

AIRPORTS AUTHORITY OF INDIA

Directorate of Land Management

Safdarjung Airport,

New Delhi-110 003

Name of work: Establishing Flying Training Organizations (FTO) at Kadapa Airport.

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Certified that this RFP contains ENIT pages from 1 to 10 (One to Ten) and RFP pages from 1 to 88 (One to Eighty-Eight) and Lease Agreement pages 1 to 106 (One to One hundred and Six) only.

**(Senior Manager (Land Management))
CHQ, Safdarjung Airport, New Delhi-110003**



AIRPORTS AUTHORITY OF INDIA
Directorate of Land Management, New Delhi - 110 003

REF. NO: AAI/CHQ/LM/FTO /KADAPA/2025-26/

Date: 24.02.2026

NOTICE INVITING e-TENDER (2 BOT - 2 Envelope Open Tender)

(Bid Reference No.: 2026_AAI_268566_1)

1. Item Rate E-tenders are invited through the e-tendering CPP Portal by **SM (LM), CHQ, Safdarjung Airport, New Delhi** (Bid Manager) for and on behalf of Chairman, AAI from the eligible Bidders for the work of “**Establishing Flying Training Organizations (FTO) at Kadapa Airport**” with concession period of **25 (Twenty-Five) Years**.
2. The tendering process is online at CPP-portal URL address **<https://etenders.gov.in/eprocure/app>** or **www.aai.aero** Prospective Tenderers may download and go through the tender document.

Prospective Tenderers are advised to register themselves at CPP-portal, obtain ‘Login ID’ and ‘Password’ and go through the instructions available in the Home Page after log in to the CPP Portal **<https://etenders.gov.in/eprocure/app>** or **www.aai.aero** They should also obtain Digital Signature Certificate (DSC) in parallel which is essentially required for submission of their application. The process normally takes 03 days’ time. The tenderer may also take guidance from AAI Help Desk Support through path **aai.aero/tender/e-tender/help** desk support.

- (i) For any technical related queries please call the Helpdesk. The 24 x 7 Help Desk details are as below: -
Tel: 0120-4711508, 0120-4001002, 0120-4001005, 0120-6277787 E-mail: **support-eproc@nic.in**

International bidders are requested to prefix 91 as country code.

Tenderers are requested to mention the URL of the Portal and Tender ID in the subject while emailing any issue along with the contact details.

Before submitting queries, bidders are requested to follow the instruction given in “**Guidance for Registration on CPPP and Online Submission of Bid**” and get their computer system configured according to the recommended settings as specified in the portal at “**System Settings for CPPP**”.

- (ii) For any further technical assistance with regard to functioning of CPP portal the tenderer may contact to the following AAI help desk numbers on all working days only between

Sl. No.	Support Persons	Escalation Matrix	E-mail Address	Contract Numbers	Timings*
1	Technical Help Desk Team	Instant Support	eprochelp@aai.aero	01124632950 Ext. 3512	0800-2000 Hrs. (MON – SAT)
2	JE (IT)	After 4 Hrs. of Issue	etendersupport@aai.aero or vaibhav_g@aai.aero	011-24632950 Ext. 3523	0930-1800 Hrs. (MON-FRI)
3	Sr. Manager (IT)	After 12 Hrs.	shripatim@aai.aero	01124632950 Ext. 3509	0930-1800 Hrs. (MON–FRI)
4	Jt. GM (IT)	After 24 Hrs.	Sunil.km@aai.aero	01124632950 Ext. 3506	0930-1800 Hrs. (MON –FRI)
5	General Manager (IT)	After 03 Days.	gmit@aai.aero	01124657900	0930-1800 Hrs. (MON –FRI)

*The help desk services shall remain closed on all Govt. Gazetted Holidays.

Tender processing fee of Rs. **59,000/-** (Indian Rupees Fifty-Nine Thousand Only) (incl. GST @ 18%), non-refundable will be required to be paid online on CPP portal only.

