

CLARIFICATIONS TO FAN PARK RFP – 28th February 2020

S.no	Query	Clarification
1	<p>Match Feed - The successful Interested Party will be responsible for providing an LED screen and sourcing the match feed to show it on.</p> <p>Will BCCI provide us with an OB Van at each Fan Park to showcase the match with direct feed?</p>	<p>Delivery of the feed will be provided by BCCI. The feed will be provided free of charge. The agencies need to have a backup set top box to provide the feed in case of any OB van failure.</p>
2	<p>The Company shall ensure that suitable Venues (which are subject to BCCI's approval pursuant to sections 1(b) and 1(c) below) are available to stage a total of 45 Fan Parks during each relevant Season such that:</p> <ol style="list-style-type: none"> 1. Fan Parks will take place on the first day on which a League Match takes place in the relevant Season in five Cities chosen from those listed in Schedule 5; if the first day is a Saturday the Fan Park will be required to take place on both the Saturday and Sunday. 2. Fan Parks will take place each weekend of the League Season (prior to the Playoffs) with five Cities each weekend hosting a Fan Park on both Saturday and Sunday (being seven weekends and therefore 35 Fan Parks in total running for two days each). The Company may choose the City to host such Fan Parks from the list in Schedule 5; 3. Fan Parks will take place during the Play Off week (to include Q1, Eliminator, Q2, the Women's T20 Challenge final and the IPL Final); in 	<p>There will be 5 Fan Parks that will be open for 3 days in the final week. Friday Q2, Saturday the Women's T20 Challenge Final and Sunday the IPL Final.</p>

	<p>five Cities chosen from those listed in Schedule 5; and</p> <p>Does it mean that last Five Fan Park cities to showcase Fan Park for at least 3 Fan Park days?</p>	
3	<p>Considering the fan parks will be run over the course of the week, venue and setup will need to be setup and paid for the whole week (which will be further multiplied into the number of weeks)?</p>	<p>The Company has to consider the rental to be paid for each venue hosting a Fan Park including any setup days. Question of multiplication doesn't arise as one city would host only one fan park during the season.</p>
4	<p>Venue interiors dressing to be conducted by event organisers? If so, will the BCCI be sending guidelines on the quality and layout?</p>	<p>Dressing should cover both internal and external walls. BCCI will provide the Look and Feel files for the Company to make the dressing.</p>
5	<p>Insurance premium stipulated is per match or for all the screenings combined?</p>	<p>It is for all the screenings combined.</p>
6	<p>If the respective IPL franchises want to do activations/use stall/booth, will they pay for it?</p>	<p>Each Franchisee shall be responsible for organising and paying for the costs associated with such sales (such as sales personnel) unless it separately contracts the Company to do the same on its behalf. However, the Fan Park operator must provide them the space at no charge.</p>
7	<p>Is there Central Drink/Beverage sponsor, what are the restrictions to sell the same as concessions?</p>	<p>There is no central beverage sponsor and therefore there are no restrictions other than those listed in the concessions section of the Services Agreement regarding branding and all pricing should be listed at the point of sale.</p>
8	<p>What is the EMD amount which is to be submitted along with this tender?</p>	<p>There is no EMD amount.</p>
9	<p>Can BCCI provide the Interested Party with last year's quality audit report / images / videos, which may assist the Parties to understand acceptable standards for IPL Fan Parks?</p>	<p>The Company can view examples on the internet</p>

