

First Pre-Bid Meeting Queries dated 25/09/2024 for “REQUEST FOR PROPOSAL (RFP) FOR SELECTION OF AN AGENCY FOR DEVELOPMENT, OPERATION, MAINTENANCE & MANAGEMENT OF TENT CITY ” AT HANUWANTIYA, MANDU, ORCHHA, TAMIA

NITNo:5236/MPTB/2024SystemNo:2024_MPTB_369515, 369517, 369521,369519

13thSeptember, 2024

S. No	EOI Clause no and Page no.	Clause as stated in EOI	Query/Remark	Query Response
NAME OF FIRM -AUM EVENT AND PROMOTIONS INDIA PVT. LTD				
1)	ELIGIBILITY OF BIDDERS Point no 2.2 (2.2.10)	The bidder shall have an annual average turnover of Rs. 10 Crores certified by chartered accountant during last 3 (three) financial years (2021-22, 2022-23 and 2023-24). Copies of Audited Balance Sheet & Turnover Certificate from Chartered Accountant certifying the same needs to be submitted by the bidders.	Currently, the threshold for eligibility is set at an average annual turnover of ₹10 crore, of last three financial years, which appears to be significantly high, We kindly request you to reconsider the existing turnover threshold and revise it to a more reasonable range of ₹3 to ₹5 crore .	Please refer point No 2.2.10 of revised RFP
NAME OF FIRM -ROYAL PUSHKAR CAMP				
2)	Annexure - VII -	Annexure - VII - Condition for consortium	This is in reference to the Annexure - VII - Condition for consortium and we would like to propose that once the tender is awarded to any consortium participating , the earlier condition as mentioned in the tender for lead member should also be there with an option that the joint bidders be allowed and that they can create an SPV (Special Purpose Vehicle) and that particular SPV alongwith defined roles and responsibilities can deal with the department with the sole purpose of executing that particular project . This way the joint bidders will have the ease of keeping accounts and all records separately other than their present ongoing business.	Please refer Annexure VII point no 6 of revised RFP

	NAME OF FIRM -LALLOOJI & SONS			
3)	1.2.1 Bid Parameter: Page 24	Highest Annual Premium increasing at a compounding rate of 10% per annum or Lowest VGF decreasing at 10% per annum. i - In lieu of the development and operational rights at the site, the Agency shall quote an Annual Premium payable to Madhya Pradesh Tourism Board. This Annual Premium shall increase at a compounding rate of 10% per annum. Please note, GST and all applicable taxes shall be payable in addition to the Annual Premium. Alternatively, the agency can also quote Viability Gap Funding (VGF) payable by the Madhya Pradesh Tourism Board. The VGF quoted shall decrease at a rate of 10% per annum.	Highest Annual Premium increasing at a compounding rate of 10% per annum or Lowest VGF decreasing at 10% per annum is very high considering the new and offbeat destinations, these destinations will take time and support of MPTB to develop, initial high expectations are not practical. Therefore, we request you to kindly keep the VGF/Premium for first 03 years at the same level and after that increase/ decrease at the rate of 02.50% per annum is suggested.	No change
4)	Point no 1.2.25 (ii)	ii. The Agency should submit the footfall (ticketing details) of all adventure activities per month and the average occupancy report of tent city certified by the chartered accountant. This data should be supported by online booking portal data, invoices for proof of average occupancy and photographs of activities on daily basis.	We request you to consider Booking register data approved by Bidder, in place of CA certificate.	No change
5)	Point no 2.12 Submission & making of Bid Page no 34	The Technical Bid is to be uploaded to be submitted online only though the website www.mptenders.gov.in Hard copy of the technical proposal shall be submitted at the MPTB office at the time of proposal due date.	We request you to consider only online submission of bids.	Hard Copy to be submitted within 7 days of last date of submission
6)	Point no 2.2.10	The bidder should have an annual average turnover of Rs. 10 Crores certified by chartered accountant during last 3 financial years (2021-22, 2022-23 and 2023-24).	Provisional Certificate of FY 2023-24 Should be considered.	Allowed, shall be consider only for FY 2023-24
3.	EVALUATION 3 OF BIDS Short listing of Bidders Point no g Page no 39	The ratio of weight towards quality (technical bid) and price (financial bid) shall be 30:70.	We have observed that the weightage for QCBS is currently set at 70% for the financial bid. We recommend changing this to 70% for the technical proposal and 30% for the financial proposal.	No change
4.			Since this project is intended for 10 years, could we consider using weather proof	Please refer point no 1.2.5 Not (ii) of

