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CORRIGENDUM - 1

To RFP NO. 7703 for “Selection of agency(s) for set up, operation and management of Eco Retreats at multiple locations in Odisha for a period of 5 Years (2021 – 2026)”.

The corrigendum to the captioned RFP is as below:

SI	Existing Clause	Amended Clause
1.	‘Notes’ under “2. Scope of Work in Page 8 of RFP”: DoT reserves the right to suitably alter the scope of work/ incentive mechanism anytime during the contract period, to factor the extant/ unforeseen need/ requirement.	‘Notes’ under clause 2. Scope of Work’ in Page 8 of RFP is substituted as: i. DoT reserves the right to suitably alter the scope of work/ incentive mechanism anytime during the contract period, to factor the extant/ unforeseen need/ requirement. ii. Exact dates of operation of Eco Retreat for all 7 sites for each year shall be decided with mutual consent of DoT and the Successful Bidder. iii. While the destinations of the Eco Retreat will not change during the tenure of the project period, external and/ or natural factors may render the selected site unsuitable for organising the Eco Retreat. In such a situation, DoT and the Selected Bidder will jointly finalise a suitable site for the same destination.

2. **8.1 Payment Schedule, Table 3, Page 10 of RFP**

SI	Milestone	Modalities for payment	Percent age of total payable amount
1.	Mobilisation of material at site	Based on inspection and verification of DoT	20%
2.	Erection of all Set up for start of the event	Based on inspection and verification of DoT	20%
3.	Mid-term of Operations	Based on mid-term evaluation by and satisfaction by DoT	20%
4.	Completion of Project and dismantling of Set up	Base on concluding evaluation by and satisfaction by DoT	30%
5.	Mobilisation of material in subsequent years*	Based on inspection by DoT, balance 10% of previous year along with mobilisation advance of 20%	20% + 10% (of previous year)

* Note: Upon completion of the project on Year 5, instead of 30% the operator shall be paid 40% of the annual contract amount under Milestone 4 of the above table

iv. Increase or decrease in the number of cottages at a particular site for a particular year may be done with the mutual consent of DoT and the Selected bidder.

8.1 Payment Schedule, Table 3, Page 10 of RFP

SI	Milestone	Modalities for payment	Percent age of total payable amount
1.	Mobilisation of material at site	Against submission of Bank Guarantee and based on inspection and verification of DoT	30
2.	Erection of all Set up for start of the event	Based on inspection and verification of DoT	25
3.	Mid-term of Operations	Based on mid-term evaluation by and satisfaction by DoT	25
4.	Completion of Project and dismantling of Set up	Base on concluding evaluation by and satisfaction by DoT	20
5.	Deleted		

