

Tender Title: E - Tender cum E - Auction for 'Allotment of Galas at SEEPZ SEZ, Mumbai
Tender SEEPZM-IT/9/2025-PROC/01
Tender ID: 2025_SEEPZ_851387_1
Date: 22-03-2025

Sr. No.	Clause No.	Page No.	RFP Clause	Clarification sought/ Queries	Response by Authority
1	3.1, 12(a)	17	Minimum Average Annual Turnover (MAAT) of the Bidder during the last three financial years (FY 2021-22, 2022-23, 2023-24)	<p>If a bidder is not an existing manufacturer exporter, he will not be able to give this information. Will he be at a disadvantage then?</p> <p>Alignment with Government Policies: The Government of India actively supports new entrepreneurship through initiatives like Startup India. However, this clause (MAAT) may act as a barrier for new businesses. May this condition be removed to encourage broader participation?</p> <p>Challenges for DPIIT-Recognized Startups: Many DPIIT-recognized startups are in their early growth phase and may not have a turnover of Rs. 3.00 Lacs per sqm. May this condition be removed to encourage broader participation?</p> <p>Encouraging Startup Growth: Startups require space and support to grow, but the current turnover criteria may limit their participation. May SEEPZ-SEZ consider separate eligibility norms or relaxations to encourage new entrepreneurs and innovative businesses?</p> <p>Alternative Eligibility Consideration: The government supports startups through funding and seed capital under Startup India and other schemes. However, the MAAT condition is highly restrictive and may discourage many startups and new entrepreneurs. May this condition be removed to promote wider participation?</p> <p>Impact on New Entrepreneurs: The high MAAT requirement restricts new startups and entrepreneurs from entering SEEPZ-SEZ, favoring only established players and leading to monopolization. This goes against the intent of promoting new businesses. May the eligibility criteria be removed to ensure fair opportunities for first-time entrepreneurs?</p> <p>Ours is a New Unit and Non Resident Partner located at USA and well rich experience of marketing of Jewellery in USA and our company will bring in Foreign Direct Investment in India. The company / firm in USA has turnover which can be considered for our application as the Jewellery will be procured by the USA based company from Indian Company only. We therefore request you to kindly consider our request to allot the unit to New Company / Firm with Non Resident Partner.</p> <p>Our company Trio Jewels Pvt Ltd is a jewelry manufacturer and 100% export unit specializing in the production of diamond-studded jewelry, operating from its factory at Plot No GJ-02, SEEPZ SEZ. Our company is interested to hire space is NEST 2 for our back office operation. What would be turnover criteria that?</p> <p>What to submit in case the company is newly commenced or a new company for Positive Net worth and no Turnover. As last 3 year average turnover to be considered</p> <p>Ensuring Equal Opportunity in E-Auction: The e-auction process favors established players with strong financial backing, as they can easily outbid startups, SMEs, and MSMEs, making it difficult for new entrants to secure galas. This creates an uneven playing field and discourages innovation-driven businesses. What measures will SEEPZ-SEZ implement to ensure fair competition for startups and smaller enterprises?</p> <p>Changes from Previous Tender Notices: In the previous tender dated 17.10.2024 (which was later cancelled), no such stringent financial conditions were imposed. However, with the e-auction model, established players can easily outbid startups, driving up costs and making it nearly impossible for new businesses to secure space. This directly disadvantages startups and first-time entrepreneurs. Why has this high turnover requirement been introduced now? The earlier tender had more reasonable terms. May SEEPZ-SEZ reconsider this condition to ensure wider participation and encourage new entrepreneurs?</p>	As per Corrigendum 3, Sl. No. 1
				<p>We have another company named Aurifaber Designs Pvt Ltd which was incorporated in Oct 2022 and started its commercial operation from Jan 2024. This company is registered outside SEEPZ. Aurifaber designs Pvt Ltd is interested to start its Jewellery manufacturing activities within SEEPZ. For that purposes it wants to hire space in NEST 2. Two of the directors and promoters of Aurifaber Designs Pvt Ltd and Trio Jewels Pvt Ltd are common. Since Aurifaber Designs Pvt Lts is just a one-year-old company, can we submit historical data of Trio Jewels Pvt Ltd to qualify for technical bid?</p>	Not required, if you are registered as Start-up or MSE please refer to Corrigendum-3. However, you can submit historical data of Trio Jewels Pvt Ltd. for showing capability/ experience before Approval Committee in your application for setting up of unit post issuance of LOI.