			structures instead of temporary ones?	revised RFP
5.		The Agency must set up Tent City on the theme “Jal Mahotsav” for a minimum period of 100 days continuously each year during tourism season, i.e. 1st October to 31st March	Since the bidder finalization process takes a minimum of 10 days after the tender submission on October 10, could you provide the tentative dates for the current season’s openings?	To be Decided after selection of agency
6.	Point no 1.1		we noticed that only the Hanuwantia project has layouts available. Please provide the layouts for the Mandu, Orchha, and Tamia projects, as this will aid in our planning and preparation for bids.	Please refer Revised RFP
7.			the development of roads connecting to the tent city or approach roads should fall under the department's scope. Based on our past experience, the connecting roads to nearby tent cities have not been satisfactory.	The site will be given on as is where is basis, agency shall be responsible for site related development
8.	Annexure v (b)	b) For the purpose of marking, only those events, managed by the EMA for the past three financial years, will be considered which are supported by documentary evidence like copies of agreements, work orders, letter of intent, completion certificates, etc. The documents should be duly notarized and submitted along with the above proforma	The completion certificate and work order for any project should be sufficient, as attaching agreements for all eligible projects can exceed the 40 MB upload limit on the portal. Additionally, instead of notarizing all documents, we suggest accepting a certified copy of Annexure V from a Chartered Accountant.	Work Order or agreement or completion certificate shall be considered
NAME OF FIRM -SUNSET DESERT CAMPS				
9.			We as a vendor implementing hunwantiya tent city for last 5 years. We have queries regarding the scale and budget /project cost of the present tender. The earlier hunwantiya tender had 30 days (Jal Mahotsav) with limited scope of work and activities. Now the tender is scaled to 100 days and the scope of work which now	As per the scope of work and due diligence the agency shall assess the expected project cost and revenue and ascertain overall project

			includes (Grand Inaugural function with lunch and dinner for approx. 1500 pax, Marketing and publicity, 15 Hoardings including airport hoarding for 115 days, social media handling and paid promotions, inviting of influencer, Water parasailing, daily cultural program, duties of 70 to 80 people with lodging and boarding, food for 100 days etc. (as instructed mandatory by local administration every year.) Since the above mention scope of work have been added to the present tender so our query is will the department accept and agree for a higher budget which as per our understanding the department has analyzed the tender value to approx. 5 crores (Given that the performance security is 10 % of tender value which is 50 lacks)	value .Post due diligence the agency is free to choose between the annual premium and annual VGF option which have been provided in the RFP.
10	Point No 1.2.4 (14)	Parking Area for around 500 Cars and bikes with Attendant	Point No 1.2.4 (14): The parking area for the tent city guest as provided by department can accommodate only 20 to 25 cars hence for the excess parking area as required and mention in tender to accommodate 500 cars. Will the department provide extra land or the vendor has to arrange on its own cost kindly clarify	Successful bidder shall asses the parking requirement and should arrange for space accordingly
11	Point no -1.2.6 (B)	Adventure Experiences	Point no -1.2.6 (B) - The land for outside Air activities (Paramotors and Hot air balloon) are encroached by local farmers so every year we have to acquire the land and pay the extra amount to operate these activities which become a liability to vendor and increase the overall project cost. So, we request to the Department to clarify the land	No change

			parcel and get it fenced before handing over the vendor or else the vendor will have to bear fencing cost.	
12	Point no 1.2.6 (C)	<p>C. Water Sports Activities:</p> <p>I. Kayaking (Maximum 2 Units only)</p> <p>II. Parasailing (Maximum 1 Unit only)</p> <p>III. Jet Ski (Minimum 2 Units)</p> <p>IV. Speed Boating (Minimum 2 Units)</p> <p>V. Zorbing – (Minimum 1 Unit)</p> <p>VI. Dragon Boat (Minimum 1 Unit with required expert)</p> <p>VII. Banana boat ride (Minimum 1 Unit with required expert)</p>	Point no 1.2.6 (C) – Water sports: The department has asked for Water Parasailing for 100 days. We propose to consider and revised the point as Water Sports Activities: Kayaking (Maximum 2 Units only) Parasailing /House boat /Flying boat . (Maximum 1 Unit only) Jet Ski (Minimum 2 Units) Speed Boating (Minimum 2 Units) Zorbing – (Minimum 1 Unit) Dragon Boat (Minimum 1 Unit with required expert) Banana boat ride (Minimum 1 Unit with required expert) kindly consider our proposal.	No change
13	Point no-1.2.8 point no (3)	Working Lunch to be arranged and served for 700 guests on inaugural day with prior approval of menu by MPTB officials	Point no-1.2.8 – Inaugural Program: point no (3) - As mentioned Working Lunch to be arranged and served for 700 guests on inaugural day with Drinking water facility. As per our past experience the Lunch, Hi Tea and Dinner that is served ,the actual figure goes up to 1500 to 2000 pax . More over 30 to 40 tents are required on a normal Ingaural day .In case the chief minister is inaugurating the function then the required no of tents goes up to 100 tents . Please clarify that will the department will pay extra for the accommodation and increased no of guests.	Please refer point no 1.2.13 of revised RFP
14	Point no 1.2.9	<p>Cultural activities during Project</p> <p>Cultural activities (with atleast 2 performance of National level bands) shall be organized</p>	Point no 1.2.9 -Cultural activities during projects: Cultural activities shall be organized in the evening daily Here we would like to propose and request to	Please refer point no 1.2.8 of Revised RFP

