

RESPONSES TO THE PRE-BID QUERIES – EOI FOR DEVELOPMENT OF 5 ROPEWAY PROJECTS ON DBFOT MODEL

NIT No.: 3335/PLG/MPTB/2025/Ropeway AND SYSTEM NO 2025_MPTB_425769 Date 22.05.2025

PRE-BID MEETING DATE - 10.06.2025

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GR INFRAPROJECTS LTD			
1	Objective	We request the Authority to clarify the objective of this Expression of Interest (EOI). Will the Authority shortlist eligible bidders based on the responses to this EOI for participation in the subsequent tender process, or will the tender documents be made available to all interested bidders irrespective of EOI participation?	All the interested bidders can participate in subsequent open tender process irrespective of EOI participation.
2	Traffic	The traffic data provided for all the listed locations pertains to the year 2022 or 2023. For better assessment of the project, we request the Authority to provide the latest or last financial year traffic assessment report, including projected ropeway ridership under different growth scenarios.	The latest traffic data will be given in the DPR to be shared in the bidding stage.
3	Land	The Authority is requested to kindly share the land area proposed to be provided at each ropeway station for all ropeway projects. Further, clarify whether the Concessionaire will have the right to develop the allotted area for both passenger facilities and commercial activities.	<p>The land area availability at each ropeway station for each ropeway project will be given in the DPR.</p> <p>The Concessionaire will have the right to develop the allotted area for passenger facilities only.</p>
4	Commercial Development	The Authority is requested to share details of any additional land parcels, if proposed, that will be provided to the Concessionaire along with the designated ropeway station land area, exclusively for commercial use.	Please refer to the reply for the query at sr.no.3
5	Applicable Laws	Kindly clarify whether 'The Madhya Pradesh Bhumi Vikas Rules, 1984' or any other applicable building by-laws will be applicable during the design and construction of ropeway stations or commercial development. Further, please confirm whether any exemptions or relaxations under applicable laws	The land for the development of ropeway stations shall be provided by the MPTB. The bidder will be responsible for obtaining all necessary permissions and approvals as applicable except ASI and Forest clearances.

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		will be provided in view of the limited availability of land parcels at the ropeway station locations.	
6	Tariff Policy and Ropeway Act	The Authority is requested to share the applicable ropeway tariff policy of the State Government, along with the relevant provisions of the Ropeway Act or Rules that will govern these ropeway projects.	At present, there is no specific ropeway tariff policy or ropeway act/rules notified by the Government of Madhya Pradesh.
7	Bidding Parameter	As per the EOI documents, the bidding parameter is specified as the ' Annual Concession Fee. ' In case certain projects are found to be financially non-viable, we request the Authority to clarify whether Viability Gap Funding (VGF) support will be provided for such projects.	The provision of VGF may be considered if the viability of a project warrants. The details will be clarified in the bid documents of the project depending upon its viability and financial modelling. Bidders are also requested to provide their feedback and suggestions on the project-wise appropriateness of Annual Concession Fee (ACF) or VGF-based structuring in the Concept Note, based on their evaluation of the project's financial feasibility.
8	Revenue Guarantee	The Authority is requested to kindly clarify whether any Minimum Revenue Guarantee (MRG) will be provided to the Concessionaire during the operation period of the ropeway.	No Minimum Revenue Guarantee (MRG) shall be provided by the Authority. However, a minimum ticket price will be specified in the RFP to ensure objectivity and uniformity in bid evaluation. The final ticket price may be determined by the bidder, based on their assessment of project viability and expected footfall, subject to approval by the competent authority as per the terms of the concession agreement.
9	NHLML tender	"NHLML, vide Tender ID No. 2025_NHAI_232391_1, has invited bids for ' <u>Consultancy Services for Carrying out Detailed Project Report (DPR) Study for Development of Ropeway Projects in the State of Madhya Pradesh and Chhattisgarh.</u> ' This tender also includes the project titled 'Parking to Salkanpur Wali Mata Mandir, Barkheda Salam, Huzur (Sehore).' The Authority is requested to kindly clarify which government entity—NHLML or the Government of Madhya	It is clarified that the alignment proposed by NHLML differs from the alignment identified and studied by the MPTB. The DPR for the ropeway from the Helipad to the Salkanpur Mata Temple has already been prepared by MPTB. The RFP shall be floated by MPTB following the completion of the EOI process. However, interdepartmental coordination will be ensured to avoid any duplication.

