



Request for Proposal (RFP)

**Appointment of Cargo General Sales and Service Agent (GSSA)
for Alliance Air Aviation Limited (AAAL)**

RESPONSE TO EMAILS AND QUESTIONS RAISED BY BIDDERS on 06.02.2023

**Tender No. – AAAL/2023/Cargo /001
Date of Publishing of RFP: - 25.01.2023**

**Last Date & Time for Submission of Bids 10.03.2023, 15:00 Hrs.
Date & Time of Opening of Technical Bid:, 10.03.2023, 15:30 Hrs.**



BATS (email dated 02.02.2023) and discussions in Pre-Bid meeting dated 06.02.2023.

1.	9I cargo publish rates – domestic/international.	Desired details are at Annexure A
2.	9I Agent wise – Deal Rate sheet- to review the rates.	Alliance Air as an independent entity does not have a distinct deal rate sheet. GSSA can enter into deal sheet with the agents
3.	9I Flight-Rotation/Summer Schedule as attached is winter schedule which is valid only till 25 th Mar 2023.	Desired details are at Annexure B This is subject : a) to change without notice. b) allocation of slots at respective airport.
4.	9I Current active agent list	Desired details are at Annexure C
5.	Clause 11- Evaluation of Technical Bids – Need more clarity for how to give the marks by self	Bidder to make a self assessment based on the current status as also the capability to meet the deliverables requirements as stipulated in the RFP. The rationale behind the same is to assist the airline in technical evaluation. The marks being assigned by the airline shall be final and binding.
6.	9I Monthly Station wise & Agent wise Tonnage & Revenue Data for all products i.e. Gen Cargo, Perishable, SCR, PO Mail from Apr 22 to Dec 2022 as this will help us to work out our projection on 9I Network	Desired details are at Annexure D . Most of the uplift is general cargo, Postal Mail and COMAT. Dangerous Goods, Human Remains and Live Animals, carriage is not applicable. For carriage of Valuable Cargo, special provision would need to be made.



ANNEXURE A – CARGO PUBLISHED RATES

Dep Apt	ARR. Apt	Minimum Rates(M)	Normal Rates (N)	Q-45	Q-100
DEL	BKB	1500	66	22	17
BKB	DEL	1500	66	22	17
DEL	BEK	1500	66	22	17
BEK	DEL	1500	66	22	17
DEL	BEK	1500	66	22	17
BEK	DEL	1500	66	22	17
DEL	DED	1500	66	22	17
DED	DEL	1500	66	22	17
DEL	IXD	1500	88	22	17
IXD	PAB	1500	66	22	17
PAB	IXD	1500	66	22	17
IXD	DEL	1500	88	22	17
DEL	IXD	1500	88	22	17
IXD	DEL	1500	88	22	17
DEL	IXC	1500	44	28	17
IXC	DEL	1500	66	28	17
DEL	DHM	1500	66	22	17
DHM	IXC	1500	44	22	17
IXC	DHM	1500	44	22	17
DHM	DEL	1500	66	22	17
IXC	DEL	1500	66	28	17
DEL	JAI	1500	44	22	17
JAI	DEL	1500	44	22	17
DEL	JAI	1500	44	22	17
JAI	DEL	1500	44	22	17
DEL	GOP	1500	66	22	17
GOP	LKO	1500	66	22	17
LKO	GOP	1500	44	22	17
GOP	DEL	1500	44	22	17
DEL	LKO	1500	55	28	17
LKO	DEL	1500	55	28	17
DEL	IXC	1500	44	28	17
IXC	KUU	1500	66	22	17



KUU	IXC	1500	66	22	17
IXC	DEL	1500	66	28	17
DEL	KUU	1500	66	22	17
KUU	DEL	1500	66	22	17
DEL	DED	1500	66	22	17
DED	DEL	1500	66	22	17
DEL	DED	1500	66	22	17
DED	DEL	1500	66	22	17
DEL	JLR	1500	66	22	17
JLR	PAB	1500	66	22	17
PAB	BHO	1500	NO RATES	NO RATES	NO RATES
BHO	PAB	1500	NO RATES	NO RATES	NO RATES
PAB	JLR	1500	66	22	17
JLR	DEL	1500	66	22	17
DEL	JLR	1500	66	22	17
JLR	BHO	1500	75	56	NO RATES
BHO	GWL	1500	75	56	NO RATES
GWL	BHO	1500	70	43	NO RATES
BHO	JLR	1500	75	56	NO RATES
JLR	DEL	1500	66	22	17
DEL	IXC	1500	44	28	17
IXC	DEL	1500	44	28	17
DEL	SLV	1500	66	22	17
SLV	DEL	1500	66	22	17
SLV	DHM	1500	NO RATES	NO RATES	NO RATES
DHM	SLV	1500	NO RATES	NO RATES	NO RATES
DEL	UDR	1500	66	22	17
UDR	DEL	1500	23	14	NO RATES
UDR	AMD	1500	NO RATES	NO RATES	NO RATES
AMD	UDR	1500	NO RATES	NO RATES	NO RATES
DEL	AMD	1500	75	59	48
AMD	DEL	1500	63	33	22
BOM	BHJ	1500	66	22	17
BHJ	BOM	1500	66	22	17
BOM	SDW	1500	81	64	55
SDW	BOM	1500	74	58	47
BOM	IXK	1500	NO RATES	NO RATES	NO RATES
IXK	BOM	1500	NO RATES	NO RATES	NO RATES
BOM	DIU	1500	77	22	17



