

REQUEST FOR PROPOSAL (RFP)
For
Setting up a World Class Technology University in Mohali

1 Introduction

The Government of Punjab had identified IT and ITES industry as an important thrust area in its Industrial Investment Promotion Policy of 2013 and the IT Policy 2013 seeks to expand the existing IT industry in Mohali to propel its growth as the best IT hub in the country. An IT City was developed in Mohali to promote IT, ITES and Biotechnology (Non Polluting Branches), Technology based Non-Polluting / Research & Development Facilities Industry.

Several top technology and innovation ecosystems of the world are characterized by the presence of a premier technology University in the area. Such institutions have been seen to serve as an anchor to attract industry which can leverage the talent and research infrastructure of the University. The resulting symbiotic relationship between the University and industry has the potential to emerge as a thriving technology, innovation and research ecosystem fueling economic growth and jobs.

In line with this vision, the Government of Punjab has earmarked a 50 acre site in IT City in Mohali to set up a world class Technology University. Applications are invited from eligible and interested parties.

2 Applicant Selection Process

- i. All applicants will be scrutinized on the basis of Technical Evaluation Criteria listed in Section 3.2.
- ii. Scrutiny of applications will be done by a 9 member committee under the Chairmanship of the Chief Secretary, Government of Punjab.
- iii. The selected applicant may make payment for the land as per the payment schedule options listed in Section 4.

The applications (Performa Annexure 1) should be submitted to Estate Officer(Plots), GMADA along with supporting documents listed in Annexure 2 within 30 days of release of this RFP.

3 Eligibility criteria to qualify for the submission of RFP

- i. Applicants should belong to one of the below categories:
 - An existing UGC recognized University in India, which has been in operation for at least three years or
 - Sponsoring Organization for setting up of a Greenfield University, wherein at least one promoter has a track record of setting up or running an existing UGC recognized University in India, which has been in operation for at least three years.
- ii. The Applicant should be registered as a not-for-profit society, or a public trust, or a company constituted under Section 8 of the Companies Act, 2013.
- iii. The University proposed to be established on the site should have a strong focus on IT Services, ITES and Bio Technology (Non Polluting) in line with the IT Policy 2013.
- iv. The applicant should demonstrate capability to invest in the project, as evidenced by a Letter of Comfort from the Applicant to make an investment of at least Rs. 400 Crore.

4 Evaluation criteria for RFP

All applicants will be scrutinized on the below Technical Evaluation Criteria:

S.No	Parameter	Weightage	Scoring Logic (if any)
A	Qualifications & experience	25	
A.1	Experience in setting up or running an existing UGC recognized University in India, which has been in operation for at least three years.		For existing university -- > 20 years -- 25 points > 15-20 years -- 20 points > 10-15 years -- 15 points > 3-10 year -- 10 points
A.2	For Greenfield University, number of years of experience of at least one promoter, individually, of the Sponsoring Organization in setting up or running an existing UGC recognized University in India, which has been in operation for at least three years.		For greenfield University, number of years of relevant experience (as described in A.1) of one or more promoters: > 20 years -- 25 points > 15-20 years -- 20 points > 10-15 years -- 15 points > 3-10 year -- 10 points
B	Academic collaborations	25	
B.1	Number of academic collaborations ¹ of the proposed University (or an existing University set up by the Sponsoring Organization or some of its promoters) with Global Universities ranked in the top 50 in the Times Higher Education (THE) World University Rankings 2017, or the QS World University Rankings 2017.		5 -- 25 points 4 -- 20 points 3 -- 15 points 2 -- 10 points 1 -- 5 points
C	Industry representation	25	
C.1	Number of members of the apex Governing Body (in case of existing University), or promoters of the Sponsoring Organization (in case of Greenfield University) with: <ul style="list-style-type: none"> Leadership positions² in Limited Companies in the IT/ITES Sector with annual turnover of minimum Rs. 2000 Crore or its equivalent in USD 	15	>3 -- 15 points 2 - 3 -- 10 points 1 -- 5 points 0 -- 0 points

	<p>in each of the last two financial years, and/or</p> <ul style="list-style-type: none"> Leadership positions³ in top IT/ITES Sector industry associations such as NASSCOM. 		
C.2	<p>Number of promoters of the Sponsoring Organization with leadership positions⁴ in different Limited Companies with annual turnover of minimum Rs. 500 Crore or its equivalent in USD in each of the last two financial years.</p>	10	<p>More than 5 -- 10 points 1-5 -- 5 points 0 -- 0 points</p>
D	Investment Capability	25	
D.1	<p>The applicant should demonstrate capability to invest in the project to the tune of minimum 400 crore as applicable for an Anchor site as per clause 4.1. ii) of the IT policy -2013. Weight age shall be given to the proposal with highest investment promised.</p> <p>Further the project should make 30 per cent of the proposed investment (excluding land) within a period of 3 years from the date of allotment as certified by a Fellow Chartered Accountant. In case of any default on above commitment the site shall be resumed and refund made as per IT policy 2013.</p> <p>This should be accompanied with 10 year Business Plan demonstrating viability of the project and ability to achieve global repute and to positively impact Punjab's economic and social outcomes.</p>		<p>Investment in the project over a period of 10 years (excluding land)</p> <p>>1500 Crore - 25 points >1000 Crore - 20 points >750 Crore - 15 points >400 Crore - 10 points</p>
	Total	100	

Notes:

1. Academic collaborations can be in the nature of faculty and student exchange, curriculum development, joint research projects etc.
2. Leadership positions include current or former Chairman/ Vice-Chairman/ or equivalent, CEO/ Managing Director/ or equivalent, or member of apex leadership team

3. Leadership positions include current or former Chairman/ Vice Chairman of National or Regional Council, or Executive Council Member
4. Leadership positions include current or former Chairman/ Vice-Chairman/ or equivalent, CEO/ Managing Director/ or equivalent, or member of apex leadership team

5 Payment terms

As per the IT Policy 2013, the average rate for a 50 acre anchor land site is Rs. 137.5 Crore @ Rs. 2.75 Crore per acre.