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		Pradesh—will be responsible for implementing this particular project."	
SAI GREEN MOBILITY PVT. Ltd.			
10	In Annexure A, for the Salkanpur Ropeway , three stations have been proposed.	<p>Is the intermediate station required? If so, then adequate space for the station and the passenger movement/amenities is required. Additionally, a huge area is to be developed for car parking.</p> <p>Is there any plan by MPTB for such development?</p>	<p>The provision of an Intermediate Terminal Point (ITP) is currently under consideration and is primarily intended to facilitate access for visitors who prefer to use the staircase. The final decision regarding the ITP shall be taken based on a comprehensive analysis of its technical feasibility and visitor convenience. The RFP will be framed accordingly, reflecting the final decision.</p> <p>Regarding car parking facilities, adequate land is available at the Lower Terminal Point (LTP) for the development of parking infrastructure. The huge area of land is under the ownership of the respective Temple Trust/ State Government, and necessary coordination will be ensured for its use as part of the ropeway project.</p>
11	The whole alignment fell on the forest land except the LTP Station.	Will MPTB get the required forest clearance for the Ropeway construction, or will the concessioner have to make the required correspondence?	As mentioned in EOI, forest clearance and ROW clearances for the project will be procured by MPTB before the award of the project on a PPP basis.
12	Raisen Fort: The Proposed Land belongs to the Forest Department.	In the Raisen Fort, the UTP is located inside the premises of the Fort. Will MPTB get the approval for construction from the ASI authority?	MPTB is procuring ASI clearance for this project, and UTP will be located accordingly.
13	Submission date of EOI: 24.06.2025	Request for extension of EOI submission for one month.	Please refer to the Corrigendum No.2 dated 24.06.2025 issued

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KEC INTERNATIONAL LTD			
14	Lack of Definitive Data in EOI	It is noted that critical project information, such as traffic data and system selection, has not been based on definitive analysis. The data provided is indicative and not exhaustive. Consequently, bidders are expected to make their own assessments, which may vary significantly due to differing methodologies and assumptions.	<p>The objective of the Expression of Interest (EOI) stage is to gather feedback and perspectives from prospective bidders to aid in refining and finalising the technical and bidding parameters.</p> <p>The comprehensive project details, including traffic data, system selection, and other critical inputs, will be made available in the Detailed Project Report (DPR) at the Request for Proposal (RFP) stage. All key parameters necessary for bid preparation will be standardised and frozen at that stage to ensure objectivity and uniformity in bid evaluation.</p> <p>Nevertheless, applicants are strongly advised to carry out their own independent assessment, due diligence, and seek expert consultation from relevant sources before taking any commercial or technical position on the project.</p>
15	System Selection Left to Bidders	The EOI allows bidders to propose the most suitable ropeway system based on their understanding. While this promotes innovation, it also introduces variability that may hinder objective comparison.	Please refer to the reply for query at sr.no.14.
16	Challenge in Price Comparison	Given the fluidity of basic project parameters, an apple-to-apple comparison of financial bids may not be feasible. This could affect the transparency and fairness of the evaluation process.	Please refer to the reply for query at sr.no.14.
17	Request to Freeze Key Parameters	We request the Authority to define and freeze key parameters of the ropeway system, including a guaranteed traffic estimate, to enable uniformity in bid preparation and facilitate fair price comparison.	The project information, such as traffic data and system selection, will be available in DPR. All the key bidding parameters will be frozen to ensure objectivity in the comparison of bids in the bidding stage.

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			However, the applicants are advised to conduct their own independent assessment, due diligence, and obtain independent advice from relevant sources as required before deciding on each project.
18	Sharing of DPR and Geo-technical Report	We request that the Detailed Project Report (DPR), along with the geo-technical investigation report, be shared with all interested bidders well before the release of the tender document.	A Detailed Project Report will be made available in the bidding stage.
19	Open Tender Participation	Kindly confirm that the upcoming tender will be open to all interested parties, regardless of whether they have submitted an EOI response or not.	All the interested bidders can participate in the subsequent open tender process irrespective of EOI participation.
20	Bid Evaluation Criteria	We request that the criteria for selection of the most competitive bid be clearly outlined in the tender document, including technical and financial evaluation methodology	This will be available in the bid documents.
21	Land Availability and Acquisition Status	Information regarding land availability and the current status of land acquisition should be clearly stated in the tender document.	The land availability and the status of land acquisition will be made available in the bidding stage.
22	Forest Clearance Status	The status of forest clearance as of the date of tender issuance should be disclosed to help bidders assess environmental and regulatory risks	The status of forest clearance acquisition will be made available at the bidding stage.
23	Ground Profile and Clearance Data	Since ground clearance is a critical factor in technology selection, we request that AutoCAD drawings of the ground profile be made available upon request, prior to the release of the tender.	Indicative ground clearances will be mentioned in the DPR in the bidding stage.
24	Extension of EOI Submission Deadline	In view of the above requests and the time required for thorough assessment and preparation, we kindly request an extension of the EOI submission deadline by at least 30 days from the current due date.	Please refer to the Corrigendum No.2 dated 24.06.2025 issued

