

**REQUEST FOR PROPOSAL FOR SELECTION OF AGENCY FOR “DEVELOPING GANDHI SAGAR AS A TOURISM DESTINATION” AT MANDSAUR , MADHYA PRADESH**

**NIT No.: 4098/MPTB/2022 and SYSTEM NO -2022\_MPTB\_211683**

**18 July 2022**

**Pre-Bid Meeting Queries and Answers**

<b>S.no.</b>	<b>RFP Point – Page NO</b>	<b>RFP Reference and Provision</b>	<b>Query/ Suggestions</b>	<b>Authority Response</b>
<b>Agency Name - <u>LALLOOJI &amp; SONS, AHMEDABAD</u></b>				
<b>1.</b>	1.3.8 page 11	<b>Land- Agency is expected to do recce and find the land for erecting tent city as well as organizing Floating Festival. Agency shall obtain all the approvals for land and MPTB will facilitates to agency to get the approval. In case of private land agency is expected to negotiate the rent with landlord pay accordingly and inform to MPTB.</b>	<p>Query 1. Land on which the Festival is to be organized for 10 Years has to be procured by the Agency. An agency who already has land there gets an unfair advantage over others, and he gets private benefits from the public spending. All the efforts of the department, All the money spent, all the resources utilized by the department would benefit the land owner.</p> <p>After 10 years of efforts, the department will not be able to monetise it by either leasing the land to a private party or charging higher premium from future agencies.</p> <p>Future expansion might not be possible if the land becomes insufficient and the landowners next door refuses to give their land. The agency, MPTB and the festival will be at the mercy of the next door landowners for any future expansion of the facilities of the festival.</p> <p>We humbly request that the Department provides the land for the festival. Requesting you to review this tender condition.</p>	<b>Please refer Corrigendum 5</b>
<b>2</b>	1.3.29(6 and 7)	Website: The agency has to create a website for publicity, promotion and online booking of tent city and adventure activity. Support by MPTB during “floating festival”-	Query 2 –What promotional support MPTB will provide, also let us know whether MPTB will hyperlink the event website on the MPTB platform.	<b>Please refer point no 1.3.19 and 1.3.29 (7)</b>

		MPTB shall extend its support to the agency for marketing of property and adventure event through its website and other publicity mediums.		
<b>3</b>			Query 3 -What is the tentative date of presentation?	<b>To be informed</b>
<b>4</b>	1.3.29 (16)	The Agency shall arrange & make payments of electricity and water bills at the Property .	Query 4 – We request the MPTB to provide the Electric and water connection, we will have to pay the security deposit for electric and water connection, for this huge amount will be blocked.	<b>No Change</b>
<b>5</b>	2.2.6	The bidder shall have an annual average turnover of Rs. 10 Crores certified by chartered accountant during last 3 (three) financial years ( 2018-19, 2019-20 and 2021-22). Financial year 2020-21 shall not be consider due to Covid19. Copies of Audited Balance Sheet & Turnover Certificate from Chartered Accountant certifying the same need to be enclosed.	Query 5 – Turnover asked is 10 Cr is too less, it should be at least 25 Cr. If smaller companies will venture into this project they will not be able to sustain the project afterwards. We believe only competent agencies should bid who can sustain this project for long time.	<b>No Change</b>
<b>6</b>	2.2		Pre qualification criteria should be revised.	<b>No Change</b>
<b>7</b>	2.2.7	The Firm shall have net worth of Rs 5 crore & above as on 31st March 2022, Net- worth certificate from chartered accountant needs to be enclosed.	Query 7 – Bidder having net worth of 5 Cr, how would he be able to handles such a big where financial requirement will be more than expected in initial years. He will run out of money. Our suggestion is that the net worth should be nothing less than 25 crores.	<b>No Change</b>
<b>8</b>	1.3.10		Query 8 – After land identification, whether MPTB is going to make the approach road till venue or not?	<b>No , Agency shall be responsible</b>
<b>9</b>			Query 25 – After land identification MPTB is going to make the approach road till venue if not their?	<b>No</b>
		<b>Agency name - E-Factor Experiences Ltd.</b>		
<b>10</b>	1.3.27 (f)	Balance 10% of the total yearly VGF amount every year shall be transferred to an escrow account every year up to the five years.	The project require lot of the working capital every year and more over the VGF is also getting reduce by 20% every	<b>No Change</b>

			year so transferring the 10% of the total value in the escrow accounts is not feasible for the bidder. So we would request you make all the payments within year of the event.	
11	1.2.26	The bidder shall have an annual average turnover of Rs. 10 Crores certified by chartered accountant during last 3 (three) financial years ( 2018-19, 2019-20 and 2021-22). Financial year 2020-21 shall not be consider due to Covid19. Copies of Audited Balance Sheet & Turnover Certificate from Chartered Accountant certifying the same need to be enclosed.	For turnover of FY 2021-22 we can provide the CA certificate as the due date for auditing is 30th September. We can provide the balance sheet once the audit is done.	<b>Yes,</b> Turnover Certificate from Chartered Accountant to be submitted
12		EMD	MSME certificate holders should be exempted from EMD, according to revised Rule 170 of General Financial Rules (GFRs) 2017. • Kindly consider	<b>No Change</b>
13	2.20.2	The Performance Security should remain valid for a period of 30 days beyond the completion of the period of contract i.e., for 10 years.	As the format of VGF model is on reducing basis then the bank guarantee should also get reduce by 20% and from sixth year onwards there should not be any performance guarantee.	<b>No Change</b>
14	2.2.5	The bidder must have successfully completed at least three 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.	Due to COVID 19 no such events/ projects was executed/organized in last 2 years, hence we request you to accept work orders of last 7 years instead of 5 Years	<b>Please refer Corrigendum 5</b>
15	3.2	The bidder must have successfully completed at least three events / Festivals <b><u>along with manage and operate minimum 50 tents,</u></b> 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 Minimum 3 Festivals - 5 Marks	As for minimum 3 Festivals you giving - 5 Marks We request you for provide 5 marks for additional event, i.e: <b>Above 3 Festivals - 5 Marks for Each Festival Up to 20 Marks</b>	<b>Please refer Corrigendum 5</b>

		<p>Above 3 Festivals - 3 Marks for Each Festival Up to 20 Marks</p> <p>The value of the work should be more than Rs 3 Crores.</p> <p><b>Note:</b> Work order or Completion certificate need to be enclosed</p>		
16	3.2	<p>The Bidder shall have Net Worth as on 31st March 2022.</p> <p>Agency having Net Worth upto and above Rs.5.00 Cr. – 2 marks</p> <p>Agency having Net Worth upto and above Rs. 7.50 Cr. – 4 marks</p> <p>Agency having Net Worth upto and above Rs. 10.00 Cr. – 6 marks</p> <p>Agency having Net Worth upto and above Rs.12.50 Cr. – 8 marks</p> <p>Agency having Net Worth upto and above Rs. 15.00 Cr. – 10 marks</p>	<p>As you are very well aware, the last 3yrs have already gone in COVID due to which there was no business in the industry hence we would request to re consider the evaluation criteria for net worth:</p> <p>Net Worth b/w Rs.5 to 7 Cr. – 5 marks</p> <p>Net Worth b/w Rs.7 to 10 Cr. – 7 marks</p> <p>Net Worth b/w Rs. 10 and above – 10 Marks</p>	No Change
17			Will the agency be allowed to bringing in the sponsorships to fund the festival on both short term & long term relationship basis	Please refer Corrigendum 5
18			It is not clear what shall be the agency's obligation of the festival post the VGF period (sixth year onwards)	Please refer 1.3.25