DIU	BOM	1500	77	22	17
BOM	GOI	1500	44	22	17
GOI	BOM	1500	44	22	17
HYD	KLH	1500	61	28	NO RATES
KLH	HYD	1500	61	28	NO RATES
HYD	MYQ	1500	55	22	17
MYQ	GOI	1500	62	47	39
GOI	MYQ	1500	64	53	41
MYQ	HYD	1500	55	22	17
HYD	MAA	1500	44	22	17
MAA	HYD	1500	55	22	17
MAA	JAF	NO RATES	NO RATES	NO RATES	NO RATES
JAF	MAA	NO RATES	NO RATES	NO RATES	NO RATES
HYD	JGB	1500	55	22	17
JGB	RPR	1500	44	22	17
RPR	JGB	1500	44	22	17
JGB	HYD	1500	55	22	17
HYD	VGA	1500	55	22	17
VGA	HYD	1500	55	22	17
HYD	VGA	1500	55	22	17
VGA	HYD	1500	55	22	17
HYD	BLR	1500	44	28	17
BLR	HYD	1500	62	47	39
HYD	GOI	1500	77	55	44
GOI	HYD	1500	69	52	44
HYD	VDY	1500	NO RATES	NO RATES	NO RATES
VDY	HYD	1500	NO RATES	NO RATES	NO RATES
HYD	PNQ	1500	72	51	39
PNQ	HYD	1500	72	47	39
BLR	MYQ	1500	55	22	17
MYQ	COK	1500	55	22	17
COK	AGX	1500	77	22	17
AGX	COK	1500	77	22	17
COK	MYQ	1500	55	22	17
MYQ	BLR	1500	55	22	17
BLR	VGA	1500	55	22	17
VGA	BLR	1500	55	22	17
BLR	VDY	1500	NO RATES	NO RATES	NO RATES



VDY	BLR	1500	NO RATES	NO RATES	NO RATES
BLR	GBI	1500	44	22	17
GBI	BLR	1500	44	22	17
BLR	COK	1500	57	47	39
COK	BLR	1500	52	43	35
BLR	HYD	1500	44	28	17
HYD	BLR	1500	44	22	17
BLR	GOI	1500	62	47	39
GOI	BLR	1500	64	53	41
BLR	TIR	1500	57	39	NO RATES
TIR	BLR	1500	61	43	NO RATES
CCU	GAU	1500	110	28	NO RATES
GAU	DMU	1500	70	22	17
DMU	IMF	1500	56	22	17
CCU	AJL	1500	143	110	45
AJL	CCU	1500	66	24	13
IMF	DMU	1500	64	22	17
DMU	GAU	1500	66	22	17
IMF	AJL	1500	88	24	13
AJL	IMF	1500	23	14	13
GAU	SHL	1500	NO RATES		
SHL	DMU	1500	73	56	50
DMU	SHL	1500	73	50	NO RATES
SHL	GAU	1500	73	56	50
GAU	CCU	1500	44	24	13
GAU	TEZ	1500	66	22	17
TEZ	IXT	1500	NO RATES	NO RATES	NO RATES
IXT	TEZ	1500	NO RATES	NO RATES	NO RATES
TEZ	GAU	1500	NO RATES	NO RATES	NO RATES
GAU	CCU	1500	44	24	13
IMF	IXS	1500	66	22	17
IXS	IMF	1500	124	22	17
CCU	IXI	1500	66	22	17
IXI	CCU	1500	66	22	17
CCU	JRG	1500	88	22	17
JRG	BBI	1500	88	28	22
BBI	RRK	1500	NO RATES	NO RATES	NO RATES
RRK	BBI	1500	NO RATES	NO RATES	NO RATES
BBI	JRG	1500	88	22	17



JRG	RPR	1500	88	47	39
RPR	JRG	1500	63	50	22
JRG	CCU	1500	88	28	22
CCU	GAU	1500	110	28	NO RATES
GAU	AJL	1500	57	22	17
AJL	SHL	1500	75	56	54
SHL	AJL	1500	73	56	50
AJL	GAU	1500	58	22	17
GAU	CCU	1500	44	24	13
CCU	IXR	1500	66	28	22
IXR	BBI	1500	83	22	17
BBI	IXR	1500	83	22	17
IXR	CCU	1500	44	22	17
CCU	IXR	1500	66	28	22
IXR	CCU	1500	44	22	17
DIB	TEI	1500	NO RATES	NO RATES	NO RATES
TEI	DIB	1500	NO RATES	NO RATES	NO RATES
DIB	HGI	1500	NO RATES	NO RATES	NO RATES
HGI	ZER	1500	66	28	22
ZER	HGI	1500	66	22	17
HGI	DIB	1500	NO RATES	NO RATES	NO RATES
HGI	IXT	1500	NO RATES	NO RATES	NO RATES
IXT	HGI	1500	NO RATES	NO RATES	NO RATES

This is an illustrative list.

