

RESPONSES TO THE PRE-BID QUERIES – Request for Proposal for Selection of Operator for Providing Helicopter Services in Madhya Pradesh

NIT NO.: 3707/MPTB/2025 SYSTEM NO 2025 MPTB 430801/ 430799/ 430798 Date: 13/06/2025

PRE-BID MEETING DATE - 24.06.2025

" Request for Proposal for Selection of Operator for Providing Helicopter Services in Madhya Pradesh "

Sector No-1 Indore, Ujjain, Omkareshwar, Bhopal, Mandu, Maheshwar, Burhanpur

Sector No-2 Bhopal, Madhai, Pachmarhi, Sanchi, Indore, Datia

Sector No. 3 comprising of Jabalpur , Bandhavgarh, Kanha, Khajuraho, Pench, Dindori, Rewa, Amarkantak

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SKY ROYAL AVIATION PVT LTD			
1	11. Eligibility of Bidders (e) Bidder should have valid Non Schedule Operator Permit (NSOP)/ Schedule Operator Permit (SCOP) issued by DGCA and should have experience of Helicopter operations of minimum 03 years from the date of submission of bid	<p>Sky Royal Aviation Pvt Ltd based in Delhi. Our company is engaged in helicopter services. We are providing helicopter shuttle and charter services for Char Dham in Uttarakhand. Apart from this we also provide helicopters for election campaigning. We had also provided helicopter for Orcha festival.</p> <p>Sir, as we are aware that MP tourism had inviting tender for three routes by single engine and multi engine helicopter for NSOP operator only. As we have single engine & multi engine helicopter on lease basis. As we are service provider agency and have no Own NSOP.</p> <p>As we are interested to start the same services by the Single engine helicopter having seating capacity 5/6. For this we required your support, permission and amendment in tender for service provider so we can also participate in tenders.</p>	No change
EaseMyTrip			
2.		<p>Penalty Exemptions due to Natural Occurrences: Kindly confirm the exemptions applicable under the penalty clause in case the minimum flying hours are not achieved due to uncontrollable natural occurrences (e.g., extreme weather conditions). As discussed, please clarify how such situations will be verified and documented.</p>	Please refer corrigendum-1 point no 1 and 2
3.		<p>Footfall Data for Each Location: Request you to kindly share the average tourist/visitor footfall figures for each proposed location. This information will enable us to develop a realistic and efficient sample circuit plan tailored to demand.</p>	Please refer corrigendum-1 point no 15
4.		<p>List of State-Owned Non-AAI Airports: Kindly provide the list of state-owned airports/helipads that do not fall under the Airports Authority of India (AAI) jurisdiction, as we understand reimbursements may be applicable for operating from such facilities.</p>	Please refer corrigendum-1 point no 16

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Jet Serve Aviation Pvt. Ltd.			
1.	Ground Handling and Airport Charges (Clause 17.5)	<p>Observation: The RFP does not delineate whether airport and ground handling charges will be reimbursed or absorbed by the Authority.</p> <p>Recommendation: Propose reimbursement or absorption of all statutory ground handling, airport usage, and navigation-related charges by MPTB to avoid passenger cost burden.</p>	No change, please refer RFP point no 17.5 and 17.6
2.	Tenure and Indexation of Viability Gap Funding (Clause 17.3)	<p>Observation: VGF support is full for only the initial three years.</p> <p>Recommendation: Recommend maintaining 100% VGF for the full 6-year term with an 8% annual escalation to offset inflation and operational cost increases.</p>	Please refer corrigendum-1 point no 9
3.	Sectoral Disparity in VGF Allocation	<p>Observation: VGF for Sectors 1 and 2 is lower than Sector 3.</p> <p>Recommendation: Propose increasing VGF for Sector 1 and 2 to ₹75 lakhs/month for parity.</p>	Please refer corrigendum-1 point no 5 and 6
4.	Maintenance Base Location (Clause 11.1(f))	<p>Observation: CAR 145 base is mandated, but no location specified.</p> <p>Recommendation: Mandate CAR 145 base within Madhya Pradesh for operational efficiency and safety.</p>	No change
5.	Ownership of Helicopters (Clause 11.1(g))	<p>Observation: Ownership not mandatory.</p> <p>Recommendation: Recommend eligibility only for bidders with owned helicopters for accountability and long-term commitment.</p>	No change
6.	Maintenance Grounding Allowance	<p>Recommendation: Request provision of 4 days/month for scheduled maintenance grounding per DGCA norms, without penalty.</p>	No Change