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KR ANAND			
25	Design	The Design, selection of system and standards to be opted for are left to the investor, which are applicable to the ropeway industry, so that a better proposal can be offered.	Please refer to the reply for query at sr.no.14.
26	Clearances	The statutory clearances, such as Forest, wildlife, Environmental, ASI, etc, which are necessary to start the construction, should be in the scope of MPTB.	Forest and ASI clearances are in process as applicable. Ropeways are now exempted from Environmental Clearance. Other Clearances, if applicable, shall be the responsibility of the bidder.
27	Land	The required land should be provided by MPTB. The same should be free from all encroachments, any obstructions such as trees at stations, towers, and ROW buildings/structures below the Ropeway line, and Overhead Transmission lines crossing the Ropeway alignment before starting the construction.	The status of land availability and acquisition will be shared with the bidders at the RFP stage. The land identified for the ropeway stations, towers, and alignment shall be provided by MPTB in an encumbrance-free condition.
28	Investment	The availability of Capital Investment Subsidy as per the M.P. Tourism Policy 2025 should be clearly mentioned for each project.	Any form of subsidies granted under the Madhya Pradesh Tourism Policy 2025, shall not be applicable to these projects. Accordingly, bidders shall not be eligible to claim or avail such subsidies for the development and operation of the proposed ropeway projects. Bidders are advised to prepare and submit their proposals in line with this clarification and accordingly formulate their Expression of Interest (EOI) submissions.
29	VGF	The Provision of VGF should also be kept in case the viability of the project affects the capital subsidy.	The provision of VGF may be considered if the viability of a project warrants. The details will be clarified in the bid documents of the project depending upon its viability and financial modelling. Bidders are also requested to provide their feedback and suggestions regarding the appropriateness of Annual Concession Fee (ACF) or VGF-based structuring in the Concept

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			Note, based on their evaluation of the project’s financial feasibility.
30	Traffic	The minimum assured traffic of 3.5 Lakh passengers per annum should be provided, and in case of shortfall, the difference should be paid to MPTB by promoters on a quarterly basis.	It will be clarified in the bid documents.
31	Ticket Rate	The Maximum rate of tickets plus taxes should be provided with a 10% increase every year, and for the purpose of calculation, the base month and year should be the First published date of the RFP.	It will be clarified in the bid documents
32	Safety Audit	Who will do the audit for safety of Ropeway should be mentioned in RFP should be clearly stated in the tender document.	Noted. It will be clarified in the bid documents.
33	Electric Supply	The availability of 11 KV Transmission/Power line and water supply line up to the stations should be provided by MPTB.	
34	Parking Area in LTP	Provision for adequate parking for vehicles should be kept in mind while acquiring the land at LTP.	
35	Pathways	The motorable road up to the LTP and the pathway up to the UTP should be in the scope of MPTB	
CRSPL			
36	Last Date and Time for submission of EOI	Many of us, interested applicants in the EOI, have requested a time extension and look forward to getting in favourable compliance with your corrigendum for Point 6 of the EOI Fact Sheet, extending the due date by at least 4 (four) weeks.	Please refer to the Corrigendum No.2 dated 24.06.2025 issued
37	Notice for Inviting Expression of Interest	Considering type, length, terrain and capacity, we are confident as an indigenous Ropeway manufacturer/installer to undertake the project in compliance with BIS. Moreover, NITI Aayog, in their office Memorandum dated 9th October,	Please refer reply for query at sr.no.14.

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		2020, accepted "that there is no longer any gap between the Indian Standard and European Standard as regards standardisation of manufacturing, installation, operation & maintenance of Ropeway in India". Other guidelines in the same Memorandum are also important. In addition, any insistence on CEN calls for import and consequent outgo of foreign exchange, which our present Govt. of India is asking to spend judiciously in the current circumstances and the Govt. is harping on "Make in India". Please issue the necessary corrigendum.	
38	Who should submit EOI?	<p>We propose to you to incorporate a minimum qualification for participation to ensure a quality response as under:</p> <p>a) Experience of at least two Passenger Ropeways in design and engineering. installation and commissioning in the last seven years, with at least half of the proposed capacity and length.</p> <p>b) No record of black-listing any department or PSU in the State of Central Government in the last 10 years.</p> <p>c) At least 10 years of O & M experience in Passenger Ropeway without any record of fatal accident. Please issue the necessary corrigendum.</p>	<p>Please refer to Page no. 5, Clause 1 of the EOI.</p> <p>Eligibility criteria will be specified in the bidding documents.</p>
39	Type of Ropeway system proposed	Choice of system to be left to the prospective applicant.	The project information, such as traffic data and system selection, will be available in DPR. All the key bidding parameters will be frozen to ensure objectivity in the comparison of bids in the bidding stage.

