



## Response to Pre-Bid Query – Selection of Official Team India Kit Sponsor

S. No.	Bidding Document Reference(s) (Clause number)	Content of RFP requiring clarification	Points of Clarification required	Response
1	Section – I Point 2	Schedule of bidding process with key details	Bid Submission End Date and Time	<b>Revised date of Bid Submission:</b> 13th April 2026, Monday, 1500 hrs
2	Section – I Point 2	Schedule of bidding process with key details	Date of Technical Presentation	<b>Revised date of Technical Presentation:</b> 17th April 2026, Friday, 1200hrs
3	Clause 25 (IV)	Right of First Refusal (ROFR)	Request for clarification:  Clarification on specific requirements which constitute “material, measurable and matchable terms”	RFP conditions prevails:  IOA shall present the material, measurable, and matchable terms of the highest-ranked proposal to the former sponsor.  The same shall be shared upon finalisation of techno-commercial evaluation.
4	Section III (A) Evaluation Criteria S. No. 2	Completed projects supplying national teams or delivering apparel for international multi-sport events such as the Olympic, Asian, or Commonwealth Games, as the sole manufacturer.	Request for clarification:  For evaluation criteria, we request following projects to be included in scope of work (evaluation point 2): <ul style="list-style-type: none"> <li>• National Games (multi-sport event for Indian athletes)</li> <li>• Special Olympic Bharat</li> <li>• Catering to Indian Federations for</li> </ul>	Revised Evaluation Criteria has been attached as Annexure -1



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			<p>international events like CFI (cycling federation of India) for international events</p> <ul style="list-style-type: none"><li>• SAI &amp; IIS (JV between SAI and Inspire Institute of Sports), as this center caters to international events in boxing, athletics, wrestling, etc.</li><li>• BCCI / IPL events as these are very prestigious events requiring a high level of performance in terms of timelines and quality specs.</li></ul>	
5	Section III (A) Evaluation Criteria S. No. 4	Retail Presence / Brand Footprint in India	<p>Request for clarification:</p> <p>For evaluation point 4, we request retail presence / brand footprint to include International presence also, as Indian sports fans are all over the world and the merchandise should be targeted globally like IPL, etc</p>	Revised Evaluation Criteria has been attached as Annexure -1



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6	Clause 16	Bid Security / Earnest Money Deposit (EMD)	Request for clarification:  For EMD of 15 lakhs, is this exempt for MSMEs (women owned enterprises 0) – Please clarify	RFP conditions prevails:  The bidder seeking EMD/Bid Security exemption must submit the valid supporting document for the relevant category along with the bid. Under MSE category, only manufacturers for goods and Service Providers for Services are eligible for exemption from EMD. Traders/ resellers/ distributors/ authorized agents will not be considered for availing benefits.
7	Clause 25 (i)	Comparison of Bids and Award Criteria	Overall weightage of 40% for Financial Bid and 60% weightage for Technical Bid shall be considered while calculating final score.	Revised clause to read:  <b>Overall weightage of 60% for Financial Bid and 40% weightage for Technical Bid</b> shall be considered while calculating final score.  Tw and Fw are weights assigned to Technical Proposal and Financial Proposal, which shall be: Tw = 0.4 Fw = 0.6
8	Clause 25 (ii)	Comparison of Bids and Award Criteria	The Bid of the Bidder who gets the highest marks shall	Revised clause to read:



