

**EXPRESSION OF INTEREST
FOR
DEVELOPMENT AND OPERATION OF PASSENGER
ROPEWAYS AT SELECTED TOURIST LOCATIONS OF ODISHA
ON DBFOT BASIS**



RFP No. 4909 Date- 04.06.2021

TCT-COOD-SCH-0047-2020

**Department of Tourism,
Paryatan Bhawan,
Lewis Road, Bhubaneswar,
Odisha. PIN -751014**

Phone - (0674) 2432177 Fax: (0674)–243887

Website- <https://dot.odishatourism.gov.in>

Email - info@odishatourism.gov.in, pmu@odishatourism.gov.in

DISCLAIMER

The information contained in this Eoi document or subsequently provided to Applicants, whether verbally or in documentary or any other form by or on behalf of the Authority or any of its employees or advisers, is provided to Applicants on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

This EOI is not an agreement or an offer by the Authority to the prospective Applicants or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their Proposals pursuant to this EOI. This EOI includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Agency. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. This EOI may not be appropriate for all persons, and it is not possible for the Authority, its employees or advisers to consider the objectives, technical expertise and particular needs of each party who reads or uses this EOI. The assumptions, assessments, statements and information contained in this EOI, may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this EOI and obtain independent advice from appropriate sources.

Information provided in this EOI to the Applicants may be on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.

The Authority, its employees and advisers make no representation or warranty and shall have no liability to any person including any Applicant under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way in this Selection Process.

The Authority also accepts no liability of any nature whether resulting from negligence or otherwise however caused arising from reliance of any Applicant upon the statements contained in this EOI. The Authority may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this EOI.

The issue of this EOI does not imply that the Authority is bound to select an Applicant or to appoint the Selected Applicant, as the case may be, for the Agency and the Authority reserves the right to reject all or any of the Proposals without assigning any reasons whatsoever and cancel the entire bidding process.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Proposal including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its Proposal. All such costs and expenses will remain with the Applicant and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation for submission of the Proposal, regardless of the conduct or outcome of the Selection Process.

Contents

1. INTRODUCTION	5
2. PROJECT BACKGROUND	5
3. Eoi APPLICATION & SHORTLISTING	6
4. RESPONSIBILITY OF DEPT OF TOURISM	6
5. Eoi GUIDELINES	7
6. GENERAL	8
7. SUBMISSION OF EOI	8
FORM A – COVER LETTER.....	9
FORM B – DETAILS OF INTERESTED AGENCY/ FIRM/ PARTIES.....	9
FORM C – PROJECT DETAILS	9

Schedule of Eoi Process

Department of Tourism (DoT) invites proposals for “**Expression of Interest for Development and Operation of Passenger Ropeways at Various Locations In Odisha on DBFOT basis**” in accordance with the conditions and manner prescribed in the EOI document.

Interested firms/ parties / agencies are advised to study the EOI document carefully before submitting their documents in this regard.

Important Dates and Information

Last date for submission of written / online queries for clarification	Queries shall be sent on pmu@odishatourism.gov.in by 11 June 2021 up to 11:00 AM
Date of Pre-bid meeting	23 June 2021 at 11:00 AM
Last date and time of submission of Proposals	05 July 2021 up to 11:00 AM
Opening of the Technical Proposal	05 July at 03:30 PM
Technical Presentation	To be intimated

1. INTRODUCTION

- a. Odisha has rich natural heritage mainly in the form of diverse forest types, wetlands, coastal areas, hills, mountains and diverse flora & fauna. The state boasts of almost 40% of its geographic area under forest cover which includes network of Protected Areas, Reserve forests, etc. All these endowments along with its people and their cultural heritage makes Odisha an important tourist destination in the country.
- b. Department of Tourism (hereinafter referred to as “DoT” or “Authority” or “Department”) aims to develop Odisha as one of most preferred tourist destinations in India. Concerted efforts are being put in place by DoT to position the state prominently in the domestic and international tourist source markets. In this endeavor, Odisha Tourism Department is giving special importance to potential niche tourism segments in the state like ecotourism, heritage tourism, adventure tourism, etc.
- c. Odisha Tourism Policy, 2016 (<http://www.odishatourism.gov.in/sites/defaultfiles/Odisha%20Tourism%20Policy%202016.pdf>) offers many fiscal incentives to tourism projects by way of investment and interest subsidy with an intention to promote private sector investments.
- d. Fiscal Incentives are also available under large revenue generating projects scheme of Government of India (http://tourism.gov.in/sites/defaultfiles/Guideline_1.pdf) for projects of similar nature.

