



ODISHA
INDIA'S BEST KEPT SECRET.

**Department of Tourism
Government of Odisha**

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Date: 26-07-2022

Notice-2

Response to pre bid queries against Request for Proposal (RFP) for Selection of agency(s) for setup, operation, and management of Eco Retreats at multiple locations in Odisha for a period of 4 Years (2022 – 2026) published on 26.07.2022

The Pre-Bid Meeting for “Selection of agency(s) for setup, operation, and management for Eco-Retreats at Multiple locations in Odisha for a period of 4 Years (2022-26)” was held on 20 July 2022 at 3:30 PM. The responses to the queries raised by different agencies are attached as Annexure-A for reference.


Director & Addl. Secretary to Govt.

Response to pre bid queries against Request for Proposal (RFP) for Selection of agency(s) for setup, operation, and management of Eco Retreats at multiple locations in Odisha for a period of 4 Years (2022 – 2026) published on 26.07.2022

PRE-BID QUERIES

Queries received from agencies mentioned below:

1. M/s Aagman India Travel & Living Pvt. Ltd.
2. M/s Shadow Advertising & Communications Pvt. Ltd.
3. 3 Anonymous interested bidders

Sl. No.	Name of Agency raising query	RFP clause No./Page No.	Clause Details	Clarification Query/Representation	Response												
1.	M/s Aagman India Travel and Living Pvt. Ltd.	Clause 9.3	<p>The minimum average annual turnover for last 3 financial years(i.e. FY 2018-19, FY 2019-20 and FY 2020-21)and net worthof the bidder should be as below:</p> <p align="center">Table 5</p> <p align="center">Financial Eligibility: Minimum Average Annual Turnover for last 3 years(i.e. FY 2018-19, FY 2019-20 and FY 2020-21) and Net worth as on 31st March 2021</p> <table border="1"> <thead> <tr> <th>Site Number</th> <th>Site Location</th> <th>Minimum Average Annual Turnover (INR Crores)</th> <th>Minimum Net worth (INR Crores)</th> </tr> </thead> <tbody> <tr> <td>Site 1</td> <td>Sonapur beach, Ganjam</td> <td>3</td> <td>2</td> </tr> <tr> <td>Site 2</td> <td>Putsil, Koraput</td> <td>3</td> <td>2</td> </tr> </tbody> </table> <p>Note:Bidders have to submit CA certified Audited Balance Sheetand Profit and Loss Account.</p>	Site Number	Site Location	Minimum Average Annual Turnover (INR Crores)	Minimum Net worth (INR Crores)	Site 1	Sonapur beach, Ganjam	3	2	Site 2	Putsil, Koraput	3	2	<p>Dear Sir,</p> <p>This has reference to Clause No. 9.3 (FINANCIAL ELIGIBILITY CRITERIA) applicable on Site-1 (Sonapur Beach, Ganjam) as well as Site-2 (Putsil, Koraput) which requires minimum average turnover of INR 3 Cr for last 3 years (i.e. FY 2018-19, FY 2019 - 20 and FY 2020-21) and Minimum Net Worth of INR 2 Cr as on 31 March 2021.</p> <p>Sir, as we have already finalised balance sheet for year 2021 - 22, is it advisable to show minimum average turn for the last 3 years (i.e. FY 2019-20, FY 2020-21 and FY 2021-22) and Net Worth as on 31st March 2022?</p>	No change
Site Number	Site Location	Minimum Average Annual Turnover (INR Crores)	Minimum Net worth (INR Crores)														
Site 1	Sonapur beach, Ganjam	3	2														
Site 2	Putsil, Koraput	3	2														
2.	M/s Shadow Advertising and Communications Pvt Ltd.	Clause no. 9.2 Technical Eligibility Criteria Page 13	<p>The bidder must have successfully implemented at least 1 (one) similar projectof at least 20 luxury air-conditioned tented accommodation with project cost of minimum INR 2 Crore during the last 5 years, preceding the proposal submission due date.</p> <p align="center">OR</p> <p>The bidder must have experience of operating at least1 (one)3-star hotel with minimum 30 keys for the period of atleast5 years, preceding the proposal submission due date.</p> <p>Note:</p> <ol style="list-style-type: none"> a) Documentary proof (copy of Agreement / Work Order / Completion Certificate etc. of related projects) with project citation to substantiate the claims. b) CA certificate must be furnished for net worth. Details of the property, including no. of keys and website of the property must be furnished for the projects claimed. 	Revision of Project Cost Worth 2 Crore to 1 Crore	No change												
3.	M/s Shadow Advertising and Communications Pvt Ltd.	Clause 13	<p>The Proposal shall be accompanied with separate Earnest Money Deposit (EMD) for each site. Amount for each site is mentioned in table below.</p> <table border="1"> <thead> <tr> <th>Site Name</th> <th>EMD Amount in INR Lakhs</th> </tr> </thead> <tbody> <tr> <td>Site 1 :(Sonapur beach, Ganjam)</td> <td>3</td> </tr> <tr> <td>Site2 :(Putsil, Koraput)</td> <td>3</td> </tr> </tbody> </table>	Site Name	EMD Amount in INR Lakhs	Site 1 :(Sonapur beach, Ganjam)	3	Site2 :(Putsil, Koraput)	3	<p>Exemption of EMD amount of 3 lakh per site</p> <ol style="list-style-type: none"> 1. Seeking exemption of EMD for MSME-NSIC registered firm/ company 2. Relaxation on account of Pandemic situation. Please refer Finance Dept's letter no. 8943/F/FIN-COD-MISC-0007-2019 dated 18.03.2021 and letter no. 13681/F/FIN-CODES-RULES-0005-2015 dated 19.04.2018 	No change						
