



STATE BANK OF INDIA
INVITES OFFERS
FOR HIRING OF PREMISES
FOR
SBI CHAMYANA BRANCH

Last date for submission of Offers: 17:00 hours on 01-09-2026

Technical bids of offers will be opened on 02.09.2026 @ 10:30 hours in the presence of
bidders who wish to remain present and for that no separate intimation will be send.

Offers to be submitted to:-

THE REGIONAL MANAGER
STATE BANK OF INDIA,
REGIONAL BUSINESS OFFICE-1
40 SDA COMMERCIAL COMPLEX, KASUMPTI
SHIMLA-171009

TENDER SUBMITTED BY:

Name : _____

Address : _____

Mobile No. : _____



NOTICE INVITING TENDER (NIT) COMMERCIAL/ OFFICE SPACE REQUIRED ON
LEASE

SBI invites offers from owners for premises on lease rental basis for Commercial / Office use having carpet area of 1500-1800 sq.ft., located within 500 mtrs. of Market area, Bhattakuffer (Kamla Nagar) on National Highway, with minimum allotted parking for 10 two wheelers and 05 four wheelers. The bidder shall provide space of 80 sq.ft to 100 sq.ft. for installation and running of the generator (NEED BASE) within the compound or at roof at no extra cost to the Bank and No separate payment shall be paid for these facilities. Adequate space should be available for installation and safe operation of generator (DG) set, electrical earth pits, VSAT, AC outdoor units and signage boards.

The entire space should preferably be on Ground Floor. Premises should be ready for possession / occupation. Open plot and premises on higher than 1st floor shall not be considered. In case a suitable ready premises is not found on Ground floor, Bank may consider other available offers.

The format for submission of the technical bid containing detailed parameters, terms and conditions and price bid can be downloaded from website sbi.bank.in <Sbi in the news> procurement news.

This tender consists of two parts viz. the Technical Bid having terms and conditions, details of offer and the Price Bid. Duly signed and completed separate Technical and Price Bids are to be submitted for each proposal/ offer using Xerox copies of required documents in case of multiple offers.

The Envelope (A) contains Technical Bid and Envelope (B) contains Price Bid for the proposal, should be enclosed in separate sealed envelopes and these two envelopes be placed in a single cover superscribing “**Tender for leasing of Premises for SBI CHAMYANA BRANCH**” and should be submitted to:

THE REGIONAL MANAGER
STATE BANK OF INDIA,
REGIONAL BUSINESS OFFICE-1
40 SDA COMMERCIAL COMPLEX, KASUMPTI
SHIMLA-171009

The Technical bids will be opened in the presence of bidders who choose to remain present. All bidders are advised in their own interest to be present on that day at the specified time. As regards opening of Financial Bids, it will be opened of only short – listed offers and date of opening will be intimated to short listed offerors only. Any addendum, will be published on Bank’s website only

Preference will be given to the premises owned by the Govt. Departments / Public Sector Units. The SBI reserves the right to accept or reject any offer at any stage without assigning any reasons thereof.

Only authorized representative on behalf of bidder, carrying authority letter or power of attorney with him/ her along with photo ID and address proof shall be allowed to attend any meeting/ bid opening.



IMPORTANT POINTS OF PARAMETERS

1	Type Of Building	Commercial
2	Carpet Area	1500-1800 Sq.ft.
3	Quantum of Earnest Money Deposit(EMD)	Rs.20,000/- Drafts/BCs shall be in favor of “State Bank of India,” Payable at Shimla “ <i>MSME/NSIC Certificates will not be accepted for exemption of EMD</i> ”
4	Place, date & time for submission of e- tender	From 19.08.2026 till 01.09.2026 up to 17:00 pm EMD submission Address: The Regional Manager State Bank of India, Regional Business Office 1 Shimla 01.09.2026 Up to 17:00PM Note: It is sole responsibility of the bidder to ensure submission of their physical form of EMD by the stipulated date and time at specified address failing which, they will be considered ineligible for opening of bids online.
5	Covered Parking Space	Minimum 1000 Sqft.
6	Open parking area	Sufficient open parking area for customers/visitors
7	Amenities	24 hours water facility, Electricity, Generator power back up for essential services like lift, pump etc.
8	Possession (preferably)	Ready possession / occupation
9	Premises under construction/ open plots	In case a suitable ready premises is not found, Bank may consider open plot/under construction premises/ other available offers.