City pair where potential cargo business is foreseen can be floated



ANNEXURE B – SUMMER SCHEDULE

Flight No.	Sector	Sector Code	Sector Code	Days of Operations	Type of Aircraft
91805	DELHI / CHANDIGARH	DEL	IXC	123456	ATR42
91805	CHANDIGARH / KULLU	IXC	KUU	123456	ATR42
91806	KULLU / CHANDIGARH	KUU	IXC	123456	ATR42
91806	CHANDIGARH / DELHI	IXC	DEL	123456	ATR42
91803	DELHI / KULLU	DEL	KUU	7	ATR42
91804	KULLU / DELHI	KUU	DEL	7	ATR42
91809	DELHI / GORAKHPUR	DEL	GOP	13457	ATR42
91809	GORAKHPUR / LUCKNOW	GOP	LKO	13457	ATR42
91810	LUCKNOW / GORAKHPUR	LKO	GOP	13457	ATR42
91810	GORAKHPUR / DELHI	GOP	DEL	13457	ATR42
91845	DELHI / JAIPUR	DEL	JAI	26	ATR72
91845	JAIPUR / JODHPUR	JAI	JDH	26	ATR72
91846	JODHPUR / JAIPUR	JDH	JAI	26	ATR72
91846	JAIPUR / DELHI	JAI	DEL	26	ATR72
91821	DELHI / SHIMLA	DEL	SLV	246	ATR42
91821	SHIMLA / DHARAMSHALA	SLV	DHM	246	ATR42
91822	DHARAMSHALA / SHIMLA	DHM	SLV	246	ATR42
91822	SHIMLA / DELHI	SLV	DEL	246	ATR42
91823	DELHI / SHIMLA	DEL	SLV	135	ATR42
91823	SHIMLA / KULLU	SLV	KUU	135	ATR42
91824	KULLU / SHIMLA	KUU	SLV	135	ATR42
91824	SHIMLA / DELHI	SLV	DEL	135	ATR42
91823	DELHI / SHIMLA	DEL	SLV	7	ATR42
91823	SHIMLA / KULLU	SLV	KUU	7	ATR42
91824	KULLU / SHIMLA	KUU	SLV	7	ATR42
91824	SHIMLA / DELHI	SLV	DEL	7	ATR42
91645	DELHI / DEHRADUN	DEL	DED	1357	ATR42
91645	DEHRADUN / LUCKNOW	DED	LKO	1357	ATR42
91646	LUCKNOW / DEHRADUN	LKO	DED	1357	ATR42
91646	DEHRADUN / DELHI	DED	DEL	1357	ATR42
91857	DELHI / DEHRADUN	DEL	DED	246	ATR42
91857	DEHRADUN / JAMMU	DED	IXJ	246	ATR42
91858	JAMMU / DEHRADUN	IXJ	DED	246	ATR42
91858	DEHRADUN / DELHI	DED	DEL	246	ATR42



9I713	DELHI / DHARAMSHALA	DEL	DHM	123456	ATR72
9I713	DHARAMSHALA / CHANDIGARH	DHM	IXC	123456	ATR72
9I714	CHANDIGARH / DHARAMSHALA	IXC	DHM	123456	ATR72
9I714	DHARAMSHALA / DELHI	DHM	DEL	123456	ATR72
9I711	DELHI / DHARAMSHALA	DEL	DHM	7	ATR72
9I711	DHARAMSHALA / CHANDIGARH	DHM	IXC	7	ATR72
9I711	CHANDIGARH / DELHI	IXC	DEL	7	ATR72
9I817	DELHI / CHANDIGARH	DEL	IXC	1357	ATR42
9I818	CHANDIGARH / DELHI	IXC	DEL	1357	ATR42
9I611	DELHI / AMRITSAR	DEL	ATQ	246	ATR72
9I612	AMRITSAR / DELHI	ATQ	DEL	246	ATR72
9I643	DELHI / JAIPUR	DEL	JAI	135	ATR72
9I644	JAIPUR / DELHI	JAI	DEL	135	ATR72
9I843	DELHI / JAIPUR	DEL	JAI	1234567	ATR72
9I844	JAIPUR / DELHI	JAI	DEL	1234567	ATR72
9I697	DELHI / PRAYAGRAJ	DEL	IXD	2467	ATR72
9I697	PRAYAGRAJ / BILASPUR	IXD	PAB	2467	ATR72
9I698	BILASPUR / PRAYAGRAJ	PAB	IXD	2467	ATR72
9I698	PRAYAGRAJ / DELHI	IXD	DEL	2467	ATR72
9I643	DELHI / JAIPUR	DEL	JAI	2467	ATR72
9I644	JAIPUR / DELHI	JAI	DEL	2467	ATR72
9I687	DELHI / PRAYAGRAJ	DEL	IXD	135	ATR72
9I687	PRAYAGRAJ / DEHRADUN	IXD	DED	135	ATR72
9I688	DEHRADUN / PRAYAGRAJ	DED	IXD	135	ATR72
9I688	PRAYAGRAJ / DELHI	IXD	DEL	135	ATR72
9I691	DELHI / JABALPUR	DEL	JLR	1357	ATR72
9I691	JABALPUR / BILASPUR	JLR	PAB	1357	ATR72
9I692	BILASPUR / JABALPUR	PAB	JLR	1357	ATR72
9I692	JABALPUR / DELHI	JLR	DEL	1357	ATR72
9I693	DELHI / JABALPUR	DEL	JLR	246	ATR72
9I693	JABALPUR / HYDERABAD	JLR	HYD	246	ATR72
9I694	HYDERABAD / JABALPUR	HYD	JLR	246	ATR72
9I694	JABALPUR / DELHI	JLR	DEL	246	ATR72
9I611	DELHI / AMRITSAR	DEL	ATQ	1357	ATR72
9I612	AMRITSAR / DELHI	ATQ	DEL	1357	ATR72
9I831	DELHI / CHANDIGARH	DEL	IXC	1234567	ATR72
9I832	CHANDIGARH / DELHI	IXC	DEL	1234567	ATR72



9I833	DELHI / BIKANER	DEL	BKB	13457	ATR72
9I834	BIKANER / DELHI	BKB	DEL	13457	ATR72
9I629	DELHI / GORAKHPUR	DEL	GOP	26	ATR42
9I629	GORAKHPUR / KOLKATA	GOP	CCU	26	ATR42
9I630	KOLKATA / GORAKHPUR	CCU	GOP	26	ATR42
9I630	GORAKHPUR / DELHI	GOP	DEL	26	ATR42
9I695	DELHI / UDAIPUR	DEL	UDR	13457	ATR72
9I695	UDAIPUR/ AHMEDABAD	UDR	AMD	13457	ATR72
9I696	AHMEDABAD/ UDAIPUR	AMD	UDR	13457	ATR72
9I696	UDAIPUR / DELHI	UDR	DEL	13457	ATR72
9I615	DELHI / JODHPUR	DEL	JDH	135	ATR72
9I615	JODHPUR / AHMEDABAD	JDH	AMD	135	ATR72
9I616	AHMEDABAD/ JODHPUR	AMD	JDH	135	ATR72
9I616	JODHPUR / DELHI	JDH	DEL	135	ATR72
9I701	DELHI / BARELLY	DEL	BEK	2467	ATR72
9I702	BARELLY / DELHI	BEK	DEL	2467	ATR72
9I621	DELHI / INDORE	DEL	IDR	246	ATR72
9I622	INDORE / DELHI	IDR	DEL	246	ATR72