Earnest Money Deposit (EMD)/Bid Security of Rs. **10,00,000/-** (Indian Rupees Ten Lakh) will be required to be paid online on CPP portal;

or

EMD/Bid Security may be submitted online on CPP portal or in the form of Bank Guarantee (including e- Bank Guarantee) from any of the Scheduled Commercial Bank (i.e. Indian or Foreign Banks included in the Second Schedule of Reserve Bank of India Act,1934 excluding Co-Operative /Regional Rural Banks).

The Bank Guarantee (PBG/BG-SD/FBG) in accordance with the bank details as:

CORPORATE NAME : **AIRPORTS AUTHORITY OF INDIA**
BANK NAME : **ICICI BANK**
IFSC CODE : **ICIC0000007**
BG ADVISING MESSAGE : **IFN760COV (BG ISSUE)**
: **IFN767COV (BG AMENDMENT)**

UNIQUE IDENTIFIER CODE (7037): AAICORHQ (to be mentioned in field 7037 of the BG advising message code).

3. Following 2 envelopes shall be submitted through online at CPP-portal by the tenderer as per the following schedule: -

CRITICAL DATE SHEET

Bid Inviting Authority	SM(Land Management)-Airports Authority of India
Name of the RFP	Establishing Flying Training Organizations (FTO) at Kadapa Airport
Bid Reference No.	2026_AAI_268566_1
Tender Processing fee	Rs. 59,000/- (Indian Rupees Fifty Nine Thousand Only) (i/c GST)
Performance Security - Bank Guarantee	As per the format attached at Schedule – E of the Lease Agreement.
EMD /Bid Security	Rs. 10,00,000/- (Indian Rupees Ten Lakh only) as per the format attached at Appendix- 21 of RFP.
Email address to send Pre-bid queries	Email: <gokulg@aai.aero>
All communication to be addressed to	Executive Director (LM/BDU), Safdarjung Airport, New Delhi- 110003
Publication of Tender Documents at CPP Portal	24.02.2026
Bid Document Download/Sale start Date	24.02.2026 from 1800 Hrs
Clarification/Pre-Bid Query Start date	24.02.2026 from 1800 Hrs
Site visit by the Bidders	Request through email during Tender Sale period to be conducted in coordination with AAI
Pre-bid conference	10.03.2026 at 1100 hrs. at AAI's Corporate Head Quarters, New Delhi
Last date for receiving Clarification/pre-bid queries	12.03.2026 upto 1500 hrs
Last date of Authority response to Clarification/ pre-bid queries	24.03.2026 - 1800 Hrs
Bid Submission Start Date	24.02.2026 from 1800 Hrs
Last date for sale / downloading the Bid Documents from the CPP portal	15.04.2026 upto 1800 Hrs
Last date for online Bid submission (Bid Due Date)	20.04.2026 upto 1800 hrs.
Last date of Physical Submission of Original Bank Guarantee Against Bid Security.	23.04.2026 upto 1800 hrs.
Opening date and time of Technical Bid	30.04.2026 at 1500 hrs
Opening date and time of Financial Bid	22.05.2026 at 1500 hrs (Tentative)

1. *Under no circumstances bid procedure related queries shall be referred to the Independent External Monitors (IEMs).*

A. Envelope-I (Technical Bid and Pre-qualification): Bid containing following:

- i. **EMD:** Proof of online payment through payment gateway in CPP Portal or in the form of BG with copy of the SFMS (Structured Financial Messaging System) BG confirmation message sent by the BG issuing bank to ICICI bank, if EMD not paid online on CPP Portal (as per **Appendix-14 in RFP**)

Note:

2. *If the bidder has any query related to the Bid Document of the work, they should use 'Seek Clarification' on CPP portal to seek clarifications. No other means of communication in this regards shall be entertained.*