10	<p>As per the RFP document, BCCI has asked for 30% performance guarantee. However, payment terms in the Service Agreement attached in the RFP are 30% advance, 40% within 30 days of the final park and final balance payment of 30% to be released within 30 days of reconciliation of all accounts of the company. Can BCCI provide us with an estimate of how much time BCCI may take to reconcile, is there a fixed timeline for this balance 30%?</p>	<p>Question of reconciliation arises only in case BCCI request for additional services that are not part of original deliverables by company, otherwise all the amounts would be paid within timelines on the production of invoice. Should the requirement for reconciliation arises, BCCI would do its best endeavour to reconcile as soon as possible but it should take at least a week to complete the reconciliation.</p>
11	<p>Is BCCI is expecting the supplier to invest its own money to deliver the fan park? Considering, in any business of this scale, margins cannot exceed 15% in a best-case scenario, BCCI will pay only 30% advance, and 30% is bank guarantee, therefore, technically, supplier will receive its 100% of the project cost in approx. 150 days (30 days prior to the project + 60 days of games + considering 60 days of reconciliation).</p>	<p>The payment terms will be as mentioned in the RFP. The Company should have enough financial strength independent of the BCCI payments to operate the Fan Park.</p>
12	<p>Access and Response - Can we get a list of citywide response? How many people attended fan park and in which city? This will help us to plan the city-wise fan park arrangement properly.</p>	<p>The Fan Parks listed in Schedule 5 have been selected based on past performance and attendance</p>
13	<p>Since water is expected to be arranged for free for 10K people, are we expected to provide bottled water or just keep water stations? How many litres of water per person should be arranged?</p>	<p>Water Stations should be provided. PET bottles should not be used.</p>
14	<p>Of the 10K fliers for road show and pre-hype, 5K is expected to be distributed via newspaper inserts. Newspaper inserts are not legal and there are cases that media houses have taken objection in using their channels to distribute fliers and courts have ruled in favour of media houses. However, this is a prevalent practise, and in the event of any objection by media</p>	<p>Company can decide suitable method of promotions in accordance with applicable laws Paper should be between 120-150 GSM.</p>

	house, would be BCCI responsibility. Further, is there any alternate method that supplier may use to distribute the remaining 5K fliers? Further, what should the GSM of these 10K fliers be for each city.	
15	The RFP document states that Interested Party shall carry out promotions at 'ALL' schools in each city. Does this mean that if there are 100 schools in a city, the Interested Party shall cover all 100 in the given 7 pre-hype days? How many minimum schools are we expected to reach and promote the fan park?	The Company may identify suggested schools with the aim to have a maximum reach focusing more on colleges
16	Is school activation/promotion separate activation? Or the roadshow canters will be taken to the schools? School activation is not part of costing heads?	Roadshow canters can be taken to the schools provided the permissions of the respective schools is taken in advance.
17	How much space is to be planned for each sponsor deliverables/stalls? Will this be a standard 10x10 stall?	The Company may suggest sizes based on the size of the venue and layout they propose.
18	Will BCCI make the payment for venue rentals directly?	The appointed Company will be required to make all payments for Venues.
19	In the event of change of venues / cities, BCCI has proposed a pro-rata increase of or pro-rata decrease of the cost. This might not be the actual case since most of the cities do not have majority of infrastructure and tech and the same has to be transported from the nearest big city- hence cost could differ. Also, venue cost might differ depending on the venue and city- thus, can this point be relooked? Request BCCI to advice on this.	This will be strictly on Pro Rata basis
20	Page 8 – 6.1 (c) Any proposed sub-contracting of the provision of any of the elements of staging the Fan Parks (with full details of the proposed sub-contractors), it being	The Company may advise that they wish to use local partners and provide details prior to the start of the season.

	<p>acknowledged that subcontracting shall require BCCI's prior written approval</p> <p>It is too early for us to identify and list down our local partners. Can this be done at a later stage?</p>	
21	<p>What about individuals or companies hired as project consultants to be a part of pitching company team?</p>	<p>The Company must identify these external companies/personnel.</p>
22	<p>Page 9 – 6.1 (e)</p> <p>Detailed documentary evidence demonstrating the Interested Party's credentials regarding the criteria set out in Section 2.2 above, including letters of recommendation, evidence of previous relevant expertise, letters from other companies for whom the Interested Party has worked previously for staging and organising similar events, details of other events which the Interested Party has worked on, staffing plan listing all the resources who will be working on the scope of the Services, both at the Venues and central level, list of past clientele with contact details of references at a senior executive level and the proposed team profile/detailed résumés of the Interested Party's key responsible management and creative staff that would be involved in staging of the Fan Parks; and</p> <p>What is the context of "similar events"? Can we share Government/ Corporate event references?</p>	<p>Yes, Government and Corporate Event references on a similar scale can be used.</p>
23	<p>Fan Park Selection</p> <p>Page 21 – Fan Park Selection</p> <p>Fan Parks will take place each weekend of the League Season (including the opening weekend or the first day of the League season if it does not start</p>	<p>There will be 45 Fan Parks – the breakdown will be as follows:</p> <p>First Weekend (1 Day) – 5 Fan Parks</p> <p>Seven further Weekends (2 days each weekend) - 35 Fan Parks</p>

