



Concept-Price Tender (CPT) for Tenancy of Block 69 Ayer Rajah



Tender Briefing
Nov 2024

Overview

- Introduction of 69 Ayer Rajah Crescent
- Tender parameters
- Tender evaluation and criteria
- Tender submission details
- Tender timeline

Introduction of 69 Ayer Rajah Crescent

- Block 69 is located at the heart of Ayer Rajah Crescent within one-north; It was previously an amenity block providing food and services to the working population within Ayer Rajah.
- Block 67/71/73/75/77/79/81: Startup incubator space/community in Launchpad Cluster
- Block 55:
 - Level 1 & 2: China-Singapore Suzhou Industrial Park Development Group (“CSSD”)’s International Business Co-operation Centre (“IBCC”);
 - Level 3 – 7: let out for B1 use.
- Currently, Timbre + and Fusionopolis One are the only 2 F&B nodes in the vicinity and they tend to be very crowded during lunch time.

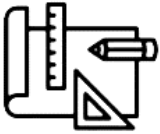


Vision and Concept for Block 69



Vision

- A vibrant lifestyle and wellness hub with F&B, enrichment and collaboration space
- Block 69 as an important amenity block providing a range of food-options, lifestyle uses and promoting the place for events



Proposed uses at Block 69

1. F&B, i.e. artisanal coffee joints, food court and experiential dining concept
2. Event spaces and co-working space for start-up companies
3. Wellness use such as aerial yoga studio, pilates, HIIT and indoor sports
4. Workshops, enrichment classes for adults



Plunt.co – 16 Shaw Road



2280 Burger – Henderson Industrial Park



The Pipe District – Science Park



Alchemist at The Mill – Bukit Merah

Tender Parameters

Site Location	69 Ayer Rajah Crescent
Site Area	1,586 sqm
Allowable GFA	2,996 sqm
Tenure	5+5 years* *Any such renewal of the tenancy upon its expiration shall be at JTC' s sole discretion.
Allowable uses	Lifestyle uses such as retail, F&B, enrichment, wellness, food court, coffee joint.
Rent-free period for Successful Tenderer	4 months

Critical criteria (to clear all)

Participant Level
<p><u>Financial health/standing:</u> Participants must not have financial statements showing negative NTA and adverse opinion from auditors on their ability to continue as a going concern.</p> <p><u>Debarment status:</u> Participants shall not be suspended or debarred from taking part in public sector projects.</p>

Project Level
<p><u>Variable rent structure:</u> Commitment from tenderer that the monthly variable rent to be paid to JTC is set at 1.5% of the TGOR.</p> <p><u>Tender design guidelines:</u> Commitment from tenderer to comply with all Tenancy Design Guidelines and Technical Requirements as required in Appendix 4 (Technical Conditions of Tender).</p>

Other criteria (to score 50% or more)

“Other Criteria” Components		Maximum Score
1	Concept Business model Marketing plans Sustainability plans	88
2	Track records and experience	12
Total		100%

*Tenderers can refer to **Appendix 5&6 (Evaluation Criteria)** and **Appendix 3 (Particulars of Tenderer’s Concept Proposal)** for more information on how JTC would evaluate the proposals received from Tenderers and the information required for submission. All Concept proposals must be accompanied with a duly completed **Annex 8A (Form of Tender A)**.*

Other Criteria: 100 pts



Concept

- Unique offerings to make Block 69 a go-to destination within one-north
- Regular series of events to attract visitors to one-north, and inject vibrancy to the area
- Proper design and space planning of the premise
- Smart solutions or smart retail initiatives to enhance visitors' experience and/or improve business operations and workflow



Business model

- Sound business/ operating models with reasonable financial projections and investments (e.g. CAPEX, OPEX) made for the proposed concept
- Justifications on how the proposed concept can value-add to one-north with support from market studies



Sustainability plan

- Initiatives which catalyse green practices and promote a more sustainable development (e.g. infrastructural improvements, operational sustainability, green programmes/ activities)



Marketing plans

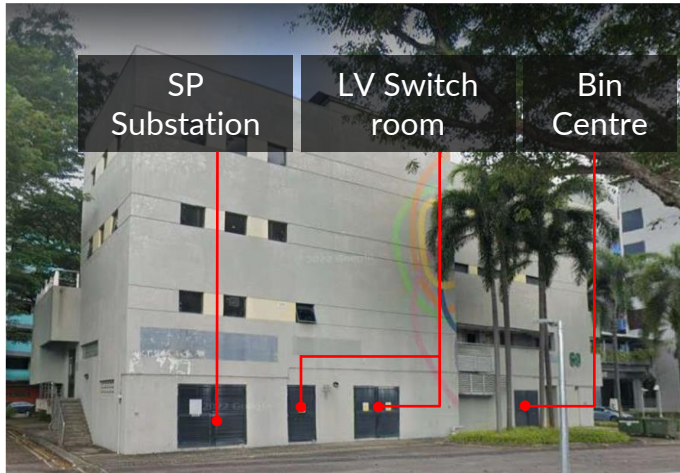
- Strong, consistent marketing efforts to brand the premises and draw crowds to the area on a repeated basis
- Collaborations or partnerships with stakeholders in one-north