- ii. Acceptance Letter on Letter Head as per **Appendix-1 in RFP**
- iii. Undertaking for GST compliance by the bidder as in **Appendix-2 in RFP**.
- iv. Scanned copy of Net worth, CA certified having UNID no as per, **Appendix-3 in RFP**.
- v. Duly filled letter comprising the bid as per **Appendix-4 in RFP**.
- vi. Power of Attorney for signing the Bid as per Performa given at **Appendix-5 in RFP**.
- vii. Duly filled Statement of Legal Capacity as per **Appendix-6 in RFP**
- viii. Duly filled Declaration as per **Appendix- 7 in RFP**.
- ix. Scan copy of Payment receipt of Bid Processing Fee at CPP Portal in **Appendix. 8 in RFP**.
- x. Duly filled Particulars of Bidders along with supporting documents as per **Appendix-9 in RFP**.
- xi. Duly filled Details of Technical capacity of the bidder as per **Appendix-10 in RFP**.
- xii. Duly filled Details of Financial capacity of the bidder as per **Appendix-11 in RFP**.
- xiii. Duly filled Integrity Pact as per **Appendix-13 in RFP**.
- xiv. Duly filled Undertaking regarding Blacklisting Debarment on Bidders Letter Head as per **Appendix-15 in RFP**.
- xv. Duly filled Performa for declaration by bidder for compliance of order on Restriction under Rule 144(xi) of the General Financial Rules (GFRs)-2017 as per **Appendix-17 in RFP**.
- xvi. Duly acknowledging format of consent letter of dispute resolution as per **Appendix-19 in RFP**.
- xvii. Duly acknowledging the format for opting mediation in existing agreement as per **Appendix-20 in RFP**.
- xviii. Duly filled format of Board Resolution (If Applicable) as per **Appendix-23 in RFP**
- xix. Scanned copy of Permanent Account Number (PAN) certificate

Note: -The bidders are advised to submit copies of relevant documents only. Submitting of unnecessary bulky document should be avoided.

B. Qualifying requirements of consultant / tenderers containing the following:

I. No.	Eligibility Criteria	Supporting Documents
1	Financial Capacity	
i)	The Applicant shall have a positive net worth in anyone of the three preceding financial years ending 31 st March 2025. In case the Applicant is formed/registered in the current financial year, the condition of positive net worth shall not apply	As per RFP
2	Technical Capacity	
i)	<p>Applicant shall be, as on the Bid Due Date:</p> <p>(a) Proprietary or Partnership Firm/ LLP or Public or Private Limited Company; or</p> <p>(b) Central or State Government Organizations or their undertakings. Or</p> <p>(c) A trust or society registered under the appropriate act.</p> <p>However, Bidders shall provide self-declaration, as per para 23 of Appendix-4, that it will procure necessary approvals from all concerned authorities.</p>	As per RFP
3	Blacklisting Declaration	
i)	<ul style="list-style-type: none"> • The Bidders should have never been involved in any illegal activity or financial frauds. • The Bidders should not have been blacklisted by any Government Agency/ Public Sector Undertaking/ Autonomous Bodies of Government/ Reputed Corporates for breach of applicable laws or violation of regulatory provisions or breach of agreement. 	As per RFP

Note:

1. ~~Applicant should have successfully completed or substantially completed the works of similar nature during last seven years ending last day of month previous to the one in which tenders are invited.~~

