



FIFA U-17 WOMEN'S WORLD CUP INDIA 2022

CENTRAL SPECTATOR CONCESSION VENDOR BRIEF

1. General Outline

India will host the FIFA U-17 Women's World Cup in 2022. The Local Organizing Committee (LOC) is the entity in charge of organizing the Tournament. The LOC is a committee within the All India Football Federation (AIFF) and acts through a mandate by FIFA to host the event.

1.1. Description

The Objective is to invite offers from the Central Concession Services Organisations for providing the concession services specified in the Brief.

2. Definitions

The following terms used in the current Brief, will mean as following:

- 2.1. **"Brief"**: Is the current instrument and its annexes
- 2.2. **"Contract"**: The legal document agreed and signed between the LOC and the Provider of the Services
- 2.3. **"Competition"**: The FIFA U-17 Women's World Cup India 2022
- 2.4. **"Contractor"**: The Organisation whose offer will be accepted by the LOC
- 2.5. **"LOC"**: Local Organising Committee responsible to organise the Competition
- 2.6. **"Offer"**: The Technical and Financial offer that is made by the Proponent to the LOC in conformity to what has been established in this Brief
- 2.7. **"Proponent"**: The Organisation that presents an offer to the LOC for the implementation of the Services
- 2.8. **"Supervisor"**: Person designated by Contractor to direct and execute the Services
- 2.9. **"Services"**: Those indicated in Clause 6 of the current Brief

3. Questions

There is the stage, after receiving the Brief and before the Offer for the Proponents to ask the questions that they may deem necessary for better interpretation of the current Brief, regarding the requirements and specifications that must be fulfilled during the implementation of the Services. Questions may be raised in writing by sending an email to tenders@india2022wwc.com. The subject line for the email should be "Question –

LOC/EOI/001”.

4. Key Project Timelines

The following schedule will be followed for the allotment of the Services:

Delivery of Brief	27 th June 2022
Questions to be raised before	10 th July 2022
Last day of submission of offers	19 th July 2022
Evaluation of offers	20 th July 2022
Combined Stadiums Visits (LOC & Contractor)	22 nd August 2022
Start of Services	10 th October 2022

Post the allotment of the services the successful bidder and the Authority will finalise on a detailed project timeline.

5. Description of Services

5.1. General Aspect

After successfully hosting the FIFA U-17 World Cup India 2017 which is the most attended FIFA youth tournament in football's history, India is now slated to host the FIFA U-17 Women's World Cup India 2022 and for the same requires the services of Central Spectator Concession Service Provider to handle the complete Spectator Concession operations of the event to be held from 11th to 30th October 2022 at three venues across three host cities in India as mentioned below:

- 5.1.1. Pandit Jawahar Lal Nehru Stadium, Goa (Approx. 15,000 capacity)
- 5.1.2. DY Patil Stadium, Navi Mumbai (Approx. 38,000 capacity)
- 5.1.3. Kalinga Stadium, Bhubaneswar (Approx. 12,000 capacity)

5.2. Specific Aspects

The services for the event will include, without the list below being definitive, the following:

5.2.1. Visual Representation

Based on the information provided by the LOC, the Proponent must provide a plan and a visual representation for the implementation of the said services that must include the concession plan, manpower plan, hawking plan, food distribution plan, equipment movement plan, inventory movement plan and storage plan. Overall concession stall numbers for all three stadiums is presented as Annexure I to this document.

5.2.2. Management

The Proponent will be responsible for implementing, producing and supervising all the activities in connection with the Concession Services for the FIFA U-17 Women's World Cup

India.

5.2.3. Co-ordination/Support Services

Appointing a Central Project Manager exclusively in charge of implementing the Services and to provide a dedicated team available for the duration of the contract with the capability to supply information, as instructed by the pre-identified authorized members from the LOC. Further, every host city should have a dedicated point of contact for all matters.

5.2.4. Rights

5.2.4.1. The Proponent acknowledges and agrees that the rights granted to it upon announcement as the Contractor are not marketing rights, namely the right to market its product and services. In particular, the Contractor does not seek to have any form of association with FIFA and/or the Competition and does not engage in any activity, which creates any such association.

5.2.4.2. The Contractor does not refer to itself as "Official Concession Partner" "Official Licensee" or use any other names, logos, emblems, symbols, designs, designations, identifications or marks in any way connected with, or which could reasonably be interpreted as being connected with, FIFA or the Competition.