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Sl. No.	Name of Agency raising query	RFP clause No./Page No.	Clause Details	Clarification Query/Representation	Response																			
			<p>EMD shall be drawn in the form of a Demand Draft/Bank Guarantee issued by any Scheduled Commercial Bank in favour of "Director Tourism" payable/ encashable at Bhubaneswar. Proposals without the requisite EMD shall be treated as non-responsive and rejected. No exemption from submission of EMD is allowed. No adjustment of EMD with respect to other works previously lying in DoT is allowed. Unsuccessful bidder's EMD will be discharged/ returned within 45 days from the date of execution of the agreement between DoT and the preferred bidder. No interest will be paid on EMD. The EMD of the successful bidder shall be returned immediately upon execution of the agreement with DoT. The EMD shall be forfeited in the following cases:</p> <p>a) If a bidder withdraws its bid during the period of validity of the Bid. b) In case of a successful bidder, if the bidder fails within the specified time limit to sign the agreement.</p> <p>In case of a successful bidder, if the bidder fails within the specified time limit to furnish the required performance security</p>																					
4.	M/s Shadow Advertising and Communications Pvt Ltd.	Clause 11.1	<p>The Technical evaluation will include the evaluation of the Technical Proposal followed by Presentation, as specified below:</p> <p style="text-align: center;">Table 6 Technical evaluation criteria</p> <table border="1"> <thead> <tr> <th>Sl.</th> <th>Description</th> <th>Requirements</th> <th>Maximum Marks</th> </tr> </thead> <tbody> <tr> <td>A</td> <td colspan="2">Bid Evaluation Criteria</td> <td>70</td> </tr> <tr> <td></td> <td rowspan="2">Sectoral & financial capabilities</td> <td>The bidder should have an average annual turnover of INR 3 Crore (10 marks) For each additional INR 0.5 Crore – 1 mark (subject to maximum 10 marks).</td> <td>20</td> </tr> <tr> <td></td> <td>The Operator must have successfully implemented at least 1 (one) similar project of at least 20 luxury air-conditioned tented accommodation with project cost of minimum INR 2 Crore- (20 marks) For each additional project – 5 marks (subject to maximum 20 marks). OR The Operator must have experience of operating at least 1 (one) 3-star hotel with minimum 30 keys for a period of at least 5 years - (20 marks) For each additional project of 3-star hotel with minimum 30 keys – 5 marks (subject to maximum 20 marks).</td> <td>40</td> </tr> <tr> <td></td> <td></td> <td>The bidder must have net worth not less than INR 2 Cr. – 5Marks. For each additional INR 0.5 Cr. – 1 mark (subject to maximum 5 marks).</td> <td>10</td> </tr> </tbody> </table>	Sl.	Description	Requirements	Maximum Marks	A	Bid Evaluation Criteria		70		Sectoral & financial capabilities	The bidder should have an average annual turnover of INR 3 Crore (10 marks) For each additional INR 0.5 Crore – 1 mark (subject to maximum 10 marks).	20		The Operator must have successfully implemented at least 1 (one) similar project of at least 20 luxury air-conditioned tented accommodation with project cost of minimum INR 2 Crore- (20 marks) For each additional project – 5 marks (subject to maximum 20 marks). OR The Operator must have experience of operating at least 1 (one) 3-star hotel with minimum 30 keys for a period of at least 5 years - (20 marks) For each additional project of 3-star hotel with minimum 30 keys – 5 marks (subject to maximum 20 marks).	40			The bidder must have net worth not less than INR 2 Cr. – 5Marks. For each additional INR 0.5 Cr. – 1 mark (subject to maximum 5 marks).	10	<ol style="list-style-type: none"> In the past 4 years- all tented accommodation infrastructure and other logistics are provided by the local sub vendors to the successful contractor in Eco retreat projects It has observed since last 4 years , Eligibility criteria, terms and conditions etc specified in the RFP do not favour the Odisha based agency to participate and qualify in the Eco-retreat bidding process Odisha based agencies are capable to execute eco-retreat projects as they have with us all the tented accommodation infrastructure and other logistics Also, the Odisha based agencies have sufficient experience in food and hospitality sector 	No change