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			<p>get the maximum weightage in Technical Evaluation, i.e., 70 marks and the bids of the other Bidders shall be granted weights in proportion to the Bid of the highest Bidder as detailed below:</p> $ST = 100 * S / S_{high}$ <p>(S = Technical Score of the bidder) (S<sub>high</sub> = The Technical Score achieved by the Bid that was scored best among all responsive Bids)</p> <p>A Bidder must get a minimum of 60 marks (out of 100 marks) in the Technical Evaluation to proceed to opening of Financial Bid. The Financial bids of bidders, scoring the minimum marks required of 60 in the Technical Evaluation Criteria, will</p>	<p>The Bid of the Bidder who gets the highest marks shall get the maximum weightage in Technical Evaluation, i.e., <b>100 marks</b> and the bids of the other Bidders shall be granted weights in proportion to the Bid of the highest Bidder as detailed below:</p> $ST = 100 * S / S_{high}$ <p>(S = Technical Score of the bidder) (S<sub>high</sub> = The Technical Score achieved by the Bid that was scored best among all responsive Bids)</p> <p>A Bidder must get a minimum of 60 marks (out of 100 marks) in the Technical Evaluation to proceed to opening of Financial Bid. The Financial bids of bidders, scoring the minimum marks required of 60 in the Technical Evaluation Criteria, will only be opened.</p> <p>The highest Financial Proposal (F<sub>H</sub>) will be given a financial score (S<sub>F</sub>) of <b>100 points</b>. F<sub>H</sub> shall be the highest financial score calculated as per S.No. 7 below. The</p>



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			<p>only be opened.</p> <p>The highest Financial Proposal (F<sub>H</sub>) will be given a financial score (S<sub>F</sub>) of 100 points. The financial scores of other proposals will be computed as follows:</p> $S_F = 100 * F / F_H$ <p>(F = amount of Financial Proposal)</p> <p>Proposals will finally be ranked according to their combined technical (S<sub>T</sub>) and financial (S<sub>F</sub>) scores as follows:</p> $S = S_T * T_w + S_F * F_w$ <p>Where, T<sub>w</sub> and F<sub>w</sub> are weights assigned to Technical Proposal and Financial Proposal, which shall be 0.6 and 0.4 respectively.</p>	<p>financial scores of other proposals will be computed as follows:</p> $S_F = 100 * F / F_H$ <p>(F = amount of Financial Proposal)</p> <p>Proposals will finally be ranked according to their combined technical (S<sub>T</sub>) and financial (S<sub>F</sub>) scores as follows:</p> $S = S_T * T_w + S_F * F_w$ <p>Where, <b>T<sub>w</sub> and F<sub>w</sub> are weights assigned to Technical Proposal and Financial Proposal, which shall be 0.4 and 0.6 respectively.</b></p>
9	Section – IV (C)	Financial Bid	Composition of commercial package	Revised components of Financial Bid has been attached in Annexure 2.



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10	SECTION - I - INVITATION FOR BID (IFB)	Schedule of Bidding Process with Key Details	Kindly clarify when the IOA expects to announce the results of the RFP? Considering tight timelines, successful bidder will require sufficient time to service the expected quantities.	The announcement of the RFP results will be made upon completion of the techno-commercial evaluation.
11	Clause 11 (iii)	Documents comprising the bid	Kindly clarify if there are any expectations in terms of SKUs and quantities to be included as part of the submission.	The bidder is required to submit samples for Playing and Training Kit for the following sports: <ul style="list-style-type: none"><li>• Badminton</li><li>• Boxing</li><li>• Cricket</li><li>• Hockey</li><li>• Kabaddi</li><li>• Rowing</li><li>• Sailing</li><li>• Weightlifting</li><li>• Wrestling</li></ul> In addition, bidder is required to submit sample of each item mentioned in “Section - VI -Technical Specifications of Sports Kit”



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S. No.	Bidding Document Reference(s) (Clause number)	Content of RFP requiring clarification	Points of Clarification required	Response
12	Clause 2 (ii.e)	Commercial Rights of Official Team India Kit sponsor	<p>Right to feature eligible Team India athletes in brand and marketing campaigns, <b>subject to separate individual agreements</b> and compliance with athlete endorsement regulations.</p> <p>Kindly clarify the meaning and implications of the "separate individual agreements" referred to here.</p>	The IOA will facilitate access to the image rights of Team India athletes during the Games period, subject to their availability, and will use its best efforts to facilitate separate agreements with individual athletes
13	Clause 25 (iv)	Right of First Refusal (RoFR)	<p>Kindly clarify the following:</p> <p>a) In the event the previous kit partner exercises the ROFR and continues as the kit partner for the current cycle, whether such appointment will again carry a similar ROFR in its favour for the subsequent cycle; and</p> <p>b) In the event a new bidder is selected as the kit partner for the current cycle, whether the</p>	The terms of contract will be discussed upon signing of the new contract, once the bidder has been finalised.



