

Reference No: HDC (161)-CM/1U/2021/12

Date: 06th January 2021

RESPONSE TO ENQUIRIES 1

Project Name: Lease of Unit for the Provision of Cafeteria in Hiyaa Commercial in Hulhumale' Phase 2

Proposal Reference Number: HDC (161)-CM/1U/2020/307

Announced Date: 17th December 2020

The following are the response(s) for the enquiries raised to this RFP.

	Enquiry	Response
1.	Will the bid security submitted through an Insurance Company be acceptable?	Bid Security from a financial institute as per given format in Form 1 of this RFP will be acceptable.
2.	Why does sole proprietors need to produce 6 months bank statement and companies have to produce 3 years financial statements?	Under the Maldives Company's Act 10/96, Companies are required to prepare audited statements. However, Sole proprietors are not required to prepare audited statements. Hence, if Sole proprietors propose equity financing as source of financing their financial capability is checked through 6 months Bank statement and through 3 years of BPT and GST returns.
3.	Do you have specific Audit firms? If so please mention them.	The Audit firm shall be a certified audit firm. Refer to RFP Section IV. Business Proposal Requirement 4.5.
4.	Can due clearance be checked from HDC side as all these is done by you, instead of submitting it separately?	Proponents shall submit Due Clearance with the Proposal. Refer to Section IV. Business Proposal Requirement 4.1.
5.	Can Franchise brands also can apply for this bid	Yes. Any registered business (sole trader, partnership or limited liability company) can apply. Refer to RFP Section I. Instruction to Proponents 3. Eligible Proponents.

6.	Can an individual person submit a proposal?	A Proponent must be a registered business (sole trader, partnership or limited liability company) Refer to RFP Section I. Instruction to Proponents 3. Eligible Proponents.
7.	Can one Proposal be considered for both cafe spaces or have to put 2 separate Proposals?	Proponent can submit one Proposal for both the Units. Priority for unit selection shall be given to the successful Proponent based on evaluation ranking. Refer to RFP Section I - Information to Proponents 27 Unit Selection
8.	Do we get any say in the Unit?	Priority for unit selection shall be given to the successful Proponent based on evaluation ranking. Refer to RFP Section I - Information to Proponents 27 Unit Selection
9.	What is the scope of the cafeteria service like the type of food to be served?	It is up to the Proponent to decide the type of food to be served in the cafeteria. However, cafeteria is defined by HDC as a type of restaurant which mostly serves coffee and snacks.
10.	Can 1 person win 2 slots?	Each Proponent will be awarded only one unit per specified usage from Hiya Commercial.
11.	Can a proponent apply for both sites & should we need to submit separately?	Yes. Proponent can apply for both units. However, each Proponent will be awarded only one unit per specified usage from Hiya Commercial.
12.	Is bid submission only possible for participants who joined the pre-proposal meeting?	Submission is open to Public. It does not limit to the participants of Pre-Proposal meeting.
13.	Do you give any preference to a certain type of concept?	No certain type of concepts has been set by HDC.
14.	Can the concept design be extended beyond the 20-day period?	Concept Design shall be submitted Within 20 (twenty) days of the receipt of notification of conditional award
15.	Can we showcase our experience through a plan (which will show a general overview of the business,	No. Proponent shall submit documents proving their experience including project completion letters, project values, reference letter or any other relevant documents.



	number of years, operational experience, financial accounts and reports, marketing plan etc.)	proving the experience in the field or similar business activities.
16.	Can you provide more details on the points section III 2.2.1 and 2.2.2 of the ITP and please elaborate on the calculation used to pro-rate the score?	<p>Proponent shall submit documents proving their experience. 20% of evaluation will be allocated for experience.</p> <p>Experience will be evaluated based on the number of years the proponent has been in similar operation.</p> <p>Highest score for operational experience will be given for Proponent that has been in operation in a relevant field for the past 5 (five) years and the score for operational experience will be pro-rated for Proponents with less than 5 (five) years' experience in similar operations.</p> <p>Example: Assuming Proponent A has 5 years' or more experience and Proponent B has 3 years' experience in similar operation. Proponent A will score 100 points and score will be prorated for Proponent B.</p>
17.	For which year should the NPV be calculated for?	<p>Proponent shall propose lease rate for Year 3, Year 4 and Year 5.</p> <p>The lease rate will be evaluated using the Net Present Value of the proposed lease rate by the Proponent for the first 5 (Five) years after grace period.</p>
18.	In your invitation for proposals for Supermarket, Grocery Store & Cafeteria in Hulhumale Phase 2, it is required to submit HDC Due Clearance report for each bid. I want to clarify if we are submitting bids for all three do, we need to submit an original of the report with each bid or are you going to accept a copy?	Proponent shall submit the original of Due Clearance with one of the Proposals and a copy with the remaining Proposals.
19.	We would like to visit the Cafeteria in Hiyaa Commercial in Hulhumale phase 2 in order for us to have a clear understanding of the space before we submit the bid proposal. Therefore, we kindly request you to make the	A site visit will be arranged by HDC and the details of this will be announced on HDC's corporate website and MyHulhumale Properties Website.

	necessary arrangements for us to go and visit the site. If it is possible, please set the visiting time to afternoon 02 00 PM.	
20.	If we are submitting our proposals as a local investment, do we have to submit GST registration and BPT registration as well?	Proponent shall submit all the documents mentioned in RFP Section IV. Business Proposal Requirements.
21.	do we have to submit 6 months of bank statements even if it's fairly new business, say one- or two-months old business?	The proponent can submit the bank statement of the business since the establishment of the business.
22.	Can one business entity apply for both the cafeteria units? Is there any possibility of doing so?	Yes. Proponent can apply for both units. However, each Proponent will be awarded only one unit per specified usage from Hiya Commercial.

Please include this response to enquiries when submitting the proposal.