	<p>at a weekend) with five Cities each weekend hosting a Fan Park on both Saturday and Sunday (being eight weekends and therefore 40 Fan Parks in total)</p> <p>Page 33 – 1 (a) (ii)</p> <p>Fan Parks will take place each weekend of the League Season (prior to the Playoffs) with five Cities each weekend hosting a Fan Park on both Saturday and Sunday (being seven weekends and therefore 35 Fan Parks in total running for two days each). The Company may choose the City to host such Fan Parks from the list in Schedule 5;</p> <p>Which is the count we should consider out of the 2 mentioned above?</p>	<p>Play Off Week (Q2, Women’s T20 Challenge Final) and Final Match 3 matches - 5 Fan Parks</p>
24	<p>Page 21 - Fan Park Operation - Criteria for venue selection - vi , vii , viii</p> <p>Inclusion of a hospitality area with an indoor air-conditioned area and outdoor seating for at least 25 people In addition to the outdoor seating referred to in (vi) above, inclusion of a dedicated outdoor seated area with 20 seats for pregnant women, women carrying infants, disabled, or elderly fans, including available space and access for wheelchair users Inclusion of a dedicated family area for parents accompanying children which should not admit adults unless they are accompanying children;</p> <p>Do the above structures or areas need to be existing permanent structures or temporary structure can be built?</p>	<p>Temporary Structures can be built.</p>
25	<p>With regards to the following points: Capacity to hold at least 10,000 people</p>	<p>The Company can make suggestions for types of seating but should plan for the majority of</p>

	<p>Do we need to account for seating for these people or will they be standing throughout the match?</p>	<p>people to be standing. Suggestions for seating may be made in the presentation but any seats must be fixed.</p>
26	<p>Sufficient parking capacities for both two and four wheeled vehicles</p> <p>What will be the tentative count of parking that we can consider for per Fan Park?</p>	<p>The Company should plan this based on the anticipated crowd and also access to public transport</p>
27	<p>Inclusion of a hospitality area with an indoor air-conditioned area</p> <p>For how many PAX should we consider this for?</p>	<p>25</p>
28	<p>Inclusion of a dedicated family area for parents accompanying children which should not admit adults unless they are accompanying children;</p> <p>What size space should be considered for the same?</p>	<p>The Company can suggest a size for this.</p>
29	<p>Page 22 – Match Feed</p> <p>The successful Interested Party will be responsible for providing an LED screen and sourcing the match feed to show it on.</p> <p>Will the match feed be given to us by Star India Network - In regional language? Will they charge us for the same?</p>	<p>Delivery of the feed will be provided by BCCI. The feed will be provided free of charge</p>
30	<p>Page 25</p> <p>Provision and maintenance of professional liability insurance with limits of no less than Rs. 20 crores in respect of all Fan Parks and Fan Park cancellation insurance.</p>	<p>This amount is for the overall campaign.</p>

	Is the said amount for each Fan Park or for the overall campaign?	
31	<p>Page 8 – Requirement of the RFP – 6.1 (c)</p> <p>A detailed Fan Park Plan in respect of the 2020 Season including full details of: The Interested Party’s plans and proposals for the provision of the Services and an indication of the Cities at which it intends to stage its Fan Parks during the League and prior to the Playoffs from a list of cities provided by BCCI in Schedule 5 of the Services Agreement,</p> <p>Can we choose between specific states and therefore cities and also numbers of cities/ states? Can we choose for by state or by cities?</p>	<p>As stated in the RFP</p> <p>The Company shall ensure that no Fan Park shall take place in the same State on any weekend, no Fan Park shall take place in one City on more than one occasion</p>
32	<p>Access management system - are suppliers expected to provide RFID bands to vendors/personnel?</p>	<p>The Company needs to provide an accreditation card that is clearly visible identifying staff and suppliers.</p>
33	<p>The RFP document doesn’t mention any element wise breakup - will BCCI ask for the same during audit / reconciliation</p>	<p>Please refer to the Cost sheet in Appendix 2 of the Services Agreement</p>
34	<p>Is there a standard design that BCCI has for staff enclosure? What is the minimum catering requirement for the 25 BCCI enclosure?</p>	<p>If this question refers to the hospitality area, there is no standard design. The Company should suggest a design. For Sunday (double header games) the requirement would be high tea and dinner with a fridge stocked with cold drinks (aerated drinks, fruit juice etc.) and a running counter of tea, coffee and cookies. For a Saturday game, except for high tea, other catering requirements remain same.</p>