

RESPONSES TO THE PRE-BID QUERIES – REQUEST FOR PROPOSAL FOR SELECTION OF AN AGENCY FOR DEVELOPMENT, OPERATION, MAINTENANCE AND MANAGEMENT OF TENT CITY AT MANDU, TAMIA, ORCHHA

PRE-BID MEETING DATE - 21.07.2025

.No.	Reference/Point according to RFP	Queries	Query Response from MPTB
PRAVEG LIMITED			
1	1.2.16 Total Duration of Service:	Tender Duration & Extension: It is mentioned that the contract is for a period of 5 years with a possible extension of another 5 years. However, we could not locate any clause explicitly mentioning this extension in the tender document. Kindly confirm if the extension clause exists and under what conditions it would be applicable.	Please refer clause no 1.2.16 of the RFP
2	1.2.24 (xxi)	2. Room Tariff & Premium Planning: As per our understanding, the room tariff is to be proposed by the bidder and can be used to plan an annual premium structure. Kindly confirm if the room tariff is to be decided entirely by the operator or if there are any guidelines or caps set by the authority.	Tents tariff to be decide by Agency. Please refer clause 1.2.24 of the RFP
3		3. Operational Days / Usage Period: The document suggests that the facility can be run for more than 100 days. We would like to seek clarity on whether the facility can be operated throughout the year (365 days), or if there are any restrictions or limitations on the duration of annual operation.	Yes. The agency shall strive to operate the facility round the year
Aagman India Travel & Living Pvt			
1	Point no 1.2.2 – Infrastructure	Basic infrastructure to be provided for 50 tents Kindly confirm whether the platform, water supply, and electricity are currently functional or require upgrade at agency's cost.	Please refer corrigendum 1 point 3
2	Clause 1.2.5 – Tent Composition	40 Deluxe + 10 Luxury Tents May bidders propose a revised configuration (e.g., more luxury tents) with equal or better facilities, subject to total required capacity?	Yes. Please refer corrigendum 1 point no 4
3	Clause 1.2.12 – Inaugural Program	Seating and catering for 700 guests Kindly confirm if 700 is the final number or indicative. Will the list of dignitaries/attendees be provided in advance?	The number is indicative and variation, if any shall be paid on pro-rata basis.
4	Clause 1.2.25 – Part B – VGF	Matching L1 required for Part B If the selected bidder does not match the L1 quote for Part B, will it affect their selection for Part A or invite penalty?	Not affected, please refer Corrigendum 1 point no 5 and 6

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5	Clause 2.2 - Eligibility of Bidders	<p>"The bidder must have successfully completed at least one event/festival along with management and operation of minimum 50 tents at one location, in the field of Tourism for Central Government / State Government with a project cost of minimum ₹3 Crores during the 5 years preceding the proposal due date.</p> <p>Kindly clarify the minimum number of days of tent operation required for this project type.</p> <p>The clause is silent on duration unlike the second condition, which specifies 60 days. This leads to ambiguity in interpreting required experience.</p>	No Change
6	Clause 2.2 Eligibility of Bidders (second option)	<p>"...operation of 50 tents at one location for minimum sixty days..."</p> <p>We suggest reconsidering the requirement of 50 tents for 60 days as it is highly restrictive. Would MPTB consider revising this to 25 tents for 60 days, which still demonstrates scale but is more inclusive for high-quality glamping operators?</p>	Accepted, please refer Corrigendum 1 point no 7 and 8
Sunset Desert Camp			
1	Point no 2.20	<p>Revision of Performance Guarantee Amount:</p> <p>We would like to suggest reconsideration of the current Performance Guarantee amount asked of ₹50 lakhs. When the last tender for Hanuwantiya was issued five years ago under the VGF model, the performance guarantee amount was Rs 10 lac. Now, under the Premium model, we believe reducing the performance guarantee to ₹10 lakhs would be more appropriate. This adjustment would ease the vendor's initial capital burden while still ensuring accountability, as the fixed deposit (FD) form of guarantee continues to secure vendor compliance as per tender conditions.</p>	Accepted, Please refer Corrigendum 1 point no 1 and 2

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2	Point no 1.2.25	Payment Structure in Part B of the Tender: We propose that the department consider a revised structure where the quoted amount is paid in the first year, followed by a 20% incremental increase each subsequent year over a span of 5 to 10 years. This will ensure financial feasibility for bidders.	Accepted, The VGF amount shall increase at a compounding rate of 5% per annum. Please refer Corrigendum 1 point no 5 and 6