				<p>Turnover Criteria: Is average to be taken with past 3 years Turnover or even projection can be considered please clarify?</p>	Turnover criteria is for assessing Financial capability of a Firm, therefore average turnover shall be calculated on the basis of past 3 year actual turnover.
2	4)	53	Estimated Investment Levels and Employment	<p>Projections can be done only considering this date. Means how many months do we need to consider for 2025-26 turnover?</p>	Projections to be submitted Y-o-Y (viz. Year 1, Year 2,)

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3	3.1, 2	16	EMD for each gala is to be paid to Authority. In form of Demand Draft/NEFT/RTGS in favor of "SEEPZ SEZ Authority Fund", payable at Mumbai from any Nationalized / Scheduled Bank only through Regd. Post AD/ Speed Post only	Is the margin money refundable or not? i) If we are not allotted units. ii) If allotted, but we surrender units.	There is no mention of Margin Money in the RFP. However, regarding the Earnest Money Deposit (EMD), please carefully read the following relevant clauses for the refund/forfeiture of the EMD amount: Clause 4.26: Validity of Bids Clause 5.1(d): Tender Process Clause 6.10: EMD may be liable to be forfeited & debarment from Participation. Clause 6.17: Timeline for Compliances and Payment
			If a single bidder is participating for multiple galas, no separate Tender Fees to be paid for each gala	Is bidding process participation is compulsion after paying earnest money? : We understood that we can apply multiple units. During bidding process if we don't choose to take participation in bidding process for some of the units, Can we get a refund on earnest money?	As per RFP clause 3.1.2. Bidder has to pay separate EMD amount for each Gala.
			If a single bidder is participating for multiple galas, EMD (as specified in Table 4) to be paid separately for each gala.	Should we pay EMD of all the Gala's involved in the preferences, OR just the highest EMD of all preferences should suffice ? Whether separate payments to be made or one will go for each application.	
			If a single bidder is participating for multiple galas, EMD (as specified in Table 4) to be paid separately for each gala.	Individual challan has to be generated for each of the gala applied for?	
4	3.1, 5	17	Tender document including Sub-Lease Agreement (attached as ANNEXURE J – DRAFT SUB-LEASE AGREEMENT and all the Addendums/ Amendments/ Replies to the queries duly signed and stamped at each page by the authorized person.	Draft sublease agreement to be submitted with application prior to allotment?	Self attested copy of Draft sublease agreement alongwith seal of firm to be submitted as a part of Bid document.
			Tender document including Sub-Lease Agreement (attached as ANNEXURE J – DRAFT SUB-LEASE AGREEMENT and all the Addendums/ Amendments/ Replies to the queries duly signed and stamped at each page by the authorized person.	We request clarification on the provisions related to sub-lease agreements, including the conditions, eligibility, and renewal process. Additionally, are there any specific restrictions or approval requirements for sub-leasing the allotted galas?	As per RFP
5	4.24	28	E-Auction	In case of single bidder to a gala, will e-auction be applicable	No, in case of single bidder to a gala, eAuction will not be applicable and decision will be taken on the basis of Financial Bid of the single bidder.
