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KERALA INSTITUTE OF LOCAL ADMINISTRATION
An autonomous body constituted by the Government of Kerala
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No. 2019/101/1220/HQ Dated: 24.01.2026

From

Director General

To

Athul krishna P S
Dhasharadha Tours and Travels,Kolazhy P O ,
Thrissur ,680010.

Sir,

Sub:- Negotiation on Financial Bid – Tender for Vehicle Rental Services (Tender ID: 2025_KILA_822192_1) – Reg.

Ref:- 1. Tender ID: 2025_KILA_822192_1
2. Bid ID : 2450150
3. Minutes of the tender committee held on 17/01/2026.

With reference to your bid submitted against the e-tender for providing vehicle rental services to KILA, we are pleased to inform you that the Tender Evaluation Committee has identified you as the L1 bidder for the General Fleet (Buses, Travellers, and SUVs) and other remaining vehicle categories.
However, upon detailed scrutiny of your financial quote, the committee has observed that certain rates are significantly higher than the industry standards and internal estimates. Specifically:

- Halting Charges: The rate quoted for Item 1.09 (34-Seater Bus – Halting/Additional Charge) at ₹10,000/- is found to be excessive. Furthermore, the halting charges for other vehicle categories also require downward revision.
- Pick-up and Drop Charges: The committee has noted that the rates quoted for Pick-up and Drop services are also on the higher side and need to be negotiated to a competitive level.

To proceed with the award of the contract, you are requested to Negotiate and revise the quoted Halting Charges and Pick-up/Drop Charges to the lowest acceptable rates as per the tender norms.
You are requested to attend a negotiation meeting at the KILA Office or submit your written consent regarding the proposed rate revisions to the undersigned on or before 27/01/2026, 04:00 PM.
Please note that the final award of the contract is subject to the successful resolution of these rate discrepancies.

Yours faithfully
Sumesh K R *
Registrar
(For Director General)

* This is a computer generated document. Hence no signature is required.