*Note: Deleted

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3.	<p>12.1 Technical Evaluation, A1-Bid Evaluation for Category I – Site 1</p> <p>The Operator must have successfully implemented at least 1 similar project with project cost of minimum INR 5 Crore with at least 50 luxury air-conditioned tented accommodations (20 marks)</p> <p>For each additional similar project – 2.5 marks</p>	<p>The Operator must have successfully implemented at least 1 similar project with project cost of minimum INR 5 Crore with at least 50 luxury air-conditioned tented accommodations (20 marks)</p> <p>For each additional similar project – 4 marks</p>
4.	<p>12.1 Technical Evaluation A2-Bid Evaluation for Category II – Site 2, 3, 4, 5, 6 and 7</p> <p>The Operator must have successfully implemented at least 1 similar project with project cost of minimum INR 2 Crore (20 marks)</p> <p>For each additional project – 2.5 marks</p> <p>OR</p> <p>The Operator must have experience of operating at least one 3-star hotel with minimum 30 keys for a period of at least 5 years (20 marks)</p> <p>For each additional 3-star hotel with minimum 30 keys – 5 marks each</p>	<p>The Operator must have successfully implemented at least 1 similar project of at least 20 luxury air-conditioned tented accommodation with project cost of minimum INR 2 Crore (20 marks)</p> <p>For each additional project – 4 marks</p> <p>OR</p> <p>The Operator must have experience of operating at least one 3-star hotel with minimum 30 keys for a period of at least 5 years (20 marks)</p> <p>For each additional 3-star hotel with minimum 30 keys – 4 marks each</p>
5.	<p>Page 21 Clause 29 Performance Security and Agreement: DoT shall issue a Letter of Award (LoA) along with the Draft Agreement to the selected bidder post opening of the financial proposals. Within 15 days of such issuance, the selected bidder is required to submit a Performance Security in the form of Bank Guarantee for an amount equivalent to 10% of the quoted financial bid and enter into an agreement with DoT. The performance security shall be retained by the DoT till the completion of the Eco Retreat project. The performance security shall be forfeited at the sole discretion of DoT towards any liquidated damages that may be payable by the selected operator, under the Terms of the Agreement. The validity of Performance Security should be up to 90 days beyond the end of all contractual obligation of the Bidder.</p>	<p>Clause 29 Performance Security and Agreement in Page 21 of RFP is substituted as under:</p> <p>DoT shall issue a Letter of Award (LoA) along with the Draft Agreement to the successful bidder post completion of the bidding process. Within 15 days of issuance of LoA, the successful bidder is required to submit a Performance Security in the form of Bank Guaranties (BG), valid for a period of 1(One) year, for an amount equivalent to 10% of the quoted financial bid for first year and second year separately and enter into an agreement with DoT.</p>

The year wise modalities regarding submission of Bank Guaranties as well as its release is detailed in table below:

Year	Performance security in the form of Bank Guarantee (of financial quote)
1 st	10% of financial quote for Year 1 and 10% of financial quote for Year 2 to be submitted by the successful bidder separately in two different BGs within 15 days of issuance of LoA.
2 nd	After 1 st year project is over, the successful bidder shall submit 10% of financial quote for Year 3 in shape of BG and revalidate- the BG for the Second year latest by 30th of July. Immediately upon submission of the fresh BG for third year and revalidated BG for Second year, BG for the 1 st year shall stand released subject to successful completion and fulfilment of all Minimum Development Obligations of the project in first year.
3 rd	After 2 nd year project is over, the successful bidder shall submit 10% of financial quote for Year 4 in shape of BG and revalidate the BG for the Third year latest by 30th of July. Immediately upon submission of the fresh BG for fourth year and revalidated BG for third year, BG for the 2 nd year shall stand released subject to successful completion and fulfilment of all Minimum Development Obligations of the project in second year.
4 th	After 3 rd year project is over, the successful bidder shall submit 10% of financial quote for Year 5 in shape of BG and revalidate the BG for the Fourth year latest by 30th of July. Immediately upon submission of the fresh BG for Fifth year and revalidated BG for Fourth year, BG for the 3 rd year shall stand released subject

	to successful completion and fulfilment of all Minimum Development Obligations of the project in Third year
5 th	After 4 th year project is over, the successful bidder shall revalidate the BG for 4 th and 5 th Year and resubmit the same latest by 30th of July. The BG for the 4 th and 5 th Year shall stand released subject to successful completion and fulfilment of all Minimum Development Obligations in Fifth year.

The performance security shall be forfeited at the sole discretion of DoT towards any liquidated damages that may be payable by the selected operator, under the Terms of the Agreement.

Clarifications/ Modifications to Request for Proposal for Selection of agency(s) for set up, operation and management of Eco Retreats at multiple locations in Odisha for a period of 5 Years (2021 – 2026)". are given in **Annexure 1**.



Additional Secretary to Govt.