2. PROJECT BACKGROUND

- a. Based on an internal assessment, Dept of Tourism has identified 5 popular tourist destinations in the state having potential for ropeway projects. The list of locations shortlisted for the ropeway projects are given in Table below;

Table 1 Ropeway Project Locations

Sl. No.	Location	Annual Footfall (in Nos.) during 2019
1	Panchalngeshwar, Dist. Balasore	5,07,301
2	Kapilas, Dist. Dhenkanal	8,81,749
3	Nrusinghanath-Harishankar Dist. Bargarh and Dist Bolangir	6,04,116 (Nrusinghanath) 6,97,083 (Harishankar)
4	Dhauligiri, Bhubaneswar, Dist. Khordha	11,92,559
5	Bhimakunda, Dist. Kendujhar & Dist Mayurbhanj	1,50,140

Note: Exact Ropeway project areas at individual locations shall be finalized jointly by DoT and project developer.

- b. Department of Tourism, Govt. of Odisha intends to develop ropeway projects at the above locations in Odisha with private sector participation.
- c. In this background, Department of Tourism invites “Expression of Interest” (EoI) from reputed agencies/ ropeway developers / operators having prior experience in commissioning and operationalization of projects of similar nature.
- d. The purpose of this invitation is to obtain response from interested parties to indicate range of indicative project components, investment and suggestions for making this a successful initiative.
- e. In response to this invitation for Expression of Interest (EoI) interested parties/ firm/ agencies may submit their interests / ideas for design, build, finance, development, operations, management and transfer of ropeway projects in the identified locations individually or collectively.

3. EoI APPLICATION & SHORTLISTING

- a. Applications are invited from potential investor(s)/ experienced developer(s)/ operator(s) clearly specifying location(s) listed above (but not limited to), location specific project plan(s), operational mechanism, proposed activities to be carried out, support expected from the State Government, approximate project cost etc. for consideration at this end as per Form C.
- b. If the applicant(s) wants to submit EoI for more than one location, the applicant(s) must submit project plans as per **Form C**. The details may also include conceptual project plan, operational mechanism, financial model, proposed activities, approximate project cost and uniqueness of project for each such location separately.
- c. The agencies will be shortlisted based on the organizational credentials, prior sectoral experience and project plan
- d. The shortlisted agencies shall be required to make a presentation before the Committee to be constituted by this Department for this specific purpose. The date of the presentation shall be communicated to shortlisted agencies later.

4. RESPONSIBILITY OF DEPT OF TOURISM

- a. Department of Tourism shall facilitate the selected party to avail land for the project purpose.
- b. DoT will support the selected party for availing water and electricity supply and other support for construction of ropeway and its operation throughout lease period.
- c. DoT shall facilitate the selected party for securing permissions and licenses required for carrying out the rope way project development and operations.

- d. DoT shall augment promotion of ropeway projects through its existing digital and other media assets. However, the primary responsibility of the promotion and marketing shall be of the Agency.

5. EoI GUIDELINES

- a. **Eligibility Criteria:** The agency should have minimum 15 years of experience in development and operation of ropeway projects OR must have signed agreement with a Ropeway company having 30 years of experience in ropeway construction from scratch. (Details and supporting documents are to be furnished)
Agreement with ropeway consultancy company or joint venture company or third-party company with party will be disqualified.
- b. Consortium between One Financial partner and One Technical partner is allowed
- c. Two financial partners are not allowed
- d. DoT will not invest in the ropeway construction and operations. The selected party will invest and Construct the ropeway and undertake the Operations, Maintenance and Management.
- e. Selected bidder will have to submit a guarantee for the safety and standard of the OEM warranty compliance.
- f. DoT will hold Selected party responsible for any causality or accident arising from ropeway project, therefore selected party need to submit an undertaking to DoT on AMC and OEM warranty of spare parts compliance before the start of commercial operations.
- g. DoT will be not responsible for any liability and legality arising from the ropeway project and will hold Selected bidder for all liability and legality arising from ropeway.
- h. Upon conclusion of lease period ownership of whole ropeway project will be transferred to DoT
- i. The agency should possess / arrange all requisite valid permits/ licenses issued by the designated authority for setting up and operating passenger ropeways. The firm will have to obtain necessary permits from transport department or any other Govt Dept / Agency according to the requirement of the project site
- j. The ropeway should have valid certificates of safety, quality, and standards.
- k. The Agency will be required to obtain necessary approvals/ clearances/ inter-agency coordination for operating ropeways as per applicable rules & guidelines. The Department of Tourism shall provide necessary support to obtain the same.
- l. The Ropeway Agency will be responsible for financial viability of the project by adopting appropriate operational and demand risk mitigation factors
- m. The Ropeway Agency will run the assets with all necessary arrangements like fuel, qualified operators, mechanics etc.