Tenderer's track record and experience

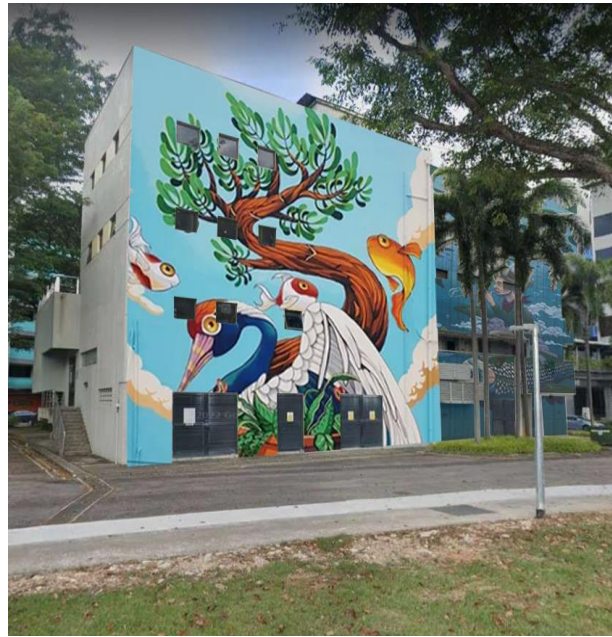
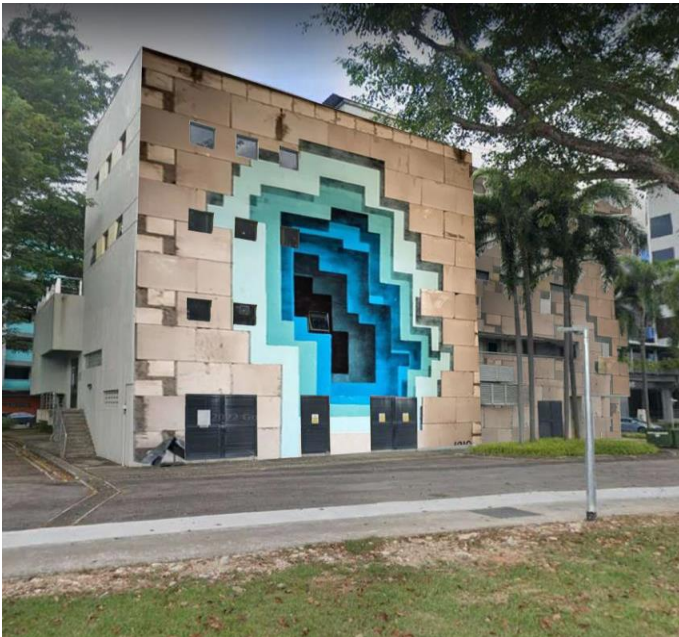
- Track record and accreditations received for operating similar uses or concepts over the last 5 years from 2019 to 2023

Proposed Fitting Out Works



1. "Back-of-house" services fronting ARC

1. Successful tenderer will have to abide to Technical Conditions of Tender as specified in **Appendix 4** and the JTC Design Requirements as specified in **Annex 4-A**.
2. Prior approval from JTC via clearance by the Design Review Panel ("DRP") is required before carrying out any works to the building.
3. Successful tenderer is to propose innovative designs/solutions to beautify building façade by providing either green wall or graffiti art wall to cover the full extent of the exterior wall fronting the traffic at Ayer Rajah Crescent and as viewed from Block 71 Ayer Rajah.
4. The proposed works shall be compliant to requirements of other Singapore Government Agencies and obtain the relevant agencies' consent prior to commencement of any works. A non-exhaustive list of other agencies requirements have been compiled for tenderer's convenience in **Annex 4-B**.



Assessment of Price - Bid Price

Tendered Total Rent [^] = Tendered Base Rent + (Variable Rent Percentage* × Projected Total Revenue** per month)

[^]Excludes service charge (\$3.35 psm pm), GST, and all recurring charges payable by the Successful Tenderer upon award of the Tender

*Variable Rent Percentage to **be fixed at 1.5% of TGOR per month**

**Projected Total Revenue (PTR per month calculated based on based on average Projected Total Revenue across maximum allowable tenure. Tenderers need to substantiate this figure submitted as part of their tender submission.

