

Response to queries on the tender notice of Boxing Federation of India inviting bids for the license to manage the Indian Boxing League

Tender was floated on 28th July, 2017 by the Boxing Federation of India(BFI) inviting bids for the license to manage the Indian Boxing League. As mentioned therein, the prospective bidders could submit their queries by 1700 hrs on 4th August, 2017 and the consolidated list of queries and response of BFI thereon are to be uploaded to the website of the Federation by 8th August, 2017. Accordingly, all the queries received within the specified date and the response of the BFI thereon are indicated below:

Sl. No.	Queries	Response
1.	When is the league proposed to be held and for what duration?	The league will be held in mutually acceptable date between the proposed licensee and Boxing Federation of India (BFI).
2.	We understand that the bidder will be entitled to evolve the structure of the league in its entirety. Are there any requirements in this respect that the BFI will demand at a minimum?	BFI does not have any particular demand at this point of time. Structure of the league could be discussed once licensee is finalized.
3.	Will the BFI guarantee participation of boxers? If yes, how many boxers will take part? Who will be the most notable national and international names that will take part?	BFI will ensure participation of Domestic/International Boxers. The number of boxers will depend upon the structure of the league. Specific names could be shortlisted and finalized at a later stage.
4.	the revenue model: we see that the bidder is expected to pay a license fee. Will this be used to organize the tournament or is the expectation that the bidder will pay the license fee to acquire the rights and then pay additionally out of its pocket to fund the operations and marketing of the league?	The bidder is expected to pay the license fee to acquire the right and then fund complete operation and marketing of the league.
	Will the profit share of 40% to the BFI be in addition to the license fee that is required to paid to the BFI?	Yes. Profit share will be in addition to license fee and be paid by the bidder/franchise.
	Will the players be paid by the bidder from its pocket or by the BFI from the license fee received by it?	Players who will be paid by the bidder/franchise.
	Is this profit share negotiable?	No
5.	Is there any mandate on as to whether this league has to be run as an Amateur league	The pugilists participating in the league be allowed to retain their amateur status

	or Pro-League? Also, if we do run a pro league, akin to WSB, will the pugilists participating in the league be allowed to retain their amateur status for future international competitions?	for future international competitions.
6.	<p>The BFI selling sponsorship directly could significantly impact the efforts of the licensee, especially from a category conflict and benchmarking perspective. Will the BFI take the approval of the licensee before it seeks to raise any sponsorship for the league?</p> <p>a. The league is likely to be more high profile than the other events of the BFI – in this context, could we have a little more clarity on what ‘equal proportion’ means?</p>	BFI will generate sponsorship in consultation with the licensee.
7.	Could you please share the ‘contract form’ referred to in Clause 3.14 to understand the obligations and rights of the successful bidder?	This will be decided in consultation with the licensee within the broad contours of the bid document.
8.	Is the amount of the performance guarantee negotiable?	No.
9.	Is it possible to extend the timeframe for the bid so as to allow enough time to frame a viable business model for the league?	This will be decided in consultation with the licensee.
10.	Please advise if this would be a professional or an amateur league?	The final structure of the league will be decided in consultation with the licensee.
11.	<p>Can you please share the Drafts following: - so our legal can vet the same.</p> <ul style="list-style-type: none"> • Agreement between BFI & Awardee • Contract Form • Non Disclosure Agreement 	This will be decided in consultation with the licensee. Major aspects are already mentioned in the bid document.
12.	In envelope ‘D’ can we provide a pen drive instead of a CD?	Yes
13.	Please can you elaborate on Point no. IV	13 & 14.

	of clause 3.7 (please refer page no. 10 of the RFP) states that the certificate of authority and any other document consisting of adequate proof of ability of the signatory to bind the bidder shall be annexed to the bid.	The basic intent is to ensure that the signatory of the bid is duly authorized by the bidder and that the bidder is bound by the mentions made in the bid. To that extent the bidder needs to provide adequate documentary proof.
14.	As RFP does not specifically mentions requirement of Letter of authorization / Board Resolution / Power of Attorney, please confirm whether Letter of authorization/Board Resolution suffice their purpose or Power of Attorney is mandatory?	
15.	What does ceremony management entail? Does it include opening and closing ceremony both?	Yes
16.	Please specify the proposed dates for the league, estimated duration, and preferred locations for the league.	This will be decided in consultation with the licensee.
17.	<p>With respect to Scope OF Service – are we supposed to Estimate the cost of Production also for all required services?</p> <p>a. - If YES, then we need to have more specific details including recees to be done at all locations to understand and quantify the requirements more in detail to include the costing for the same.</p> <p>b. Alternatively if we are supposed to only MANAGE / SUPERVISE the same, then we can accordingly once awarded the contract, make the necessary PnL & Business Plan with all the necessary approvals from</p>	Yes. All cost estimates for managing the league are to be made by the licensee.

