

AIRPORTS AUTHORITY OF INDIA  
O/o MEMBER(PLANNING)

No. AAI/Member (Plg)/Tech-Inst./2009

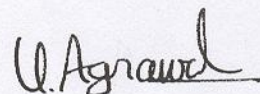
25<sup>th</sup> May, 2009

**TECHNICAL INSTRUCTION No. 37**

**JOINT VENTURES/ CONSORTIUM OF FIRMS**

1. At present Joint Venture Companies/ Consortium of Firms are permitted to bid for AAI works costing more than Rs. 5.00 crores. Standard Press tender notice and NIT for display on AAI website are given in para 9.11.2.1 and Appendix 2, 3 and 4 of Works Manual.
2. Recent experience, where JV companies or Consortiums have bagged the AAI works, has brought following short comings at execution stage :-
  - i) Main lead partner based on whose experience, resources, capabilities, the JV or Consortium was short-listed, is totally missing from site.
  - ii) Project is left to relatively inexperienced second partner, who has limited resources – financial as well as technical.
  - iii) All written and oral communications are done by the other partner on behalf of JV company or Consortium, which results in AAI dealing with an inexperienced and less resourceful firm/ company. Delay in projects completion becomes inevitable with AAI as helpless spectator.
3. Keeping in view the past experience, Competent Authority has decided to bring out some changes:-
  - i) Joint Venture Company/ Consortium of Firms to be permitted for works costing Rs. 50.00 crores or more.
  - ii) Second partner or member of JV company/ Consortium to meet 40% of Pre-qualification criteria.
  - iii) It should be mandatory for lead partner to attend all the Progress Review Meetings and be answerable to all issues relating to project.
4. Accordingly, Appendix 4 on page A-5 of Works Manual, stands superseded with modified Appendices 4A and 4B.
  - **Appendix 4A** - Standard format of tender notice to display on AAI website for work of estimated cost from Rs. 5 crores to Rs. 50 crores.
  - **Appendix 4B** - Standard format of tender notice to display on AAI website for work of estimated cost more than Rs. 50 crores.
5. Instructions issued may be implemented with immediate effect.

Encl: Appendix 4A & 4B



( V. P. Agrawal )  
Chairman

**Distribution**

As per attached list