6	4.19 (b)	26	Applicability of SEEPZ SEZ SOR: b) E-Auction: The highest offered rental in the Financial Bid by the technically qualified bidder shall be considered the Revised Reserved Rental. A technically and financially qualified bidder may quote a rental amount above the Revised Reserved Rental, but the incremental value must be in multiples of the increment value decided by the Authority, i.e., Rs. 10 (Rupees Ten only). The maximum sealing percentage is 10%.	Does this mean that in the financial bid, a bidder can bid a maximum of 10% over the Reserve Rental of Rs.6,500 per Sq.mtr. per year? Is this limit applicable to e-auction also?	The sealing percentage of 10% is not applicable during the financial bid. It is only applicable during eAuction process. However, it is to be noted that the highest offered rental in financial bid shall be considered as the revised rental for eAuction. Refer illustration below for detail: In order to displace a standing highest bid and to become "H1", a bidder can offer a minimum bid increment or in multiples of incremental value up to or below Max Seal %. For example: If: Incremental value: Rs. 10 Maximum Seal Percentage: 10% Revised Rental after opening Financial Bid: Rs. 10,000 Then: Minimum increment amount: Rs. 10,000 + 10 = Rs. 10,010 Maximum increment amount: Rs. 10,000 + 1,000 = Rs. 11,000 Now, Rs. 11,000 will become the new revised rental, and bidders may quote in the manner mentioned above.
			The highest offered rental in the Financial Bid by the technically qualified bidder shall be considered the Revised Reserved Rental. A technically and financially qualified bidder may quote a rental amount above the Revised Reserved Rental, but the incremental value must be in multiples of the increment value decided by the Authority, i.e., Rs. 10 (Rupees Ten only). The maximum sealing percentage is 10%.	Want to understand that 10% is on earnest bidding rate Rs.6500/- which comes to Rs.6500/- plus 10% Rs.650/- = Maximum Rs.7150/- Does this mean maximum cap of the auction is Rs.7150/- OR 10% maximum increment is allowed every time than previous bid, in this case what is maximum bid cap?	
				As the bid slab rates would be at a maximum sealing of 10%. Is it that if I bid for a floor price of say Rs 7,000 in my application, my Bid in the E-auction would be restricted to a max of 7,700 only, and no more ? OR is it that the 10% is just the upper band per bid whilst the E-auction process ?	
				Is unit allotment dependent only on the highest rent, or are there other factors?	Bidders have to submit all required documents as mentioned in RFP. Technically qualified bidders on the basis of documents submitted in Technical Bid, will be able to participate in eAuction for allotment of galas.
				Concerns Regarding E-Auction & Bidding Increments: The e-auction process requires bidding in multiples of ₹10, which will artificially inflate costs, making it easier for established players to dominate while startups struggle to compete. We request SEEPZ-SEZ to reduce the bidding increment amount to ensure a fair and level playing field for startups and new entrepreneurs.	As per RFP

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7	7.1, 2 (Note)	46	Application form should be filled-in completely in all respects by attaching Annexures, if any and submit along with the Technical bid documents. Incomplete forms will not be considered for allotment of gala. The Competent Authority, SEEPZ SEZ Authority, at his absolute discretion, may reject any application without assigning any reasons. Mere submission of application will not create any right or claim for allotment of plot in favor of the Bidder.	What are Technical Bid Documents other than Annexure A to J?	As per RFP
8	50.5, Annexure G	61	There are 3 technical document file to upload on e-procure portal, OID file (generally PAN card, EMD, Tender fee details, etc) .rar file 1 (prepare different .pdf file of technical document and club them in one) .rar file 2 (prepare different .pdf file of tender document, addendum, query reply and club them in one)	What is OID file and how we will get it for PAN Card, EMD, Tender fee?	OID file is the file containing Other Important Documents. Bidder may refer to Corrigendum 3, Sl. No. 8 in this connection.