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			<p>Marking scheme for Technical presentations of all sites would be as below:</p> <table border="1"> <thead> <tr> <th>B.</th> <th>Presentation on proposal for each site</th> <th>Maximum Marks-30</th> </tr> </thead> <tbody> <tr> <td>1</td> <td> Concept and Design Draft layout, drawing, design & 3-D views <i>Operator shall present site specific plan / conceptual design, innovative ideas to engage guests, etc as applicable.</i> </td> <td>25</td> </tr> <tr> <td>2</td> <td> Safety Plan Proposed safety plan and measures at the site </td> <td>5</td> </tr> </tbody> </table> <p>Note:</p> <ul style="list-style-type: none"> Technical score (Ts) is calculated by adding the technical score (A) and technical presentation score (B). The qualifying technical score (Ts) for opening of the financial bid is 60. 	B.	Presentation on proposal for each site	Maximum Marks-30	1	Concept and Design Draft layout, drawing, design & 3-D views <i>Operator shall present site specific plan / conceptual design, innovative ideas to engage guests, etc as applicable.</i>	25	2	Safety Plan Proposed safety plan and measures at the site	5		
B.	Presentation on proposal for each site	Maximum Marks-30												
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5.	Amar Chakraborty (Agency-Unknown)	Clause 9.2	<p>The bidder must have successfully implemented at least 1 (one) similar project of at least 20 luxury air-conditioned tented accommodation with project cost of minimum INR 2 Crore during the last 5 years, preceding the proposal submission due date.</p> <p style="text-align: center;">OR</p> <p>The bidder must have experience of operating at least 1 (one) 3-star hotel with minimum 30 keys for the period of at least 5 years, preceding the proposal submission due date.</p> <p>Note:</p> <ol style="list-style-type: none"> Documentary proof (copy of Agreement / Work Order / Completion Certificate etc. of related projects) with project citation to substantiate the claims. CA certificate must be furnished for net worth. Details of the property, including no. of keys and website of the property must be furnished for the projects claimed. 	We request you to change eligibility criteria from a minimum of 30 keys to 25 keys. We hope our request for such modification would reach considered ears.	No change									
6.	Dasratha Sharma (Agency-Unknown)	Clause 9.2	<p>The bidder must have successfully implemented at least 1 (one) similar project of at least 20 luxury air-conditioned tented accommodation with project cost of minimum INR 2 Crore during the last 5 years, preceding the proposal submission due date.</p> <p style="text-align: center;">OR</p> <p>The bidder must have experience of operating at least 1 (one) 3-star hotel with minimum 30 keys for the period of at least 5 years, preceding the proposal submission due date.</p> <p>Note:</p> <ol style="list-style-type: none"> Documentary proof (copy of Agreement / Work Order / Completion Certificate etc. of related projects) with project citation to substantiate the claims. CA certificate must be furnished for net worth. Details of the property, including no. of keys and website of the property must be furnished for the projects claimed. 	We request you to change eligibility criteria from a minimum of 5 years to 3 years. We hope our request for such modification would reach considered ears.	No change									
7.	Sunita Jaiswal (Agency-	Clause 9.2	<p>The bidder must have successfully implemented at least 1 (one) similar project of at least 20 luxury air-conditioned tented accommodation with project cost of minimum</p>	I request a change in technical eligibility criteria (9.2) where it states that the bidder must have 5 years' experience of	No change									

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	Unknown)		<p>INR 2 Crore during the last 5 years, preceding the proposal submission due date.</p> <p style="text-align: center;">OR</p> <p>The bidder must have experience of operating at least 1 (one) 3-star hotel with minimum 30 keys for the period of at least 5 years, preceding the proposal submission due date.</p> <p>Note:</p> <p>d) Documentary proof (copy of Agreement / Work Order / Completion Certificate etc. of related projects) with project citation to substantiate the claims.</p> <p>CA certificate must be furnished for net worth. Details of the property, including no. of keys and website of the property must be furnished for the projects claimed.</p>	<p>running a three-star property while no such time frame is mentioned for tent operators. Therefore, i would request you to kindly consider changing the experience period from 5 years to 3 years.</p>	