

“REQUEST FOR PROPOSAL FOR SELECTION OF AGENCY FOR "DEVELOPING VARIOUS TOURISM DESTINATION" OF MADHYA PRADESH FOR 10 YEARS” (Mandu, Tamia, Orchha, Amarkantank)

NIT No.: 4673/MPTB/2023

SYSTEM NO -2023_MPTB_291898, 291902, 291905

17th July 2023

Pre-Bid Meeting Queries and Answers

S.N O.	RFP Point – Page N0	RFP Reference and Provision	Query/ Suggestions Authority	Response
Agency Name – Satpura Adventure club Pachmarhi				
1	Data Sheet Page no. 5 Point-13	EMD & Performance Security	We are agreeing for EMD but we unable to pay PERFORMANCE SECURITY, if it is we can give the papers of our property...	No change
2			Criteria of tendering has been evaluated on more money basis, not for offering the chance to help the local entrepreneurs.	No change
3			Is this tender made for top executive?	No change
4	2.2 ELIGIBILITY OF BIDDERS 2.2.6 Page no.30	ELIGIBILITY OF BIDDERS	Due to the condition of turnover and net worth we are unable to take the direct work and we have to work inside them, because of these conditions we have been exploited and we are always working under them. We can do this work very well but not on the basis of your turnover and net worth terms and conditions	No change
5	2.2 ELIGIBILITY OF BIDDERS 2.2.5 Page no.29	ELIGIBILITY OF BIDDERS	Successfully completed of Two events during last five years, as we know that there are no events happen except hanuwantiya in m.p, how it can be possible for small entrepreneur to submit about two events...	No change
6			Sir, if this work is done by us (small entrepreneurs), then the Madhya Pradesh government will get at least 50% savings, which will benefit the Madhya Pradesh	No change

			government itself and also give the chance to the entrepreneur of Madhya Pradesh.	
S.N O.	RFP Point – Page N0	RFP Reference and Provision	Query/ Suggestions Authority	Response
Agency Name – ANJANI ADVENTURES INDORE				
1	Data Sheet Page no. 5 Point-13	EMD Rs. 5,00,000 (Rupees Five Lakhs Only) To be paid online through MP tenders' portal	Are MSME registered companies exempted from this earnest money clause?	No change
2	1.1 Objective Page no. 7	Project Site Umarpura - 0.974 Hectare Hemabardi - 2.251 Hectare	1. The coordinates mentioned in the RFP are only for Hemabardi. Coordinates for Umarpura are missing. 2. Both the locations i.e.Umarpura and Hemabardi are at distances 13 and 10 km from Mandu respectively. Are there any other sites available with Madhya Pradesh Tourism Board nearer to Mandu Village as close proximity to the Mandu village will add to the overall experience of the events. 3. Boundary demarcation google maps is needed for recce, without which planning and estimations are not possible. Reference - MPTB land lease tenders usually have the area demarcated on google maps.	Please refer point no. (i) of Corrigendum 1
3	Point-1.3.3 Cultural activities on stage for five days event Page no. 9	Paragraph-3 Apart from above cultural activities (National level bands), the agency should also organized & managed cultural activities (Local folk, tribal artists) for least a one-hour in the evening for a period of minimum 90 days during festival.	1. In accordance with the usual tourism patterns this is unfeasible as the cost vs benefit of these cultural activities (Local folk, tribal artists) events makes monetary sense only on high occupancy days i.e., usually holidays and weekends.	No change
4	Point-1.3.5 Food Festival for Ninety (90) days Events Page no. 9	Agency should make arrangements for a "Food Festival" to Promote the Native Cuisine and Delicacies of Madhya Pradesh. The Theme of the food festival will be finalized as Approved by MPTB. The festival should emphasize on History of Cuisine in the local region	1. In accordance with the usual tourism patterns this is unfeasible as the cost vs benefit of these live show events makes monetary sense only on high occupancy days i.e., usually holidays and weekends.	No change

