

RFP No. 1 – ITPO / Expo2025 / F&B / 2025
India Trade Promotion Organisation

Date: 28th January 2025
Bharat Mandapam, New Delhi

Subject: REQUEST FOR PROPOSAL (RFP) for Selection of Concessionaire for operationalizing the earmarked spaces for Food & Beverage Activities in Pavilion of India – Bharat Pavilion at Expo 2025, Osaka (Japan) dated 17 January 2025

Pre-Bid Queries Clarifications and Corrigendum No. I

I. PRE-BID QUERIES CLARIFICATIONS:

S.no.	Pre-bid Query	Clarification/Corrigendum
1.	Eligibility Criteria: The majority shareholder of the Bidder/Lead Partner must be either Citizen of India OR Overseas Citizenship of India (OCI) OR Person of Indian Origin(PIO) Any of the following documents of the majority shareholder of the Bidder/Lead Partner: a) Valid Indian Passport, OR b) Valid Overseas Citizenship of India (OCI) card, OR c) Valid Person of Indian Origin (PIO) card (We are Confusing about that lines of RFP) It means only Indian citizens can do food and beverage business inside the Indian pavilion who are registered in Japan ? or Major shareholder (60%) is an Indian citizen and the rest of the shareholder (40%) is other than citizens of India who are registered in Japan ?	As per RFP clause no. 5, the majority shareholder of the Bidder/Lead Partner need to be either Citizen of India or valid OCI/PIO cardholder and so the minority shareholders of the Bidder or shareholders of minority partners of the JV/consortium may be Japanese citizens. The Eligibility Criteria and credentials required for Technical Evaluation Marks may be fulfilled by a Bidder (in case of sole Bidder) or by the JV/Consortium partners, EXCEPT for the RFP clause no. 5.(1) (Bidders Legal Status)
2.	Tender Amount: The tender lumpsum amount is indicated by Japanese yen or Indian rupees ?	As per RFP Annexure-5, the Financial Bid is to be in Japanese Yen (JPY).

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3.	Request for Space and Layout Information: Could you provide the dimensions and floor plans for each store? I would like to consider kitchen arrangements and other details.	The proposed layout of Pavilion of India is given in RFP Annexure-1. The detailed drawings are under-submission to the Expo Authority for approval.
4.	Use of Propane Gas: I understand propane gas will be used. Is it possible to use gas within the X-type premises? Additionally, how should gas be purchased?	Refer to the related guidelines of Expo Authority/Osaka (Japan).
5.	Electricity Payment: Will each store have a separate electricity meter so that individual billing can be calculated?	Refer to RFP clause no. 4.1.5 and 4.1.13.
6.	Water Billing: Will water flow meters be installed for each store to enable individual billing?	Refer to RFP clause no. 4.1.13.
7.	Interior Work: Would it be possible to complete the interior construction up to the C-work stage? It would be very helpful if we only need to handle the delivery and installation of equipment.	Refer to RFP clause no. 4.1.7 and 4.1.14.
8.	Signage Production: How will the production of signage be handled?	Refer to RFP clause no. 4.1.7, clause no. 4.1.14 and related guidelines of Expo Authority/Osaka (Japan).
9.	Menu Limitations: Is there a limit to the number of menu items we can offer?	Refer to RFP clause no. 4.1.8, clause no. 7.3.10 and related guidelines of Expo Authority/Osaka (Japan).
10.	Alcohol Service: Will we be allowed to serve alcohol?	Refer to RFP clause no. 7.3.8 and related guidelines of Expo Authority/Osaka (Japan).
11.	Backyard Storage: As we will need to handle a large quantity of materials and products, is there a designated backyard or storage area?	Refer to RFP clause no. 4.1 (space for F&B Activities in Pavilion of India) and in case of any change in actual allocated area then clause no. 6.2 would be applicable.
12.	Restocking: During the Event If we sell out of items, will it be possible to bring additional materials or products to the store during the event?	Refer to the related guidelines of Expo Authority.

