

**Expression of Interest  
For  
Selection of Partner Agency  
To**

**Implement SLWM in and around Selected National Parks of  
MP through Local Community Participation**

**EOI No. 04/TRG/MPTB/2019-20 Dated: 20/03/2020**



**MADHYA PRADESH TOURISM BOARD (MPTB),  
6th Floor, Lily Trade Wing (Above D Mart) Jahangirabad,  
Bhopal-462008**

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## 1. Invitation for Expression of Interest

The Madhya Pradesh Tourism Board (MPTB) is responsible for the promotion and development of tourism in the state. Madhya Pradesh has substantial natural resources, which includes forest coverage, rivers, hills, etc. Forest gives shelter to wildlife, and wildlife is a center of attraction for the visitors. The MP has several National Parks where the visitors are visiting to see the wildlife closely. To cater the needs of the visitors hotels and resorts are getting build around these national parks. Growing facilities are creating problems for the locality as well as for the environment. MPTB, to address the solid and liquid waste issues around these national parks, is willing to have a partner agency. Selected agency will extend technical, implementation and financial support to MPTB for SLWM around the National Parks.

The EOI document containing the details of qualification criteria, submission requirement, brief objective & scope of work and evaluation criteria, etc. that can be downloaded from the website [www.tourism.mp.gov.in](http://www.tourism.mp.gov.in)

Last date for submission of EOI is 19/04/2020 up to 1500 hrs. Sealed envelope marked to the captioned address, containing EOI and non-refundable fee of Rs 5000 (Rs. Five Thousand) + 18% GST by way of DD in favour of “**Madhya Pradesh Tourism Board, Bhopal**” payable at Bhopal may be submitted mentioning “EOI for selection of Partner Agency for implementation of SLWM in and around selected national parks of MP” on the top cover.

**The Director (Skill & Training)  
Madhya Pradesh Tourism Board,  
6<sup>th</sup> Floor, Lily Trade Wing, Jhangirabad, Bhopal  
Madhya Pradesh, India. Pin code – 462008**

**Managing Director,  
Madhya Pradesh Tourism, Board**

## 2. Letter of Invitation

**The Madhya Pradesh Tourism Board,  
6<sup>th</sup> Floor, Lily Trade Wing, Jahangirabad Bhopal  
Madhya Pradesh, India, Pin code – 462008**

No.

Dated: / / 2020

Dear Sir/Madam,

Madhya Pradesh Tourism Board (MPTB) invites sealed Expression of Interest (EOI) from agencies legally register in India for selection of Partner Agency for implementation of SLWM in and around selected national parks of MP through local community participation.

The EOI document containing the details of qualification criteria, submission requirement, TOR, and scope of work is enclosed.

The EOI document is available on the MPTB website [www.tourism.mp.gov.in](http://www.tourism.mp.gov.in)

You may submit your responses in sealed envelopes in prescribed format to the undersigned latest by date & time 19/04/2020 before 1500 hrs. on below-given address. The bid received after above mentioned time and date will not be considered and will be returned unopened.

**The Director (Skill & Training)**  
**Madhya Pradesh Tourism Board,**  
**6<sup>th</sup> Floor, Lily Trade Wing, Jahangirabad, Bhopal**  
**Madhya Pradesh, India. Pin code – 462008**  
E-mail: [dirskill.mptb@mp.gov.in](mailto:dirskill.mptb@mp.gov.in)

S. No.	Critical Dates	Date
1	Date of Publishing	20/03/2020
2	Document Availability Date	20/03/2020
3	Last date for receiving Pre-bid query	28/03/2020
4	Bid Submission End Date	19/04/2020 15:00 Hrs

Yours faithfully,

**Managing Director, MPTB**

### 3. Background

The Madhya Pradesh Tourism Board (MPTB), in order to do better management of solid and liquid waste management in and around the selected national parks of Madhya Pradesh is willing to take the services of the agency who will extend its technical, implementation and financial support. The agency who could do the financial partnership with the MPTB will only be eligible for the bidding. In this respect, Expression of Interest (EOI) is being floated to invite proposals from reputed and experienced corporate houses/Foundations from all over the country having adequate experience and expertise in the required field.

