

APPENDIX 6 TO CONDITIONS OF TENDER EVALUATION CRITERIA

First stage – Concept Evaluation

1. Eligibility Criteria

1.1 A tenderer must first meet and satisfy all of the following criteria (“**Eligibility Criteria**”) before its project concept tender is to be further evaluated by the Corporation:

- 1.1.1 It is a company incorporated in Singapore;
- 1.1.2 It has the legal capacity and the corporate authorisation to bid for the Project on the terms of this Tender Packet, and enter into and form contracts under the applicable laws;
- 1.1.3 It does not have any outstanding debts due and owing to the Corporation as at the date of the Tender;
- 1.1.4 It does not have a petition for winding-up presented against it in the High Court;
- 1.1.5 It is not in liquidation, placed under receivership or judicial manager;
- 1.1.6 It does not have a receiver being appointed to manage its affairs, or for which an application has been made for the appointment of a judicial manager;
- 1.1.7 It is not a person, company or business that is currently suspended or debarred by the Standing Committee on Debarment, c/o Ministry of Finance, from participating in public sector projects;
- 1.1.8 It does not have financial statements (based on the latest audited accounts/audited accounts for the last financial year, whichever is latest) illustrating any or both of the following:
 - (i) negative net tangible asset (“**NTA**”); and
 - (ii) adverse opinion¹ from auditors on their ability to continue as a going concern.

2. Critical Criteria

2.1 The following critical criteria (“**Critical Criteria**”) must be met and satisfied by the tenderer before its project concept tender is to be further evaluated by the Corporation in its sole absolute discretion:

2.1.1 Full Compliance of Tender Packet

The tender proposal must fully comply with all the instructions and requirements set out in this Tender Packet, in particular but not limited to all the instructions and requirements contained in the Instructions to Tenderers.

2.1.2 Project Specific Requirements

The concept proposal must meet all the conditions and requirements set out in the Technical Conditions of Tender and its Annexes. Any tender proposal which does not meet or satisfy any of the following Critical Criteria shall be precluded from further evaluation by the Corporation -

- (i) The monthly Variable Rent proposed to JTC for each Parcel as part of the submission in the Price stage must be at least 1.5% of the Total Revenue per month;
- (ii) The Successful Tenderer is required to carry out all committed CAPEX for the Premises submitted in the tenderer's Concept Proposal (attached at 8-A) within 2 years from the date of the tender award
- (iii) The Successful Tenderer is required to comply with all the Urban Design Guidelines, Addition & Alteration (A&A) Guidelines from URA, and Other Agencies Requirements as listed in Annexes 4-A, 4-B, 4-C. For the avoidance of doubt, all proposed CAPEX works submitted in this tender shall comply with the guidelines and requirements stated in these Annexes.

3. Other Criteria

3.1 In addition to the Eligibility Criteria and the Critical Criteria, the following are other criteria ("**Other Criteria**") which will be considered or evaluated by the Corporation in its sole absolute discretion. All tenderers shall structure their proposals in the order listed below, with clear headers of the sections aligned with the various evaluation criteria sections and categories in the proposal documents:

3.1.1 Business Concept for the Parcel(s) (45 points)

- (i) The business concept plan shall include:
 - (a) Write-up on the proposed concept(s) and related themes for the Parcel. Tenderers who are bidding for more than one Parcel should outline the concepts for each Parcel clearly.
 - (b) How the proposed concept(s) for the Parcel(s) is different from existing commercial offerings within the Vista precinct and/or any unique initiatives or concepts that is new to Singapore.
 - (c) Proposed calendar of events and/or activities to activate the premises on a regular basis and engage the wider public
 - (d) Proper design and space planning within the Parcel(s), with details on how the internal and external premises are envisioned to look like through sketches, renders, and/or schematic plans. Plans on how the outdoor area will be used or activated should be clearly outlined in the proposal. Conditions stated in Annex 5-A (Urban Design Guidelines) should be incorporated and complied with in the proposal.
 - (e) Plans on traffic and noise-mitigating measures (including the handling of public feedback) within the Parcel(s) to minimise dis-amenities to

residents and/or tenants in the immediate neighbourhood, and how they would be implemented throughout the tenancy term.

- (f) Plans for smart solutioning or smart initiatives to be implemented at the premises in order enhance the experience for visitors of the premises and/or increase the efficiency of business operations at the premises (e.g. smart retail, smart inventory tracking, automated back-of-house operations).