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13.	Waste Disposal: Where should we dispose of waste? How should waste be sorted?	Refer to the related guidelines of Expo Authority.
14.	Rain Protection: Have rain countermeasures been implemented for each store? It would be problematic if customers get wet.	Refer to RFP Annexure-1 wherein the majority earmarked areas are outdoor and so full protection from elements of nature cannot be provided. However, as per RFP clause no. 4.1.7, the Allottee may undertake additional covering for weather/security subject to related guidelines of Expo Authority/Osaka (Japan).
15.	Grease Traps: Are grease traps installed for drainage in each store?	Refer RFP clause no. 4.1.6 wherein majority cooking is to be done in the off-site Base Kitchen. Refer RFP clause no. 4.1.4 wherein final cooking may be done in the Food Truck/Kitchen where suitable arrangements may be done by the Allottee subject to related guidelines of Expo Authority/Osaka (Japan).
16.	Refueling for Food Trucks: As food trucks require gasoline, will we be able to freely leave and re-enter for refueling? Alternatively, is on-site refueling available?	Refer to the related guidelines of Expo Authority.
17.	Entry Permits: If a registered staff member is unavailable due to illness or other reasons, will temporary entry permits be issued to replacement staff?	Refer to the related guidelines of Expo Authority.
18.	Daily Supply Deliveries: Is it necessary to register vehicles for daily supply deliveries?	Refer to the related guidelines of Expo Authority.
19.	Courier and Transport Services: If we use courier or transport services with different vehicles or drivers each time, how should we submit requests? Will courier or transport vehicles be allowed to enter the venue and deliver items directly to the pavilion?	Refer to the related guidelines of Expo Authority.

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20.	Daily Sales Data: Will we be able to view daily sales data for each product in each store?	Refer to the related guidelines of Expo Authority.
21.	Dedicated Staff: Entrance Where is the dedicated entrance for staff at the Osaka Expo 2025 venue?	Refer to the related guidelines of Expo Authority.
22.	Changing Rooms: Are there gender-separated changing rooms within the India Pavilion? If so, can store staff use these facilities for changing ?	Refer to RFP Annexure-1 wherein the Green Rooms of the Multipurpose Hall may be used as staff changing room subject to availability.
23.	If possible please provide the expo portel guidelines about the Indian pavilion.	Refer to the RFP clause no. 7.1 wherein some of the related guidelines of Expo Authority are compiled at the given Google Drive link.
24.	Would the use of ‘temperature-controlled coal tandoor’ be allowed in the food/kitchen truck?	Refer to related guidelines of Expo Authority/Osaka (Japan).
25.	Would there be tapping points for electricity and water near the food/kitchen truck and 4 nos. F&B counters?	The electricity/water tapping points requirements of the Allottee would be examined in consultation with the construction agency, subject to guidelines of Expo Authority/Osaka (Japan).
26.	The size of each F&B counter and number of F&B counters may be increased to cater to large number of visitors.	Refer to RFP clause no. 4.1 (space for F&B Activities in Pavilion of India) and in case of any change in actual allocated area then clause no. 6.2 would be applicable.
27.	A reasonably wide pathway need to be maintained from behind F&B counters to have seamless supply between counters and food/kitchen truck. After this, how much additional space may be available for allotment behind the F&B counters for keeping food, disposables, etc. to supplement the counter space.	This would be explored in mutual consultation at the time of on-site preparations and in case of any change in actual allocated area then clause no. 6.2 would be applicable.
28.	Pantry inside the Type-X block may be allowed to be used for serving general visitors.	Refer to RFP clause no. 4.1.4.(c).

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29.	Provide video of the latest actual progress of the Pavilion of India.	Work would start shortly after the permission is received from the Expo Authority. The photos of the raw Type-X block allotted for Pavilion of India and representative indicative walkthrough video (subject to change based on requirement/Expo Authority directions) have been uploaded on the Google Drive link given in RFP clause no. 7.1.
30.	Reserve Price	Refer to RFP clause no. 3.5.7 wherein Bidder shall quote in Lumpsum (in JPY).

II. The following timelines of the RFP Data Sheet have been revised:

Description	Current timelines	Revised timelines
Submission Details	End date/time: 30 January 2025 at 6 PM (JST)	End date/time: 03 February 2025 at 6 PM (JST)
Technical Bid Opening date	31 January 2025	04 February 2025
Technical Presentation by the Bidders qualifying the Eligibility Criteria	05 February 2025	07 February 2025