The Allottee may make payment for the land at the rate of Rs. 2.75 Crore per acre as per the schedule described in the IT Policy 2013, with applicable rate of interest of 8.65%. However, given that this project will be not-for-profit, the Government of Punjab will allow an alternate payment structure with an extended payment term in order to ease the burden of a large upfront payment. This payment schedule also yields a Net Present Value of Rs. 2.75 Crore per acre at a Cost of Capital of 8.65%, and is summarized hereunder:

- Saleable price of Rs. 237.5 Cr @ 4.75 Cr per acre
- Payment term of 18 years, with Rs. 23.75 Cr payable within 30 days from the date of issuance of LOI, Rs. 14 Cr payable for the next 10 years with no interest on the balance amount, and Rs. 9.22 Cr payable from the 11th to 18th years.

The detailed schedule of payment is described in Table 1.

Table 1: Schedule of payment in the case of allotment of site

Total saleable price in crores (50 Acres)		237.5
Payment term in years		18
Rate of interest		0%
Periodicity of lease/Rental from the date of issuance of allotment letter	% of Lease/ Rental money	Total Amount
Within 30 days	10	23.75
Before 1 year	5.89	14
Before 2 years	5.89	14
Before 3 years	5.89	14
Before 4 years	5.89	14
Before 5 years	5.89	14
Before 6 years	5.89	14
Before 7 years	5.89	14
Before 8 years	5.89	14
Before 9 years	5.89	14
Before 10 years	5.89	14
Before 11 years	3.88	9.22
Before 12 years	3.88	9.22
Before 13 years	3.88	9.22
Before 14 years	3.88	9.22
Before 15 years	3.88	9.22
Before 16 years	3.88	9.22
Before 17 years	3.88	9.22
Before 18 years	3.88	9.22
	100	237.5

Allottee can, in any year, make a higher payment than in the schedule described above, in which case a discount shall be given on the difference between the amount paid and the amount scheduled to be paid in that year, such that the Net Present Value of the overall payment schedule remains at Rs. 2.75 Crore per acre at a Cost of Capital of 8.65%. The discount shall be adjusted in the final installment(s) to be paid.

All other terms and conditions except than those enumerated above like construction period, extension time, transfer of ownership, issuance of L.O.I., project implementation, use of site, etc. shall remain same as mentioned in case of Anchor Sites (25 acres and above) in the I.T. Policy-2013 as amended from time to time.

6. Pre Bid Meeting

A pre bid meeting shall be held after the publication of the RFP at a convenient time and place at least 1 week before the last date for submission of the applications.

Annexure 1
Application Performa for Allotment of Plots/Land For Setting up a World Class Technology
University in Mohali

1. Name of the University :
2. Full name of the applicant(s) and Status :
(Prop./Partner/Authorized Signatory)
3. Permanent address :
4. Correspondence address :
5. Telephone No. (M) (LL)
6. Email address :
7. Processing Fee
 - a. Amount
 - b. Bank Draft No.
 - c. Draw on
9. Constitution of the Company (In case of any company)
 - a. Proprietor-ship
 - b. Partnership
 - c. Ltd. Company
 - d. Stock Company
 - e. Cooperative associates
 - f. Other (If any)

Please attach copies of
Partnership deed(Regd.)
Memorandum and Articles
of Association (Bye Laws)
10. Means of Finance with documentary evidence alongwith project report consisting of documents to prove the following parameters alongwith any other document deemed fit by the applicant:
 - a. Details of the Sponsoring Organization and its promoters, including their qualifications and experience.
 - b. Concept note on the proposed University including its vision, areas of academic focus, nature of academic collaborations, industry representation, and impact on Punjab's IT/ITES ecosystem and overall economic growth, job creation and employability, and social outcomes.
 - c. 10 year business plan including capital expenditure, operating income and expenditure and sources of financing.
 - d. Letter of Comfort to make an initial investment of at least Rs. 100 Crore within two years from allotment of land.
11. Audited Balance Sheet (For the last three years).

Yours faithfully

(Signatures)
(Name in Capital letters)

Note:

- (1) Incomplete applications are liable to be rejected.
- (2) Applications are to be submitted in nine sets to the Estate Officer, GMADA, Mohali.

Annexure 2: Accompanying documents for application

The application should be accompanied by the following documents:

- a. Details of the Sponsoring Organization and its promoters, including their qualifications and experience.
- b. Supporting documents to satisfy the eligibility conditions given in Section 2.
- c. Concept note on the proposed University including its vision, areas of academic focus, nature of academic collaborations, industry representation, and impact on Punjab's IT/ITES ecosystem and overall economic growth, job creation and employability, and social outcomes.
- d. 10 year business plan including capital expenditure, operating income and expenditure and sources of financing.
- e. Letter of Comfort to make an initial investment of at least Rs. 100 Crore within two years from allotment of land.
- f. Other supporting documents towards the technical evaluation criteria given in Section 2.