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7.	Operational Frequency – FDTL Compliance (Clause 17.19.7)	Observation: Mandated operation of 6 days/week. Recommendation: Suggest reducing to 5 days/week for crew rest and DGCA compliance.	Please refer corrigendum-1 point no 3 and 4
8.	Penalty Framework – Occupancy and Delay (Clause 17.19.1 & 17.19.9)	Observation: Occupancy penalties and blanket delay penalties without exemptions. Recommendation: • Remove occupancy-based penalties. • Consider Force Majeure exemptions (e.g., weather, ATC delays, NOTAMs).	Please refer corrigendum-1 point no 1 and 2
9.	Cost Escalation Contingency Clause	Recommendation: Include clause to allow VGF revision in case of unforeseen surges in: <ul style="list-style-type: none"> • ATF prices • Airport charges • DGCA/MoCA mandates 	No change
Pawan Hans Ltd., (A Govt. of India Enterprise)			
1.	Penalty on Minimum Operating Hours	Request removal of the penalty clause related to minimum monthly flying hours (70 hours), as VGF is already paid on actual hours flown. The additional penalty is financially punitive and redundant.	No change
2.	Airport Charges	Reimbursement vs. Waiver Instead of post-facto reimbursement for landing, parking, ambulance, fire brigade, and security charges, it is suggested that these be waived upfront by the State Government at all helipads/airstrips, aligning with MoCA's RCS guidelines.	No change
3.	EMD Exemption for PSUs	Request for exemption from Earnest Money Deposit (EMD) for Public Sector Undertakings (PSUs) in line with Government of India procurement norms.	No change
4.	Flexible Contract Tenure (1+1+1 Years)	Proposal to award the contract initially for 1 year, extendable annually on mutually agreed terms (1+1+1 years) based on performance, demand, and policy revisions instead of a fixed 6-year term.	Please refer corrigendum-1 point no 7, 8 and 9

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5.	VGF for Multi-Engine Helicopters	Suggest that VGF for multi-engine helicopters be calculated based on an 11/12-seat configuration in alignment with RCS norms and actual seat capacity.	No change
6.		VAT Reduction on ATF Request for reduction of VAT on Aviation Turbine Fuel (ATF) to 1% for helicopter operations, in line with the RCS-UDAN policy to enhance viability.	No change
7.		Indexation of VGF Suggest introduction of an indexation mechanism for VGF linked to: (i) ATF price fluctuations, and (ii) Consumer Price Index (CPI), to ensure sustainability amidst inflation.	No change
8.	Airport Charges & Infrastructure Development	Request exemption of airport charges (landing, parking, etc.) at AAI-managed airports as per RCS provisions. Alternatively, propose development of DGCA NSOP-compliant heliports by the State Government to reduce operational	No change please refer RFP point no 17.5 and 17.6
Airnex Innovations Pvt. Ltd.			
1.	Point no 11 Eligibility of Bidders	Maintenance & Engineering Provisions Helicopter operations depend heavily on timely technical support. To enable this, we suggest that the tender require bidders to establish or tie-up with a CAR-145 approved maintenance base within Madhya Pradesh . This will not only reduce costs of ferrying aircraft for servicing but also improve turnaround efficiency and adherence to DGCA maintenance mandates.	No Change
2	Point no 17.3	Uniformity in Viability Gap Support It is noted that the VGF amount differs significantly between the sectors. Sectors 1 and 2 receive comparatively lower monthly funding for nearly equivalent operational responsibilities. In the interest of ensuring a level playing field and encouraging high-quality participation, we recommend rationalising the VGF across all sectors or, at the very least, enhancing the monthly support for Sectors 1 and 2.	Please refer corrigendum-1 point no 5 and 6