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			successful bidder will be granted a similar ROFR for the next cycle.	
14	Clause 25 (iv)	Right of First Refusal (RoFR)	We submit that a 20 day period for RoFR will make an already tight delivery schedule even more unrealistic. Therefore, we request that the term for exercise of RoFR be reduced to a maximum of 5 days.	RFP conditions to prevail
15	Clause 33	Termination of Contract	In case the IOA exercises this right to terminate the contract without assigning a reason, will the IOA compensate the bidder towards costs for apparel produced prior to termination?	<p>Clarification:</p> <p>The IOA may, depending upon the circumstances resulting in the termination of the contract, be open to discussing reasonable compensation pathways of expenses already incurred by the service bidder until such termination.</p> <p>However, the entire endeavour is to ensure a valuable partnership between IOA and the bidder and the same would be considered prior to the decision of terminating a contract for any reason.</p>



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16	Section - III (A) Qualification Criteria  b) Evaluation Criteria	Completed projects supplying national teams or delivering apparel for international multi-sport events such as the Olympic, Asian, or Commonwealth Games, as the sole manufacturer.	We request a relaxation on this eligibility criteria to encourage participation from more homegrown Indian brands and enable a fair competition for such brands.	Revised Evaluation Criteria has been attached as Annexure -1
17	Section V	Schedule of Requirement	For more accurate Financial bid submissions, please provide additional details on: a) no. of SKUs and units/SKU b) estimated nos. of athletes/ support staff within each sport	Details of each sports SKU shall be provided after the bidder has been selected.
18	Section V	Timelines for Asian Games 2026	Given the Contingent size and the scheduled dates of the Asian Games, we request a reconsideration of timelines for the Asian Games by 3-4 weeks.	RFP conditions to prevail
19	SECTION - V - SCHEDULE OF REQUIREMENTS	Kitting Guideline Link	Kitting guidelines for all 4 events just say "(Link)" with no actual URL. Could you	The Bidder may download the kitting guidelines issued by the International Olympic Committee, the Olympic Council of



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S. No.	Bidding Document Reference(s) (Clause number)	Content of RFP requiring clarification	Points of Clarification required	Response
			please provide the links or the documents?	Asia, and Commonwealth Sport from the following link:  <a href="https://drive.google.com/drive/folders/166qotlisf7kOa11CFJyD_IAlBuonpbq-?usp=sharing">https://drive.google.com/drive/folders/166qotlisf7kOa11CFJyD_IAlBuonpbq-?usp=sharing</a>
20	SECTION - III (A) – QUALIFICATION CRITERIA  Eligibility Criteria S. No. 4	Kitting Guidelines	The eligibility criteria section (point 4) also references missing links to the IOC, OCA and Commonwealth Sport kitting guidelines.	The Bidder(s) may download the kitting guidelines issued by the International Olympic Committee, the Olympic Council of Asia, and Commonwealth Sport from the following link:  <a href="https://drive.google.com/drive/folders/166qotlisf7kOa11CFJyD_IAlBuonpbq-?usp=sharing">https://drive.google.com/drive/folders/166qotlisf7kOa11CFJyD_IAlBuonpbq-?usp=sharing</a>
21	Section III(A) Eligibility Criteria	Legal / Regulatory (Point No. 4)	We request your clarification on the manner in which bidders are permitted to collaborate with a registered manufacturer.  Specifically, we seek guidance on whether submission of a Memorandum of Understanding (MoU) or a formal agreement with the manufacturer is required as part of the bid.	Yes, Consortium is allowed  Refer to Annexure 5 – Instruction to Bidders  The Bidder(s) shall be fully compliant with the kitting guidelines issued by the International Olympic Committee, Olympic Council of Asia and Commonwealth Sport.  <a href="https://drive.google.com/drive/folders/166qotlisf7kOa11CFJyD_IAlBuonpbq-?usp=sharing">https://drive.google.com/drive/folders/166qotlisf7kOa11CFJyD_IAlBuonpbq-?usp=sharing</a>