9I625	MUMBAI / BHUJ	BOM	BHJ	1234567	ATR72
9I626	BHUJ / MUMBAI	BHJ	BOM	1234567	ATR72
9I661	MUMBAI / SINDHUDURG	BOM	SDW	1246	ATR72
9I662	SINDHUDURG / MUMBAI	SDW	BOM	1246	ATR72
9I675	MUMBAI / KESHOD	BOM	IXK	357	ATR72
9I676	KESHOD / MUMBAI	IXK	BOM	357	ATR72
9I623	MUMBAI / DIU	BOM	DIU	1234567	ATR72
9I624	DIU / MUMBAI	DIU	BOM	1234567	ATR72
9I657	MUMBAI / GOA	BOM	GOI	23567	ATR72
9I658	GOA / MUMBAI	GOI	BOM	23567	ATR72

9I888	HYDERABAD / VIJAYAWADA	HYD	VGA	1234567	ATR72
9I897	VIJAYAWADA / HYDERABAD	VGA	HYD	1234567	ATR72
9I879	HYDERBAD / GOA	HYD	GOI	23567	ATR72
9I880	GOA / HYDERABAD	GOI	HYD	23567	ATR72
9I847	HYDERABAD / MYSORE	HYD	MYQ	14	ATR72
9I848	MYSORE / HYDERABAD	MYQ	HYD	14	ATR72



9I883	HYDERABAD / RAJAHMUNDRY	HYD	RJA	357	ATR72
9I884	RAJAHMUNDRY / HYDERABAD	RJA	HYD	357	ATR72
9I518	HYDERABAD / BANGALORE	HYD	BLR	1246	ATR72
9I517	BANGALORE / HYDERABAD	BLR	HYD	1246	ATR72
9I893	HYDERABAD / CHENNAI	HYD	MAA	1246	ATR72
9I101	CHENNAI/ JAFFNA	MAA	JAF	1246	ATR72
9I102	JAFFNA/ CHENNAI	JAF	MAA	1246	ATR72
9I894	CHENNAI / HYDERABAD	MAA	HYD	1246	ATR72
9I863	HYDERABAD / CHENNAI	HYD	MAA	357	ATR72
9I863	CHENNAI / MYSURU	MAA	MYQ	357	ATR72
9I864	MYSURU / CHENNAI	MYQ	MAA	357	ATR72
9I864	CHENNAI / HYDERABAD	MAA	HYD	357	ATR72
9I875	HYDERABAD / KOLHAPUR	HYD	KLH	357	ATR72
9I876	KOLHAPUR / HYDERABAD	KLH	HYD	357	ATR72
9I871	HYDERABAD / CHENNAI	HYD	MAA	1357	ATR72
9I872	CHENNAI / HYDERABAD	MAA	HYD	1357	ATR72
9I895	HYDERABAD / BANGALORE	HYD	BLR	1234567	ATR72
9I896	BANGALORE / HYDERABAD	BLR	HYD	1234567	ATR72
9I885	HYDERABAD / JAGDALPUR	HYD	JGB	1234567	ATR72
9I885	JAGDALPUR / RAIPUR	JGB	RPR	1234567	ATR72
9I886	RAIPUR / JAGDALPUR	RPR	JGB	1234567	ATR72
9I886	JAGDALPUR / HYDERABAD	JGB	HYD	1234567	ATR72
9I867	HYDERABAD / PUNE	HYD	PNQ	1234567	ATR72
9I868	PUNE / HYDERABAD	PNQ	HYD	1234567	ATR72
9I877	HYDERABAD / TIRUPATI	HYD	TIR	1234567	ATR72
9I878	TIRUPATI / HYDERABAD	TIR	HYD	1234567	ATR72
9I869	HYDERABAD / VIDYANAGAR	HYD	VDY	1234567	ATR72
9I870	VIDYANAGAR / HYDERABAD	VDY	HYD	1234567	ATR72
9I881	HYDERABAD / MYSURU	HYD	MYQ	23567	ATR72
9I881	MYSURU / GOA	MYQ	GOI	23567	ATR72
9I882	GOA / MYSURU	GOI	MYQ	23567	ATR72
9I882	MYSURU / HYDERABAD	MYQ	HYD	23567	ATR72
9I879	HYDERBAD / GOA	HYD	GOI	14	ATR72
9I879	GOA / MUMBAI	GOI	BOM	14	ATR72
9I880	MUMBAI / GOA	BOM	GOI	14	ATR72
9I880	GOA / HYDERABAD	GOI	HYD	14	ATR72