10	Desired location	within 500 mtrs. of Market area, Bhattakuffer (Kamla Nagar) on National Highway with minimum allotted parking area for 10 two wheelers and 05 four wheelers). Landlord shall provide suitable space for placing generator, AC outdoor units, Sign Board etc., and No separate payment shall be paid for these facilities.
11	Preference	1. Premises duly completed in all respect with required occupancy certificate and other statutory approvals of local civic/ concerned authority. 2. Preference shall be given to ground floor only. 3. Govt. Departments / PSU / Banks. 4. Ready to occupy premises/expected to be ready within 2 month from the last date of submission of proposal. 5. Front of building should be approx. 18 mtr.
12	Unfurnished premises	May be considered and Bank will get the interior and furnishing work as per requirement. However Civil works as mentioned in Tender or as directed by Bank to be carried out by the owner at his own cost. However, all the mandatory Municipal licensees/NOC/approval of layout plan/internal additions/alterations etc. as necessary from the local Civic Authority/Collector/Town planning etc. for carrying out interior furnishing /interior addition/alterations in the premises by the bank will be arrange by the owner.
13	Period of lease	Initial 10 years with predetermined increase in rent @15% after expiry of first term of 5 years. After 10 years, rent can be negotiated and finalized by Premises Lease Renewal Committee so that new lease can be executed for further term of 5+5 years
14	Selection procedure	Techno-commercial evaluation by assigning 70% weightage for technical parameters and 30% weightage for price bids.
15	Validity of offer	6 (Six) months from the last date of submission of the offer (which may be extended due to exigency)
16	Stamp duty / registration charges of Lease Deed	To be shared in the ratio of 50:50.

TERMS AND CONDITIONS

- 1.1 The entire property shall belong to same set of owners. The bidders should have clear and marketable title to the premises offered and furnish legal title report from the SBI empanelled advocate at his own cost. The successful bidder shall have to execute the lease deed as per the standard terms and conditions finalized by the SBI for the purpose. Stamp duty and registration charges of the lease deed will be shared equally (50:50) by



the lessors and the Bank. Initial 5 years + 5 years with predetermined increase in rent @15% after expiry of first term of 5 years. After 10 years, rent can be negotiated and finalized by Premises Lease Renewal Committee so that new lease can be executed for further term of 5+5 years.

1.2 Tender document received by the SBI after due date and time (as mentioned on first page) shall not be considered in any case.

1.3 The bidders are required to submit the tender documents in separate envelope super scribed on top of the envelope as Technical or Commercial as the case may be (TECHNICAL BID and EMD (Envelope -"A") AND PRICE BID (Envelope -"B") duly filled in with relevant documents/information at the following address:

THE REGIONAL MANAGER
STATE BANK OF INDIA,
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SHIMLA-171009

1.4 All columns of the tender documents- must duly filled in and no column should be left blank or filled with vague/ambiguous information. All pages of the tender documents (Technical and Price Bid) are to be signed by the bidder/authorized signatory. Any overwriting or use of white ink is to be duly authenticated under full signature of the bidder/authorized signatory. The SBI reserves the right to reject the incomplete tenders or defective tenders. The SBI also reserves the right to reject any or all the tenders at any stage or to cancel the entire tender process without assigning any reasons to any bidder. The Bank shall not be liable for any payment/compensation/rent/opportunity loss etc., to the bidder upon such rejection or cancellation of tender process. Bank's decision in this regard shall be final and binding on all the bidders. In case of any dispute, jurisdiction of Court in all cases shall be in Panipat only till finalization of the successful bidder.

1.5 In case the space provided in the tender document for filling information is found insufficient, the bidders may attach separate sheets, duly signed by the bidder/authorized representative, after putting remark to this effect in the provided place.

1.6 The offer should remain valid at least for a period of 6 (Six) months (which may be extended in case of exigency) to be reckoned from the last date of submission of offer. The Bank shall not be liable for any payment/compensation/rent/opportunity loss etc to the bidder upon such rejection or cancellation of tender process.

1.7 The Technical bids will be opened on prescribed date (as mentioned on first page) in the presence of bidders who choose to remain present. All bidders are advised in their own interest to be present on that day at the specified time. As regards opening of Financial Bids, it will be opened of only shortlisted offers and date of opening will be intimated to short listed offerors only.