3.1.2 Financial sustainability of proposal (15 points)

- (i) The concept proposed for the Parcel(s), including all the costs and expenses incurred to fulfil the concept, shall be financially and operationally sustainable throughout the Term. As part of the proposal, the Tenderer shall include:
 - (a) The proposed operating hours at the premises, the proposed operating expenditure (per month) for each Parcel(s), and the proposed CAPEX for each Parcel(s). A detailed breakdown of the operating expenditure (per month) and items under the CAPEX committed for the Parcel(s) shall be submitted as part of the proposal.
 - (b) Clear Findings based on appropriate market studies or research carried out in the community to justify the need for the proposed use(s) or concept for the Parcel(s), and how the concept introduced can potentially to value-add to the precinct and one-north estate.

3.1.3 Sustainable Initiatives for the Parcel(s) (10 points)

- (i) The Tenderer shall propose green initiatives in various areas of their day-to-day business operations within the Parcel(s) to promote a more sustainable development at one-north. As part of the proposal, the Tenderer shall outline their proposed initiatives for the Parcel(s) in these three areas:
 - (a) Infrastructural Improvements - carbon monitoring and real-time optimization through the provision of smart power meters integrated with an energy management system with a dynamic feedback loop for optimization of air-conditioning, lighting and fans within the premises.
 - (b) Operational Processes - Environmentally-friendly/ sustainable operational practices which can help to facilitate green practices on site (e.g. designating spaces to promote recycling/ upcycling within the premises, setting up a green garden within the premises, facilities to segregate waste, implementing packaging- or plastic-free retail and dine-in practices, measures for food waste tracking and management).
 - (c) Programming - Curate programmes that promote awareness on sustainability (e.g. recycling programmes, hands-on workshops/ activities, exhibitions or special events on the themes of sustainability, green design competitions) to the public and visitors of the premises.

3.1.4 Maintenance Plans for the Parcel(s) (10 points)

- (i) The proposal should detail clear maintenance plans to upkeep the areas within the tendered boundary and plans for pre-emptive maintenance to ensure that the bungalow remains in good condition throughout the tenancy.
- (ii) Tenderers should also make use of smart technologies to maintain the premises and reduce reliance on manpower.

3.1.5 Branding and Marketing Plans (10 points)

- (i) The Tenderer shall ensure targeted and sustained efforts to brand their premises actively throughout the Term and draw crowds to the precinct on a regular basis. As part of the proposal, the Tenderer shall plan for and provide the following:
 - (a) Details on the concept's target market segment(s) and the strategies to reach out to these segment(s), including the use of marketing agencies or strategy partners (if any).
 - (b) A series of marketing campaigns before, during, and after the launch of the concept on site to reach out to the public and raise awareness of the precinct. A calendar of events outlining the marketing plan for the Parcel(s) throughout the Term shall be submitted as part of the proposal.
 - (c) Details on collaborations or partnerships such as joint-promotions with other tenants or neighbours within the one-north estate. Discounts or privileges extended to the one-north community (e.g. residents, employees) are highly encouraged.

3.1.6 Track Record and Accreditations (10 points)

- (i) The Tenderer shall submit details of their track record and accreditations received for operating related concepts/uses proposed.

Second stage – Price Tender

4. Price Tender Evaluation by the Corporation

- 4.1** Without prejudice to all rights of the Corporation including the right to select and decide on the award of tender in its sole and absolute discretion, only the price proposal envelopes of those concept proposals of tenderers that are determined by the Corporation in its absolute discretion to have met the criteria under the first stage will be opened by the Corporation for consideration.
- 4.2** The Project will be awarded to the company with the highest bid. However, the Corporation reserves the right to reject the highest or any tender or any part thereof without being liable to or be required to provide any explanation, justification or reason whatsoever and shall have the

sole and exclusive right to select the successful tenderer in its sole discretion based on the Corporation's internal policies and criteria.

- 4.3** However, in the event there are two or more highest tenders submitted with the same highest Tendered Sale Price and the Corporation has, after due consideration of all the tenders submitted, assessed that either or any one of these highest tenders may be accepted, the Corporation shall on or before expiry of the Tender Validity Period carry out a random ballot of the highest tenders to select one of them for acceptance.