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22	Section III(A)	Evaluation Criteria	In the event that such collaboration is proposed through an MoU with the manufacturer, kindly clarify whether the evaluation-related documents are required to be submitted for both the bidder and the manufacturer, or only for the bidder.	Any member of the Consortium may satisfy the qualification criteria as specified in Annexure-1.
23	Clause 25 (iv)	Right of First Refusal (RoFR)	<p>If the ranked bidder from the previous year does not participate in the current year's bidding process by the bid submission deadline, we request your confirmation on whether they would still be eligible to exercise their ROFR rights.</p> <p>Further, in case the eligible ROFR bidder exercises their rights for the current year, kindly clarify whether the current year's ranked bidder would be permitted to propose for re-bidding, or whether the</p>	<p>Yes, the former sponsor will be entitled to exercise its ROFR rights even if it does not participate in the bidding process.</p> <p>As mentioned in the ROFR clause, Upon identification of the highest-ranked bidder under this RFP, IOA shall present the material, measurable, and matchable terms of the highest-ranked proposal to the former sponsor. The former sponsor shall be granted up to 20 (twenty) business days to match such terms.</p> <p>Only upon completion of the RoFR process shall IOA proceed to conclude an agreement, either with the former sponsor</p>



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			process would be considered concluded thereafter.	(if RoFR is exercised) or with the highest-ranked bidder.
24	Other Query	-	We respectfully request an extension of the bid submission deadline by three weeks, to enable bidders to prepare and submit their proposals comprehensively.	Refer to S.No. 1
25	Other Query	-	Can a consortium of parties (i.e., a manufacturer along with another sponsoring partner) apply for the RFP given the scale of financial expectations?	Refer to S.No. 21
26	Other Query	-	Exact kit quantities per athlete: the document gives contingent sizes but never specifies how many items each athlete/support staff member receives. Could we get some estimated numbers?	Details of each sports SKU shall be provided after the bidder has been selected.
27	Section – IV (B)	Power of Attorney	-	In case of Consortium, Power of Attorney Template is attached in Annexure 4



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28	Section – II (A) - Instructions To Bidders (ITB)	2. Introduction	Instructions for Consortium	Additional Instruction to Bidder in case of Consortium, provided in Annexure 5
29	Clause 13	Point 1	Components of the Financial Bid	<p><b>Revised clause:</b></p> <p>i. Components of the Financial Bid: Bidders must quote the following:</p> <p>a) Sponsorship Fee payable to IOA including revenue from Official Team India Merchandise: The Bidder shall quote a fixed sponsorship amount (in INR) payable to IOA for the exclusive Team India kit sponsorship rights for the Term and the covered Games (as listed under Section I – “Invitation for Bid”).</p> <p>b) IOA shall not reimburse, offset, or bear any cost towards kit production, logistics, in-kind contributions, activation, marketing, or any other expenditure incurred by the Bidder.</p> <p>C) The quoted Financial Consideration shall be exclusive of applicable taxes or statutory deductions.</p>



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30	Section - VI	Technical Specifications of Sports Kit	Items	<p>In addition to the list of Items, following to be provided:</p> <ul style="list-style-type: none"><li>• Suitcase: Large-sized check-in baggage shall also be provided.</li></ul> <p>Additional Note:</p> <p>The bidder shall provide the IOA with the technical specifications of the sports kits proposed for each Games, specific to the prevailing environmental and weather conditions of the host city.</p> <p>The IOA shall approve the final technical specifications for each Games.</p>