9I505	BENGALURU / KOCHI	BLR	COK	1234567	ATR72
9I505	KOCHI / AGATTI	COK	AGX	1234567	ATR72
9I506	AGATTI / KOCHI	AGX	COK	1234567	ATR72
9I506	KOCHI / BENGALURU	COK	BLR	1234567	ATR72
9I527	BENGALURU / VIDYANAGAR	BLR	VDY	1234567	ATR72
9I528	VIDYANAGAR / BENGALURU	VDY	BLR	1234567	ATR72
9I521	BENGALURU / KOCHI	BLR	COK	1234567	ATR72
9I522	KOCHI / BENGALURU	COK	BLR	1234567	ATR72
9I501	BENGALURU / VIJAYAWADA	BLR	VGA	1234567	ATR72
9I502	VIJAYAWADA / BENGALURU	VGA	BLR	1234567	ATR72
9I549	BENGALURU / COIMBATORE	BLR	CJB	135	ATR72
9I550	COIMBATORE / BENGALURU	CJB	BLR	135	ATR72
9I509	BENGALURU / GULBARGA	BLR	GBI	2467	ATR72
9I510	GULBARGA / BENGALURU	GBI	BLR	2467	ATR72
9I547	BENGALURU / GOA	BLR	GOI	1234567	ATR72
9I548	GOA / BENGALURU	GOI	BLR	1234567	ATR72
9I741	KOLKATA / DIMAPUR	CCU	DMU	135	ATR72
9I741	DIMAPUR / IMPHAL	DMU	IMF	135	ATR72
9I741	IMPHAL / SILCHAR	IMF	IXS	135	ATR72
9I741	SILCHAR/ IMPHAL	IXS	IMF	135	ATR72
9I742	IMPHAL/ DIMAPUR	IMF	DMU	135	ATR72
9I742	DIMAPUR / KOLKATA	DMU	CCU	135	ATR72
9I731	KOLKATA / IMPHAL	CCU	IMF	2467	ATR72
9I731	IMPHAL / AIZWAL	IMF	AJL	2467	ATR72
9I732	AIZWAL / IMPHAL	AJL	IMF	2467	ATR72
9I732	IMPHAL / SILCHAR	IMF	IXS	2467	ATR72
9I733	SILCHAR/ IMPHAL	IXS	IMF	2467	ATR72
9I733	IMPHAL/ KOLKATA	IMF	CCU	2467	ATR72
9I751	KOLKATA / LILABARI	CCU	IXI	1234567	ATR72
9I752	LILABARI / KOLKATA	IXI	CCU	1234567	ATR72
9I745	KOLKATA / JHARSUGUDA	CCU	JRG	1234567	ATR72
9I745	JHARSUGUDA / BHUBANESHWAR	JRG	BBI	1234567	ATR72
9I746	BHUBANESHWAR / ROURKELA	BBI	RRK	1234567	ATR72
9I746	ROURKELA/ BHUBANESHWAR	RRK	BBI	1234567	ATR72



9I746	BHUBANESWAR/JHARSUGUDA	BBI	JRG	1234567	ATR72
9I746	JHARSUGUDA / KOLKATA	JRG	CCU	1234567	ATR72
9I755	KOLKATA / GUWAHATI	CCU	GAU	1246	ATR72
9I755	GUWAHATI / AIZWAL	GAU	AJL	1246	ATR72
9I755	AIZWAL / SHILLONG	AJL	SHL	1246	ATR72
9I756	SHILLONG / AIZWAL	SHL	AJL	1246	ATR72
9I756	AIZWAL / GUWAHATI	AJL	GAU	1246	ATR72
9I756	GUWAHATI / KOLKATA	GAU	CCU	1246	ATR72
9I757	KOLKATA / GUWAHATI	CCU	GAU	357	ATR72
9I757	GUWAHATI / TEZPUR	GAU	TEZ	357	ATR72
9I757	TEZPUR / PASSIGHAT	TEZ	IXT	357	ATR72
9I758	PASSIGHAT / TEZPUR	IXT	TEZ	357	ATR72
9I758	TEZPUR / GUWAHATI	TEZ	GAU	357	ATR72
9I758	GUWAHATI / KOLKATA	GAU	CCU	357	ATR72
9I720	KOLKATA / RANCHI	CCU	IXR	357	ATR72
9I720	RANCHI / BHUBANESHWAR	IXR	BBI	357	ATR72
9I719	BHUBANESHWAR / RANCHI	BBI	IXR	357	ATR72
9I719	RANCHI / KOLKATA	IXR	CCU	357	ATR72
9I770	KOLKATA / GUWAHATI	CCU	GAU	246	ATR72
9I771	GUWAHATI / KOLKATA	GAU	CCU	246	ATR72
9I723	GUWAHATI / DIMAPUR	GAU	DMU	246	ATR72
9I724	DIMAPUR / GUWAHATI	DMU	GAU	246	ATR72
9I729	GUWAHATI / TEZPUR	GAU	TEZ	246	ATR72
9I729	TEZPUR / LILABARI	TEZ	IXI	246	ATR72
9I729	LILABARI / SHILLONG	IXI	SHL	246	ATR72
9I730	SHILLONG/LILABARI	SHL	IXI	246	ATR72
9I730	LILABARI / TEZPUR	IXI	TEZ	246	ATR72
9I730	TEZPUR / GUWAHATI	TEZ	GAU	246	ATR72
9I735	GUWAHATI / SHILLONG	GAU	SHL	1357	ATR72
9I737	SHILLONG / DIMAPUR	SHL	DMU	1357	ATR72
9I738	DIMAPUR / SHILLONG	DMU	SHL	1357	ATR72
9I739	SHILLONG/LILABARI	SHL	IXI	1357	ATR72
9I739	LILABARI / TEZPUR	IXI	TEZ	1357	ATR72
9I740	TEZPUR / LILABARI	TEZ	IXI	1357	ATR72
9I740	LILABARI / SHILLONG	IXI	SHL	1357	ATR72
9I736	SHILLONG / GUWAHATI	SHL	GAU	1357	ATR72



9I405	DIBRUGARH / TEZU	DIB	TEI	2467	DO228
9I406	TEZU / DIBRUGARH	TEI	DIB	2467	DO228
9I403	DIBRUGARH / Hollangi	DIB	HGI	26	DO228
9I403	Hollangi / ZIRO	HGI	ZER	26	DO228
9I404	ZIRO / Hollangi	ZER	HGI	26	DO228
9I404	Hollangi / DIBRUGARH	HGI	DIB	26	DO228
9I401	DIBRUGARH / Hollangi	DIB	HGI	47	DO228
9I401	Hollangi / PASSIGHAT	HGI	IXT	47	DO228
9I402	PASSIGHAT / Hollangi	IXT	HGI	47	DO228
9I402	Hollangi / DIBRUGARH	HGI	DIB	47	DO228