### 4. Aim and Objective

The Madhya Pradesh Tourism Board, to ensure the sustainability of the environment around National Parks, is willing to implement a systematic management system for solid and liquid waste generated by the villages as well as visitors and hoteliers located around the National Parks. The MPTB will empanel the agency working in the field, as mentioned in the TOR.

### 5. EOI Processing Fee

A non-refundable processing fee for Rs. 5,000/- + 18% GST (Rupees Five Thousand only + 18% GST) in the form of a Demand draft drawn in favour of “**Madhya Pradesh Tourism Board, Bhopal**” Payable at Bhopal has to be submitted along with the EOI response. Bids received without or with inadequate EOI processing fees shall be liable to get rejected.

### 6. Bid Security

A bid security (refundable) of Rs. 1,00,000/- (Rupees One Lakh only) in the form of a Demand draft drawn in favour of “**Madhya Pradesh Tourism Board, Bhopal**” Payable at Bhopal has to be submitted along with the EOI response. Bids received without or with inadequate EOI bid security shall be liable to get rejected. In the case of non-selection, the bid security amount will refund to the bidder.

### 7. Venue & Deadline for submission of proposal

A complete proposal must be submitted to MPTB at the address specified herein earlier. In exceptional circumstances and at its discretion, MPTB may extend the deadline for submission of bids by issuing an amendment to be made available on the MPTB website, in which case all rights and obligations of MPTB and the bidders previously subject to the original deadline will after that be subject to the period as extended.

### 8. Validity of Offer

The offer for EOI as per this document shall be valid for a period of three (3) months initially, which may be extended further if required by MPTB.

## 9. Terms of Reference

Solid and Liquid Waste Management in and around selected National Parks of Madhya Pradesh through local community participation.

### 1. Introduction

Madhya Pradesh Tourism Board, also referred as 'MPTB', was established in 2017 with an objective to promote tourism in Madhya Pradesh. Development of tourism with the public, private partnership in sustainable manner, investor facilitation, skill- development, publicity/promotion of tourist destinations nationally & internationally, identification and development of tourism infrastructure are the core objectives of the Board. With the development of destinations, the board is also responsible for the sustainability of these destinations, which is only possible through the active participation of all stakeholders, especially the locals who are the direct beneficiary.

Madhya Pradesh is having rich flora-fauna, culture, and natural resources. More than 30% of its area is under forest cover. The vast forest cover is providing shelter to wildlife. That's why Madhya Pradesh is home to ten National Parks; Bandhavgarh National Park, Kanha National Park, Satpura National Park, Sanjay National Park, Madhav National Park, Van Vihar National Park, Mandla Plant Fossils National Park, Panna National Park, Pench National Park, and Dinosaur National Park, Dhar.



There are also several nature reserves, including Amarkantak, Bagh Caves, Balaghat, Bori Natural Reserve, Ken Gharial, Ghatigaon, Kuno Palpur, Narwar, Chambal, Kukdeswar, Narsingharh, Nora Dehi, Pachmarhi, Panpatha, Shikarganj, Patakot, and Tamia. Pachmarhi Biosphere Reserve in Satpura Range, Amarkantak biosphere reserve, and Panna National Park are three of the 18 biosphere reserves in India. Most of them are in eastern Madhya Pradesh near Jabalpur.

Available natural resources and cultural diversity attracting visitors to Madhya Pradesh from across the globe. Tourist is showing interest in wild-life tourism; as a result, an increase in demand for development of facilities around national parks. New hotels and resorts are coming-up to accommodate the increasing demands of tourists. Facility centers and refreshment centers are multiplying, which is creating another source of income for the local community. Since a maximum number of families are trying to get benefits for which they are providing various facilities to visitors i.e., Dhaba, tea stall, etc.