5.2.4.3. The Contractor does not display or use the name or any other marks or logos owned by them or any third party names, marks or logos in relation to FIFA or the Competition. The Contractor shall not be permitted to have its name, logo, emblem symbol on the concession stalls and staff uniforms and shall not be granted the right to associate with FIFA and/or the Competition.

5.2.4.4. For clarity purposes, the Contractor cannot place any logo of a commercial entity in any location where it is providing these Services. With regards to sale of beverages (water, aerated drinks or juice) the contractor can only sell Coca Cola branded products at the stadium.

5.3. Reporting

5.3.1. Pre-Tournament

- Entire Concession Plan
- Manpower Plan
- Food Pricing Approvals
- Food Sampling with Packing
- Dress Code

5.3.2. Post Tournament

- Overall Sales Report with city wise and match wise break up
- Difficulties faced if any

5.4. Location

The Services will be provided in all the host cities as mentioned in 5.1.

6. Scope of Work

- 6.1. The Contractor will serve cooked items duly packed complying with adequate safety measures. All products sold through food stalls shall be produced, packaged, handled, stored and transported in compliance with all relevant national and state health, food acts, regulations, guidelines and government directions.
- 6.2. There is no provision of kitchen. The LOC shall provide the stall structure with furniture fixtures as well as energy at each stall. The maintenance of quality of food served at the food stalls and ensuring that the food remains in consumable state throughout the duration of a match days shall be the responsibility of the Contractor. The specifications of food stalls in each venue will be provided to the Contractor.
- 6.3. Fuel like LPG, CNG, etc. shall not be permitted in the venue. Hence the Contractor has to establish a storeroom having temperature control arrangements in order to keep the items fresh.
- 6.4. The Contractor will need to scope for two-way dustbins along with disposable bags at each stall for wet and dry waste. The waste disposal system will be decided and communicated to the Contractor in due course.
- 6.5. The Contractor shall have its own supply chain management in place, preferably refrigerated vans which shall be permitted subject to security guidelines. LOC will provide parking facility for the refrigerated vans. The Contractor must develop and implement a delivery schedule for vehicle entering the Venue in accordance with LOC policies and procedures.
- 6.6. The Contractor has to provide the menu details for approvals. The Contractor is required to sell the eatables at reasonable rates mutually agreed between the Contractor and the LOC and shall be mentioned in the agreement. Further, the contractors are recommended to cater to the local tastes in the menus.
- 6.7. The Contractor shall keep an asset register of all catering equipment used for the provision of operating the fast-food stalls/equipment for temperature control and all other equipment required to set up and operate the fast-food stalls.
- 6.8. The Contractor shall comply with all national and state environmental workplace health and safety regulations without exception.
- 6.9. The Contractor must develop and implement a site operational plan for each venue, which includes operational standards, operational procedures, product distribution and quality control.

- 6.10. The Contractor must develop and implement a Risk Management Plan, which should identify all risks associated with the planning and delivery of catering services and the proposed strategies to mitigate such risks.
- 6.11. The Contractor shall coordinate with the concerned functional areas of LOC to get accreditation of its staff/entry passes with vehicles transporting eatables within the timelines provided by the LOC.
- 6.12. All beverage products including water if being sold, shall only be that of the FIFA global partner (i.e. Coca-Cola) and only at MRP.
- 6.13. The Contractor will be the sole responsible towards the LOC for the execution of the Services.
- 6.14. The personnel that the Contractor assigns for the execution of the Services will not be related in any shape or form with the LOC. For all legal effects, the workers will depend solely on and exclusively of the Contractor. Therefore, the Contractor will be solely and exclusively responsible for the payment obligations of salaries, per diems, insurances and other working obligations of all the workers that it assigns for the execution of the Services as well as fines and sanctions that may be applied by the authorities due to not fulfilling the aforementioned obligations, which should be paid in due time.
- 6.15. The Contractor must have all the civil and criminal responsibility for all, and any damage produced by accidents and others that may occur during the execution of the Services and that affect third parties or the LOC
7. Eligibility Criteria

The proponents are required to submit the proposals for the above-mentioned scope of work on proponent letterhead signed by the Authorised Representative and submit it online via email to tenders@india2022wwc.com before 19th July 2022.

Please state the Reference No.: i.e. "LOC/FIFA/EOI/001" in the subject line of the email.