5	Point-1.3.6 Craft Bazaar for Ninety (90) days Events	Agency shall make arrangement of A Craft Bazaar of Min. 15 Stalls to Exhibit and Promote Various Arts and Crafts of Madhya Pradesh. Authority will finalize the Artisans and Exhibitors as Approved. (i.e., Bagh Print, Bell Metal, Maheshwari saree weaving, Gond Art, etc.)	1. In accordance with the usual tourism patterns this is unfeasible as the cost vs benefit of these live show (Folk and Tribal) events makes monetary sense only on high occupancy days i.e., usually holidays and weekends.	No change
6	Point-1.3.7 Tented Accommodation Luxury Swiss Cottage Tents Page no. 10	Specification Point 3. All tents shall be of normal size (21ft x 25ft) including dressing room, Toilet, and front sitting area with sofa/ good quality wooden chairs Point 10. All Tents shall have good quality furniture, fixtures & fittings.	1. According to the RFP the recommended dimensions for the tents has been mentioned in the table as 21 x 25 Feet which equals 525 square feet; will it be permissible if tents of different dimensions but similar amenities are used? 2. Is AC, Fridge, TV and Kettle required	Yes
7	1.3.7 Land Page no. 11	Land for organizing Festival shall be provided by MPTB on right to use basis. However, the agency is free to undertake an independent reccee and find any other land deemed suitable for erecting tent city as well as organizing the festival. The Agency shall be required to obtain all the necessary approvals for the land so identified by the Agency, MPTB shall facilitates the Agency in getting the approval. In case of such land identified by the Agency, the Agency is also expected to negotiate the rent with landlord, pay accordingly and inform to MPTB.	1. As the agency is free to undertake recce to find suitable lands for erecting the tent city, will MPTB pay for the lease additional to the bid amount?	No please refer point 1.3.7 of the RFP: <i>"Land for organizing Festival shall be provided by MPTB on right to use basis. However, the agency is free to undertake an independent reccee and find any other land deemed suitable for erecting tent city as well as organizing the festival. The Agency shall be required to obtain all the necessary approvals for the land so identified by the Agency, MPTB shall facilitates the Agency in getting the approval. In case of such land identified by the Agency, the Agency is also expected to negotiate the rent with landlord, pay accordingly and inform to MPTB."</i>

8	1.3.8 Adventure Experiences (A & B) Page no. 11	a. The agency should operate the following Air activities for five days event free of charge for the delegates b. The agency should operate the following land activities for five days event free of charge for the delegates and operate all land activities commercially minimum 90 days during tourism season i.e., 1st October-31st March	1. Are Mentioned activities mandatory or subject to permissions from the relevant authorities and availability, especially in the case of the following a. All Air activities b. Trekking c. Jungle safari d. Night walk e. Rope Course	Agency has to take necessary permissions. Please refer point no. 3 of NOTES of clause 1.3.8
9	1.3.11 Transportation Page no. 14	Paragraph 3. Hotel Shuttles- The agency will provide shuttle transportation as needed throughout the festival days between the resident hotels and the venues	1. It seems that it is planned for the delegates to stay not in the tent city, but at an alternate location. It would be better for this accommodation to be arranged in the tent city itself so that the delegates can enjoy the full experience of tent stays and events.	It is clarified that the agency shall have to bear the expenses of stay of the participants during the break journey, if any and the cost of transportation from the resident hotel at which the participant is residing during the break journey to the venue/tent city.
10	1.3.14 Licence/ Permissions/ NOCs Page no. 15	1. It shall be the responsibility of the Event Management Agency to liaison and coordinate with all respective authorities like Police, Traffic Police, Fire Department, Electricity Department, Municipal Corporation, Councils, Jal Board, Commercial Tax, Excise / Entertainment Department , etc. and/or any other Authority to obtain necessary NOC's, permissions, licenses on behalf of Madhya Pradesh Tourism board to organize the festival and submit all NOC and No dues certificates every year.	1. As all of the permissions are to be acquired from government bodies, it would be better if MPTB acquires the relevant permissions on behalf of the agency.	No change
11	1.3.9 Inaugural Program Page no. 19	Agency has to organize inaugural program as per details given by MPTB (to be decided) and all costs related to the inaugural program to be borne the agency.	1. As the expense of the inaugural event is to be borne by the agency, and the details are yet to be decided, it is not possible to estimate the overall cost of the bid. Hence this needs to be declared in advance or there should be a max capping in expenditure borne by the agency and all the overheads to be covered by the MPTB.	Please refer point no.(ii) of Corrigendum 1