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3	Point no 17.3	Financial Structure Over Contract Tenure Given the capital and compliance demands involved in helicopter operations, a declining VGF structure may disincentivize long-term commitment. We advocate for a stable financial support model throughout the six-year term, possibly indexed to inflation to account for escalation in fuel, insurance, and component pricing	Please refer corrigendum-1 point no 8 and 9
4	Point no 10.1 (h)	Flight Schedule Flexibility The tender specifies a six-day weekly flight schedule. In view of Flight Duty Time Limitations (FDTL) and associated crew regulations, it would be more practical to allow operations for five days per week , leaving margin for rest days, technical delays, and weather disruptions. This will help ensure compliance, consistency, and crew well-being.	Please refer corrigendum-1 point no 3 and 4
5	Point no 11 Eligibility of Bidders	Aircraft Ownership & Commitment While leased aircraft have been permitted under the RFP, we recommend that ownership of the aircraft be considered a positive qualifier . Operators investing in their own fleet generally reflect higher operational commitment and better control over aircraft availability.	No Change
ASAP Aviation			
1	Point no 17.5	1. Reimbursement of Aerodrome Charges & Enroute Costs Presently, the RFP is silent on how charges like landing, parking, route navigation, or air traffic control services will be handled. Since these are variable, non-controllable expenses, it is prudent to either reimburse them at actuals or absorb them centrally under the scheme's financial model. Transferring such costs to passengers would undermine fare competitiveness.	No Change
2	Point no 17.3	2. Continuity and Stability of Financial Support Mechanism The proposed tapering of Viability Gap Funding (VGF) beyond the third year may compromise financial predictability. We recommend maintaining a uniform VGF structure over the tenure or at least providing periodic review windows for reassessment in light of inflation, fuel costs,	Please refer corrigendum-1 point no 8 and 9

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		or regulatory escalations. A minimum 8% annual indexation would offer resilience against rising input costs.	
3	Point no 17.3	3. Review of Sector-Wise Subsidy Disparity There appears to be a significant difference in monthly support extended to Sector 3 compared to Sectors 1 and 2, despite similar operational loads. A rebalancing of support to reflect equitable cost-per-flying-hour ratios would ensure a level playing field for bidders across all sectors.	Please refer corrigendum-1 point no 5
4	Point no 11 Eligibility of Bidders	4. Maintenance & Engineering Infrastructure Requirement To ensure rapid turnaround and reduced ferry costs, we suggest that operators be encouraged—or mandated—to set up a DGCA-approved CAR-145 maintenance facility within Madhya Pradesh . This aligns with long-term serviceability and quicker regulatory compliance.	No Change
5	Point no 11 Eligibility of Bidders	5. Ownership vs. Wet Lease Participation While leasing flexibility is appreciated, operators with aircraft registered under their ownership may offer higher reliability and continuity. A differential scoring approach or preferential technical marking for such operators may help promote genuine investment and discourage proxy bidding through temporary arrangements.	Please refer corrigendum-1 point no 12
6	Point no 10.1 (h)	6. Operational Downtime for Preventive Maintenance The nature of helicopter operations demands regular OEM-specified inspections and technical upkeep. A minimum four-day monthly allowance for scheduled grounding should be explicitly included in the operational calendar, free from penalty or negative scoring.	No Change
7	Point no 10.1 (h)	7. Compliance with Crew Duty Regulations DGCA's FDTL (Flight Duty Time Limitations) mandates rest periods that may conflict with a six-day operation schedule. Revising the mandatory weekly service requirement to five days will ensure safety, reduce burnout, and account for off-roster contingencies.	No Change

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8	Point no 17.19	8. Revision of Penalty Logic Any penalty mechanism must take into account externalities. Weather, NOTAMs, airspace restrictions, or ATC diversions are beyond operator control and should be treated under standard Force Majeure clauses. Similarly, penalties linked to occupancy rates may not reflect market dynamics and should either be dropped or indexed to seasonality.	Please refer corrigendum-1 point no 1 and 2
9	-	9. Long-Term Risk Buffer – Optional Suggestion An optional clause could be introduced allowing mid-term cost reviews in case of extraordinary circumstances (fuel price surge, taxation changes, or OEM supply chain disruptions). Such flexibility will ensure that the scheme attracts credible, long-term partners rather than opportunistic bidders.	No change
Pinnacle Air Pvt. Ltd.			
1		What specific information is expected to be filled under the columns related to “Member Code” and “3 years of experience of at least 2 Managers” in Appendix III?	Please refer corrigendum-1 point no 13
2		For Appendix IV, we seek clarity on the correct format and supporting documentation required for Net Worth declaration and the auditor’s certificate.	Please refer corrigendum-1 point no 14
3		Are there any examples you could provide to guide us in completing these forms accurately?	Please Refer Corrigendum 1 point no 13 and 14