Annexure - 1

Response to Pre-Bid Queries for “Selection of agency(s) for set up, operation and management of Eco Retreats at multiple locations in Odisha for a period of 5 Years (2021 – 2026)”

Queries received from 9 agencies

Reference in RFP	RFP clause details	Queries	Clarifications / Modifications
1. E- Factor			
Clause 10.3 /Page No. 13-14 (Financial Eligibility Criteria) Table 5	The bidder must have minimum net worth of Rs 5 crore on 31st March 2021	Due to the pandemic, it would not be possible to show this much net worth, not for us but other also as there had been no business during last two year. So kindly make it Rs 3 crore	No change.
Clause 12.1, Technical Evaluation Page No. 15 A1 “Bid Evaluation for Category I – Site 1”	The bidder should have an annual average turnover of INR 10 Crore (10 marks) For each additional INR 1 Crore – 1 mark “Maximum Marks – 20”	It should be 10 marks for 10 Crore and for each additional 1 crore – 0.5 Mark “Maximum Marks – 15”	No change.
Clause 12.1 Technical Evaluation, Page No. 15, B. Technical Presentation “Concept and Design”	Draft layout, drawing, design & 3-D views “Maximum Marks – 30”	The presentation should be given Maximum 40 marks	No change.
Clause 12.1, Technical Evaluation Page No. 14-15 A1 “Bid Evaluation for Category I – Site 1”	The Operator must have successfully implemented at least 1 similar project with project cost of minimum INR 5 Crore with at least 50 luxury airconditioned tented accommodations (20 marks) For each additional similar project – 2.5 marks “Maximum Marks – 40”	According to this point we should have 9 works in total to get full marks in this. We feel the marks given for each additional work is too less because we don't think any bidder will be eligible to get full marks in this. Kindly make it 10 marks for each additional work.	Please refer to the Corrigendum -1
Clause 12.1, Technical Evaluation Page No. 14-15 A1 “Bid Evaluation for Category I – Site 1”	The bidder must have a net worth not less than INR 5 Cr-5 Marks. For each additional INR 1 Cr. – 1 Mark “Maximum Marks – 10”	The bidder must have a net worth not less than INR 3 Cr. – 3 Marks. For each additional INR 1 crore. – 0.5 Mark “Maximum Marks – 5”	No change.
Clause 12.1, Technical Evaluation Page No. 14-15 A2 “Bid Evaluation for Category II site 2,3,4,5,6 & 7	The bidder should have an annual average turnover of INR 3 Crore (10 marks) For each additional INR 0.5 Crore – 1 mark “Maximum Marks – 20”	It should be 10 marks for 3 Crore and for each additional 0.5 Crore – 0.5 Mark “Maximum Marks – 15”	No change
Clause 12.1, Technical Evaluation Page No. 14-15 A2 “Bid Evaluation for Category II site 2,3,4,5,6 & 7	The bidder must have a net worth not less than INR 2 Cr. –5 Marks. For each additional INR 0.5 Cr. – 1 Mark “Maximum Marks – 10”	The bidder must have a net worth not less than INR 2 Cr. – 3 Marks. For each additional INR 0.5 crore. – 0.5 Mark “Maximum Marks – 5”	No change.
Page No. 14-15 A1 “Bid Evaluation for Category I – Site 1”	The bidder must have a net worth not less than INR 5 Cr. –5 Marks. For each additional INR 1 Cr. – 1 Mark “Maximum Marks – 10”	Due to the pandemic it would not be possible to show this much net worth, not for us but others also. It should be 8 Marks for 3Cr. and 1 Mark for each additional 1Cr.	No change.
Page No. 14 Point 12 “Bid Evaluation Criteria”	QCBS 70:30	QCBS should be 80:20 as this work will be assigned to the successful bidder for 5 years.	No change.