- ~~2. The Experience Certificates of works completed pre GST era, Completion amount will be divided by 1.12 (to exclude pre GST taxes) to make it at par with experience certificates of post GST era but excluding GST.~~
- ~~3. Experience gained by executing work on back to back contract/ Sub-contract basis is acceptable in the following conditions:
 - ~~i) Work should be actually executed by the second agency (sub-contractor) with due concurrence of the owner as tripartite agreement/ written approval. It should be backed by valid agreement and experience certificate.~~
 - ~~ii) Payments received by second agency should be reflected in TDS certificates.~~~~
- ~~4. Experience gained in composite works for the specialized nature of works were executed by main contractor either by in house expertise & experience or by engaging the specialized agencies with the approval of main client as per contract conditions. In such cases, main contractor as well as specialized agency both get the experience certificate for the same work from their respective client(s) i.e. main contractor for composite work along with specialized works from owner and specialized agency for specialized work(s) from the main contractor. In this situation, the experience certificate of either specialized agency or main agency having in house expertise & experience, who has actually executed the specialized work(s), shall be considered for Technical /Pre-qualifying criteria in similar specialized nature of work(s).~~
- ~~5. Substantial completion shall be based on **80 (eighty) percent of awarded cost** or more value wise works completed under the contract. The certificate to this effect shall be provided by the Client/Statutory Auditor.~~
- ~~6. The value of executed works and consultancy shall be brought to current costing level by enhancing the actual value of work at simple rate of 7% per annum, calculated from the date of completion to date of bid opening (Cover I/ Technical bid).~~
7. Client certificate / statutory auditors for experience should show the nature of work done, the value of work, date of start, date of completion as per agreement, actual date of completion and satisfactory completion/substantial completion of work. **Tenderers showing work experience certificate from non-government/non-PSU organizations should submit copy of tax deduction at sources (TDS) certificate(s) along with a certificate issued by registered Chartered Accountant, clearly specifying the name of work, total payment received against the work and TDS amount for the work.**
- 8. Each and every page shall be signed and sealed by the Authorised Signatory.**
9. If the Applicant is an LLP entity, Client Certificates or Self certification is allowed from Partner of the firm.
 - i. Scanned copy of all the Documents of Envelope-I mentioned above shall be submitted on the CPP portal. If EMD not paid online on CPP Portal, Original/Hard Copies of Insurance Surety Bond/ BG against EMD is required to be submitted/sent to the Senior Manager (Land Management), CHQ, Safdarjung Airport, New Delhi-110003 (Bid Manager) on or before date & time mentioned in CRITICAL DATA SHEET. The bidder, whose Insurance Surety Bond/ BG against EMD are not received by the date & time mentioned in critical data sheet, then their tenders will be liable to be rejected.

Any postal delay will not be entertained.

The Envelope containing original BG should be super scribed with:

Envelope to be opened not before _____ (date and time as per critical data sheet), for the work “Establishing Flying Training Organizations (FTO) at Kadapa Airport.”.

Postal Address: **Executive Director (LM/BD), Directorate of Land Management, Airports Authority of India, CHQ, Safdarjung Airport, New Delhi-110003.**
Name of bidder: _____.

Envelope-II: - The Financial e-Bid through CPP portal.

- a) Concession fee shall be quoted in the format provided in **Appendix-12** and no other format is acceptable. If the price bid has been given as a standard BOQ format with the tender document, then the same is to be downloaded and to be filled by all the bidders. Bidders are required to download the BOQ file, open it and complete the blue coloured (unprotected) cells with their respective financial quotes and other details (such as name of the tenderer). No other cells should be changed. Once the details have been completed, the tenderer should save it and submit it online, without changing the filename. If the BOQ file is found to be modified by the bidders, the bid will be rejected.
- b) Proposals submitted by any means other than mentioned above shall be rejected by the Authority.
- c) The Authority reserves the right to modify the procedure for submission of Proposals at the later stages of the Selection Process.

3. Refund of EMD/Bid security:

EMD/Bid Security, deposited by all the bidders except the confirmed highest bidder shall be returned within 30 days from the date of opening of the financial bid. EMD/Bid Security of the successful bidder shall be returned on receipt of performance bank guarantee as per the terms of the agreement.

4. Bid Submission:

The tenderer shall submit their application only at CPP Portal: **<https://etenders.gov.in/eprocure/app>**. Tenderer/Bidders are advised to follow the instructions provided in the tender document for online submission of bids. **Tenderers are required to upload the digitally signed file of scanned documents as per Para 2. Bid documents may be scanned with 100 dpi with black and white option which helps in reducing size of the scanned document.**

Uploading of application in location other than specified above shall not be considered. Hard copy of application shall not be entertained.