			Attested true copy of Partnership deed in case the application is submitted by partnership firm, or Attested true copy of Memorandum of Association and Article of Association/ Bye laws in case of the application is submitted by a company along with	what kind of attestation is required? is self-attestation sufficient?	Yes, Self attestation by Authorized signatory or POA shall be submitted along with Bid in that case
9	2.2 (a)	12	The gala will be allotted to a successful bidder holding valid LOA issued as per Rule 19, sub rule (1) of SEZ Rule 2006 for setting up of Manufacturing/Service (except warehousing and trading) units in the processing area of SEEPZ Special Economic Zone."	As per SEZ Rule 76, service-based industries can operate under different business criteria. We intend to work in the following service sectors within SEEPZ-SEZ: Freight Forwarding & Logistics Services Consulting & Advisory Services Testing, Inspection, and Certification Services Financial and Legal Consultancy Digital Marketing Services Design & Prototyping Services Services auxiliary	As per Corrigendum 3, Sl. No. 2
10	2.1, Para 4	12	Besides that the gala holder has to pay Fire Cess, BMC charges and service charges to the SEEPZ-SEZ Authority towards maintenance of Basic Infrastructure defined as above.	What would be the BMC Charges rate?	As per Corrigendum 3, Sl. No. 5
				Confirmation of service charges, BMC, fire service, and maintenance charges in addition to rent.	
11	3.1, 8	17	Power of Attorney in favor of the person signing the application, bid and other requisite documents, undertaking on behalf of a partnership firm or Resolution of the Board of Directors in case of company	Need to know whether Board Resolution would be sufficient in case of the company & thereby no need for Power of Attorney.	Board Resolution would be sufficient for a company wherein designated person signing requisite documents. Power of Attorney (POA) applicable for a person signing other than the designated person nominated in Board Resolution/ Proprietor / Partners. Format of POA is attached in Corrigendum 3, Annexure 3.
12	6.6 (a)	33	The tender, if submitted on behalf of principals or a Partnership Firm shall be signed either by all the partners or some of the partners or other person/s holding a valid "Power of Attorney" from other partners or all the partners constituting the firm or the principals as the case may be		
13	4.10	24	Technically qualified bidders who have quoted over and above the reserve rental price shall be allowed to participate in the e-auction wherein the highest rental quoted in Financial Bid becomes the Revised Reserved Rental for eAuction. The bidder offering highest rental in e-auction (Offered Rental) over and above Revised Reserved Rental for a gala will be termed as successful bidder and shall be allotted the gala.	How we will get confirmation of the highest bid amount by other units.	During the eAuction, the technically qualified bidder will be able to see H1 quote.

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14	4.5 (d)	21	Upon enrolment, the bidders shall register their valid Digital Signature Certificate (Class II or Class III Certificates with signing key usage) issued by any Certifying Authority recognized by CCA India (e.g. Sify / TCS / nCode / eMudhra etc.), with their profile.	We have created User ID & even DSC has also been successfully applied, but no confirmation Mail or Msg received. So, is this procedure completed?	This is a Technical error, please try with 'Forget password' using mail id as userid or contact technical support mentioned in " Contact us" tab on CPP portal. Also, detail users manual vide https://seepz.gov.in/uploads/174186524967d2c121c2b05Bidder_Registration_User%20Manual.pdf can be referred in this regard
				We, STECKBECK JEWELRY PVT LTD., Unit # 34, SDF II, SEEPZ SEZ are unable to complete Bidder registration process on CPP portal as the Digital Signature is NOT visible on the site. We are Class III DSC for all online transactions on ICEGATE, etc. Request you to kindly help us overcome the TECHNICAL ERROR, if any.	Kindly take assistance from technical support mentioned in "Contact us" tab on CPP portal. https://eprocure.gov.in/eprocure/app?page=FrontEndContactUs&service=pag .
15	6.15	36	The revision in rental of gala shall be as per Draft Sub-lease Agreement.	Rent once fixed, will it be the same for 5 years or there will be any subsequent change	Refer Cl. 4 of Pg 5 of draft sub-lease agreement. Presently it is 5% increment per year.
				What is the incremental charge percentage every year?	
16	4.3 (a)	20	The Bidder shall not be permitted to edit/modify the bid under any circumstances after the last date and time prescribed for submission of tender as specified hereunder. No written or online request in this regard shall be entertained.	Can the bid be revised post submission of Bid? If Yes, then how many times and up to the last Date?	Yes, bidders may resubmit the revised bid till the last date and time of submission of the Bid.
