

**APPENDIX 3 TO CONDITIONS OF TENDER**

**PARTICULARS OF TENDERER'S QUALITY PROPOSAL**

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*(Unless the context otherwise requires, terms and references used in this Appendix have the same meaning and construction as defined or construed in the Conditions of Tender for the aforesaid Tender.)*

The information and proposals described in Section A and Section B below must be attached to the Form of Tender as the "Quality Proposal Enclosure" and submitted to JTC as part of the Tenderer's Form of Tender.

# If any part of Section A or Section B is not applicable, the Tenderer shall insert "NIL" or "N.A."

All supporting plans and documents mentioned in Section A and Section B must also be submitted together with the Tenderer's Form of Tender.

Every sheet of the Tenderer's Quality Proposal Enclosure must bear the Tenderer's name and be signed by the Tenderer's authorised signatories.

If the space provided is insufficient, please use additional sheets which must bear the Tenderer's name and be signed by the Tenderer's authorised signatories.

## **SECTION A**

Please submit the information requested in this Section A. Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.

<p><b>A1. TENDERER'S PARTICULARS</b> Tenderers must submit the following documents as attachments to the Form of Tender at the "<u>Quality Proposal Enclosure</u>". Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.</p>	
<p><b>A1</b></p>	<p>Please provide details of the profile and particulars of the Tenderer. The following should be provided:</p> <ul style="list-style-type: none"> <li>(i) Updated copy of Business Profile from the Accounting and Corporate Regulatory Authority (ACRA)</li> <li>(ii) Names of directors, shareholders, holding company/companies and beneficial owners, including government or state ownership of the Tenderer</li> <li>(iii) Organization chart of Tenderer</li> <li>(iv) Contact number of key personnel</li> </ul>

<p><b>A2. TENDERER'S FINANCIAL STANDING</b> Tenderers must submit the following documents as attachments to the Form of Tender at the "<u>Quality Proposal Enclosure</u>". Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.</p>	
<p><b>A2</b></p>	<p>The evaluation of financial health shall consider certain financial factors in the Tenderer's Audited Financial Statements as well as other qualitative factors. A Tenderer whose overall financial strength is found to be inadequate will not be eligible for tender award, if deemed fit and proper by JTC.</p> <p>The evaluation of Tenderer's financial health may be carried out by JTC and/or JTC's appointed credit rating agency. Tenderer shall submit the following documents for evaluation:</p> <ul style="list-style-type: none"> <li>(i) <b>Where the Tenderer is a company and is required by law to audit its financial statements, the Tenderer shall submit the following documents for evaluation:</b> <ul style="list-style-type: none"> <li>a. the Tenderer's audited financial statements for the last three (3) consecutive years (including profit and loss accounts, balance sheets and cash flow statements), of which the period between the financial year-end of the most recent statement and the Tender Closing Date does not exceed 18 calendar months. For example, if the Tender Closing Date is in August</li> </ul> </li> </ul>

	<p>2021, the financial year-end of the most recent Audited Financial Statement should be February 2020 or later. The Audited Financial Statements shall be prepared in recognized accounting standards and in the English language;</p> <ul style="list-style-type: none"><li>b. Declaration of financial solvency in the form prescribed in “Declaration on Solvency” (<i>in Annex-7B of Appendix 7</i>);</li><li>c. Financial Health Checklist in the prescribed form (<i>in Annex-7D of Appendix 7</i>); and</li><li>d. Tenderer’s Information for Financial Health in the prescribed form (<i>in Annex-7E of Appendix 7</i>).</li></ul> <p>(ii) <b>Where the Tenderer is a company and is exempted from submitting an Audited Financial Statement under Singapore’s current legislation, the Tenderer shall submit the following documents for evaluation:</b></p> <ul style="list-style-type: none"><li>a. the Tenderer’s Director’s Report (i.e. A set of financial statements that complies with accounting standards, and the Independent Auditor’s Statement) for the last three (3) consecutive years, of which the period between the financial year-end of the most recent report and the Tender Closing Date does not exceed 18 calendar months. In the event that Tenderer is unable to provide Director’s Report, Tenderer shall submit Management Accounts (i.e. Income Statement, Balance Sheet and Cash Flow) over the same duration. The Director’s Report shall be prepared in recognized accounting standards and in the English language;</li><li>b. Latest Management Account, of which the period between the Management Account and the Tender Closing Date does not exceed 3 calendar months. The Management Account shall be prepared in recognized accounting standards and in the English language;</li><li>c. Declaration of financial solvency in the form prescribed in “Declaration on Solvency” (<i>in Annex-7B of Appendix 7</i>);</li><li>d. Declaration on unaudited financial statements in the prescribed form (<i>in Annex-7C of Appendix 7</i>);</li><li>e. Financial Health Checklist in the prescribed form (<i>in Annex-7D of Appendix 7</i>); and</li><li>f. Tenderer’s Information for Financial Health in the prescribed form (<i>in Annex-7E of Appendix 7</i>).</li></ul>
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	<p>Notwithstanding the above, the Tenderer shall submit also such other documents that may be required by JTC and/or JTC's appointed credit rating agency.</p> <p>JTC reserves the right also to reject any Tender Proposal if the Tenderer fails to submit the aforesaid Audited Financial Statements, Declaration of Solvency, etc., and/or any additional documents that may be required for evaluation by JTC and/or its appointed credit rating agency.</p>
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## **SECTION B**

Please submit the information requested in this Section B. Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.