1.8 The SBI reserve the right to accept or reject any or all the tenders without assigning any reason thereof. In case of exigency and depending upon the suitability, the Bank may as well accept more than one proposal to suit its total requirements.

1.9 Canvassing in any form will disqualify the tenderer. No broker shall be allowed to attend any meeting/ bid opening. Only authorized representative on behalf of bidder, carrying authority letter/power of attorney with him/ her along with photo ID and address proof shall be allowed to attend any meeting/ bid opening.

1.10 The short listed bidder will be informed by the SBI on the contact details given by them over the envelope, for arranging site inspection of the offered premises.

1.11 Preference will be given to the exclusive building/floor in the building having ample parking space in the compound / basement of the building. Preference will also be given to the premises owned by the Govt. Departments / Public Sector Units.

1.12 Preference will be given to the buildings as well as offered premises on the main road.

1.13 Premises to be away from fire hazardous establishments like petrol pump, gas godown, chemical shops & high-tension electrical wires etc. Premises should not be located on low lying area, water logging area.

1.14 The details of parameters and its weightage for technical score has been incorporated in Annexure I. The selection of premises will be done on the basis of techno commercial evaluation. 70% weightage will be given for technical parameters and 30% for price bid. The score finalized by Committee of the SBI in respect of technical parameters will be final and binding on the bidders and no representation in this regard shall be entertained. The SBI may negotiate the rent with successful bidder to reduce the offered rent.

The bidder who is declared successful in the combined result of technical and financial bids shall be required to execute lease deed in the bank's prescribed lease deed format. No request for any deviation in the terms and conditions stipulated in the draft lease deed shall be entertained.

Income Tax and other statutory clearances shall be obtained by the lessors at their own cost as and when required. All payments to the lessor shall be made by Account Payee Cheque or RTGS/NEFT.

1.15 The income tax and other taxes as applicable will be deducted at source while paying the rentals per month. All taxes, cess, service charges shall be borne by the landlord. However, the GST, if applicable, shall be borne by the Bank. While renewing the lease, the effect of subsequent increase/decrease in taxes and service charges shall be taken into account for the purpose of fixing the rent.

The landlord shall submit the bill to the BRANCH/ OFFICE every month for the rent due to them indicating the GST component also in the bill separately. The bill also should contain the GSTIN number of the landlord, apart from name, address etc. of the landlord and the



serial number of the bill, for the bank to bear the burden of GST otherwise, the GST if levied on rent paid by landlord directly, shall be reimbursed by the Branch/ office to the landlord on production of such payment of tax to the Govt.

indicating name, address and the GST registration number of the landlord.

1.16 The interest free rental deposit equivalent to maximum two month's rent may be granted to the landlord as decided by the Bank, at the time of taking possession of the premises depending upon the need / demand of the landlord for the same and such deposit will have to be adjusted during the last two months of occupation. Decision of the Bank shall be final in the matter.

1.17 A- Mode of measurement for premises is as follows:

Rental will be paid on the basis of carpet area after completion of all civil work as per Bank's layout which will be jointly measured by SBI and landlord.

Components/ Areas like external and internal walls, Lift, Lift wall, Ducts, Service shafts, staircase, Balcony, Projection, Space below window sills, Terrace, parking space, columns, space for DG set, AC outdoor unit etc. will not be counted in carpet Area. Bidder/ Landlord is advised to quote the rates as per carpet area while filling the price bid accordingly.

B-. The following shall be including in wall area and shall not be measured:

1. Door and door opening in the walls

2. Build in cupboards

The bidder shall submit carpet area measurement sheet on completion of civil work as per Bank's layout. In case, the area measured at site during joint measurement differs with the area approved by the Municipal Corporation, the smaller area will be considered for rent purpose.

1.18 The floor wise area viz. Ground, First, or higher if any, etc. with the corresponding rate for rent/taxes should be mentioned in the Price Bid. The number of car parking spaces and two wheelers offered should be indicated separately. Rent shall be quoted on Floor area basis only, taking into account the parking space, area for installation of AC outdoor units, DG set (Need base), Sign board, parking area etc., and no separate rent shall be paid for these facilities.