Reference in RFP	RFP clause details	Queries	Clarifications / Modifications
2. Sunset Desert Camp			
Clause 12.1, Technical Evaluation Page No. 15 A2 "Bid Evaluation for Category II site 2,3,4,5,6 & 7	The Operator must have successfully implemented at least 1 similar project with project cost of minimum INR 2 Crore (20 marks) For each additional project – 2.5 marks	Please consider the 1 similar project with project cost of minimum 1.75 crore. For each additional project Kindly consider a successfully implemented similar projects without considering the cost of the additional projects OR Please consider operations of number of luxury tented rooms in a tent city instead of considering additional project.	Please refer to the Corrigendum -1
Clause 12.2 (b) Financial Proposal Evaluation	Bidder shall mention the annual amount for the project as per the table given in Annexure-6. NPV of amount quoted for 5 years shall be computed at a discounting factor 7%. The NPV of all 5 years will be considered for financial evaluation.	Kindly explain in detail the calculation	RFP is self-explanatory
Clause 29. Performance Security and Agreement, Page 21	Within 15 days of such issuance, the selected bidder is required to submit a Performance Security in the form of Bank Guarantee for an amount equivalent to 10% of the quoted financial bid and enter into an agreement with DoT.	Please clarify whether the 10% Bank Guarantee will give back by DoT at the end of successful completion of 90 days operation each year and again demanded by DoT at starting of each year operation. In other words, will the bank guarantee be demanded once and kept for 5 yrs with you.	Please refer to the Corrigendum -1
Clause 29. Performance Security and Agreement, Page 21	Within 15 days of such issuance, the selected bidder is required to submit a Performance Security in the form of Bank Guarantee for an amount equivalent to 10% of the quoted financial bid and enter into an agreement with DoT.	Please consider the 10% Performance Security / Bank Guarantee on 5 years average amount. In other words, the total bid amount divided by 5 yrs to come to the average amount and 10% of this as performance guarantee.	Please refer to the Corrigendum -1
3. Aagman India			
Clause 10.3 /Page No. 13-14 (Financial Eligibility Criteria) Table 5	Site 1 (Ramchandi, Konark): Minimum Avg. Turn Over - 10 Cr (FY 17-18, FY 18-19 and FY 19-20)	Dear Sir, with reference to Site 1 (Ramchandi Beach, Konark), please note: Condition of INR 10 Cr as an average turn over (FY 17-18, FY 18-19 and FY 19-20) is too high for any mobile camping company. Aagman India and other mobile camping companies are purely in hospitality industry and do not have such a big average turn over, which may be possible only in case of other business OR marquees company working in trade fairs and exhibitions. Therefore, we request you to reconsider, and it will be feasible if eligibility criteria of Site 1 in terms of average turnover is brought down to INR 5 Cr. This will be encouraging not only for Aagman India but also other camping companies willing to participate in the bidding process.	No change.
Clause 10.3 /Page No. 13-14 (Financial Eligibility Criteria) Table 5	Site 1 (Ramchandi, Konark): Minimum Net Worth - 5 Cr Until 31 Mar 2021	Dear Sir, Similar to the reason given above, condition of Minimum net worth 5Cr is high for any camping company. Therefore, we request you to reconsider the same and change it to 1 Cr. Since it is an ECO Retreat project, we sincerely feel a camping company can move this project in right direction.	No change.