## Annexure-1

### SECTION - III (A) - QUALIFICATION CRITERIA

#### ELIGIBILITY CRITERIA:

S. No.	Criteria	Support Document
<b>A</b>	<b>Legal &amp; Regulatory</b>	
1	The bidder, or lead bidder in case of consortium should be a Company/LLP registered in India or overseas with a valid business presence in India (registered office or local authorized entity).	Copy of 'Certificate of Incorporation' or Registration Certificate duly attested by authorized signatory  In Case of Consortium, copy of the Joint Bidding Agreement.
2	The bidder (or lead bidder, in case of Consortium) must enclose PAN Card details and GST registration details.	Relevant Copies of documents, duly attested by authorized signatory
3	Self-declaration of non-debarment/non-blacklisting by any government body, National sports federation, IOC, International Federation, or PSU to be submitted by bidder (or all the members, in case of consortium)	Undertaking signed by the authorized signatory that the Bidders has not been debarred.
4	The Bidder (or at least 1 member, in case of Consortium) must be a registered sports apparel company with demonstrated experience in producing athleisure, activewear, and team-sports gear.  The Bidders shall also be fully compliant with the kitting guidelines issued by the International Olympic Committee, Olympic Council of Asia and Commonwealth Sport.	Copy of the Certificate of Incorporation or Registration Certificate, duly attested by the authorized signatory  A duly signed declaration from the bidders affirming adherence to and compliance with all applicable kitting guidelines.

Note: The eligibility criteria for the contract can be met either by the Consortium as a whole or by the Lead Member of the Consortium.

#### EVALUATION CRITERIA:

**Total Marks: 100 Marks**

S. No.	Criteria	Marks	Documents
1	Technical presentation: <ul style="list-style-type: none"> <li>Overall Design Concept &amp; Creativity (15 Marks)</li> <li>Event-Specific Design Approach (15 Marks)</li> <li>Athlete-Centric Customization &amp; Fit Strategy (10 Marks)</li> </ul>	40	To be submitted at the time of presentation, which shall be held separately.



2	Samples shall be evaluated based on the following testing methods: <ul style="list-style-type: none"><li>• Fabric durability testing (20 Marks)</li><li>• Wash cycle resistance (10 Marks)</li><li>• Athlete wear trial feedback (10 Marks)</li><li>• Seam strength testing (10 Marks)</li><li>• Branding durability tests (10 Marks)</li></ul>	60	Bidders are required to submit a testing certificate for the samples, issued by a government-authorized agency.  To be submitted along with technical bid. Non submission shall lead to rejection of the bid
<b>Total Marks</b>		<b>100</b>	
<b>Qualifying Marks</b>		<b>60</b>	
If the IOA does not receive a sufficient number of bidders, IOA reserves the right to relax the qualification marks based on the number of eligible bidders identified during the evaluation process.			



## Annexure-2

### SECTION - IV (C) - FINANCIAL BID

S. No.	Description	Amount (in INR)
1	Sponsorship Fee payable to IOA including revenue from Official Team India Merchandise	INR
<b>Total Commercial package value</b>		<b>INR</b>

The amount is exclusive of GST. Any additional charges, including those arising from taxation policies, shall be borne solely by the selected bidder(s), which also includes any applicable GST payable under the reverse charge mechanism.



**Annexure 3**

**STATEMENT OF LEGAL CAPACITY**

**RFP Ref. No:** IOA/2026/KIT/2851

**Date:**

To,

.....  
.....

