

**Request for Proposal for Selection of Agency to Grow Experiential and Adventure Tourism in Madhya Pradesh (3rd Call)**

NIT No.: 4086/MPTB/2022 and SYSTEM NO. 2022\_MPTB\_211536

15 July 2022

**Pre-Bid Meeting Queries and Answers**

<b>Agency Name: Nangia &amp; Co. LLP</b>				
<b>S.no</b>	<b>RFP Point – Page No.</b>	<b>RFP Reference and Provision</b>	<b>Query/ Suggestions</b>	<b>Authority Response</b>
1	2.2	Eligibility of Bidders Consortium or Joint Venture bids shall not be allowed.	We would like to request you to kindly allow Consortium/Joint venture under this bid, so that experience of reputed service providers of the relevant nature will be considered jointly for evaluation.	No Change
2	Page No. 18 Point No. 2.2.2	The proposed bidder should have proven experience of at least 3 year for carrying out the same kind of project/ project in the past.( Provide details of work carried out in the last 3 years in terms of projects/ campaigns/ number of bookings/ number of destinations etc.)	Broadly, tourism is a vast theme and covers all such work experiences as mentioned in the RFP document. Therefore, we request the authority to consider tourism management / tourism study/tourism survey/ eco tourism /tourism planning related projects also for the purpose of short-listing of eligible firms for this RFP. We request that the clause 2.2.2 be suitably amended as "The proposed bidder should have proven experience of at least 3 years for carrying out tourism management/tourism study/tourism survey/eco tourism/tourism planning related projects in the past. (Provide details of work carried out in the last 3 years in terms of projects/ campaigns/number of bookings/ number of destinations etc.)"	No Change



3	Page No. 18 Point No. 2.2.3	The proposed bidder should have been recognized in conducting Tours/ Experiential travel/ Adventure Tours in the tourism industry. (Details of accreditation/certification to be provided)	Since this clause limits the eligibility of the bidder firms, we request that this clause be dropped because not all bidders may be registered with the accreditation and possess necessary certificates.	No Change
4	Page No. 18 Point No. 2.2.5	The proposed bidder have their own travel-booking platform and marketing team for promotion of the tourism related experiential products.	We request that this clause be suitably amended as "The proposed bidder must setup their own travel-booking platform and marketing team for promotion of the tourism related experiential products after the award of the contract in limited timeframe". This is important because the firms have dedicated platforms for each sector and such platforms are made ready upon award of the contract.	No Change
5	Page No. 18 Point No. 2.2.6	Consortium or Joint Venture bids shall not be allowed.	We request the authority to please consider the bidders in the form of Joint Venture/Consortium also as this will allow experts of different services to jointly participate and deliver better services.	No Change
6	Page No. 23 Point No. 2.19	Earnest Money Deposit  The Bidder shall furnish, as part of its Bid, an Earnest Money Deposit (EMD) amount of Rs. 2,00,000/- (Rupees Two Lakh only) to be submitted Online Only. The EMD shall be refundable to unsuccessful bidder not later than 120 (one hundred and twenty) days from the Bid Due Date. except in case of the 2nd ranked bidders. EMD of the 2nd ranked bidder shall be returned only after signing of the agreement with the selected bidder by MPTB. The selected bidder's EMD shall be returned upon submission of Performance Security. Bids not accompanied by the EMD shall be rejected.	We request that the EMD be waived off for those bidders who have been registered in the MSME Udhog.	No Change

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7	Page No. 26 Point No. 3.2 (c) Point 01	Number of online visitors on the agency's tourism related website and mobile application owned by the agency in the year (01.04.2021 to 31.03.2022)	Since the presentation, approach and methodology form the crux of the overall delivery, we request the authority to reduce the marks for this section and rather increase the marks allocated to the technical presentation section.	No Change
8	Page No. 26 Point No. 3.2 (c) Point 04	Social Media followers on Instagram.	We request the authority to please drop this clause as the number of followers may be signify that the firm has been doing well. This is because the followers can be fabricated through payments and sponsoring advertisements.	No Change
9	Page No. 27 Point No. 05	Technical Presentation	Since the presentation, approach and methodology form the crux of the overall delivery, we request the authority to increase the marks allocated to the technical presentation section.	No Change
10	Page No. 27 Point No. B	The ratio of weight towards quality (technical bid) and cost (financial bid, shall be 70:30)	Since financials are crucial for implementation of a project of such a large magnitude, we request the authority to consider the ratio of weight towards quality (technical bid) and cost (financial bid as 60:40 only.	No Change



