

“Madhya Pradesh Tourism Board Invites Expression Of Interest (Eoi) For Providing Air Services To Various Destinations Located Within Madhya Pradesh”

No. 1392/182/MPTB/AC/2021 System No- 2021_MPTB_134539_pack1_615352 Bhopal, Dated:12/03/2021

Pre-Bid Meeting dated 24/03/2021 Queries and Response

S. No	Name	Point no	EOI Point	Queries	Authority Response
1.	Jitendra Pandey Sr. Manager - Business Contracts SpiceJet Ltd 320, Phase 4 , Udyog Vihar Gurugram – 122016 ,Haryana India MOB: +91- 9650597860	1.1		Share any data/data source of first class road/train travel between the cities, available with Tourism board/or any other state body. Any data in this regard will help curate a meaningful proposal.	MPTB do not have such data , data may be obtained from Member Traffic , Railway Board
		1.2	7.1(e)The Aircraft/Helicopter offered should meet the criteria as mentioned at point-d (REQUIREMENT) above and must not be more than 15 (fifteen) years old as on the date of opening of EOI(Documentary proof of age of Aircraft/Helicopter to be furnished in technical bid).	Technical Criteria – age of aircraft envisaged in the EOI is maximum 15 years and when clubbed with the cap of minimum 9 seats, it will be a challenge to secure the requisite aircraft which fulfils both criteria.	Accepted , Point no 7.1 (e) of EOI deleted and For helicopters minimum number 5 seats shall be considered., Please refer corrigendum
		1.3	7.2 (1)The aggregate tangible net worth (the “Net Worth”) of the Applicant should be at least Rs. 2 Cr (the “Financial Eligibility”) as on 31st March 2020. Net Worth shall be calculated as per the following formula: [Paid Up Share Capital + Reserves & Surplus – Revaluation Reserves, Goodwill, Miscellaneous Expenses (to the extent not written off) and other Intangible Assets]. The Member of the Consortium who meets this criterion should hold at least 26% (twenty six percent) of	Request MPTB to reconsider the Financial Eligibility criteria of Net Worth, as the formula of calculation ironically excludes the largest RCS airline from the bid. Instead, would urge to consider other criteria such as Turnover etc. as appropriate.	Accepted , (1)The aggregate tangible net worth (the “Net Worth”) of the Applicant should be at least Rs. 2 Cr (the “Financial Eligibility”) as on 31st March 2020. Or Average Annual Turn Over from Aviation business of last three years(2017-18, 2018-19 and 2019-20) of the Bidder in aviation business must be Rs.05.00 crores or more Please refer corrigendum

			equity in Consortium and shall be called lead member		
2	Pawan Hans Ltd Vanrajsinh Hamirsinh Dodiya incharge.mktg@pawanhans.co.in 9999017977	2.1	3.2.1 The operator shall propose “Per Hour per seat Flying VGF/premium on operating flights from one town to another town within the State	Helicopter flying is normally for short duration. VGF proposal submission should be “per sector” i.e from one destination to the other.	No Change
		2.2	3.2.2 The Operator shall prepare a web-based Booking Portal for providing online booking services. All the bookings shall be done through a secure payment gateway permitting the use of credit/debit cards.	Operator shall make online web portal for ticketing. However manual booking criteria should also be permitted for initial period. This flexibility will provide option of getting more passenger, which will be beneficial to operator and MPTB both. It is also suggested that MPTB may hire helicopter on wet lease with minimum guaranteed flying hours @ 40 hours per month. The amount collected through ticket sale shall be reimbursed by the operator to MPTB	Manual booking shall be permitted for initial 3 months
		2.3	3.2.6 The Operator shall be responsible for paying all charges (e.g. landing & parking charges, airport charges, Security, ambulance, fire brigade and any other charges) levied by government or any other agencies at all the airports	All such charges besides ATF positioning and refuelling are going to affect the ticket price. In order to boost tourism these charges may be taken as State responsibility. This will also encourage common man also to utilize State Govt’s main idea of connecting various destination	No change.

		2.4	4.1 (O) The Operator shall not claim subsidy for flights between two destinations in case of zero passenger load.	If no ticket is sold operators should be permitted to cancel the flight and inform MPTB one hour in advance of the scheduled departure.	Accepted , please refer corrigendum
		2.5	4.1 (p) All the staff of the Operator should be provided with uniforms and shall maintain a standard dress code.	Crew members shall be provided with the informs and ground staff shall be provided with ramp jackets to maintain the dress code.	Accepted , please refer corrigendum
		2.6	5.2 Without any prejudice to its right of appropriation in clause 5.1 above, in case the scores continue to be less than 90% for two consecutive months or three months in a calendar year, it shall be treated as an event of Operator's default which may lead to termination of the agreement	Helicopter flying depends on factors viz. necessary clearances from the regulatory authorities, weather conditions and various other factors. Calculation of scores may please be amended appropriately keeping in view the various factors which are not in the control of operator.	No change. Please refer Point no 5.1 of the EOI
		2.7	7.1(e)The Aircraft/Helicopter offered should meet the criteria as mentioned at point-d (REQUIREMENT) above and must not be more than 15 (fifteen) years old as on the date of opening of EOI. (Documentary proof of age of Aircraft/Helicopter to be furnished in technical bid).	For wider participation, 15 year clause may be removed as vintage does not impact the performance of helicopter. However, the offered helicopter should be airworthy as per DGCA requirement and manufactures requirement on hours flown. It is submitted that as per the manufactures, there are no limits to the calendar life of the helicopter as long as the operator follows the recommended maintenance procedure. Also as per DGCA regulations,	Accepted , Point no 7.1 (e) of EOI deleted. In case of helicopter 15 years cap shall not be applicable provided operator follows the recommended maintenance procedure. Please refer corrigendum

			helicopter can be continued in operations provided they are maintained in accordance with manufactures maintenance program approved by DGCA. Helicopter components are replaced by new on completion of their stipulated life as a matter of fact only airframe of the helicopter remains original which also gets strip inspected during overhaul		
		2.8	7.1(f)The Applicant should be able to show its capability of deploying at least one Aircraft/Helicopter per route for the proposed air service operations each with not less than 9 passenger seats.	Initially to understand the practical feasibility of the project a helicopter of smaller version i.e not less than 5 passenger seat may be introduced	Accepted , please refer corrigendum
		2.9	Power of attorney	It may be clarified out of the two annexures, which one is to be filled up by a public sector. Fourth line of annexure 7 also speaks about lead member of the consortium	No Change. Only annexure -7 is to be filled up and the sentence lead member of the consortium can be deleted.
		2.10		In addition to the above it may please be clarified that for maintenance of helicopter state Govt would provide any hanger or space, where its maintenance would be done.	No Change. It is responsibility of Operator to arrange hanger or space.
		2.11		Last date of submission as per EOI is 5 th april 2021. It may please be noted that 29 th march and 2 nd april are gazetted holidays	Accepted , please refer corrigendum

				in addition to two weekends. This leaves the operations with 5 working days only. Hence sufficient time may be provided for submission of EOI after issuance of clarifications on above quires/observations	
3	Mewar Helipad, Near Pratap Gourav Kendra, Mohanpura, Badgaon, Udaipur- 313011(Raj.) India.			The seating capacity as we provide services with our 4+1 and 5+1 helicopter so kindly clarify the same. are we eligible to bid the same.	For helicopters minimum number 5 seats shall be considered. Please refer corrigendum