).
2. The Bidder /Consortium shall submit annual reports and audited financial statements (Balance sheet, profit and loss account and if available cash/funds flow statement) for the Lead Member and each of the Financially Significant Members containing the audited financial statements in support of the financial data.
3. If the above-mentioned figures are in currency other than Indian Rupees, such figures will be converted to Indian Rupees at the SBI currency selling rate as at 1.01.2010 @ 3 PM

SIGNATURE \_\_\_\_\_ DATE: \_\_\_\_\_

NAME \_\_\_\_\_ DESIGNATION: \_\_\_\_\_

COMPANY SEAL COMPANY: \_\_\_\_\_

**11.1.8 ANNEXURE 8:  
FORMAT FOR DEVELOPMENT/CONSTRUCTION EXPERIENCE**

S#	Name of Project	Name of Client/ Owner	Location	Type of experience: Construction or Development	Details of Project in terms of Built-up Area (Sq.ft.)	Project Value in Currency Million (Pl. mention Currency)	Constructed / Developed as single entity or as Lead Member of Consortium	Completion Date	Supervision/ Consulting Firm Name
1									
2									
3									
4									
n									

Signature \_\_\_\_\_  
 Name \_\_\_\_\_  
 Designation \_\_\_\_\_  
 Company \_\_\_\_\_  
 Date \_\_\_\_\_

Please Note:

1. Construction/ Development experience shall be as defined in the EOI Invitation issued by KEONICS
2. The claimed experience shall be supported by documentary proof i.e. completion certificates, commissioning certificates duly attested/certified etc. by the statutory auditors of the Company
3. In case of Consortium, the above details are to be given for each Member, as applicable
4. If the Project value is mentioned in currency other than Indian Rupees, such figures will be converted to Indian Rupees at the SBI currency selling rate as at 1.01.2010 @ 3 PM