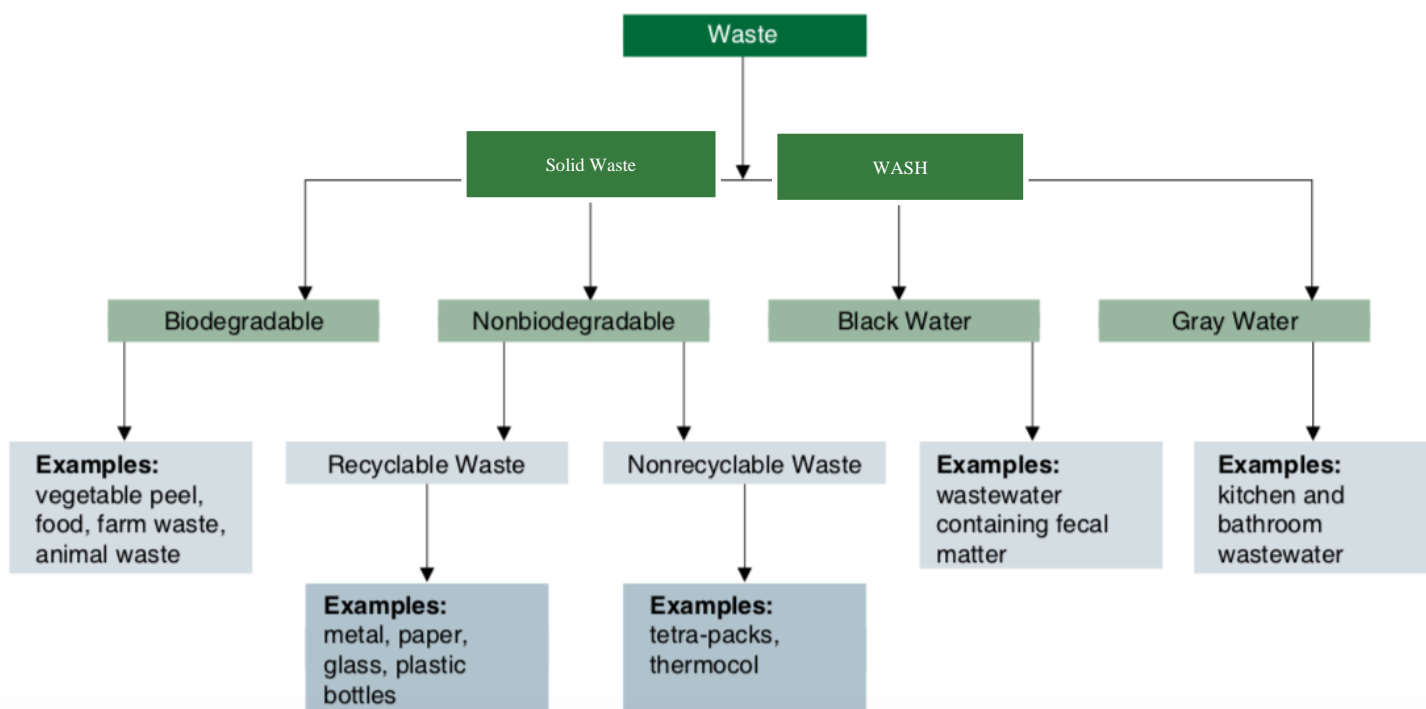
But, on the one side, local people are getting benefited with an increasing number of visitors and visitors are also enjoying the better facilities, on the other hand, it is affecting the environment of the localities. Due to lack of awareness among the local community, visitors, and improper handling of the waste gets generated due to the high use of plastic and other non-degradable materials are making situations worst day by day. The wild animals are also getting affected due to high pollution.

To keep the environment clean and sustainable, the Madhya Pradesh Tourism Board is willing to place a waste management system in hotels and resorts around selected villages/ Nagar panchayats located nearby the National Parks with community participation.

## 2. Solid and Liquid Waste Management

In India, especially in rural areas, waste is a severe threat to the public health concern and cleanliness. Though, the form of waste (both solid and liquid) generated in rural areas is predominantly organic and biodegradable yet becoming a significant problem to the overall sustainability of the ecological balance.

The central focus area/ units under this project are hotels and resorts established in and around the gates of National Parks. The tourist visiting national parks are staying in these resorts and using facilities. While leaving the area, the left behind both solid and liquid waste. Its management is essential to save the ecosystem and the wild animals who are getting affected severely.



The below diagram is showing the different categories of waste getting generated:

## 3. Objectives

The objectives of the assignment are:

- a) Ensure a clean and sustainable environment through solid and liquid waste management around selected National Parks of Madhya Pradesh.
- b) Ensure community participation for the effective, safe and sustainable management of solid and liquid waste to keep the environment clean and healthy.