ANNEXURE C

All agents appointed by Air India can book cargo on Alliance Air Flights. Some of the active agents list is published below:-

DELHI ACTIVE AGENTS DETAILS

- INDEX AVIATION PVT LTD
- PAWAN CARGO
- FOUR WINGS TRAVLES AND TOURS
- INDIAN POSTAL MAIL
- MONOPOLY CARRIRES
- BALAJI CARGO
- DHARMRAJ LOGISTICS
- BHAGWATI CARGO

HYDERABAD ACTIVE AGENTS DETAILS

- SRI BALAJI LOGISTICS
- PAWAN CARGO
- BHAGWATI CARGO

CHENNAI ACTIVE AGENTS DETAILS

- BHAGWATI CARGO
- MONOPOLY
- INDEX PVT LTD
- PAWAN CARGO
- INDIAN POSTAL MAIL

MUMBAI ACTIVE AGENTS DETAILS

- INDEX AVIATION PVT LTD
- BHAGWATI CARGO



ANNEXURE D

The said information is confidential in nature

Major stations with cargo uplift:- Delhi, Kolkata, Mumbai, Kochi, Agatti, Guwahati, Dimapur, Imphal, Jaipur, Ahmedabad, Bangaluru, Goa, Hyderabad, Chandigarh, Imphal, Ranchi etc.

Period	Cargo & Mail Tonnage	Revenue (Approx)
2019-20	368 tonnes	99.96 lacs
2020-21	438 tonnes	96.90 lacs **
2021-22	750 tonnes	205.66 lacs**
2022-23 (up to Jan 23)	345 tonnes	95.27 lacs

** Please note that during 27th March 2020 to 24th May 2020, we also transported cargo under lifeline UDAN earning a revenue of over Rs 5 crores to the airline.



BIRD GROUP (email dated 01.02.2023) and discussions in Pre-Bid meeting dated 06.03.2023

1.	If you can share some estimates on the cargo uplift / volume and revenue per station in year 2022	Details are mentioned above in Annexure D
2.	Please share the current cargo rate sheet	Details are mentioned above in Annexure A
3.	Do AAAL offer any commissions / incentives to cargo agents / freight forwarders?	Alliance Air cargo movement is still undertaken through Air India. The commission / incentive is applicable (5%).
4.	Please also share the RFP document / annexures in the word format as we need to print the annexures on our letterhead.	The same can be undertaken through an online convertor.



LAS CARGO (email dated 31.01.2023 and 02.02.2023) and discussions in Pre-Bid meeting dated 06.03.2023

1.	We would like to know the Current operating fleet size and future additional fleet increase.	<p>Currently we have 18 ATR-72 -600, 02 ATR-42 - 600, and 01 DO-228 in our fleet.</p> <p>As of date, future induction plans are still under finalization.</p>
2.	Additional aircraft induction will be additional to current MAG proposal is assumed.	<p>Your understanding is absolutely correct. The current MGP (Minimum Guaranteed Payment) is based on the existing fleet (excluding Dornier).</p> <p>In the event, the Management decides to induct additional aircraft, additional MGP would be applicable commensurate to the type of aircraft inducted.</p>
3.	MAG will be offered per month amount as per current fleet size and schedule.	<p>The present schedule has been formulated based on 16/17 ATR 72 and 2 ATR 42 (keeping provision of 1 to 2 ATR 72/42 towards rotational checks & maintenance).</p> <p>MGP (Minimum Guaranteed Payment) to be offered as per the aforesaid fleet size and the applicable schedule thereto during the currency of contract.</p>
4.	All cargo utility terminal payments to be made by GSSA is assumed and office rental, utilities at CUT paid by GSSA is assumed at network.	<p>Understanding is absolutely correct. All cargo utility terminal payments as also office rental, utilities and CUT would be borne by GSSA.</p>

		In furtherance to pre-bid meeting, it has been decided that the bidder is expected to set up own offices at the base /hub stations of Alliance Air – DEL, BOM, CCU, HYD, BLR, GAU, MAA and AMD. During the process of set-up in Tier II and Tier III cities, the airline can extend temporary support during the initial three months at the airport from the date of going live.
5.	Ramp supervision done by GSSA is assumed at all airports below aircraft.	In furtherance to pre-bid meeting, it has been decided that ramp supervision would continue to be handled by the ground handler i.e. all activities below the wings from the receipt of cargo, transportation in the sterile area and departure point.
6.	All CUT functions handled by GSSA staff is assumed at all airports, will Alliance Air depute its own employees for cargo acceptance and deliveries, please confirm.	By floating the RFP, the intent is to outsource the entire cargo activities . All CUT functions will be handled by GSSA staff The role scope of the GSSA includes deputing its own team to handle cargo acceptance and deliveries.
7.	Cargo software provided by GSSA is assumed including payment of its charges.	Cargo software will be provided by GSSA and would be responsible for making payments and charges.
8.	Minimum loadability assumed to be 500 Kg per flight is assumed for cargo carriage.	GSSA will not be entitled to any block any space. It will always be subject to load and space
9.	Flight cancellations is scheduled, how will they be compensated if beyond 10% of its scheduled departures.	No underwriting would be admissible from the airline end, in the event of non-carriage /part -carriage of cargo on account of cancellation of schedule departures. In case the flight cancellations are beyond 20% of the scheduled departures as on the date when the contract has been frozen, the bidder may remit the MGP on a pro-rata basis equivalent to % flight reduction for the select period.