Reference in RFP	RFP clause details	Queries	Clarifications / Modifications
4. Shadow Advt.			
Clause 10.2.2 Category II, Technical Eligibility Criteria / Page no. 13	Clause No. 10.2.2 Category II, Technical Eligibility Criteria/ Page no. 13	Revision of Project cost worth 2 cr to 1 cr.	No change.
Clause 14, EMD (Earnest Money Deposit), Page no. 16-17	Clause 14, EMD (Earnest Money Deposit), Page no. 16-17	Exemption of EMD amount of Rs 3 Lakhs per site Suggestion: Seeking exemption of EMD as per MSME-NSIC registered firms/ company. Relaxation on amount on pandemic situation. Please refer finance department letter	No change.
5. Future Wiz Advertising Pvt Ltd.			
Clause 3, Obligations of DoT, Page 8	Submission of RFP (21 st Oct. 2021), Tech. Opening (22 nd Oct. 2021), Presentation date will be intimated, then the Award of Contract. Where the Launch of Project is 15 th Nov.	Considering the prior experience 15-20 days for transportation of materials and setting up and operationalization is too less. We request extension of 15 days for the year 2021-22 only, or preponement of the submission, so that the operator gets adequate time for the same.	Please refer to the Corrigendum -1
Clause 2.11, Scope of Work, Page 7 - 8	Operator shall ensure emptying of soak pits on daily basis or as per requirements for the entire system pertaining to tents and other relevant structures (by mechanical means only). Such disposal, maintenance and cleanliness would be in the scope of work of Operator(s) at each site and shall be executed as per applicable local district administration guidelines.	Solid waste management and sewage management shall be the responsibility of the district administration / ULB, however operator shall depute dedicated resources for coordination with the district administration / ULB.	No change. The primary responsibility shall be of the Operator. However, District Administration shall facilitate by provision of suitable dumping site and suction vehicles/ machines, on payment of user fees/ charges.
Clause 2.12, Scope of Work, Page 7 - 8	The sludge tank capacity shall be adequate as per the requirements of each site and the machines shall have standard capacity vacuum pump. The suction machines will be used daily in 2-3 shifts for cleaning of drains/soak pits /septic tanks in the tent city area managed by Operator.	Kindly clarify whether Suction machines will be deployed by Operator or by District Administration / ULB.	The primary responsibility shall be of the Operator. However, District Administration shall facilitate by provision of suction vehicles/ machines, on payment of user fees/ charges.
Clause 3.5, Obligations of DoT, Page 9	DoT, through OTDC, shall provide its booking engine and related IT infrastructure to Operator (s) for routing bookings. All bookings have to be made through the OTDC booking engine.	Under 3.5- OTDC will be handling the booking engine and as-well the booking amount. www.ecoretreatodisha.com and the social media channels are regulated by a particular operator. In one hand it gives an equal opportunity for all properties/ eco retreat locations as it is regulated by OTDC directly. As you know that the booking amount is a packaged cost to the guest which consist of Accommodation, Food & itinerary (site seeing and its travel). There are few complicated issues which need to be looked upon, such as As a practice we give a Minimum Guarantee per day for food to the F&B partner. Whenever the occupancy exceeds the MG decided at the beginning, operator pays for the differential amount. Fixing the indicative number of 2400, and billing as per the actual use need to consider the MG also.	All payment shall be routed through OTDC booking engine. Individual Operators may have one/ more websites for one/ more Eco Retreat; however, they will be integrated with the OTDC booking engine for all payments.