12	1.3.25 Bidding Criteria and Payment Structure Page no. 22	Point 3. The agency shall quote the per unit rate of VGF (Viability Gap Funding) GST extra as applicable for the first year, (valid for the first five years at a diminishing ratio of 20% Every year) and for the term of sixth year to tenth year, agency shall quote the annual premium amount GST extras applicable (agency shall pay annual premium amount per year as quoted in financial bid). The quoted VGF and the Annual Premium Amount shall be discounted at applicable Wholesale Price Index as on the Bid Due Date to compute the least cost to the Authority	1. As the expense of the inaugural event is to be borne by the agency, and the details are yet to be decided, it is not possible to estimate the overall cost of the bid. Hence this needs to be declared in advance or there should be a max capping in expenditure borne by the agency and all the overheads to be covered by the MPTB.	Please refer point no. (ii) of Corrigendum 1
13	1.3.25 Bidding Criteria and Payment Structure Page no. 22	Point 5. Lowest NPV offer for the above illustration shall be the bidder Number 1 (at Rs. - 53540.2) and QCBS calculation as mentioned above.	1. The lowest NPV mentioned in the Table is (-88939.1) but in the text it says (- 53540.2) This needs to be clarified.	Please refer point no. (iv) of Corrigendum 1
14	1.3.28 Terms & Condition for organising festival Page no. 25	Point 1 All other infrastructure support like ticketing counter, power supply and various permissions shall be arranged by agency. Any activity/activities requiring permanent set up or infrastructure in the festival area shall not be permitted.	1. The setup for the tents and toilets will need platform/plinth. Will these count as permanent constructions and will there be an exemption for the aforementioned. 2. Kitchen and go down will require fabricated and assembled iron structures built up on a plinth. Will this be exempted from the regulation? 3. Are Mud House, fabricated wooden cottages (with Plinth) and temporary swimming pools allowed for inclusion in the project.	Please refer point 1 of clause 1.3.28 of the RFP: <i>"All other infrastructure support like ticketing counter, power supply and various permissions shall be arranged by agency. Any activity/activities requiring permanent set up or infrastructure in the festival area shall not be permitted."</i>
15	2.2 ELIGIBILITY OF BIDDERS 2.2.5 Page no.29	Paragraph 1 The bidder must have successfully completed at least TWO events / festivals along with manage and operate minimum 50 tents, in the field of Tourism for Central Government / State Government with a project cost of minimum Rs. 3 Crores during the 5 years preceding the proposal due date. Copies of the Work Order /Completion Certificate need to be submitted.	1. There are numerous agencies who have been working with tent and outdoor excursions with private sector only and who haven't worked with any government bodies in the past and yet they possess experience required to deliver above standard services. Allowing these players will encourage healthy competition for this contract, ultimately leading to the best possible experience for the consumer. 2. The event management companies manage and organise	No change