- c) Create awareness among the local community as well as among the visitors coming to visit National Parks about keeping parks and villages clean.
- d) Strengthen local institutions by establishing revenue sharing model for solid and liquid waste management.

#### 4. Coverage Area

The project will be implemented in selected 6 National Parks of Madhya Pradesh. The parks are 1) Bandhavgarh National Park<sup>1</sup>, 2) Kanha National Park<sup>2</sup>, 3) Satpura (Madai), 4) Sanjay National Park, 5) Panna National Park, and 6) Pench National Park<sup>3</sup>

Each National Parks have more than one entry point. To ensure the 100% management of Solid and Liquid waste, we have to cover each entry gates of selected National Parks. To start with project will cover major gate first and after that will move to other gates if required. The details of the gates to be covered under this project are as given below:

S. No.	Name of Park	Name of Gate	Total No. Of Gates	No. Of villages/ Urban areas covered	Expected Population
1	Kanha	Kanha Kisli Mukki Sarhi	4	40	40000
2	Bandhavgarh *	Khिताुलि Magadhi Tala	3	30	30000
3	Sanjay Dubri	Dubri	1	10	10000
4	Panna	Hinouta Madla	2	20	20000
5	Pench	Jamtara Karmajhiri Touria	3	30	30000
6	Satpura	Madai	1	10	10000
		Total	14	140	140000

Approx. 10 villages around each gate will be covered and approx. population of each village is around 1000. The number of hotels and resorts varies from gate to gate it could be ranges from 1 to 35 or more. The actual numbers will be identified at the time of survey/implementation of the project.

The bidder are eligible to bid for one or more than one gate to work. They have to enclose the list of gates interested for starting from top priority to least priority.

<sup>1</sup> Bandhavgarh: Study conducted for formulating sustainable solid & Waste management is available with MPTB. Any agency interested and required the same may request to MPTB over mail.








<sup>2</sup> & <sup>3</sup> Some funds are given to Kanha and Pench National park. The agency who will work in these parks have to take the work done in account at the time to survey and preparation of DRP to avoid the duplicity of work.



The bidder has to mention the number of gate applying for at the outer envelop of the EoI.

## **5. Implementation Strategy**

The implementation strategy is very important for implementation of the SLWM activities in selected areas. For implementation, we have to address the local needs of the area, community, and other institutions. We also have to avoid the duplicity of work. This will not only save the resources but also able to ensure better coordination among the various stakeholders. The role and responsibility of each stakeholders have to be fixed. Hence, the implementation strategy will include

-  Local need assessment of each stakeholder.
-  Area-specific approach.
-  Community centric and participatory approach for waste management.
-  Scientific Management of waste for the benefits of the local community.
-  Sustainable system for solid and liquid waste management.
-  Creation of required infrastructure.
-  Public private partnership for better management.

The project will be implemented in phase manner and will cover all proposed areas in a period of 3 years.

## **6. Scope of Work**

- a) Detail survey to identify the current status of solid and liquid waste management (Situation Analysis) of selected areas and prepare a development plan.
- b) Preparation of Detail Project Report (DPR), in consultation with MPTB, in three copies, for management of Solid and Liquid Waste in selected areas (covering hotels, resorts, villages, urban areas, if any) around selected National Parks. (incorporate the work done so far in DPR to avoid the duplicity of work)
- c) Development of an action plan and capacity building plan for strengthening local institutions, ensure its implementation through community participation.
- d) Implementation of DPR prepared to ensure waste management in selected areas of the project.
- e) Achieve 100% collection, transportation, processing recycling, treatment, and disposal of solid and liquid wastes scientifically and effectively (end-to-end solution).

- f) Design and develop the communication plan/ IEC activities/ strategy at stakeholders' level, aiming to raise awareness, bring behaviour change among the communities and mobilize the community participation through the project cycle (planning, implementation, O & M).
- g) Establish a revenue sharing model with the local bodies and community to ensure the sustainability of the system established for solid and liquid waste management.
- h) Identification of local people / SHG who may be associated in operation of waste management system and build their capacity.
- i) Identification of land/area where required infrastructure, i.e. Materials Recovery Facility centre, Composting shed, Vermicompost units, etc. can be installed/construct.
- j) Develop a monitoring framework for monitoring of each phase of work. Use of information technology for monitoring would be an added advantage.
- k) Develop service level benchmarks for various categories.
- l) Other specific works identified at the time of the actual survey of the area.