Reference in RFP	RFP clause details	Queries	Clarifications / Modifications
		<p>Many times, during the visit of political leaders, and their followers, F&B is given pro bono. We hope those are also included.</p> <p>For smooth operation and convenience of Guests, operator keeps dedicated boats / local transportation facility. Whenever there is a surge in the booking, operator arranges extra boats/local transport for the guests, which are managed from the booking amount.</p> <p>Conferences, group bookings, private parties etc. are usually offered with more discounts by the operator.</p> <p>What will be the deal with Travel agencies? (last year different operator offered them different schemes and most of the travel agency favored a particular operator because of more incentive)</p> <p>We request to suggest a modality which can address the challenges described above.</p>	
Clause 4.3, Minimum Development Obligations (MDO), Page 9	<p>However, operator is allowed to sub-let services and facilities such as restaurant operations, activities, etc. to meet the requirements under this RFP.</p> <p>However, the service levels, especially of the restaurant shall be at least of 3 Star Category Hotel</p>	<p>The collection from Bar operation and billing will go to which account? Kindly specify.</p>	All revenue shall accrue to OTDC.
Clause 14 EMD Earnest Money Deposit, Page 16 & 17	EMD is 3 Lakh each site	Under MSME schemes we request the exemption of EMD, looking into the pandemic situation which is still not been over, and the sector is worst affected.	No change.
Annexure-VII Bill of Quantity BoQ, Minimum Development Obligation for Site 2: Baliput, Satkosia.	Under clause 1. - All tents shall be of normal size (380 sq. Ft)	Size of the tent will remain same or there will be options in sizes and services along-with the amount catering different type of guests.	The Minimum Development Obligation, as mentioned in the BoQ shall have to be adhered. Selected Bidders/ Operators may increase the sizes of the cottages.
Clause 1.2 Table 2, page 6	Eco-Retreat 2021-2026–Destinations, Project sites and Project duration	<p>Eco-Retreat 2021-2026–Destinations, Project sites and Project duration Bhitarkanika is operational for 90 days</p> <p>The biggest attraction for Bhitarkanika is the Crocodiles and Birds. Every year during the last week of December and 1st week of January, the sanctuary is closed for 10 days. Mostly tourists avoid visiting Bhitarkanika during those days.</p> <p>It may be noted that last year the original date was shifted twice affecting the booking in eco retreat badly for more than 20 days.</p> <p>It is requested considering this obstacle, either the incentive on achievement target is reduced, or a extension of the project is done beyond 90 days to cover up the target.</p>	No changes. DoT will work with DoFE to suitably schedule the crocodile census.
Annexure-VII Bill of Quantity / Minimum Development Obligation of all sites	O&M of the tents including room service, housekeeping, sanitation, consumables, change of linen etc. for 90 days	For operation and maintenance of the eco retreat a huge team works 24x7. Approximately 70-80 people will be deployed apart from lifeguards in all locations except Konark. It is a significant cost component. Kindly create the provision for their Accommodation and F&B cost.	No change.

Reference in RFP	RFP clause details	Queries	Clarifications / Modifications
Minimum development Obligation for Site 1: Ramchandi, Konark			
ANNEXURE-IX Food Menu	Food menu	We believe the food menu is an indicative / benchmark menu. Kindly clarify.	The menu provided is an indicative/ benchmark of a 3-star quality hotel/ restaurant
ANNEXURE-IX Food Menu	Liquor purchasing and serving license	By whom the license fee will be paid and in whose name the license will be obtained.	The license shall be in the name of OTDC
Others	General	RFP is silent about the itinerary of the guests and its cost, kindly clarify, its extra, or shall be a part of the cost	No change.
Others	General	Scope for innovations and it's cost. Can the operator suggest the innovative ideas and the cost which shall not be a part of cost bid format? Or a budget may be sanctioned for the operator to work on the innovations.	No change.
Others	General	Are there any guidelines for engaging local personals / procuring materials locally for social upliftment of local traders / resources? Kindly mention.	No change.
6. VAGA ADVENTURE & RESORTS, SAMBALPUR			
Annexure-VII Bill of Quantity / Minimum Development Obligation of all sites Minimum development	Minimum development obligations	Can we Alter the Size of the tents from the specified 550 sqft to 350 sqft as mentioned in the RFP?	No change. The Minimum Development Obligation, as mentioned in the BoQ shall have to be adhered.
Clause 10.3 /Page No. 13-14 (Financial Eligibility Criteria) Table 5	Clause 10.3 /Page No. 13-14 (Financial Eligibility Criteria) Table 5	With reference to the financial eligibility as mentioned in RFP "the operator must have an annual average turnover of Rs. 3 crs in the last three years" What if we have an annual turnover in the range of 2-3 crs?	No change.
Others	Generic	Walking Guests may be allowed for Dining, Bar, Water Sports activities seeing the investment to be made and limited business period so as to achieve the additional revenue to meet the sales target for break even.	Day visitors shall be allowed entry to the Shacks, Water Sports/ Activity areas. However, the Accommodation and the restaurant area shall be exclusively for the in-house guests.
Annexure-VII Bill of Quantity / Minimum Development Obligation of all sites Minimum development	Minimum development obligations	Can the Minimum Water Sports equipment as mentioned in the RFP be reduced to two nos. of JET SKI and one no. of Speed Boat?	No change.
Clause 1	Introduction	As per the RFP the tender period is for 5 years, the inflation features of 8-10% may please be considered.	No change.
7. Lallooji & Sons			
Clause 3.5, Obligations of DoT, Page 9,	DoT, through OTDC, shall provide its booking engine and related IT infrastructure to Operator (s) for routing bookings. All bookings have to be made through the OTDC booking engine.	The booking shall happen through a robust IT infrastructure enabled booking management system and weekly-signed occupancy report should be submitted before DOT. Suggestion- The sales coordination shall be easier and handy with booking engine remaining with the hands of operator. This shall help the operator to make the sales pitch robust and encourage for maximizing sales to achieve the occupancy target.	No change.