1.19 The lessor should arrange to obtain the municipal license/NOC/approval of layouts etc., from Local Civic Authority/collector/town planning etc. for carrying out the interior furnishing of the premises by the Bank. Lessor should also obtain the completion certificate from Municipal authorities after the completion of interior furniture work. The required additional electrical power load of approximately 45 to 50 KW (or more if required) will also have to be arranged by the lessor at his/her cost from the State Electricity Board or any other private electricity company in that area etc. and NOC and the space required for installation and running of the generator will also have to be provided within the compound by the lessors at no extra cost to the Bank and will not be considered in rent area.

1.20 Lessor should obtain and furnish the Structural Stability Certificate from the licensed structural consultant at his own cost. No separate payment shall be made to the landlord for this purpose.



1.21 The lessor shall obtain/submit the proposal to Municipal Corporation/Collector/town planning etc. for the approval of plans immediately after receipt of approved plans along with other related documents so the interior renovation work can commence (if applicable).

1.22 After the completion of the interior works, etc. the lease agreement will be executed and the rent payable shall be reckoned from the date of occupation. The lease agreement will include inter-alia, a suitable exit clause and provision of de-hiring of part/full premises.

1.23 Rent should be inclusive of all present and future taxes what so ever, Municipality charges, society charges, Maintenance charges and all other charges except the GST which will be paid extra.

1.24 Electricity Charges will be borne by the Bank but water supply should be maintained/arranged by Landlord/ owner.

1.25 All kind of civil work (additional / alteration) will be carried out by the owner as per advise of the Bank such as ATM Room, Toilets & sanitary works, Store room / record room, Stationary Room, Pantry with all accessories and doors etc. (additional / alteration) as per Bank's requirements, cash room with cash room door and ventilation as per Bank's specifications, UPS room made up of brick work etc., as per Bank's design and specifications, locker room (RCC locker room as per Bank's guidelines) as per Bank's design and specifications however the door and ventilator shall be provided by the Bank, M.S. grill at all glazed portion/ window openings/ ventilations, Rolling shutter with central lock and Branch Entrance with toughened fixed glass and glass door at outside opening which are not to be closed with brick walls, collapsible grill door & suitable ramp with hand rail at entry, front façade including glass glazing, external ACP panelling as per Bank's design, double charged vitrified tile flooring, brickwork, plaster work, inside and outside painting with acrylic emulsion paint / synthetic enamel paint / exterior apex etc., windows, safety grill on all openings, anti-termite treatment etc., as advised by the Bank directly or through Bank's appointed Architect will be carried out by landlord at their own cost before handing over possession to the Bank, Landlord will submit approved plan, Competent Authority permission, structural stability and soundness certificate, firefighting/ sprinkler work before possession by the Bank. Rent should be inclusive of all civil works and firefighting (sprinkler system) in the premises as per Bank's guidelines. Premises should be accessible to wheel chair users. The Office will use fire proof Cabinets and Compactors for storage of records and Lockers in the premises. The offered premises should be structurally sound enough to take the additional load of such storage/ locker units etc. In case of any structural damage to the premises/ building, Bank will not be responsible.

The owner shall carry out civil, sanitary and electrical, repair/ maintenance works and ensure the roof/ walls remains water-tight during the lease period. In case the above repairs are required and the owner/s fails to attend to the same, the Bank will carry out necessary repairs at the risk and cost of the owner(s) and deduct all such relative expenses from the rent payable to the owner(s).



Note- Owner of the Building is sole responsible for the construction and stability of Premises. Structural Stability Certificate by Competent Structural Engineer should be given to the Bank at no extra cost.

1.26 Interior works like loose furniture, dry-wall partition system, cubicles, cabins, false ceiling, AC, Lighting fixtures, signage's, compactors for storage, electrical wiring for interior works etc. will be done by the Bank as per requirement.

Plastic paint of walls, ceilings, enamel painting of doors and windows etc. as per the Bank's instructions shall be done by the owner/s after every two/ three years failing which the Bank shall be at liberty to get the same done at the risk and cost of the owner/s and deduct all such relative expenses from the rent payable to the owner/s.

1.27 Obtaining NOC from local authority regarding fire safety and carry out firefighting work (sprinkler system) in the offered premises shall be the responsibility of the landlord. Bank shall not be responsible for this in any manner, nor any amount/ Bill shall be paid by the Bank for this purpose.