#### **7. Eligibility Criteria for agency**

- a) The Foundations / Companies (through Corporate Social Responsibility) are only eligible to bid.
- b) The agency must have at least 10 Years of existence.
- c) The agency should have working experience in the area of solid and wash management.
- d) The agency must have handled community based project worth of Rs. 50.00 Cr.
- e) Agencies who are ready to do financial partnership with MPTB for implementation of the project.

Note: The bidders has to enclose supporting documents wherever required.

#### **8. Deliverables:**

- a) Detail DPR, for each gate for implementation of SLWM including financial details.
- b) Implementation of the DPR prepare for SLWM in selected areas.
- c) Community run and community managed solid and liquid waste management system in place.
- d) Implementation of revenue sharing model with the support of community.
- e) Safe and clean environment around the national parks and at selected areas i.e. hotels, parks, villages etc.

#### **9. Expected cost of the Project**

The expected cost for 3 years per gate would be approx. Rs. 2 Cr. to Rs. 2.5 Cr. However, the exact cost of the project will be based on the survey, DPR, and requirement of the area for SLWM.

## 10. Instructions to Bidder

The Expression of Interest is to be submitted in the manner prescribed below:- All information as detailed below is to be submitted in **hard** copy in sealed envelopes

- a) Applicant's Expression of Interest as per Format-1.
- b) Organizational Details (Format-2)
- c) Experience in related fields (Format-3)
- d) Non-blacklisting Certificate (Format-4)

EOI Documents have been hosted on the website [www.tourism.mp.gov.in](http://www.tourism.mp.gov.in) and can be downloaded from the website.

The bidders are expected to examine all instructions, forms, terms, and other details in the EOI document carefully. Failure to furnish complete information as mentioned in the EOI document or submission of a proposal not substantially responsive to the EOI documents in every respect will be at the Bidder's risk and may result in rejection of the proposal.

## 11. Qualification Criteria

As mentioned in the TOR.

## 12. Evaluation Marking of Proposal:

S. No.	Parameters	Marking criteria	Max Mark
1	Agency is having an experience of handling community-based projects worth Rs.50.00 Cr.	2 Marks for each project	10
2	Agency is having an experience in implementation or management of SLWM based Projects	2 Marks for each project	10
3	Age of the agency	Up to 5 yrs      1 Marks >5 to ≤ 10 yrs      8 Marks > 10 Yrs      10 Marks	10
4	Financial contribution with MPTB for implementation of project (in % of Project )	UP to 30 %      - 0 Marks 31% - 50 %      - 10 Marks > 50 % to ≤ 80%      - 20 Marks 80 % - 100 %      - 30 Marks	30
5	Approach & methodology of project implementation		10
6	Presentation by organisation Technical Presentation		30

### 13. Evaluation Criteria and Method of Evaluation:

- a) Screening of EOIs shall be carried out as per eligibility conditions mentioned in this document and based on the primary verification of testimonials submitted.
- b) EOI will be evaluated for shortlisting inter alia based on their experience of handling similar types of projects, the project handling capacity of the firm, and presentation to the selection committee, whose decision will be final.

### 14. Response:

Bidders must ensure that their bid response must be submitted as per the formats attached to this document. Application in sealed cover super scribed as “EOI for selection of Partner Agency for implementation of SLWM in and around selected national parks of MP through local community participation” Failing to this proposal will be rejected without opening the same.

### 15. Conflict of Interest:

Where there is any indication that a conflict of interest exists or may arise, it shall be the responsibility of the Bidder to inform MPTB, detailing the conflict in writing as an attachment to this Bid.

MPTB will be the final arbiter in cases of potential conflicts of interest. Failure to notify MPTB of any potential conflict of interest will invalidate any verbal or written agreement

A Conflict of Interest is where a person who is involved in the procurement has or may be perceived to have a personal interest in ensuring that a particular Bidder is successful. Actual and potential conflicts of interest must be declared by a person involved in a Bid process.

