

**SYAMA PRASAD MOOKERJEE PORT, KOLKATA
HALDIA DOCK COMPLEX**

Tender No.: Ad/E/1424/T/Land/100 SQM/T. Tower/2/2020

E-Tender No.: **MSTC/ERO/HALDIA DOCK COMPLEX/28/HALDIA/20-21/24415**

Sub: Allotment of 01 plot of Syama Prasad Mookerjee Port (SMP), Kolkata land in the Dock Interior Zone of Haldia Dock Complex (HDC), Haldia on 'as is where is' basis, for the purpose of installation of Ground Based Telecommunication Tower/ Cell on Wheel (COW) through tender-cum-auction.

Reply to queries-II

SI No.	Query	Reply of SMP
I	II	III
1.	Whole tenure advance rental in a one go, which impacting the complete business case. As in telecom infra business rental is the main key to sustain and run the business. Here if we have to pay upfront rental for 5 or 10 year duration, then the rental to be charged to telecom operator would be very high and they may choose to not come on these sites. As per current scenario of telecom industry telecom operators balance sheets are bleeding and they are trying to sustain by taking low rental sites only. So, we are urging to re-look this clause and make it annual advance only to make this tender business viable.	Request is not acceded to. Please refer to reply under SI. No. 6 of Reply to Queries against E-Tender No.: MSTC/ERO/HALDIA DOCK COMPLEX/28/HALDIA/20-21/24415
2.	The area offered is 100 sq mtrs, for Ground base telecom tower we don't need so much area. We may need maximum area of 25 sq mtrs to cater all three telecom operators with all latest technologies.	Request is not acceded to.
3.	It should be direct e-tender like all other Govt. agencies are doing across India. Instead of e-tender + e-auction, which makes it more complex.	Request is not acceded to.