<b>B. TENDERER'S PROPOSAL</b>																											
Tenderers must submit the following documents as attachments to the Form of Tender at the " <u>Quality Proposal Enclosure</u> ". Please attach additional sheet(s) as attachments to this section if the space provided is insufficient.																											
<b>B1. Track Record</b>																											
<b>B1.1</b>	<p>Does the Tenderer operate any eating house, food court, coffee shop, or the like in Singapore under the same Management?</p> <p><b>Yes / No (Please choose one)</b></p> <p>If Yes to the above, how many years of relevant experience does the Tenderer has?</p> <p>_____ <b>year(s)</b></p> <p>If No to the above, please proceed to the section on Business Proposal.</p>																										
<b>B1.2</b>	<p>Please state all eating house, food court, coffee shop, or the like in Singapore that the Tenderer currently manages or managed within the past 5 years (from 2018 to 2022).</p> <p>Details including but not limited to Address, Trade Name, Property Type (e.g. eating house, food court, coffee shop, or the like in Singapore), Gross Floor Area, Period of Operation, Number of sub-tenants and Landlord.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Address</th> <th style="width: 15%;">Trade Name</th> <th style="width: 15%;">Property Type</th> <th style="width: 15%;">Gross Floor Area (sqm)</th> <th style="width: 15%;">Period of Operation</th> <th style="width: 15%;">Number of sub-tenants</th> <th style="width: 15%;">Landlord</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>						Address	Trade Name	Property Type	Gross Floor Area (sqm)	Period of Operation	Number of sub-tenants	Landlord														
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<b>B1.3</b>	Please provide a write-up with quantitative and/or qualitative justifications on the performance of the eating house, food court, coffee shop, or the like in Singapore provided in Section [B1.2].						
<b>B2. Business Proposal</b>							
<b>B2.1</b>	<p>Please provide details of the Tenderer’s proposed overall business concept(s) and theme(s).</p> <p><b>A well-justified and holistic proposal for the proposed concept(s) and related theme(s), which showcases how the Tenderer will transform the Premises into a desired amenity and thematic dining destination, to delight the industrialists and the general public (including the residents in the vicinity).</b></p> <p><b>The Tenderer's proposal must provide a good variety of Food and Beverage offerings that caters to not only the proposed target catchment, but also meets the needs of both the industrialists and the general public (including residents within the vicinity).</b></p> <p><b>In addition, the Tenderer's proposal must include placemaking initiatives (for e.g. events) to enhance vibrancy and attract greater footfall. Justifications for the proposal must be provided. Tenderers are strongly encouraged to provide actual end-user feedback.</b></p> <p>The following should be provided for evaluation:</p> <p>(i) All Tenderers are to come up with a write-up (with elaborations and justifications) on the proposed concept(s) and related theme(s) for the Premises. In addition, Tenderers are to illustrate and highlight interesting and unique factors of the proposed concept(s) in order to differentiate the Premises from the other Food and Beverage establishments in the vicinity.</p>						