### 16. Conditions under which EOI issued:

The EOI is not an offer and is issued with no commitment. MPTB reserves the right to withdraw EOI and or vary any part thereof at any stage. MPTB further reserves the right to disqualify any bidder, should it be so necessary at any stage.

### 17. Language and Currency

The Proposal and all related correspondence and documents with the Bidding Process shall be in the English language. The currency for the Proposal shall be Indian Rupee only.

### 18. Cost of the Proposal

The Bidder shall bear all costs associated with the preparation and submission of its Proposal. The cost incurred by the agency for submitting this EOI, will not be reimbursed in any circumstances by the MPTB to the bidder.

### 19. Last date of submission of EOI:

As mentioned above

## **Format - 1 : Applicant's Expression of Interest**

**(Note: This is to be furnished on the letterhead of the organization.)**

**To,**

**The Director (Skill & Training)  
Madhya Pradesh Tourism Board,  
6<sup>th</sup> Floor, Lily Trade Wing, Jahangirabad Bhopal  
Madhya Pradesh, India. Pin code – 462008**

**Sub: EOI for selection of Partner Agency for implementation of SLWM in and around selected National parks of Madhya Pradesh.**

Dear Sir,

In response to an invitation for Expressions of Interest (EOI) published on ..... for the above purpose, we would like to express interest to carry out the above-proposed task. As instructed, we attach the following documents in separately sealed envelopes:

1. Organisational Details (Format-2)
2. Experience in related fields (Format-3)
3. Non-blacklisting Certificate (Format-4)

### **Declaration**

We, hereby confirm that we agree and accept all terms and conditions mentioned to this EOI. We are willing to undertake the task related to part for which we are submitting this EOI as required by MPTB.

All the information provided herewith is in my knowledge and are genuine and accurate.

Sincerely Yours,

Signature of the applicant  
[Full name of applicant]  
Stamp.....  
Date:

Encl.: As above.

## Format – 2: Organisation Details

1. Name of the Organisation:
2. Legal status of the organisation (Company/Society/Trust) enclosed a copy of by-laws:
3. Registration Number (Enclose copy of registration):
4. Date of registration:
5. GSTIN no.:
6. PAN No. (Enclose copy):
7. TAN No.(Enclose copy):
8. Address of Head Office:
9. Address of Communication office:
10. Name, Designation, and Contact details of authorise person authorise by company for the project:  
Name:  
Designation:  
Address:  
Contact details: Mob:           , Landline:            E-mail:
11. No. of project handled by the bidders of worth of amount Rs. 50 Cr.
12. No. of parks for which bidder is submitting the bid.

Sr. No.	Name of Park	Priority
1		
2		
3		
13. Financial status of the firm in FY2018-19 (please enclosed the audited balance sheet of the organisation)
14. Proposed Financial sharing with MPTB (in %) for implementation of SLWM in selected parks.
15. Proposed approach and methodology for project implementation.

Signature of the applicant  
Full name of applicant  
Stamp & Date

### Format 3: Organisation's Experience in Related field.

S . N o.	Name of the project	Name of the supporti ng/ funding agency	Geographical Area of implementation		Year of assignment	Cost of the project	Present Status (complete/on going)	Achievements
			Place/ar ea	State				

Note: Please enclose the supporting documents (i.e. work order/completion certificate etc.) for each work mentioned above.

The CSR who awarded the work in the field SLWM may enclose the proof of award of work issued to the agency.

Signature of the applicant

Full name of applicant

Stamp & Date

## **Format 4 : Non-Black listing Certificate**

(On the letter head of the organisation)

### **TO WHOMSOEVER IT MAY CONCERN**

This is to certify that we .....(Name of the Agency) registered under the .....  
(Name of the Act) vide registration no. .... do hereby declare and confirm that we have  
neither been black-listed nor bankrupt by a Ministry/Department/Board/Corporation / Any other entity of the  
Central or State Government or by any quasi-government or any Public Sector Undertaking or any bank or  
any other entity till date.

Authorized Person's Signature.

Name and Designation:

Date of Signature:

**Note: The declaration is to be furnished on the letterhead of the organization.**