Sr. No.	Eligibility Criteria	Supporting Documents to be submitted
1	The Proponent must be registered under the Companies Act, 1956 or Partnership Firm registered under the Partnership Act 1932 or Proprietorship Firm or LLP under Limited Liability Partnership Act of 2008.	Proponent must submit the Proprietorship / Partnership / Company Registration Certificate / Incorporation details along with a copy of PAN Card and GST No.
2	Financial details of the Proponent. The Proponent should have an average annual turnover of INR 1 Crore in the last 5 years.	The Proponent must provide a certificate from a Chartered Accountant stating turnover for the last 5 years from FY 2017-18 to FY 2021-22
3	The Proponent should have at least 5 years of experience in operating Food Stalls to provide food and	The Proponent must provide on Letterhead a statement detailing the number of years' experience they

	beverages to the spectators for any events of Government of India / State Governments / Private Events / International Sporting Events / National Sporting events and Leagues in at least three (3) assignments during the last five (5) years.	possess and provide copies of work order / contract / completion certificate.
4	The Proponent must have valid catering license of FSSAI (Food Safety and Standards Authority of India)	The Proponent must submit FSSAI Certificate
5	The Proponent should submit an undertaking stating: <ul style="list-style-type: none"> • There are no major legal cases pending against it • Not blacklisted by Government of India or any State Government or any other relevant authority or private organisation • Does not have any direct / indirect holding in any other company making offers. There should be no cross ownership between any Proponents 	Attach self-undertaking on Letterhead duly signed and stamped by the competent authority of the Proponent.

8. Evaluation Criteria

8.1. The Shortlisted Proponents who would meet the eligibility criteria as mentioned in Clause 8 will be called to make their Presentation by the Technical Evaluation Committee.

8.2. Mentioned below are the criteria for the Technical Evaluation. Each of the item type has been allocated a particular marks, based on which the final technical score will be calculated.

Criteria	Marks
Previous Work Executed (Provide a list of projects executed and detailing the execution of the same)	40
Operation, Manpower & Hawking Plan (including Dress Code)	20
Food Production & Distribution Plan (Including menu, food pricing and packing)	20
Inventory Movement & Storage Plan	20

9. Financial Offer

- 9.1. The Contractor will need to pay a minimum license fee of INR 50,000 (Rupees Fifty Thousand) per match day for the entire tournament that amounts to a total of INR 8,00,000 (Rupees Eight Lakhs) at the time of signing the agreement. The Authority encourages the Proponents to make higher financial offers.
- 9.2. The Contractor will need to submit an interest free security deposit of Rs. 8,00,000 (Rupees Eight Lakhs) in the form of a Bank Guarantee. This deposit will need to be paid 20 days prior to the first match day of the tournament and will be refunded free of interest within 45 days of completion of the last match day of the tournament. The format of the Bank Guarantee will be shared with the Contractor upon the award of work.
- 9.3. The Contractor which receives the highest rating in the Technical Evaluation will be selected as the Contractor to provide the services as mentioned in the Brief.
- 9.4. Besides nominal wear and tear, any damage to the infrastructure, branding and furniture, fixtures & electricals will be deducted at the market rate from the security deposit.

10. Evaluation of Offers

- 10.1. Technical Presentation under criteria listed in Section 8.2 will be allotted weightage of 70% while the financial offers will be allotted weightages of 30%.
- 10.2. Proposal with the highest Financial Offer will be given a financial score of 100 and other proposals given financial scores that are inversely proportional to their offers.
- 10.3. The total score, both Technical and Financial, shall be obtained by weighing the quality and Financial offer scores and adding them up.
- 10.4. Highest points basis: On the basis of the combined weighted score for Technical Presentation and Financial Offer, the Proponents shall be ranked in terms of the total score obtained. The proposal obtaining the highest total combined score in evaluation of Technical Presentation and Financial Offer will be ranked as H-1, the proposals securing second highest will be ranked as H-2, and so on. The proposal obtaining highest total score will be selected.

11. Duration of Contract

The Contract subscribed for the execution of the Services will start on 1st October 2022 and will last until 30th of October 2022.


12. Global Partner and National Supporter Programme

Proponent should note that, in conjunction with FIFA, the LOC is in the process of appointing 'National Supporter' partners over and above the existing FIFA Global Partners with broad marketing and sponsorship rights in relation to the Event. The Contractor must have the capability to adapt to requirements and rights executed by these partners, e.g. –

exclusive sale of partner products, exclusive use of partner card machines, exclusive use of partner uniforms, etc.

