

EXPRESSION OF INTEREST



FOR SPONSORSHIP SALES AGENCY

FOR **PLASTIVISION INDIA 2020**

16-20 January 2020

BEC, MUMBAI

Ref No: PVI2020/SSA-22

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About THE ALL INDIA PLASTICS MANUFACTURERS' ASSOCIATION

The All India Plastics Manufacturers' Association – popularly known as AIPMA – Was founded by Industry visionaries 70 years ago making it the old & the largest Apex Body of the Plastic Industry in India, which has expanded and progressed by leaps and bounds in all fields of Plastics having Head Office in most prestigious, centrally located commercial localities in Mumbai, and Regional Offices in Delhi, Chennai, Ahmedabad and Kolkata.

With more than 2500 direct members AIPMA has 22000 members through the Affiliated Associations from all over India, representing more than 175 cities on various segment of the industry such as polymer manufacturers, machinery manufacturers, processors, moulds & dies makers, traders, exporters, manufacturers, processors, moulds & consultants, institutions and many more. 90% of Membership of AIPMA is from MSME Sector.

In its pursuit to achieve the growth excellence, AIPMA organizes National as well as International Seminars, Exhibitions, Lecture Meetings, Conferences, Buyer & Seller Meet, Training Programmes and Trade fairs.

About PLASTIVISION INDIA 2020

11th Edition of PLASTIVISION INDIA-2020 International Exhibition and Conference, 16-20 January, 2020 is scheduled in Mumbai with participation from more than 1500 Unique Global Companies covering 100000 sqm area transacting business with more than 2000 core Businessmen from 25+ countries across the globe.

- 1500 Exhibitors.
- Participation of 25+ Countries with 1,25,000 Business Visitors.
- Live Demonstration of Machines for Moulds, Printing & Packaging Products.
- Emerged as one of the top 10 global Plastics Exhibition.
- To be mounted and spread across 90,000+ sq. mtrs area.
- Business worth 2000 crores expected to be generated.
- Visitors & Buyers expected from over 61 countries

Organized by:



THE ALL INDIA PLASTICS MANUFACTURERS' ASSOCIATION

AIPMA House, A-52, Street No. 1, MIDC, Marol, Andheri (E), Mumbai - 400 093, Maharashtra, INDIA.
T: +91 22 6777 8846/48 | +91 99303 55494 E: sanjeevani@plastivision.org W: www.plastivision.org



EXPRESSION OF INTEREST



SECTION 1: PARTICULARS

TIME SCHEDULE & ADMINISTRATION ARRANGEMENTS

In the EOI particulars as well as the Terms & Conditions, AIPMA – All India Plastics Manufacturers' Association will be referred to as "The Organizers".

Time and Date for return of EOI: 18.00 hrs, 22nd February 2019

B. CONDITIONS APPLYING TO THIS EOI

1. Alterations to EOI

None of the EOI document formats and wording may be altered by the applicant. Any modification that the applicant may consider necessary is to be detailed in a separate covering letter accompanying the EOI. Applicants are responsible for ensuring that they have completed the EOI fully and accurately and that prices quoted are arithmetically correct for the units stated. Any amendments/corrections made by the applicant on their bid should be initialed by them.

2. Receipt of EOI

EOI will be received up to the time and date stated above. Those received before that date will be retained, unopened, until then. Please ensure that your EOI is delivered no later than the appointed time on the due date. The organizer does not undertake to consider EOI received after that time.

3. Acceptance of EOI

By issuing this invitation the organizers does not bind itself to accept the lowest or any EOI. It also reserves the right not to award a contract or to offer more than one contracts without assigning any reason whatsoever.

4. Mandatory Requirements

The EOI documents may include mandatory requirements, which are detailed in this invitation to EOI. It is important that suppliers read these carefully and authorize acceptance of these requirements. Failure to comply with any applicable mandatory requirements will mean exclusion from the selection process.

5. Documentation

The applicant is expected to examine all instructions, forms, terms and specifications in the invitation to EOI documents and check they are complete in all respects. Applicants should submit a full proposal, stating how all the requirements are to be met. The EOI must contain sufficient information to enable the organizers to evaluate accurately any proposed solution. Applicants are requested to answer all questions raised in the EOI document and in the order laid out.



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6. Variants and Qualifications

The Organizers reserves the right to discuss, confidentially, any aspect of the EOI with the respective applicant prior to any award of contract to clarify matters. At any time prior to the deadline for receipt, the organizers may amend the EOI documents. Any such amendment will be notified in writing to all prospective applicants. In order to give prospective applicants reasonable time in which to take the amendment into account in preparing their EOI, the organizers may, at its discretion, extend the deadline for receipt.