10.	Cost of interiors of all offices and branding with set up is to be incurred by GSSA or existing offices of Alliance Air will be taken over by GSSA through network of all locations.	At present there are no existing offices of Alliance Air for cargo in our network. Cost of interiors of all offices and branding with set up is to be incurred by GSSA
11.	P.O. Mail is included within GSSA scope of agreement along with its revenue and contract with PO authorities.	We are working closely with postal authorities for signing a contract with them to carry postal mail. The contract is still to be concluded. Same will be included with GSSA segment.
12.	Ground Handling and loading of aircrafts is not included in GSSA scope of services it will be done by respective ground handlers at each airports.	Ground handler would handle the same.
13.	AWB will have GSSA prefix on them and not Alliance Air as issued by GSSA.	GSSA to utilize the Airline AWB. In the event there is a difficulty, the GSSA AWB can be prefixed with clear mention that is a GSSA of Alliance Air.
14.	Staff training and audits of cargo operators is GSSA responsibility or Alliance air.	Staff training and audit of cargo operators is GSSA responsibility. Alliance Air Team can also step in wherever necessitated.
15.	Will free air tickets be provided by Alliance Air for duty travel of GSSA employees.	A fixed quantum of tickets on 9I flights can be considered for Duty travel of GSSA employees on Alliance Air. The details would be notified post execution of the contract with the selected bidder
16.	Is there any excess payments over and above MAG to be paid by GSSA to Alliance Air every month.	The payments would be as per the schedule mentioned in the Addendum. Revenue over the Minimum Guaranteed Payment (MGP) threshold up to 50% in excess of the MGP will be retained entirely by the GSSA as their earnings. Revenue above 50% of the Minimum Guaranteed Payment (MGP) will be shared between the GSSA and Alliance Air, with the GSSA retaining more, the higher GSSA sells .The proposed Minimum Guaranteed Payment (MGP) model is structured in the attached Addendum

		<table border="1"> <thead> <tr> <th>Revenue</th> <th>Accruing to 9I</th> <th>Accruing to GSSA</th> </tr> </thead> <tbody> <tr> <td>Up to MGP level</td> <td>100 %</td> <td>NIL</td> </tr> <tr> <td>MGP+50 % to MGP 75%</td> <td>40%</td> <td>60%</td> </tr> <tr> <td>MGP+75 % to MGP 100%</td> <td>30%</td> <td>70%</td> </tr> <tr> <td>Over MGP+100 %</td> <td>20%</td> <td>80%</td> </tr> </tbody> </table>	Revenue	Accruing to 9I	Accruing to GSSA	Up to MGP level	100 %	NIL	MGP+50 % to MGP 75%	40%	60%	MGP+75 % to MGP 100%	30%	70%	Over MGP+100 %	20%	80%
Revenue	Accruing to 9I	Accruing to GSSA															
Up to MGP level	100 %	NIL															
MGP+50 % to MGP 75%	40%	60%															
MGP+75 % to MGP 100%	30%	70%															
Over MGP+100 %	20%	80%															
17.	CUT agreements will be signed by Alliance Air or GSSA as some CUT operators want to sign only with airlines.	CUT agreements will be signed by GSSA. Wherever the CUT operators want to sign only with airlines, the same would be undertaken with the expenses being reimbursed by the GSSA.															
18.	BG for CUT agreements will be provided by whom, Alliance or GSSA?	BG for CUT would be provided by GSSA.															
19.	If parent company is applying then the experience and financials of subsidiary company which is fully owned by parent can it be considered to qualify the GSSA tender	The request stands considered.															
20.	What is the lead time to start the GSSA.	We would request GSSA to start immediately post issuance of LOI and submission of BG.															
21.	AEP for staff will be recommended by Alliance Air for issuance by BCAS.	AEP for GSA staff may be recommended by Alliance Air for issuance by BCAS. Any cost thereto paid by the airline to be reimbursed. However, GSSA shall indemnify the airline towards any past or future unforeseen incident/unlawful activity undertaken by said staff.															

22.	First 3 months on actual revenue shared with Alliance Air and MAG starting from month 4 onwards.	During the first six months, fixed Minimum Guaranteed Payment (MGP) of Rs 17 lacs per mensem. The Minimum Guaranteed Payment (MGP) as quoted by bidder and Point 16 would become applicable from the seventh month onwards and would be applicable till the tenure of the contract
23.	The minimum turnover of the company is assumed at 10 Cr per annum during the past years. Please confirm.	Yes, minimum turnover of the company is assumed at 10 Cr per annum during the past five years.
24.	If cargo is offloaded due to no space available on the aircraft, then will Alliance Air compensate towards the MAG payable.	AAAL will not compensate, If cargo is offloaded due to no space available on the aircraft
25.	Will there be an extension of time for submission of tender or is the deadline fixed.	The time frame of the RFP has been extended up to 10.03.2023.
26.	Could you kindly specify the minimum carriage of cargo per flight and will it be 500 kgs on every flight since we are given to understand that ATR has very poor capacity of not more than 100 kg of cargo carried per flight.	<p>Subject matter was also discussed in the pre-bid meeting.</p> <p>The loadability of 500 kgs per day does hold (except some flights which fly to hilly terrain or where the passenger load is good). The impression which has been garnered than only 100 kgs loading per aircraft can be undertaken is factually incorrect</p>
27.	Please clarify number of flights operated by Alliance Air per day which can carry cargo as per this GSSA appointment.	<p>Subject matter was also discussed in the pre-bid meeting.</p> <p>In continuation to response to Point 26, would like to inform that the airline passenger seat factor is still less than 75 percent which is an evidentiary proof that that there is sufficient load ability on most of the flights. The same can also be validated through the DGCA website.</p>



		Request to kindly peruse cargo carriage for the previous year 2021-2022, it would reassure the bidders the volume business Alliance Air had been generating. Once the GSSA infrastructure is running – there is a scope of substantial increase.
28.	For flights falling under Viability Gap Funding (VGF), will it also apply to cargo? If yes, any benefit we can derive from those?	VGF is only for passengers and not for Cargo. These flights operate on virgin routes as such have low Seat factor . The benefit is that more capacity is available.
29.	Existing interline agreements, if any, will be transferred to GSSA?	Currently we have no interline agreement
30.	Do you have any plans to commence international flights and if yes, will the same GSSA agreement be extended?	Alliance Air operates to Jaffna. The MGP covers transportation of cargo ex-India by the GSSA.