17	50.4	55	ANNEXURE F – FORMAT FOR FORM F	Separate Form F to be submitted for each lot/ cluster of galas applying for?	Separate Form F to be submitted for each gala applying for.
18	4.8, (d) & (e)	23	Submission of Bids - Bidder has to select the payment option as "offline" to pay the Tender Fee and EMD as applicable and enter details of the instrument, ANNEXURE B – FORM OF UNDERTAKING	How to accommodate additional more EMD's in single form? Or can additional applications be filed for each Bid?	Bidder has to pay separately for each EMD and merge transaction proofs of Tender fees and all EMD payments into a single pdf document and upload in Fee document
19	4.24 (c)	28	The Highest Bidder of e-auction shall be the Successful Bidder. The remaining Bidders shall be kept in reserve and may be invited to match the Bid submitted by the Highest Bidder in case such Highest Bidder withdraws or is not selected for any reason. In the event that none of the other Bidders match the Bid of the Highest Bidder, the TEC may, in its discretion, either invite fresh Bids from the remaining Bidders or annul the Bidding Process.	E auction process: when E -auction will be done and if we will get an option to bid again in E- auction to match or compete with the highest bidder in e-auction.	Schedule of eAuction will be shared after opening of Financial Bids. Yes, the bidder may compete with the highest bidder in eAuction. Refer Corrigendum 3, Sl. No. 4 for details
20	50.2	52	Annexure D - DETAILS OF THE UNITS	Inspection and Layout Information: When we will get these information?	As per RFP and Annexure-1 to the Corrigendum-3
21	-	-	General	Can we apply for multiple galas thru one application?	Yes, you may apply for multiple Galas in a single application. However, separate Form F and separate EMD must be submitted for each Gala. There is no restriction on the number of Galas that can be applied for in a single application.
				How many Galas can be bid in single application 4 or 6?	
22	-	-	General	What would be the order of release of the Bid ? As we intend to bid in order of preference which involves galas from different Lots.	Schedule of eAuction will be shared after opening of Financial Bids.
23	-	-	General	How should we put forward our Preference of Gala's ?	Bidder's are advised to participate in Bid as well eAuction for which they are interested. There is no option other than Highest bidding for the Gala in the eAuction. They have to outbid other bidders to get preferential gala.
				Our requirement is for one unit only. Can we apply for 3-4 options?	
				If we are allotted 3 units, can we surrender 2 units?	
24	-	-	General	Is generator backup available for the new building? If not, can you provide space for a new DG setup for our unit?	Bidders may visit the Gala as per process mentioned in Cl. 6.2 of the RFP before bidding.
25	-	-	General	What is the possession date for the new building?	Possession in NEST 02 is expected in June'25. The same is subject to completion of work and availing statutory clearances from other organisations. However, Units will be allowed to start civil interior works immediately after signing of sub-lease agreement
				Date of Possession?	
26	-	-	General	Site not supporting properly – Kindly share requisite configurations / software's & browsers required to operate smoothly.	Kindly take assistance from technical support mentioned in " Contact us" tab on CPP portal. https://eprocure.gov.in/eprocure/app?page=FrontEndContactUs&service=pag .

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27	-	-	General	Flexibility to choose galas during online auction process: What is flexibility to select galas during an auction process when selected unit bidding price is going beyond our desired price? Does applicant has flexibility to move within same grade allotments or has flexibility within all grade allotments?	There is no option to select galas during the Eauction. Bidder can participate in the eauction of the Galas for which they are technically qualified.
28	-	-	General	Direction and dimensions of the property has to be given	As per Corrigendum 3, Annexure 1
29	-	-	General	Annexures to be signed in letterhead of the bidder?	<ul style="list-style-type: none"> - Annexure H Integrity Pact - To be signed in stamp paper - Power of Attorney - To be signed in stamp paper - Annexure A to I (except Annexure D - Details of the Unit) along with declarations and undertakings to be signed in Company Letter Head - All supporting documents to the above Annexures to be signed as per the RFP and corrigendum - Complete RFP, annexures, corrigendum to be signed and seal as token acceptance and acknowledgement