You may not alter any of the documents. The applicant may submit to the organizers issues relating to the specification which require clarification. It is the responsibility of the incumbent contractor to advise the organizers of any material facts / information which may have an impact on this project. All final rights for selection & rejection of EOI or Bid will be at the discretion of organising committee of PVI 2020.

7. Agreement

You are further advised that nothing herein or in any other communication made between the organizers and any other party, or any part thereof, shall be taken as constituting a contract, agreement or representation between the organizers and any other party (save for a formal award of contract made in writing) nor shall they be taken as constituting a contract, agreement or representation that a contract shall be offered in accordance herewith or not at all.

8. Confidentiality

The applicant shall treat these documents and the information contained therein as private and confidential, and the fact that an invitation has been issued shall not be disclosed to any third party without the written consent of the organizers. The applicant shall take all necessary precautions to ensure that all confidential information is treated as such and not disclosed or used other than for the purpose of this EOI exercise by the applicant.

9. Services

For all Services and requirements asked for in the EOI, a professional presentation has to be submitted to the organizers. The final quality to be produce shall not deviate from the submitted quality ordered by the organizers.

All bids should be sealed and sent to below mentioned address and same via e-mail to MR. ANJUM BASTAWALA (SR. EXHIBITION MANAGER) at anjum@plastivision.org

PLASTIVISION INDIA 2020

THE ALL INDIA PLASTICS MANUFACTURERS' ASSOCIATION

1st Floor, AIPMA House, A-52, Street No. 1,

M.I.D.C. Marol, Andheri (East),

Mumbai - 400 093, Maharashtra, INDIA.

Tel. No. : +91 22 6777 8899

All offers and associated documents must arrive at the above address **no later than:**

18.00 hrs, 22nd February 2019

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10. Questions

Any questions or correspondence relating to the EOI or the submission of bids should be submitted by e-mail to:

MR. ANJUM BASTAWALA (SR. EXHIBITION MANAGER)

PLASTIVISION INDIA 2020

anjum@plastivision.org

11. Contract Award Criteria

The contractor award will be primarily based on value for money. Although value for money is a crucial factor in determining the outcome of the EOI process, evaluating the most cost effective bid will also take into consideration the following criteria before final decision is made:

- Large Scale Exhibition Management experience
- Technical experience
- Quality Outcome
- Logistical Supervising and arrangements
- Resources available
- Project management Skills
- Practicality of proposed Services Execution

12. Any conditions that the contractor may seek to impose shall be excluded and not part of the contract unless each of these conditions has been specifically agreed to in writing by the organizer.

13. All goods supplied to the organizers under any agreement arising out of this EOI shall at the time of sale and delivery conform to all legal requirements and health and safety standards.

14. **Notification of Award** - The organizers will notify acceptance in writing to the successful applicant. If the contract is agreed on, the organizers will notify successful applicant as soon as possible.

15. Full Service Requirement for Exhibitors

The organizers expect a full service from the rewarded applicant this includes:

- Servicing the organizers before during and after the event on-site
- Expectation of international standards with regards to service, material and knowledge of the staff
- The Services provided should be first class quality, punctuality without any delay and excuse.
- Being one point of contact for the organizers.
- In case of dealing with a third party, complete handling, controlling and supervising of the respective third party has to go via the rewarded applicant – the rewarded applicant will be the one point contact, not the third party.
- The organisers will not hold any liability whatsoever in respect of third party contract awarded by the applicant.

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SECTION 2: PRICING SCHEDULE

Sponsorship scope is mentioned below in detail,

SR.	SPONSORSHIP CATEGORIES
1	Exhibitions Sponsor
2	Conference / Roadshows Sponsor
3	Web Sponsor
4	Onsite Branding Sponsor
5	Awards or Mementos Sponsor
6	Gala Night Sponsor
7	Strategic Sponsor
8	Many More Different Sponsorship Packages

CRITERIA FOR SELECTION AS GIVEN BELOW:

1. Prior experience of managing, selling concepts and sponsorship packages for B2B events/ mega shows/ mega events/ large scale exhibitions etc.
2. Prior experience of managing minimum 3 projects of similar nature of sponsorship work
3. Last 3 year's finance statement
4. At least 5 testimonials of major client's
5. Profile of promoters & project team member's

For detailed information about each category will be available on request.

NOTE: The association (AIPMA) will not accept sponsorship offers favouring:- political, philosophical, religious or trade-union related propaganda; offensive messages, including threats, expressions of fanaticism, racism or hate and generally not abiding by the legal requirements of the Indian juridical system.