	BFI – then extend contracts to concerned vendors for the services required.	
18.	The league structure which is to be submitted by the bidders will it be keeping in mind the format of Amateur or Pro Boxing?	This will be decided after consulting the licensee.
19.	<p>Please advice on the payouts for the scope of work:</p> <p>BFI pays vendors involved in the league on actuals and the successful bidder/agency supervises the process for a fixed management fees?</p> <p>BFI pays the successful bidder the entirety of the project amount against an invoice and grants permission for executing overall project expenditure that shall include management fee for the successful bidder?</p>	<p>No. The licensee obtains the license to manage the league after paying a license fee to BFI. Thereafter, it is the responsibility of the licensee to raise funds through selling team franchise, sponsoring broadcast rights, tickets etc. in association with team owners and manage the entire event.</p> <p>No.</p>
20.	Request you to kindly share BFI's vision for the league for the 10 next years, and what is the financial projection as well?	BFI's vision is mentioned in item 2 of the bid document.
21.	As per the scope of work the entire league operations and management is a central deliverable, please confirm on the same?	The bid document is self explanatory.
22.	Will all the league's technical aspects be handled by BFI?	This will be decided in consultation with the licensee.
23.	<p>Pg No. 16 to 21</p> <p>Point no. 5 - Scope of Work</p> <p>As per the scope of work and deliverables for executing the detailed mentioned, are the authorities providing any commissioned amount to the winning agency or are they expected to</p>	BFI will not provide funds for the purpose. It is for the licensee to arrange/raise funds by sponsorships and selling team rights to the franchise.

	raise the amount via sponsorships, sales of ticketing etc. to cover the financial bid to attain the licensing rights.	
24.	Pg. No. 23 Point 6 in the tabular form Will it suffice if the company has an employee with the credentials of working with sporting leagues for more than 5 years? Will managing teams franchise in the sporting leagues considered instead of the entire league/sports/sports based business?	Yes
25.	Pg. No. 24 Point 5 in tabular form Can the value of sponsorship be in multiple value adding to the total to Rs. 5 crores and more?	Yes
26.	On Pg. No. 25 Point no. 6 in tabular form Can we get clarity on this? What if we haven't sold any content to the channels, can we yet bid?	In case you have not sold any contents to the channels you will not be awarded marks for the particular section, however, you could still participate in the bidding process.
27.	Pg. No. 25 Point no. 7 in tabular form Can we get clarity this?	It is self explanatory.
28.	Pg. No. 25 Point no. 8 in tabular form What if we haven't paid any licensing fees to execute to managing the franchise or team management?	It's not a prequalification for bidding.
29.	Pg. No. 25 Point no. 6.3.2 - Presentation The pointers required for the presentation is for the starting year or for how many years which needs to be presented?	It's for the bidder to present as per their perception.
30.	Pg. No. 27 Point no. 7.2 (iii) What financial revenue components	Yes, the licensee is expected to sell the team franchise rather than owning them.

	shall be considered to reach the break even. Does the bidder has the opportunity to sell the franchise and recover its costs of licensing? Kindly provide a list as what revenue models are available for the bidder.	
31.	Pg. No. 28 Point no. 7.4 Till what period the performance security will be held with the authorities?	Bid security will be retained by the BFI till the bidder continues to be the licensee.
32.	Please provide us with the detailed explanation and answers to help us bid in the best way. It is our request to also extend the date of submission since we need to deal with our partners for a period of 10 years. We want to provide the best premium	The date of submission of the bid as mentioned in the tender stands.
33.	Will the league comprise of Men and Women boxers both? Will it be only Amateurs or pro- boxers as well?	The league structure will be decided in consultation with the licensee.
34.	After 10 years, there is just an ROFR. Will there also be a Right to Match as well or an exclusive financials restructuring discussion after the initial 10 years of the license period?	This could be discussed later.
35.	In case of a successful bid, will Rs 20 L deposit be set-off against the Rs 3Cr deposit? a. Also in turn, will the Rs 3/3.20 Cr deposit be set off/amortised against the License Fees in the coming years? If yes, what will be the process of setoff?	In case of successful bidder the bid security will be set off against the performance security.
36.	The contract needs to be executed within 10 days (after receipt) between the successful bidder and BFI. What happens in case negotiations/discussions take place for more than 10 days?- Same question goes for the NDA on selection as well.	We expect to stick to the time line.
37.	Within eligibility criteria for a company, it is mentioned on Page-22 that service tax registration shall be provided- this should be GST specific now?	Yes.

