

## Selection of Event Management Agency for Bangalore IT.Biz; Bangalore India Bio and Bangalore Nano

### Response to Queries

A pre-bid meeting was held on May 10, 2011 at the office of Karnataka Biotechnology and Information Technology Services (KBITS). The following are the responses to the queries raised by interested Bidders at the meeting as well as those sent through email/in writing by interested Bidders.

S.No.	<i>Bidder's Query</i>	<b>Response</b>
1.	Appendix VI has been added in the new RFP. This has no mention or reference in the main body of the RFP. Why has this been included?	It is clarified that some bidders requested for such information which would help them understand the past performance of the Bangalore IT.Biz, Bangalore India Bio and Bangalore Nano Events. For the purpose of the same, Appendix VI has been added to the RFP to summarize the key elements of these Events. In addition to Appendix VI, the Event Reports for these events, which are more detailed, have been uploaded on the KBITS website <a href="http://www.bangaloreitbt.in">www.bangaloreitbt.in</a> .
2.	Does a Powerpoint presentation have to be submitted as part of the physical submission?	It is clarified that a CD of the powerpoint presentation has to be submitted along with the physical submission. It is also clarified that the Authority may invite eligible bidders to make a presentation to the Technical Evaluation committee in the format as specified in Appendix-IV. Such a presentation must not exceed 20 to 30 minutes including discussion and questions and answers.
3.	Can we submit other supporting document along with the presentation as part of the CD?	It is clarified that the Bidders may wish to submit these in the CD. However, other evidence such as event reports /newspaper cutouts/post event surveys etc. certified by a Statutory Auditor/Client shall be uploaded on the e-procurement platform: <a href="http://www.tenderwizard.com\KBITS">www.tenderwizard.com\KBITS</a> necessarily.
4.	Please specify the years and the approximate month for which Bangalore Bio will be held.	It is clarified that this will be communicated to the Event management agency at least 6 months prior to the date of the Event.
5.	Can the Average Annual Turnover of any of the group companies be provided in addition to that of the Bidder's in order to meet the Financial Capacity criteria?	For the purpose of Financial Capacity in terms of Average Annual Turnover, the Bidder may, in addition to his own Financial Capacity, provide the Financial Capacity of any one of his Associates. For the purpose of this RFP, an Associate shall mean in relation to the Bidder, a person who controls, is controlled by, or is under the common control with such Bidder. As used in this definition, the expression "control" means, with respect to a person which is a company, the ownership, directly or indirectly, of more than 50% (fifty per cent) of the voting shares of such person.  It is to be noted that along with the proposal, the bidder must submit

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		<p>the following with respect to his Associate:</p> <ul style="list-style-type: none"> <li>• Audited annual reports for the preceding two years (2008-09, 2009-10) of the Associate</li> <li>• Certificate form Statutory Auditor detailing the shareholding pattern (to be provided as per format given in Annex IV)</li> </ul>
6.	<p>During the analysis of three events under consideration it is observed that, the Performance Security Amount of Bangalore India Bio and Bangalore Nano are same. However as per the scale of the events, Bangalore Nano is much smaller in terms of number of exhibitors, exhibition space, number of conference delegates, number of participating organizations etc. Considering these facts we request you to reconsider reduction in different fees for Bangalore Nano Event.</p>	<p>It is clarified the Performance Security Amount will remain unchanged.</p>
7.	<p>The scale of the Nano Event is small. Hence please reduce the Technical Capacity required for the Nano Event.</p>	<p>It is clarified the Technical Capacity for the Nano Event will remain unchanged.</p>
8.	<p>An EMA can quote 3 different editions of the same Exhibition held for different years for the Technical Capacity submissions and the Technical Proposal. Please change this, such that only one edition per Exhibition can be submitted.</p>	<p>It is clarified that the original provisions of the RFP will remain unchanged.</p>
9.	<p>In the definition of "Exhibition" the words "any other technology" is used. What does "any other technology" specify?</p>	<p>The definition of "Exhibition" for the purpose of this RFP shall be as given below:                      "any combination of events and seminars or conferences or discussions or workshops related to science, technology, fields like IT, biotechnology, Nanotechnology, semi conductors and should have at least 50 exhibitors, 200 conference delegates and 25 speakers."</p>
10.	<p>What is the marking scheme of the Technical Proposal?</p>	<p>It is clarified that under Article 3.4.1 the Maximum Marks for Parameters 1(Number of exhibitions conducted in the last 3 financial years preceding the Proposal Due Date), 2 (Exhibition Management Success History) and 3(Conceptual Plan) will be 25, 45 and 30 respectively.</p>
11.	<p>In Article 3.3.3, it is mentioned that the Proposal must be accompanied by the Audited Annual Reports of the Bidder for the last 3 (three) financial years. This is not consistent with other provisions of the RFP. please clarify the number of years for which the Audited Annual Reports of the Bidder must be submitted.</p>	<p>It is clarified that the Bidder shall submit the Audited Annual Reports of the Bidder for the financial years of 2008-2009 and 2009-2010.</p>

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12.	Please specify the timelines for the opening of the Financial Proposals.	The exact timelines for the opening of the Financial Proposals cannot be specified at this stage as it depends on the number of proposals that are received. However, KBITS shall endeavour to complete the entire process of opening of Key Submission, Qualification Submission, Technical Proposal, hard copy submission and Financial Proposal and their Evaluation by 31 May, 2011.