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			However, the applicants are advised to conduct their own independent assessment, due diligence, and obtain independent advice from relevant sources as required before deciding on each project.
40	Condition precedent period	The Authority as well as the Concessionaire's respective responsibilities for fulfilling the condition precedent are to be spelt out	The details shall be provided in the bid documents.
41	Annual Ridership estimation over the concession period	The data shared appears to be very optimistic and not correct, at least in the case of Salkanpur, where 55 lac per annum are shown, whereas, in reality, from our last record, not more than 7 lac per annum have ever crossed.	The traffic data mentioned in the EOI reflects a projected figure of 55 lakh visitors per annum at the end of the 30-year concession period. The project information, such as traffic data and traffic analysis, will be available in DPR.
42	Bidding Parameter for proposed RFP	The estimated annual concession in direct proportion to realistic passenger traffic and the affordability of willing riders is to be mentioned in the RFQ.	The data regarding willingness to pay, willingness to use will be available in DPR. It will be clarified in the bid documents.
43	EOI Note Page no.6	Please share all the relevant details on the Survey and other documentation available to you.	The details of the survey will be shared in the DPR.
44	The standards applicable for the construction, Operation and maintenance of each ropeway project are as mentioned in para no. 1 above.	We have already requested you to consider BIS equivalent to CEN for all projects. And please arrange to issue the necessary corrigendum.	Please refer to the reply for query at sr.no.14.
45	All the necessary statutory approvals are	We proposed to you to provide a comprehensive list to avoid any subjectivity in the RFP.	Please refer to the reply for queries at sr.no.11 and 26

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	required before the award of the project on a PPP basis.		
46	The proposal addressed to the followingmust reach latest by 17.00 hrs on 24/06/2025.	Please allow all interested participants to upload their respective proposals. Online on a designated e-procurement Portal on or before the final submission date and time.	Please refer to Page no. 4, sr.no.6 of the EOI fact sheet.
SUYOG TELEMATICS			
47	24/06/2025 at 17:00	24/07/25 at 17.00 Hrs	Please refer to the Corrigendum No.2 dated 24.06.2025 issued
48	The entities having experience in the construction or development of infrastructure projects in highways, railways, metro, ropeways, port terminals, airports, power, telecom sectors and/or experience in the operation and maintenance	The operation and maintenance (O&M) of ropeway/ Funicular projects.	It is accepted that a funicular railway is a type of ropeway system.

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	(O&M) of ropeway projects.		
49	The type of Ropeway System is proposed	The type of Ropeway System may please be left to the bidder	Please refer to the reply for query at sr.no.14.
50	Project Cost	May be shared	Please refer to Clause 2, Table 2.1, Sr. No. 7 of the EOI.
51	The system should be duly audited and checked by the authorized auditor of the Concessionaire during construction, and safety certification must be obtained in accordance with applicable standards and as specified in the State Ropeway Act before commencement of commercial operation.	MP Ropeway Act...Is it available? If not, which state government act should be followed? Please share	At present, there is no specific Ropeway Act notified by the Government of Madhya Pradesh. The specifications and safety protocols shall adhere to the applicable provisions of the system adopted — such as CEN (European Standards) or BIS (Bureau of Indian Standards). The Concessionaire will be required to obtain safety certification from competent agencies in accordance with the adopted standards and guidelines prior to the commencement of commercial operations. All audits and certifications must be conducted by qualified and authorised experts as prescribed under applicable standards and laws.
52	All the necessary statutory approvals needed for construction	What are the statutory approvals? Please share. It is requested that MPTB may please arrange Clearance from the Environment Dept, ASI	Please refer to the reply for queries at sr.no.11 and 26.

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	and operation shall be taken by the Concessionaire prior to the start of construction during the construction period and operation of services, as the case may be. Forest clearances and ROW clearances for the project will be in place before the award of the project on a PPP basis.		
53	Annual Ridership Estimation over the Concession Period 1.5 lakhs to 6 lakhs	Details of projecting this figure may be shared. Present traffic is 1.5 lakhs annually. Any opinion poll for ridership? If done, that can be shared.	The details of the survey will be shared in the DPR.