- n. All recurring costs for running the ropeway must be borne by the Ropeway Agency.
- o. The agency will be given concession rights to set up and operate the project for a period ranging from 20 to 25 years.
- p. All the equipment shall be maintained by the Ropeway Agency in excellent running condition throughout the operational period
- q. The waste materials so generated out of the running of the ropeway and related activities must be handled by the agency as per statutory requirement.
- r. The Ropeway Agency shall be responsible to maintain the above conditions and penalty will be imposed for any deviation including termination of the agreement.
- s. The ropeway handling team of technicians deployed on the job should also be highly trained and experienced.
- t. Internationally practiced safety norms should be strictly followed.
- u. All passenger on board of the ropeway should be insured.

6. GENERAL

- a. DoT may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

7. SUBMISSION OF EOI

- a. Interested applicant (s) may submit their applications with all relevant details and supporting documents as per the enclosed Forms – A, B and C. Hard copies of the completed applications shall be addressed and submitted to the following address before the due date for submission of applications as specified in Schedule of Submission of EOI-
:

To
Director Tourism,
Paryatan Bhawan,
Lewis Road,
Bhubaneswar, Odisha, 751014.

- b. Only hard copies of the applications submitted through post/ courier/ hand delivery to the above-mentioned address shall be accepted. Applications submitted through email or any other means shall be rejected.

FORM A – COVER LETTER

(To be submitted on letter head of the applicant duly signed by authorized signatory)

To

Director Tourism,
Department of Tourism,
Paryatan Bhawan, Lewis Road,
Bhubaneswar - 751014
Odisha.

Subject: Expression of Interest for Development and Operation of Ropeways in Selected Tourist Destinations in Odisha

Sir,

We have examined in detail and have understood the terms and conditions stipulated for eligibility of the Applicant in the Document issued by DoT. We agree and undertake to abide by all these terms and conditions. We hereby submit all the necessary information and relevant documents. We undertake, if our Proposal is accepted, to deliver services as specified in the document.

We acknowledge that we have not, during the last three years, failed to perform on any agreement, as evidenced by imposition of a penalty by an arbitrator or judicial authority or a judicial pronouncement or arbitration award against us, nor been expelled from any project or agreement nor have had any agreement terminated for breach of contract.

The validity of the proposal is 180 days from the last date of submission of proposal and we agree that the proposal is unconditional. We understand that DoT reserves the right to reject any application without assigning any reason thereof.

Thanking you,

Yours faithfully,

Signature of Authorized Person and seal

Name and Designation

Name of the Entity/ Firm

FORM B – DETAILS OF INTERESTED AGENCY/ FIRM/ PARTIES

(To be submitted on letter head of the applicant duly signed by authorized signatory)

- a. Name of the Applicant:-
- b. Firm's Constitution (Proprietorship / Partnership / Private Limited / Public Limited/ Association/ Consortium/ Society etc.)-: (Enclose supporting document)
- c. Address of corporate headquarters and its branch office(s), if an-:
- d. Date of incorporation and/or commencement of business-:
- e. Number of years in sector of relevance-:
- f. Net worth of the firm not before 31st March 2020 (Enclose CA Certificate)
- g. Turnover of the firm in last 3 financial years of Firm (Proprietorship / Partnership / Private Limited / Public Limited/ Association/ Consortium/ Society etc.)-: FY18, FY19 & FY20 (Enclose CA Certificate).
- h. Details of ropeway projects executed and operated in past 20 years, from the date of issue of this EoI. (Enclose supporting documents including work completion certificates from Government departments / agencies / Trusts, etc.).
- i. Whether having requisite license/ permit of competent authority to develop and operate passenger ropeway projects for tourism.
- j. Type of contractual arrangements for the above-mentioned project(s) along with their techno-commercial summary of the project along with date and time.
- k. Details of individual(s) who will serve as the point of contact/ communication within the company

Name:-

Designation:-

Company:- (In case of Consortium)

Address:-

Telephone Number:-

E-mail Address:-

Signature of Authorized Person and seal

Name and Designation

Name of the Bidding Entity/ Firm

NOTE – In case of Consortium, details of individual partners are to be furnished separately

FORM C – PROJECT DETAILS

(To be submitted on letter head of the applicant duly signed by authorized signatory)

Proposed project/ Concept Plan details covering the following details (but not limited to)

- a) Proposed Location for the project
- b) Project plan
- c) Approx. cost of project and proposed financial model
- d) Facilitation support required from State Government (if any)
- e) Safety Compliances
- f) Other Information (If any)

NOTE – For applications for multiple locations, project details are to be furnished separately