			various other events other than tent city and that experience should be included for consideration as this contract has various components other than just the tent city. 3. Experience of operation of private events should also be considered.	
16	2.2 ELIGIBILITY OF BIDDERS 2.2.5 Page no.29	Paragraph 2 The bidder must have successfully completed at least Two events / festivals along with manage and operate 50 Tents at one location for minimum sixty days in the field of Tourism for Central Government / State Government on VGF model or any other model during the 5 years preceding the proposal due date. Copies of the Work Order / Completion Certificate need to be submitted	1. There are numerous agencies who have been working with tent and outdoor excursions with private sector only and who haven't worked with any government bodies in the past and yet they possess experience required to deliver above standard services. Allowing these players will encourage healthy competition for this contract, ultimately leading to the best possible experience for the consumer. 2. Experience of operation of private events of tent city should also be considered.	No change
17	2.2 ELIGIBILITY OF BIDDERS 2.2.5 Page no.30	Paragraph 1 The bidder must be operating at least one 4-star hotel or standard glamping/Luxury tent city or Resort with minimum 50 keys during the 5 years preceding the proposal due date.	1. In case an applicant for the RFP has an inventory of Swiss tents or Swiss cottages, this should also be considered. 2. In case an applicant for the RFP has operating 3-star hotel Resort with approx. 100 keys or own standard glamping/Camping Setup With 75 Alpine tents, this should also be considered.	No change
18	2.2 ELIGIBILITY OF BIDDERS 2.2.6 Page no.30	The bidder shall have an annual average turnover of Rs.10 Crores certified by chartered accountant during last 3(three) financial years (2019-20, 2021-22 and 2022-23). Financial year 2020-21 shall not be considered due to Covid19. Copies of Audited Balance Sheet & Turnover Certificate from Chartered Accountant certifying the same need to be enclosed.	1. The required minimum turnover is very high and will ultimately lead to many rising players in the industry unable to participate in the run for this contract. It should be reduced to 3 cr or less. As it will maintain a healthy balance between ensuring high quality of service delivery and allowing opportunities to newer and rising players.	No change
19	2.2 ELIGIBILITY OF BIDDERS 2.2.7 Page no.30	The Firm shall have net worth of Rs 5 crore & above as on 31st March 2023, Net- worth certificate from chartered accountant needs to be enclosed.	1. The required minimum net worth is very high and will ultimately lead to many rising players in the industry unable to participate in the run for this contract. It should be reduced to 2cr or less. As it will maintain a healthy balance between ensuring high quality of service delivery and allowing opportunities to newer and rising players.	No change
20	3.2 Shortlisting of Bidders. Page no.37	General query	1. Empanelled agencies with MPTB or other state tourism boards, should be awarded some extra points in the technical round as every other tender with MPTB has this clause.	No change

21	3.2 Shortlisting of Bidders. Page no.37	General query	1. All of the constraints for bidders are very stringent and	No change
22	3.2 Shortlisting of Bidders. Page no.37	<p>The bidder must have successfully completed at least Two events/ Festivals along with manage and operate minimum 50 tents, in the field of Tourism for Central Government /State Government with a project cost of minimum Rs. 3 Crores during the 5 years preceding the proposal due date.</p> <p style="text-align: center;">OR</p> <p>The bidder must have successfully completed at least Two events/ festivals along with manage and operate 50 Tents at one location for minimum sixty days in the field of Tourism for Central Government / State Government on VGF model or another model during the 5 years preceding the proposal due date.</p> <p style="text-align: center;">OR</p> <p>The bidder must be operating at least one 4-star hotel or standard glamping/Luxury tent city or Resort with minimum 50 keys during the 5 years preceding the proposal due date.</p>	1. This does not have tier wise point allocation as in the point that precedes it. Any participant that misses any criteria will be out of the bid immediately. It should have different points for different tiers just as there are different marks allocated for different levels of turnover.	No change
23	3.2 Shortlisting of Bidders. Page no.37	General query	a. In an event of extraordinary situations arising such as Covid etc there needs to be a clause explaining the planned way forward for all parties involved to avoid disputes at a later point.	Please refer point no. 5.25 of the RFP