38.	Referring to point 3 in section 6.2.1, will a bidder be eligible if the Net Worth as on 31 st March 2017 is equivalent to Rs 5 Cr or more, excluding intangible assets?	Yes.
39.	In Annexure 8.3 (pre-qualification- bidder's profile p-34) it says the bidder should have been in the business of managing sporting leagues for at least 5 (five) years. However, in the table for pre-qualification eligibility criteria this point is nowhere mentioned. Will a bidder be eligible if core relevant experience in managing professional sports leagues is demonstrated from the past 2-3 years by the bidder?	Yes.
40.	In the Experience Letter clause on page 23, the key management personnel need to provide an experience letter from clients. Does the current company fall into the clients' category for the management personnel?	Yes.
41.	Franchisee management of 6 or more teams will be calculated for one season of one specific sport or across sports leagues?	Across the sports leagues.
42.	Revenue via sponsorship, broadcasting and digital are separately weighted. In case of a combine deal/revenue of all three in one blanket deal, how will the points be evaluated?	The bidder need to specify separately.
43.	Is it mandatory to pay advance license fees for minimum 2 years? If not, would there be points if only one year fees is paid which is currently missing?	May be considered.
44.	What is the definition of international leagues? For example, a league with World Class players and Olympic medallists happening in India will be considered as an International league?	By implication, it includes players from across the globe.
45.	Should the commercial bid be inclusive of tax or exclusive of tax? Also the sponsorship, broadcast, digital and other revenues and the net profit calculations will be evaluated inclusive of taxes or exclusive of taxes?	Taxes may be mentioned separately.
46.	Balance sheet and Audited Financials for FY 16-17 might not be signed and finalized yet. Therefore, will either an audited or in case of FY 16-17, auditor certified statement suffice for a more updated and clear status?	This is self explanatory. In case the financial statement for the year 2016-17 is not ready, BFI would go by the financial statement of the previous 3 years.
47.	2.2 Event Services & Logistics	These aspects will be decided in

	<p>Management</p> <p>a. The licensee shall develop a security and safety plan of the venues and make arrangements for the implementation of the same. Providing adequate security in conjunction with police should be the topmost priority of the licensee. It should also ensure supply and installation of security cameras. The licensee is required to collect and collate security personnel's accreditation details and share the same with BFI. Additionally, the licensee should ascertain the arrangement of adequate medical and first aid requirements. -</p> <p>b. The security personnel are deployed and allocated by the department/government agency at the last moment. Unless private security firm is involved. How can a licensee collate the details and share with BFI in advance. Please clarify?</p>	consultation with the licensee.
48.	<p>Individual or proprietorship firms, partnership firms, companies, consortium etc. participate in bidding process.</p> <p>In case of individual/ proprietorship firms/ partnership firms, please provide service tax registration, PAN, TAN and other relevant documents</p>	No query has been raised.
49.	Since there is no service tax now, this should be GST specific now?	Yes.
50.	In the scope of work mentioned in section-5, will the licensee be allowed to sub-license/contract agencies and various partners/vendors for execution of various aspects of the league?	These modalities will be decided in consultation with the licensee.
51.	Similarly with regards to the Intellectual Property Rights, will the licensee/the league be allowed to sub-license the IPRs for sponsors, broadcasters and relevant stakeholders/partners of the league? And to what extent?	No.
52.	iv. Accommodation handling	This will be decided by the licensee in consultation with their franchise.

	<p>a. The licensee shall confirm that necessary accommodation arrangements are made for team members, players and other important stakeholders</p> <p>b. This is normally spilt in two-folds. The teams make their and their stake holders'/players/coaches/etc own arrangements as per the leagues' guidelines, while the league/licensee manages travel and logistics of the central organising team. For this league, will we be allowed to work out a similar process/structure of managing travel and accommodation and related logistics?</p>	
53.	<p>In point 7.5, BFI has the right to inspect the licensee's books at any time during the license period. This ideally should be only in relation to the league? As a company may have other properties/business arms as well or multiple sport leagues / businesses.</p>	<p>Yes, it will be in connection with matter pertaining to the league.</p>
54.	<p>vii. Transportation and logistics The licensee shall ensure the availability of the following:</p> <p>Supply and assistance for proper functioning of wireless communication devices to be used by coaches, managers, officials, police, etc.</p> <p>a. No private organisation can ensure functioning of wireless devices of Police etc? Neither will they even allow anyone to check. For internal staff the same can be arranged in advance, but for Govt agencies personnel, would be difficult. Please clarify?</p>	<p>This will be managed by the licensee, however, BFI may extend its assistance. This can be decided in mutual consultation.</p>

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