1.28 The decision to identify the successful bidder by the Bank shall be final and No correspondence will be entertained from unsuccessful bidders.

1.29 For construction of RCC Locker/Strong Room (if required), Lessor (s) will be constructed as per the RBI (Reserve Bank of India) guidelines required to engage the Architect, as approved by the Bank for supervision of the entire activities of construction, at their own cost. Bank shall only take the possession of the demised premises after completion of all the construction works, submission of desired certificates from licensed structural consultant and Architect, as approved by the Bank and fulfilment of all other terms and conditions as mentioned above.

1.30 The bidder/lessor shall provide & fix vitrified tiles flooring double charge (Johnson & Johnson/NITCO/RAK/KAJARIA) (salt & pepper/MARBLE shade) in the Bank Hall and marble/ceramic tiles in toilet area and 1st class bathroom fittings including wall tiles at their own cost.

1.31 The owner will at his cost, arrange for separate electricity meter/sub meter having three phase electric connection up to 40-50 KW of load depending on actual requirement of the Bank and electric points including power/AC points required for the branch as per Bank's requirements. Actual electricity charges and water charges or as per mutual agreement shall be borne by the Bank.

1.32 The bidder/lessor shall arrange to provide all sanitary fittings as per requirements of the Bank.

Place:

Date:

Name & Signature of lessor with seal if any



DETAILS OF OFFER SUBMITTED FOR LEASING PREMISES

With reference to your advertisement in the _____ dated _____ I / We hereby offer the premises owned by us for housing your branch / office on lease basis: (A Copy of the Plan of the building with clearly earmarked portion of the building being offered to the Bank is enclosed. The desired information are given as under):

General Information:

Location as name of the nearest local railway station and its distance from the site:

a.	Name of the Building	
a.1	Door No.	
a.2	Name of the Street	
a.3	Name of the City	
a.4	Pin Code	
b.	(i) Name of the owner (ii) Address (iii) Name of the contact person (iv) Mobile no. (v) Email address	

Technical Information (Please Tick at the appropriate option) a. Building

- Load bearing ----- Frame Structure

b. Building - Residential ----- Institutional -----Industrial -----Commercial c.

No. of floors

d. Year of construction and age of the building

e. Floor of the offered premises

Level of Floor	Floor area Offered
..... Floor	
Total Floor Area	

Note- The rentable area shall be in accordance with the one mentioned under clause/para 1.17 of Technical Bid.



Building ready for occupation

Yes/No

If no, how much time will be required for occupation ----- with end date.

Amenities available

Electric power supply and sanctioned load for the floors
Offered in KW (Mentioned)

Yes/No

Running Municipal Water Supply

Yes/No

Whether plans are approved by the local authorities
(Enclose copies)

Yes/No

Whether NOC from the department has been received

Yes/No

Whether occupation certificate has been received
Enclose copy

Yes/No

Whether direct access is available, if yes give details

Yes/No

Whether fully air conditioned or partly air conditioned

Yes/No

Whether lift facilities are available

Yes/No

No. of car parking/scooter parking which can be offered
Exclusively to the Bank.

Yes/No

* Please enclose plans/ layouts of the building.

Declaration

We have studied the above terms and conditions and accordingly submit our offer and will abide by the said terms and conditions in case our offer of premises is accepted. I/ We also agreed to construct/ addition/ alteration of Civil works as per Tender, Bank's specifications and requirements etc. complete.

I will hand over the possession of the building after getting it constructed / renovated as per Bank's requirements. The rent will be released from the date of physical possession of the building complete in all respects to the entire satisfaction of the Bank.

Place:

Date:

Name and signature of lessor with seal



PRICE BID

(Excluding stamp duty and registration charges)

Reference of Technical Bid i.e. _____ No. of floors _____ in _____ floor of

Building named _____ at _____

SI No.	Location	No of Floors offered	Floor Nos	Built up area of each flat	Rate per Sq.ft. (Rs. In figures and words)

Number of car parking offered:

Note

- Tenderer shall quote rate and amount excluding registration and stamp duty charges.
- Price bids be placed in a sealed envelope super scribing "Price Bid" and the same Shall be placed along with technical bid cover in a larger envelope super scribed "..... - Offers for". The name and address of the Tenderer should be mentioned at the bottom left hand corner of the envelope.
- Measurement of built up area: The built up area of a floor alone will be measured at Its floor level by measuring out to out dimensions between exterior plastered surfaces of External walls. In case of common walls with adjoining flat 50% of the thickness of the Common wall will be measured. Please note that built up area of flat will not include staircases, Dry balcony, flower beds, garden balconies, lift lobby, mumties, and common entrance Lobby/lounge, outside passage, pump room, security cabin, O.H/suction tank,



sanitary duct / Shaft, refuge area health club, gymnasium, area under stilts etc. Further, the projections of Columns/walls/boxing/fins etc. beyond external face/line of the wall will not be considered for measurement of built-up area of the flat. The area of the open balcony of the flat will be Page 13 of 16 Signature and Seal of applicant considered @ 50% of actual area and built-up area of the fully covered balcony with windows will be considered full, in case there is official permission available from statutory authority to do so. The projected niches /cupboard spaces having height less than 7 feet, and breadth less than 1 ft 6 inches will not be considered. The cost of the flat will be decided based on joint measurements of the BUA at site as per norms stated above.

- d) The bids will be evaluated on techno commercial basis giving weightage to the Qualitative aspects in various parameters like location, distance, amenities available, exclusivity etc. as already mentioned under tender.
- e) Certificate We have carefully perused the aforesaid terms and conditions and agree to Abide by the same in the event of our offer is accepted by SBI.

Place: Signature of the Tenderer with seal

Date:



ANNEXURE – I

THE REGIONAL MANAGER
STATE BANK OF INDIA,
REGIONAL BUSINESS OFFICE-1
40 SDA COMMERCIAL COMPLEX, KASUMPTI
SHIMLA-171009

PREMISES REQUIRED ON LEASE

Parameters based on which technical score will be assigned by SBI
(NOT TO BE FILLED BY THE PROSPECTIVE LANDLORD)

Sr. No	Parameters	Actual situation	Total Marks	Marks obtained
1	Floor area as per requirement	4000 sq.ft.: 10 Beyond range: 05	10	
2	Premises location	On ground floor : 20 GF + immediate Upper floor with internal lift + stair : 10 GF + Immediate Upper Floor with internal stair : 05	20	
3	Covered/Built up/Open exclusive parking for SBI (Allotted Parking)	1. ≥ 1000 square feet = 10 2. ≥ 800 square feet = 05 3. ≥ 500 square feet = 03 4. ≥ 300 square feet = 02 5. No parking = 00	10	
4	Premises located on	Near Market Area on National Highway: 05 Others: 0	5	
5	Frontage	≥ 40 feet = 10 ≥ 30 feet = 05 < 30 feet = 00	10	
6	Surrounding of building	Adequate natural light and ventilation: 05 In-adequate natural light and ventilation: 00	5	
7	Quality of construction, finishing etc.	1. Excellent : 05 2. Good : 03 3. Others: 00	5	

8	Ready for occupation	Ready build: 05 Partially constructed: 03 Plot: 02	5	
9	Ambience, convenience and suitability of premises from Business point of view, as assessed by Premises Selection Committee	As assessed by Premises Selection Committee	30	
	Total		100	



Example for evaluation of proposals:

The example to calculate most successful bidder based on marks given on each of the above parameters is as follows:

Total marks 100.

Three premises short listed- A, B, & C.

They get following marks

A-78; B-70; C-54

Convert them to percentiles

A : $(78/78) \times 100 = 100$

B : $(70/78) \times 100 = 89.74$

C : $(54/78) \times 100 = 69.23$

Now that technical bids are evaluated, financial bids can be opened.

Financial quotes for three premises are as follows:

A : Rs 70 per sqft for Floor area

B : Rs 60 per sqft for Floor area

C : Rs 50 per sqft for Floor area

As C is lowest, to work out percentile score, following will be the calculation:

C : $(50/50) \times 100 = 100$

B : $(50/60) \times 100 = 83.33$

A : $(50/70) \times 100 = 71.43$

Since proportion of technical to financial score is specified to be 70:30, then final scores will work out as follows:

A : $(100 \times 0.70) + (71.43 \times 0.30) = 91.43$

B : $(89.74 \times 0.70) + (83.33 \times 0.30) = 87.817$

C : $(69.23 \times 0.70) + (100 \times 0.30) = 78.46$

Therefore Most successful bidder shall be 'A' and Bank may invite 'A' for further negotiation.