SECTION 3: TERMS & CONDITIONS

1. Prices Quoted

- a. Prices quoted should cover all relevant Services as defined in the price scheduling terms with all technical specifications as indicated including manpower (as well as those required during the preparation), all travel and stay to the fair venue and on-site set-up and dismantling.
- b. All legitimate costs accruable during the construction period including the set-up to dismantling periods are to be calculated into the prices. Such legitimate costs that are to be considered shall include expenses such as food, taxes, insurance charges, administrative, general costs for set-up / dismantling and applicable transportation and related costs and all ancillaries relevant to the fulfillment of the contract that shall be borne by the contractor.

2. Insurance

It is the contractor's or agency's responsibility to acquire insurance policy with full coverage, especially full accident coverage and also for ensuring additional protection through an insurance policy to cover him, his company permanent & temp staff, and third parties involved against damage of property and personal injury, theft, fire and damages caused during shipping and transportation, during the set-up right through the dismantling period.



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3. Safety Instructions

All materials and supplies from set-up to dismantling periods shall be in accordance to the safety regulations of the local fair authorities and / or venue authorities. At the set-up of facilities, especially buildings, all applicable regulations at the event site must be observed.

4. Handing-Over the work

- a. The completed contracted work scopes shall be handed over to the organizers or to the appointed Organizers Representative before the stipulated time given by the Organizers.
- b. In case the contractor is unable to hand-over by the stipulated time as above, for exceeding the time limit, a penalty for non-fulfillment of the contract of Rs. 50,000/hour shall be imposed.

5. Dismantling

The contractor shall ensure that the exhibitor's sub-contractors and / or employees do not remove any item belonging to the organizers, or other parties, from the organizers or premises it uses such as stand. The contractor shall be liable for the cost of any property so removed and shall indemnify the organizers, its HQ and subsidiaries in full against all loss, damage and liability resulting from such removal.

The dismantling should be within official move-out period and has to be completed by the due time according to official show schedule (*on the basis that the organizers and / or hall authorities have not appointed another time-limit.*)

6. Extra Cost

Any other extra costs that are not explicitly stated in the Call for Quotations-Contract / Technical Specifications shall be calculated, by the contractor, into the Prices in total.

7. General Terms & Conditions:

- The Contractor / Agency must have sufficient material to execute the job at Bombay Convention & Exhibition Center, Mumbai & shall also submit the following:
 - Name & address of the ware house where the material is stored (if any).
 - The ware house/ workshop will be inspected by the AIPMA Officials or their representative.
 - Profile of promoters & project team member's
- The contractor shall submit the details of their executing staff with their contact details.
- Contractor / Agency shall give detail of logistic support for transportation of material & man power owned by them or exclusively hired by them for this show.
- List of equipment owned by them for executing the job.
- List of similar work executed by them in the past with the contact detail of organizers
- If the contractor is out sourcing their material the name of the sourcing agency shall be provided.
- Also submit the statutory requirements such as:
 - Registered GST Number
 - Income Tax PAN no.
 - Registration with ESIC
 - Registration with Provident Fund



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8. Legal Liability

- The quotation is only valid if it is legally signed without any alterations and completely meets the organizer's call for quotation requirements. All prices are valid until the last dismantling day of the venue is completed and such completion approved by the organisers.
- After awarding of EOI, if the contractor's performance does not meet the organizers expectations, the organizer shall reserve the right to terminate the contractor's service, cancel the contract and re-award the contract to another bidder.
- The agency will ensure that the execution of work is carried out to the satisfaction of fair architect & organiser
- Rates applicable will be inclusive of to & fro transportation & handling charges.
- All material & supply shall be of BIS specification.
- All liasoning work with Govt. dept. / ground management shall be the contractor's responsibility.
- On successful bidding process selected contractor agency will enter into separate contract having detail rules & regulation.
- CONTRACT RESOLUTION - Should the sponsor fail to respect its obligations, the AIPMA can terminate the Sponsorship agreement without any obligation to compensate the sponsor.

Note:

(*) Actual dates and times will be stipulated when the contract is awarded.

Accepted by:

Signature: _____

Date: _____

Name/Designation: _____

For and on behalf of: _____

(NAME OF COMPANY WITH STAMP)

DISCLAIMER

This request for EOI is not an offer by AIPMA (PVI 2020), but an invitation to receive responses from eligible companies for providing services for organising the event. No contractual obligation whatsoever shall arise from the EOI process unless and until a formal contract is signed and executed between AIPMA and the bidder concerned. This EOI is being issued with no financial commitment and AIPMA reserves the right to withdraw the EOI and change or vary any part thereof or foreclose the same at any stage.



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