13. Terms & Conditions
- 13.1. The Offers shall be valid for a period of 120 days from the date of evaluation of the Offer. An Offer valid for a shorter period may be rejected as non-responsive.
- 13.2. Proponents are advised to exercise adequate care in quoting the prices. No excuse for corrections error will be entertained after the Offer Due Date has passed.
- 13.3. It should be noted that entities which are controlled or owned, fully or in part, by the same individual or entity may not submit separate offers under this brief, either as separate Proponents or as part of the same consortium.
- 13.4. The selected Proponent shall ensure completion of services in accordance with the provisions of the scope of services mentioned in this document and the Agreement which will be entered into subsequently.
- 13.5. The Proponent(s) must ensure that all its relevant employees, officers, affiliates, advisors and subcontractors, permanently treat as confidential any data gathered which may pertain to, or be incidental to, this brief, irrespective of whether the Proponent is subsequently awarded the Agreement. The undue use by any Proponent of confidential information related to the process may result in rejection of its offer.
- 13.6. The LOC may, in its sole discretion, extend the Offer Due Date at any point of time.
- 13.7. All documents and other information provided by the LOC or submitted by a Proponent to the LOC shall remain or become the property of the LOC. Proponents are to treat all information as strictly confidential. The LOC will not return any offer, or any information related thereto. All information collected, analysed, processed or in whatever manner provided by the Proponent to the LOC in relation to the assignment shall be the property of the LOC.
- 13.8. The Selected Proponent will be responsible for welfare of its deployed staff and ensuring that all the equipment's being used are in perfect working conditions. The LOC will not be responsible for any of them.
- 13.9. The Selected Proponent will co-ordinate with the LOC for access to stadiums prior to starting their duties. The selected Proponent would also be required to submit progress reports to the authority specifying the execution status reaffirming that timelines decided by the Authority are met.
- 13.10. Notwithstanding anything contained in this brief, the LOC reserves the right to accept or reject any offer and to annul the Selection Process and reject all Offers, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.


Annexure I – Match Schedule



**U-17 WOMEN'S WORLD CUP
INDIA 2022**

MATCH SCHEDULE

FIFA U-17 WOMEN'S WORLD CUP INDIA 2022™



	Group Matches							Quarter-Finals				Semi-Finals		3 rd Place & Final						
	TUESDAY 11 October	WEDNESDAY 12 October	THURSDAY 13 October	FRIDAY 14 October	SATURDAY 15 October	SUNDAY 16 October	MONDAY 17 October	TUESDAY 18 October	WEDNESDAY 19 October	THURSDAY 20 October	FRIDAY 21 October	SATURDAY 22 October	SUNDAY 23 October	MONDAY 24 October	TUESDAY 25 October	WEDNESDAY 26 October	THURSDAY 27 October	FRIDAY 28 October	SATURDAY 29 October	SUNDAY 30 October
BHUBANESWAR <small>Kalinga Stadium</small>	2 16:30 MAR v. BRA			9 16:30 BRA v. USA			28 16:30 NGA v. CHI													
	1 20:00 IND v. USA			10 20:00 IND v. MAR			17 20:00 BRA v. IND													
GOA <small>Pandit Jawaharlal Nehru Stadium</small>	4 16:30 CHI v. NZL	6 16:30 CAN v. FRA	REST DAY	12 16:30 NZL v. NGA	14 16:30 FRA v. TAN	REST DAY	19 16:30 NZL v. GER	22 16:30 COL v. MEX	REST DAYS			27 16:30 1C v. 2D	REST DAYS			29 16:30 W25 v. W27	REST DAYS			
	3 20:00 GER v. NGA	7 20:00 JPN v. TAN		11 20:00 GER v. CHI	13 20:00 JPN v. CAN		18 20:00 USA v. MAR	23 20:00 FRA v. JPN				26 20:00 1D v. 2C				30 20:00 W26 v. W28				
NAVI MUMBAI <small>DY Patil Stadium</small>		4 16:30 MEX v. CHN			14 16:30 CHN v. COL			21 16:30 CHN v. ESP				25 16:30 1A v. 2B	REST DAYS							
		5 20:00 ESP v. COL			13 20:00 ESP v. MEX			24 20:00 TAN v. CAN				26 20:00 1B v. 2A								
																				31 16:30 3 rd Place
																				31 20:00 Final

Group A

India (IND)
USA (USA)
Morocco (MAR)
Brazil (BRA)

Group B

Germany (GER)
Nigeria (NGA)
Chile (CHI)
New Zealand (NZL)

Group C

Spain (ESP)
Colombia (COL)
Mexico (MEX)
China PR (CHN)

Group D

Japan (JPN)
Tanzania (TAN)
Canada (CAN)
France (FRA)