		daily in the evening during the duration of tent city showcasing MP's culture involving local artists as far as possible. The cultural show will be organized & managed by the Agency. The name of national level bands performing at the event shall be approved by MPTB.	consider the options of cultural activities and read as -cultural activities /local band/live singing /standup comedy etc. (any one daily) so as to experience a mix of entertainment kindly consider the proposal.	
15	Point no 1.2.13 point no (6)	<ul style="list-style-type: none"> - No. of influencers (Minimum 10 with their crew & 2 influencers per month with their crew) with minimum following of at least 1,00,000 followers - The hosting of the influencers should spread across evenly throughout the tenure of the Tent City - The influencers and the Agency would be liable to abide by the deliverables decided by MPTB during the event and the influencers must abide by the policies of MPTB - MPTB shall own the copyright for the content created by the influencer during the event. <p>MPTB shall not be responsible for any payment of the influencers and any mishap with the influencer during the event</p>	Point no 1.2.13 point no (6) – Digital Marketing & Promotion: In this the number of influencers mentioned is 10 with Crew member. Please clarify what is the total no of influencers spread on 100 days and also clarify the deliverables required since that will allow us to figure out the influencers cost	Please refer point no 1.2.12 (6) of the revised RFP
16	Point 1.2.20 (point no 7)	Expenses: All expenses related to arrangements such as food, water, stay, Information Centre, medical facilities, safety and security and waste management and any another cost related to police personnel/local district administration deployed by the district administration during the festival will be borne by the Agency.	Point 1.2.20 (point no 7) : As per the tender clause the Police , Home Guards, Local Administration , Medical Team etc. are stationed at the tent city during the operational period along with their food and accommodation for which the cost is borne by the vendor as mention in the tender clause. We would like to clarify if the department can give and approximate figure on the people and no of tents required for the above service which will allow us to figure out the overall cost	Please refer point No 1.2.4 (21) of revised RFP
17	POINT NO 3.2	The bidder should have an annual average turnover	Point 3.2- Sectoral & Financial Capabilities -	Please refer point

		<p>of Rs. 10 Crores certified by chartered accountant during last 3 financial years (2021-22, 2022-23 and 2023-24). -</p> <p>Agency having Average turnover minimum Rs. 10 Cr. - 10 marks</p> <p>Agency having Average turnover above Rs.10 Cr. up to Rs. 15 Cr – 15 marks</p> <p>Agency having Average turnover above Rs. 15 Cr.– 20 marks</p>	<p>We request the department to reduce the annual turnover from 10 cores to minimum 5 cores .since as per our understanding the tender value is 5 cr so the average turnover required should also be Rs 5 cores and subsequently the marking system can be revised as the turnover increases</p>	<p>No 2.2.10 of revised RFP</p>
18	POINT NO 3.2	<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 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 One event / festival along with management and operation of 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.</p> <p>OR</p> <p>The bidder must have operated at least one 4-star hotel or standard glamping/Luxury tent city or Resort with minimum 50 keys for a minimum of 2 years during the 5 years preceding the proposal due date.</p> <ul style="list-style-type: none"> • Minimum 1 Festival/ Hotel/ Tent city/ Resort - 10 Marks • Above 1 Festivals/ Hotels/ Tent city/ Resort - 5 	<p>Point 3.2- Technical experiences - We request and propose that since the Hunwantiya site has the capacity of 103 tents so the vendor who has the experience of running 100 tents at one location for minimum 60 days should be given extra weightage in terms of marking criteria</p>	<p>No change</p>

		Marks for Each Festival/ Hotel/ Tent city/ Resort Up to 20 Marks. Note: Work order or Completion certificate need to be enclosed		
19	NAME OF FIRM -THAR CAMPS PRIVATE LTD			
20	Point 2.2.10 Page No.31	The bidder shall have an annual average turnover of Rs. 10 Crores certified by chartered accountant during last 3 (three) financial years (2021-22, 2022-23 and 2023-24).	The point of eligibility criteria with regard to turn over needs to changes as follows:- Average turnover 2.5 Cr. Rupees Per annum in the last 3 years should be made the criteria for qualification for wider participation	Please refer point No 2.2.10 of revised RFP
21	Point 2.2.11 Page No.31	Net worth certificate Positive	Net worth should not be a eligibility criteria and that as company hospitality business is very capital intensive be a building 2 hotels which are being made for GOVT be have loan against them hence this criteria should be removed for eligibility criteria in levied of the net worth the criteria should be the bidder should have a camp site of minimum 25 tents operational for continuous period of 3 years	No change
22	Point 16 Page No.9	Performance Guarantee is minimum Rs. 50 lakh	In that we will write instant of making a fixed performance bank guarantee of every tender the performance bank guarantee should be linked to the number of accommodation tents the bidder is setting or expected to setup for example in Hanuwantiya it is over 100 so at Hanuwantiya if performance bank guarantee is 50 Lakh Rs. At ORCHHA number of tents is half so performance bank guarantee ORCHHA should be 25 Lakh similarly if in MANDU the number of tents 25 the performance bank guarantee required for the bid in mandu should be 12.5 Lakh	No change