5. Not more than one tender shall be submitted by one tenderer or tenderers having business relationship. Under no circumstance will father and his son(s) or other close relations who have business relationship with one another (i.e. when one or more partner(s)/director(s) are common) be allowed to tender for the same contract as separate competitors. A breach of this condition will render the tenders of both parties liable to rejection.

6. Tenderer who has downloaded the tender from Central Public Procurement Portal (CPPP) website <https://etenders.gov.in/eprocure/app>, shall not tamper/modify the tender form including downloaded price bid template in any manner. In case if the same is found to be tampered/modified in any manner, tender will be completely rejected and EMD would be forfeited and tenderer is liable to be banned from doing business with AAI.

7. **Bids Opening Process is as below:**

Envelope-I [EMD/Bid Security, Technical bid and Pre-qualification]:

Envelope-I containing documents as per Para 2) (uploaded by the tenderers) shall be opened on date & time as mentioned in CRITICAL DATE SHEET.

If any clarification is needed from the tenderer about the deficiency in his uploaded documents in Envelope – I, he will be asked to provide it through CPP portal, if required. The tenderer shall upload the requisite clarification/documents within time specified by AAI, failing which it shall be presumed that bidder does not have anything to submit and bid shall be evaluated accordingly.

The intimation regarding acceptance/rejection of their bids will be intimated to the tenderers through CPP portal.

Envelope-II (Financial Bid):

Envelope-II containing financial bid of the tenderers found to be meeting the technical criteria and qualifying requirements shall be opened on date & time mentioned in CRITICAL DATA SHEET. **(In case the date and time for opening of Envelope-II (Financial bid) is required to be changed, the same shall be intimated through CPP Portal).**

8. AAI reserves the right to accept or reject any or all applications without assigning any reasons. AAI also reserves the right to call off tender process at any stage without assigning any reason.
9. AAI reserves the right to disallow the working agencies whose performance at ongoing project (s) is below par and usually poor and has been issued letter of restrain/Temporary or Permanent debarment/black listing by any department of AAI. **AAI reserves the right to verify the credential submitted by the Tenderer at any stage (before or after the award the work). If at any stage, any information /documents submitted by the applicant is found to be incorrect/false or have some discrepancy which disqualifies the tenderer then AAI shall take the following action:**
 - a) **Forfeit the entire amount of EMD/Bid Security submitted by the tenderer.**
 - b) **The Tenderer shall be liable for debarment for a period upto two years from tendering in AAI, including termination of the contract apart from any other appropriate contractual/legal action.**
10. **Consortium shall be permitted.**

11. Purchase preference to Central Public Sector Undertaking shall be applicable as per the directive of Govt. of India prevalent on the date of acceptance.
12. ~~Concessions to Indian Micro & Small Enterprises (MSEs) units registered with DIC/NSIC/KVIC/KVIB/Directorate of Handicraft and Handloom etc., to be given as per the provisions of Public Procurement Policy for MSEs order 2012 with up to date amendments, shall be applicable for tenders of supply/services and shall not be extended to construction work.~~
13. Tenderers have to submit Unique Document Identification Number (UDIN) generated documents like Financial information (Turnover with loss/ profit), Net worth Certificate etc. as per NIT conditions duly certified by CA and having UDIN. The documents submitted by bidders without UDIN shall not be entertained.
14. Department of Promotion of Industry and Internal Trade (DPIIT), Ministry of Commerce and Industry, Government of India, issued Public Procurement (Preference to Make in India), Order 2017 vide OM No. P-45021/2/2017-PP(BE-II) dated 16.09.2020 with latest revision is applicable.
15. Requirement of registration by the Bidder from a country sharing land border with India based on order No. F No. 6/18/2019-PPD dated 23/07/2020 of Government of India, Ministry of Finance, Department of Expenditure (Public procurement Division) with up to date amendments, regarding restriction under Rule 144(xi) of the General Financial Rules (GFR) 2017 shall be applicable. Bidder shall submit scanned copy of 'Undertaking' on Company's letter head in this regard. (**Appendix-17**).

(Senior Manager (Land Management))
CHQ, Safdarjung Airport,
New Delhi-110003