Reference in RFP	RFP clause details	Queries	Clarifications / Modifications
Clause 8, Payment Schedule, Page 10, Table 3	Mobilization of material at site: 20% Completion of Project and dismantling of Set up 30 %	Mobilization of material at site: 30 % Completion of Project and dismantling of Set up 20 % Suggestion - This shall encourage the operator and shall help the operator to maintain the cash flow for such an capital intensive project	Please refer to the Corrigendum -1
Clause 8, Payment Schedule, Table 4, Incentive Mechanism, Page 11,	Site : Occupancy Slab 1 : Incentive Konark : 60-70% : 15% Satkosia : 45-60% : 15% Bhitarakanika : 45-60% : 15% Daringibadi: 45-60%: 15% Hirakud: 45-60%: 15% Patisonapur: 40-55%: 15% Putsil, Koraput: 40-55%: 15%	Site : Occupancy Slab 1 : Incentive Konark : Upto 40% : 40% Satkosia : Upto 30% : 40% Bhitarakanika : Upto 30% : 40% Daringibadi : Upto 30% : 40% Hirakud : Upto 30% : 40% Patisonapur : Upto 30%-50 % Putsil, Koraput : Upto 30%-50% Suggestion - The success of the project as in higher percentage of occupancy totally depends on sales pitch and marketing. From our experience in the previous year, we incurred a lot of unforeseen & uncalculated expenditure in sales and marketing. Hence, the operator needs to be incentivized well enough to be the partner in progress for such a long term and large-scale project. The current incentive plan is much lesser in comparison to the effort needed in practical during the project.	No change.
Clause 8, Payment Schedule, Table 4, Incentive Mechanism, Page 11	Site: Occupancy Slab 2: Incentive Konark : > 60% : 25% Satkosia : > 60% : 25% Bhitarakanika : > 60% : 25% Daringibadi: > 0%: 25% Hirakud : > 60% : 25% Patisonapur: > 55%: 25% Putsil, Koraput : > 55% : 25%	Site: Occupancy Slab 2: Incentive Konark : > 40% : 50% Satkosia : > 30% : 50% Bhitarakanika : > 30% : 50% Daringibadi : > 30% : 50% Hirakud : > 30% : 50% Patisonapur : > 30% : 50% Putsil, Koraput : > 30% : 50% Suggestion The higher the incentive/commission the higher the efforts in sales and marketing is how the Hospitality industry works and same goes for various factors including TA's commissions. So, the higher percentage of occupancy level needs higher amount of incentive encouragement.	No change.
Page 12, Clause 10.1 (a), General Eligibility Conditions	The bidder should be an entity incorporated/ registered under the Companies Act 2013 or a Limited Liability Partnership registered under the LLP Act 2008 or a Sole Proprietorship.	The bidder should be an entity incorporated/ registered under the Companies Act 2013 or a Limited Liability Partnership registered under the LLP Act 2008, or a partnership firm under IPA 1932. Suggestion - The partnership firms need to be added and sole proprietorship needs to be removed to make it a successful competitive bidding.	No change.
Page 13, Clause 10.2.2, Category II Technical Eligibility, (Note)	Page 13, Clause 10.2.2, Category II Technical Eligibility, (Note)	Additional Point to be added The Bidder must have experience of operating at least 25 luxury air-conditioned tented accommodations for minimum 1 project (not below 45 days duration) during the last 5 years, preceding the proposal submission due date. Suggestion - The projects in category 2 are more and more strategic to execute due to geographical challenges. Hence there should be experienced operators.	Please refer to the Corrigendum -1