	<p>Also, Tenderers are to illustrate how the concept(s) appeals to the profile of the target catchment in the locality and further afield. Tenderers must include market analysis and competitor analysis in the write-up. Tenderers are strongly encouraged to carry out their independent studies and end-user engagements to determine the most suitable concept(s) and theme(s) in order to meet the objectives of the tender.</p> <p>(ii) All Tenderers are to provide the proposed total number of stalls, indicative type of food stalls and indicative menu with price points for each food and drinks stall.</p> <p>(iii) All Tenderers are to propose the number, description, frequency of placemaking initiatives that target not only the proposed target catchment, but also both the industrialists and the general public (including residents within the vicinity), with elaborations and justifications.</p> <p>(iv) All Tenderers are to provide a detailed branding and marketing plan, including but not limited to details of the target catchment and strategies to reach out to the target catchment (including marketing efforts and advertising), with elaborations, justifications, and examples.</p>
<b>B2.2</b>	<p>The Tenderer must specifically identify how its proposal complies with the following requirements (“<b>Price and Variety of Food and Beverage Offerings</b>”):</p> <p>(i) Provide dine-in space within the Premises;</p> <p>(ii) Good variety of Food and Beverage offerings, with the mandatory provision of Chinese economy rice, Halal cuisine and Indian cuisine; and</p> <p>(ii) Offer an affordable meal option (defined as a serving enough to feed a single adult during lunch; this does not include drinks) capped at Singapore dollars \$4.00 for each food stall. JTC reserves the right to request changes to the stipulated amount for affordable meals from time to time.</p>
<b>B2.3</b>	<p>Please provide details of the Tenderer’s proposed technology solutions.</p> <p><b>A well-justified and holistic proposal indicating all technology solutions that will be implemented to enhance patrons' dining experience, with elaborations and justifications. Tenderers are also strongly encouraged to implement productivity measures that reduce cost and reliance on manpower, but these measures will not be given points.</b></p> <p>The Tenderer must specifically identify how its proposal complies with the following requirement (“<b>Technology Deployment</b>”):</p> <p>(i) Implement e-payment solutions inclusive but not limited to Singapore Quick Response Code (SGQR) at each stall within the Premises.</p>

	In addition to the above, the following should be provided for evaluation:
	(i) Proposed number and type of technology solutions that will be implemented to enhance patrons' dining experience, with elaborations and justifications.

<b>B3. Fitting-Out Works, Building Design and Layout</b>	
<b>B3.1</b>	<p>The Successful Tenderer is required to carry out carry out CAPEX works (“<b>Fitting Out Works</b>”). Fitting Out Works refers to physical improvement works (i.e. non-removable) carried out at the Premises which would enhance the overall asset value of the Premises, and may include but is not limited to one-to-one replacement works, Refurbishment &amp; Repair (R&amp;R) Works, and/or Addition &amp; Alteration (A&amp;A) Works relating to</p> <ul style="list-style-type: none"> <li>(i) M&amp;E Services;</li> <li>(ii) Architectural Works, for e.g. design and finishes; and</li> <li>(iii) Fittings and Fixtures.</li> </ul> <p>As the development is strategically sited close to Ubi MRT station and has excellent frontage from Ubi Avenue 2, there is an opportunity to transform the existing eating house into a desired amenity and thematic dining destination. The following are some design strategies to be adopted to create an attractive and distinct F&amp;B destination for both the industrialists and the general public (including residents from the surrounding residential developments):</p> <p><b><u>Creative Architectural Design</u></b></p> <p>Creative architectural treatment shall be applied to the existing building to reflect a welcoming, revamped external and internal building treatment. The materials to be used for the building façade shall be of good quality with the colour scheme reflecting the vibrancy of the development.</p> <p><b><u>Interior Design Works</u></b></p> <p>The interior design works including the colour scheme shall be characterized as hip, chic and fun to reflect creativity and vibrancy as well as to offer a unique dining experience.</p> <p><b><u>Universal Design</u></b></p> <p>The development shall incorporate universal design to cater to all user groups, including children, elderly, handicapped, visually impaired, and others as outlined in the BCA Universal Design Guidelines.</p> <p>Taking into account the above, please provide details of the Tenderer’s proposed architecture and building design.</p> <p><b>The architecture and design brief should illustrate the functionality and merits of the design and layout for the proposed concept(s) and theme(s), while adhering to the design requirements set forth in Appendix 4 (<i>Technical Conditions of Tender</i>) of the Conditions of Tender. The proposal should show a</b></p>



**good design with coherent design language, as well as good layout with thoughtful consideration of circulation and space usage efficiency.**

The following should be provided for evaluation:

- (i) Write-up on the proposed design concept and layout, including:
  - Elaborations and justifications on how the design helps to achieve the aims set out in the business proposal, especially in terms of differentiating the Premises from surrounding Food and Beverage offerings
  - Explanations on how the design adds value to the character of the site
  - Descriptions to illustrate on how compliance to the design requirements set forth in **Appendix 4** (*Technical Conditions of Tender*) will be ensured
- (ii) Layout plan and illustrations showing the space utilisation of the Premises, circulation and BCA Universal Design features
- (iii) Architectural plan detailing the colour scheme and finishes for fixtures and fittings for the Premises
- (iv) Design perspectives for each of the following (with colour) (minimally one for each):
  - External Façade (showing how the Premises is differentiated from nearby Food and Beverage offerings, while fitting in with the rest of the surroundings)
  - Indoor Dining Area (including lighting, fans and furnishings such as dining tables and chairs)
  - Stalls (including stall front, signages, and servery counters)
  - Toilets (including male, female and handicapped toilet)
  - Mezzanine Floor (including lighting, fans and furnishings such as dining tables and chairs)
  - Outdoor Refreshment Areas (including lighting, fans and furnishings such as dining tables and chairs)