AEROPRIME (email dated 05.02.2023) and discussions in Pre-Bid meeting dated 06.03.2023

S. No.	Clause No/Page No	Query/Modifications Requested	Remark/Reason	Status
1	Clause 10 / Page 6	Last Date and time for submission of bids to be extended to Feb 28, 2023	To collect all the documents and fulfill the conditions of the RFP	Last date of submission has been extended up to 10 th of March 2023
2	Clause 1 / Page 12	The applicant should be registered in India and having trade license for Cargo Minimum two years of Airline GSSA / GSA experience (domestic/international) of air cargo transportation on scheduled airline services	It should be valid for GSA handling International airlines and not only the ones who are handling domestic. GSA handling international airlines also have deep expertise and market knowledge	The relevant clause has been modified to read as : ""Minimum two years of domestic and /or international Airline GSSA / GSA experience of air cargo transportation on scheduled airline services. ""
3	Clause 1 / Page 14	Kindly clarify the below statement in terms of which cities, any limit on number of cities, how much space, is it free of cost or will Alliance Air pay at the time of request etc.: Alliance Air may request to provision a designated office for its official at major metros. The office should be provided with all infrastructure like telephone, computers, stationery etc.	Need clarification in order to know the requirements and also the cost implications	The applicant agrees to set up and maintain at its own cost offices at key stations of Alliance Air (DEL, BOM, CCU, GAU, HYD, BLR, AMD and MAA) catering to both domestic and international flights ex-India. During the process of set-up in Tier II and Tier III cities, the airline can extend temporary support during the initial three months at the airport from the date of going live. The space to be reasonable commensurate to the likely business with branding of Alliance Air. The bidder to make

				<p>applicable MGP payment as agreed upon.</p> <p>This clause has been deleted Quote "" Alliance Air may request to provision a designated office for its official at major metros. The office should be provided with all infrastructure like telephone, computers, stationery etc."" Unquote</p>
4	Clause 3 / Page 69	Minimum two years of Airline GSSA / GSA experience (domestic/international) of air cargo transportation on scheduled airline services	It should be valid for GSA handling International airlines and not only the ones who are handling domestic. GSA handling international airlines also have deep expertise and market knowledge	The relevant clause has been modified to read as ""Minimum two years of domestic and /or international Airline GSSA / GSA experience of air cargo transportation on scheduled airline services. ""
5	Clause 8 / Page 71	Representing as GSSA of other airlines (international or domestic)	Experience should be for GSA handling International airlines also as they have deep expertise and domestic market knowledge as well. It should not be restricted to the GSA handling domestic airlines.	The relevant clause has been modified to read as ""Minimum two years of domestic and /or international Airline GSSA / GSA experience of air cargo transportation on scheduled airline services. ""



OTHER UPDATES TO RFP AS ON 28.02.2023 BASED ON PRE-BID MEETING :

- The contract executed with the successful Bidder pursuant to this RFP shall be for **30 months** from the date of go live and extendable by AAAL for a period of, **18 months** on the same terms and conditions subject to satisfactory performance and mutually consent of both the parties.
- GSSA will not be entitled to any block space. It will always be subject to load and space. No underwriting would be admissible from the airline end, in the event of non-carriage /part - carriage of cargo.
- Service Level Agreement to be executed between both the parties.
- During the initial set up phase (first six months), fixed Minimum Guaranteed Payment (MGP) of Rs 17 lacs per mensum is applicable. The Minimum Guaranteed Payment (MGP) as quoted in the financial bid would become applicable from the seventh month and would be applicable till the tenure of the contract
- The same MGP of Rs 3.50 crores per annum is being retained . the Minimum Guaranteed Payment (MGP) threshold can be reduced appropriately (to enable GSSA to offset expenditure proposed in provisioning manpower, equipment, software, office space, warehousing , trucking, handling, back office functions, agency commission, insurance etc) and making regular payment of the MGP.

Revenue	Accruing to 9I	Accruing to GSSA
Up to MGP level	100%	NIL
From MGP up to 50%	NIL	100%
MGP+50% to MGP 75%	40%	60%
MGP+75% to MGP 100%	30%	70%
Over MGP+100%	20%	80%

- Ramp Supervision which is currently undertaken by the ground handler to continue i.e. all activities below the wings from the receipt of cargo, transportation in the sterile area and departure point



- The applicant agrees to set up and maintain at its own cost offices at key stations of Alliance Air (DEL, BOM, CCU, GAU, HYD, BLR, AMD and MAA) catering to both domestic and international flights ex-India. During the process of set-up in Tier II and Tier III cities, the airline can extend temporary support during the initial three months at the airport from the date of going live. The space to be reasonable commensurate to the likely business with branding of Alliance Air. The bidder to make applicable MGP payment as agreed upon.
- Total Sales (in connection of cargo) based on the business generated as per financial record of your company/Entity must be: INR **Ten** Crores (INR 10Cr.) Per Annum to qualify for this Tender during the past five years.
- Operations and Handling to include interalia – Freight reception, booking, warehousing, track and trace, despatching pre-alert to all stations, delivery, claims and handling infrastructure.
- In the technical evaluation matrix criteria :

Point 3 to be read as :

Minimum two years of domestic and /or International Airline GSSA / GSA experience of air cargo transportation on scheduled airline services. Experience in business refers to experience of the Applicant/ Bidder and not of the partners/owners /directors.

Point 5 to be read as :

Availability of infrastructure

Marking Basis : Location (Cities)

15 and above (15)

6- 15 cities (12)

Up to 6 cities (09)

(each metro city – New Delhi, Mumbai, will constitute 1.5 marks each)

Point 8 to be read as :

Representing as GSSA of other domestic / international airlines.

- For Technical Queries, the contact person is

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GM – Commercial
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