# Agency Name: Sunset Desert Camps

S. No	RFP Point - Page No.	RFP Clause	Query	Authority Response
1	Page no 07	"Creation of "new" 600+ travel experiences and to digitize them for the increase of traveler footfall in Madhya Pradesh.	<p>How do you define "New"? I hope the existing Operators/Homestay Owners/ Activity providers can be tapped and take them onboard.</p> <p>Is there any minimum number criteria in each of the broader Categories?</p> <p>An operator or owner can have multiple Homestay/Farmstays at different locations, how would they be treated?</p> <p>An operator can provide different experiences at the same location, how can it be treated?</p> <p>Whether an operator / experience provider has to register themselves with the MP government before listing on the portal?</p> <p>point of "Make 1,75,00,000+ participants.." whether typo error?</p>	<p>Please refer Page no 7 point no 1.4.1 of RFP</p> <p>Please refer Page no 7 point no 1.4.1 of RFP</p> <p>Please refer Page no 7 point no 1.4.1 of RFP</p> <p>Please refer Page no 7 point no 1.4.1 of RFP</p> <p>Please refer Page no 9 point no 1.4.2.7 of RFP</p> <p>Please refer Page no 14 point no 1.4.8 of RFP</p>
		"The agency is responsible for bringing in 1,75,000+ participants in three years to Madhya Pradesh through these newly carved tourism experience"	Please define "Participants" in above context	Please refer Page no 07 point no 13.3.5 of RFP
2	Page no 08	" Sales & marketing for bringing 1,75,000+ domestic tourists & 25,000 international tourists through online mode of booking(s).	Whether its effort basis or 25000 international tourists is minimum required to be booked ? Whether offline booking of International tourists will be part of the above deliverable ?	Please refer Page no 07 point no 13.3.5 of RFP
3	Page no 16	Scale Tourist Arrival Numbers to Madhya Pradesh Agency to achieve inflow of 1,75,000 tourist arrivals in Madhya Pradesh through these experiential tourism products alone.	Day excursions / weekend / 1-2 days experiential holidays will be always of local tourists within Madhya Pradesh, whether they will come under your 1,75,000 tourists definition?	Please refer Page no 14 point no 1.4.8 of RFP
4	Short Listing of Bidders Point 3.2 - Page 26	points for your kind consideration	The aforesaid tender is for selection of Agency to grow Experiential & Adventure tourism. Other than digitizing, conceptualizing and designing 600+ travel experiences the agency also has to identify , select and	No Change

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		<p>train operators/ suppliers . To meet all these objectives the Agency should have in-depth ground level experience also. To be very specific , any Agency shortlisted should be given preference if they have operated on their own a minimum 20-30 adventure activities by themselves. Moreover the agency shortlisted should be given weight age if they have performed minimum 2 to 3 adventure events in past three years We request to kindly consider the above point in the "Marking system" since the main objective of the Tourism department to float this tender is to shortlist an Agency who have a 360-degree knowledge to develop experiential and adventure tourism and moreover for overall development of Madhya Pradesh as an experiential destination.</p>	
		<p>The period considered for evaluation of financials is the last three years (2018-19 , 2019-20 and 2021-22). The same period should be considered for evaluation of all other aspects in the Marks table. The financials have been asked for the last three years but the criteria for evaluation column is written 01.04.2021 to 31.03.2022. It is Globally known that the Tourism was worst hit in last two years specially last year (01.04.21 to 30.06.21 ) a total lock down all over so while considering the "Marking system" please allow and consider last three years data(2018-19 , 2019-20 and 2021-22 ) for evaluation purpose. (Annex VI Page – 43 )</p>	<p>Please refer to Corrigendum point no. 01</p>



Agency Name: Hait Vairagi, Razzle Dazzle Entertainment

S. No	RFP Point – Page No.	RFP Clause	Query	Authority Response
1	--	--	<p>We have a query regarding the criteria of evaluation. The date mentioned in the table for evaluation is 01/04/2021 to 31/03/2022 ( S.No 1 and S. No 4 ). We request you sir to kindly consider the period from 01/04/2021 to 31/03/2022.</p> <p>Along with that, we would like to provide relaxation in the security amount which needs to be deposited. We request you to make it INR 6,66,666/- per year.</p> <p>Also, for Sr. No. 1 we request you to make a limit of 1 lac visitors per year, as due to pandemic situations people are more cautious to visit crowded places.</p>	No Change