Reference in RFP	RFP clause details	Queries	Clarifications / Modifications
Page 15, Table 6, A2, Bid Evaluation for category 2,	For each additional 3-star hotel with minimum 30 keys – 5 marks each For each additional INR 0.5 Cr. – 1 Mark	For each additional 3-star hotel with minimum 30 keys – 2.5 marks each For each additional INR 01 Cr. – 1 Mark The projects in category 2 are more and more strategic to execute due to geographical challenges. Hence there should be experienced operators. Hence ore marks for additional similar project	Please refer to the Corrigendum -1
8. A J HOSPITALITY, SAMBALPUR			
Annexure-VII Bill of Quantity / Minimum Development Obligation of all sites Minimum development	Minimum development obligations	1. Size of the tents from the specified 550 sqft to 350 sqft as this size is easily available in the market.	No change. The Minimum Development Obligation, as mentioned in the BoQ shall have to be adhered.
Clause 10.3 /Page No. 13-14 (Financial Eligibility Criteria) Table 5	Financial eligibility criteria	2. With reference to the financial eligibility as mentioned in RFP “the operator must have an annual average turnover of Rs. 3 crores in the last three years” What if we have an annual turnover less than required amount? 3. If we get Outside Guests to cater at the Restaurant cum, Bar & Water Sports activities area how will the revenue generated dealt with?	No change.
Clause 10.2.2 Category II, Technical Eligibility Criteria / Page no. 13	Clause 10.2.2 Category II, Technical Eligibility Criteria / Page no. 13	4. As per the RFP in the clause for technical eligibility the operator shall have an experience of running 30 keys 3-star hotel properties for a period of five years. What if an Operator have a hotel of more than 30 keys and experience of more than five years but not a 3-star property? Will it be considered?	No change.
Others	General	5. Will the location for eco retreat be a permanent thing for 5 yrs or can we change the location of the given destination, i.e. Right Dyke of Hirakud Dam instead of Left Dyke of Hirakud Dam.	Yes, that can be changed depends upon the availability.
9. PIOUS EVENTS, AHMEDABAD			
Clause 1.2 Table 2, page 6	Eco-Retreat 2021-2026–Destinations, Project sites and Project duration	It is mentioned that the tentative start date for the project every year is 1 st December for Site 1 and 15 th December for site 2 to site 7, but as per the tender bid opening date is 22 nd October, so it is difficult to setup and make site operational. We request you to please extend the tentative project start date for this year.	No change. The date mentioned is tentative and will be finalised with the selected bidder upon completion of bid process and taking into factor other external factors
Clause 8, Payment Schedule, Table 4, Incentive Mechanism, Page 11	Incentive Mechanism	Need Clarity on the incentive mechanism, as mentioned (Note Point No II) that incentive percentage slabs for all sites shall be increased by 2 % every year, need to know that percentage will be increased only on occupancy incentive or it will be effective on Slab 1 & 2 of revenue also? For Eg: Slab 1 will also increase from 15% to 17% or it will remain same for all the years.	The RFP is self-explanatory. Please refer Note (ii) of Clause 8.3 on Page 12.
Annexure-VII Bill of Quantity / Minimum Development Obligation of all sites Minimum development	Minimum development obligations	It is mentioned in promotional and sales part that operator has to do hoarding of 5000 Sq. Ft. Need clarity if it is including both permanent and temporary!!	The hoardings will be required for promoting the eco retreats, prior to and till completion of the eco retreat, for every year.