Sub: RFP for Selection of Official Team India Kit Sponsor

Dear Sir,

1. I/ We hereby confirm that we, the Applicant (along with other members in case of consortium, the constitution of which has been described in the Proposal\*), satisfy the terms and conditions laid down in the RFP document.
2. I/We have agreed that ..... (insert Applicant's name) will act as the Lead Member of our consortium.
3. I/We have agreed that ..... (Insert individual's name) will act as our Authorised Representative/ will act as the Authorised Representative of the consortium on our behalf and has been duly authorized to submit our Proposal. Further, the authorised signatory is vested with requisite powers to furnish such proposal and all other documents, information or communication and authenticate the same.

Yours faithfully,

(Signature, name and designation of the authorised signatory)

For and on behalf of

.....



**Annexure – 4**

**Power of Attorney (Consortium)**

Know all men by these presents, we, ..... (name of Firm and address of the registered office) do hereby constitute, nominate, appoint and authorise Mr. / Ms. ....son/daughter/wife and presently residing at ....., who is presently employed with us and holding the position of. .... As our true and lawful attorney (hereinafter referred to as the "IOA Representative") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Proposal for Selection of Official Team India Kit Sponsor to be developed by the ..... (the "IOA") including but not limited to signing and submission of all applications, proposals and other documents and writings, participating in pre-bid and other conferences and providing information/responses to the Authority, representing us in all matters before the IOA, signing and execution of all contracts and undertakings consequent to acceptance of our proposal and generally dealing with the IOA in all matters in connection with or relating to or arising out of our Proposal for the said Project and/or upon award thereof to us till the entering into of the Agreement with the Authority.

AND, we do hereby agree to ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Authorised Representative pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Authorised Representative in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHERE OF WE, .....THE ABOVE NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS.....DAY OF....., 20.....

For.....

(Signature, name, designation and address)

Witnesses:

- 1.
- 2.

Notes:

Accepted

.....

(Signature, name, designation and address of the Attorney)

The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s)and when I so required the same should be under common seal affixed in accordance with the required



procedure. The Power of Attorney should be executed on a non-judicial stamp paper of Rs.100 (hundred) and duly legalized by a notary public.

Wherever required, the Applicant should submit for verification the extract of the charter documents and other documents such as a resolution/power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.



## Annexure - 5

### SECTION – II (A) - INSTRUCTIONS TO BIDDERS (ITB)

#### 2. Introduction

iii. In case the Applicant is a Consortium, it shall, comply with the following additional requirements to be eligible:

- a. The Application should contain the information required for Member(s) of the Consortium; Members of the Consortium shall nominate one Member as the lead member (the “Lead Member”). The nomination(s) shall be supported by a Power of Attorney, as per the format in this RFP, signed by all the other Members of the Consortium. The duties, responsibilities, and powers of such Lead Member shall be specifically included in the Joint Bidding Agreement. It is expected that the Lead Member would be authorized to incur liabilities and to receive instructions and on behalf of the Consortium. The IOA expects that Lead Member should have maximum responsibility pertaining to delivery of services and should be demonstrated as part of the presentation to IOA;
- b. The Application should include a brief description of the roles and responsibilities of individual Members;
- c. An individual Applicant cannot at the same time be a Member of a Consortium submitting their proposal. Further, a member of a particular Consortium cannot be a member of any other Consortium submitting their proposal;
- d. Members of the Consortium shall enter into a binding Joint Bidding Agreement (the “Joint Bidding Agreement”), for the purpose of submitting the Proposal. The Joint Bidding Agreement, to be submitted along with the bid submission, shall, inter alia:
  - 1) Clearly outline the proposed roles and responsibilities, if any, of each Member;
  - 2) Include an express provision stating that all members of the Consortium shall be jointly and severally liable for the due performance and fulfilment of all obligations relating to the delivery of the services, until completion of the deliverables in accordance with the Contract;
  - 3) Clearly define the proposed administrative arrangements (organization chart) for the management and execution of the contract, if awarded to the Consortium.

except as provided under this RFP, there shall not be any amendment to the Joint Bidding Agreement without the prior consent of the Authority.

- e. No change in composition of the Consortium will be submitted to the IOA during the Selection Process and during the subsistence of the contract.