Example of computation of bid price amongst tenderers with qualifying proposals:

Tenderer	A	B	C
Tendered base rent per month	\$60,000*	\$75,000*	\$40,000*
Variable rent percentage (fixed at 1.5%)	1.5%	1.5%	1.5%
Projected TGOR per month	\$85,000	\$90,000	\$120,000
Variable rent per month	\$1,275	\$1,350	\$1,800
Total rent per month	\$61,275	\$76,350	\$41,800

Tender will be awarded to Tenderer B, assuming if the total rent > Reserved Price

*These are arbitrary numbers and are NOT indication of guide rent.

Tenderers can refer to Appendix 6 (Evaluation Criteria) and Appendix 2 (Particulars of Tenderer's Price Proposal) for more information on how JTC evaluates the proposals received from Tenderers. All price proposals must be accompanied with a duly completed Annex 8B (Form of Tender Part B).

Tender submission guidelines

SEALED ENVELOPE C WITH ENVELOPE LABEL COVER

1. Sealed Envelope A with its envelope label cover affixed
2. Sealed Envelope B with its envelope label cover affixed
3. Payment advice evidencing payment of Tender Deposit of amount \$59,771 to JTC
4. Duly completed Annex 8G (Checklist for Submission of Tender)
5. Thumb drive containing soft copies of items 3 and 4

SEALED “ENVELOPE A” CONTAINING

1. Duly completed and signed Annex 8A (Form of Tender Part A – Concept Proposal)
2. Concept Proposal enclosure containing all information requested in Appendix 3 (Particulars of Tenderer’s Concept Proposal)
3. Completed Annexes 8C, 8D, 8E & 8F
4. Thumb drive containing soft copies of items 1 to 3

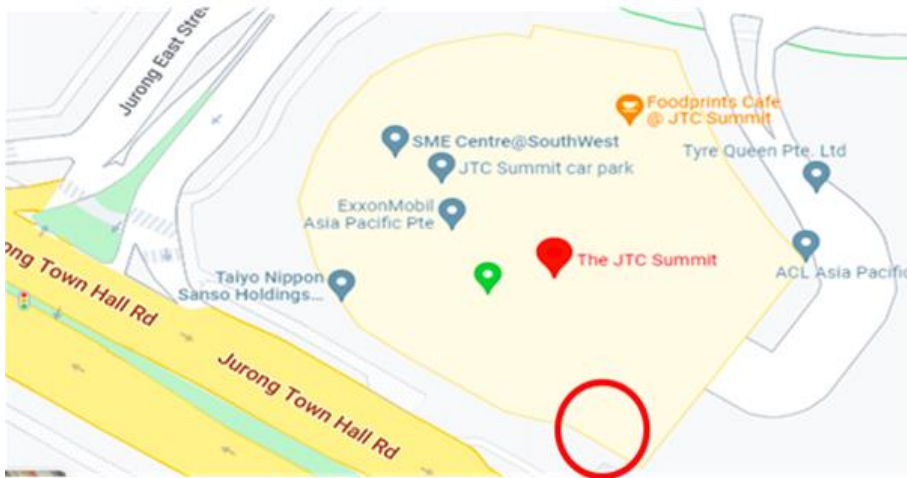
SEALED “ENVELOPE B” CONTAINING

1. Duly completed and signed Annex 8B (Form of Tender Part B – Price Proposal)
2. Thumb drive containing soft copies of items 1

Tenderers can refer to Appendix 8 (Instructions to Tenderers) for the tender submission format and guidelines Instructions on the payment of Tender Deposit can be found in 1. Conditions of Tender para 12.

Tender submission guidelines

- Tender submissions should be deposited by hand at **Tender Box No. 5** at Level 1 of JTC Summit (8 Jurong Town Hall Road; outside lobby) by **11.00am** on **17 Jan 2025**.
- Late submissions will not be entertained
- Please check JTC's website <https://www.jtc.gov.sg/find-space/69-ayer-rajah-crescent> periodically for corrigendum, additional information, extension of timeline (if any) etc issued by JTC
- Please email zhang_qian@jtc.gov.sg if you have any queries pertaining to this tender



Tenderers can refer to **Annex 8G (Checklist for Submission of Tender)** for a checklist on the full list of information/ documents to be prepared and submitted.

Tender Timeline

Description	Est. date
Tender launch	11 Nov 2024
Tender briefing	18 Nov 2024
Tender close	17 Jan 2025
Tender evaluation and interviews	Jan – Feb 2025
Tender award	March 2025
Handover of premises	April 2025 (usually within 3 weeks after tender award)



Thank you.



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