

GOVERNMENT OF MEGHALAYA

**Directorate of Tourism
Nokrek Building, Shillong.**

CORRIGENDUM-1

File No.: No. M/D Tour/Tech/40/2024/14

Dated: 09th September 2024

Ref. No – M/D Tour/Tech/40/2024/2, Dated 23rd July 2024

Development, Operation and Maintenance of Luxury Tented Accommodation located at Multiple Locations in Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership

Sl No	Ref. Page no.	RFP Ref. Section / Clause no.	Relevant RFP Provision / Clause	Amended / Revised RFP Clause																																																																																																				
1.	8	Project Summary Point No - 7: Term of the Agreement (Lease Period)	The Lease period shall be 15 (Fifteen Years) from the Appointed Date which includes 6 months for construction.	The Lease period shall be 15 (Fifteen Years) from the Appointed Date which includes 12 months for construction. The lease period may be renewed for a period up to 5 years after completion of initial lease period of 15 years on mutually agreed terms and conditions and subject to satisfactory performance of the Agency.																																																																																																				
2.	8	Project Summary Point No – 8: Minimum Development Obligations (MDOs)	The Minimum Development Obligation shall include the development of prefabricated luxury facility tented accommodations throughout the year with all ancillary amenities within 6 (six) months from the Appointed Date as per the specifications provided in the RFP. Package-1: 175 keys Package-2: 150 keys	The Minimum Development Obligation shall include the development of prefabricated/semi-permanent luxury tented accommodations/cottages with all ancillary amenities within 12 (Twelve) months from the Appointed Date as per the specifications provided in the RFP. The prefabricated/semi-permanent luxury tented accommodation/cottages are to be operational round the year (365 days). However, the development of prefabricated/semi-permanent luxury tented accommodations with all ancillary amenities at Umiam lake of Package-1 and Sohra of Package-2 must be completed within 6 months from the Appointed Date as per the following schedule. Package-1: 175 keys Package-2: 150 keys																																																																																																				
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			Bids shall be ranked according to their combined scores, calculated using the technical score (TS) and financial score (FS) and the weights as follows: S = TS x 70% + FS x 30% Bidder with the highest combined score shall be declared as the Selected or Successful Bidder for award of the Project. In case of a tie in the final score, the Bidder having highest technical score will be selected.	Bids shall be ranked according to their combined scores, calculated using the technical score (TS) and financial score (FS) and the weights as follows: S = TS x 70% + FS x 30% Bidder with the highest combined score shall be declared as the Selected or Successful Bidder for award of the Project. In case of a tie in the final score, the Bidder having highest technical score will be selected.																																	
4.	10	Project Summary: Point No - 12: Financial Covenants	<u>Non-Refundable Bid Document Fee (Payable online):</u> ➤ Package-1: Rs 53,000/- (Rupees Fifty-Three Thousand only) ➤ Package-2: Rs 40,000/- (Rupees Forty Thousand only) <u>Bid / Proposal Security:</u> ➤ Package-1: Rs 53,00, 000/- (Rupees Fifty-Three Lacs only) ➤ Package-2: Rs 40,00, 000/- (Rupees Forty Lakh only) <u>Performance Security:</u> The performance security shall be submitted for entire License Period and shall be valid for six months after the scheduled completion date. (equivalent to 5% of the estimated Project Cost)	<u>Performance Security:</u> The performance security shall be submitted for entire License Period and shall be valid for six months after the scheduled completion date. (equivalent to 3% of the estimated Project Cost)																																	
5.	31	Section I. Instruction to Bidders (ITB) F: Post Qualification and Execution of Lease Cum Development Agreement Clause 31.1 a. Annual Lease Rental (ALR) Point No iv:	iv. Lease Moratorium: No Annual Lease Rental to be paid during the construction period i.e. which shall be a period of 6 (six) months from the Appointed Date. In-case of Construction Period extends beyond six months, the lease moratorium period will not be extended beyond the three-year period. If the Commercial Operation Date (COD) is achieved within the designated Construction Period of three years, the lease moratorium period concludes on the date of COD achievement.	The following clause has been revised: iv. Lease Moratorium: a) Lease Moratorium for Umiam and Sohra location: No Annual Lease Rental to be paid during the construction period i.e. which shall be a period of 6 (six) months from the Appointed Date. In-case of Construction Period extends beyond 6 months , the lease moratorium period will not be extended beyond the six months period. If the Commercial Operation Date (COD) is achieved within the designated Construction Period of six months , the lease moratorium period concludes on the date of COD achievement. b) Lease Moratorium for other locations such as Nokrek and Nartiang of Package-1 and Nongmahir Hill and Umkem of Package-2: No Annual Lease Rental to be paid during the construction period i.e. which shall be a period of 12 (Twelve) months from the Appointed Date. In-case of Construction Period extends beyond 12 months , the lease moratorium period will not be extended beyond the twelve months period. If the Commercial Operation Date (COD) is achieved within the designated Construction Period of twelve months , the lease moratorium period concludes on the date of COD achievement.																																	
6.	34	Section II. Bid Data Sheet B. ELIGIBILITY CRITERIA Point – A: Technical Capacity	For demonstrating Technical Capacity, the Bidder shall be required to satisfy the Technical Capacity conditions below: The Bidder (Sole Bidder / Any Member of the Consortium) should have the operating and managing experience of a hotel/hotels or resort/resorts having facilities equivalent to a (3-Star or hotel having similar facilities) up-scale / luxury) or above category having 100 (one hundred) rooms / Cottages /Tents (in not more than three facilities) for a minimum continuous period of 3 (three) years OR at least 3 months every year for 3 (three) years, in last 7 (seven) years in India as on the date of issue of the Bid Document	For demonstrating Technical Capacity, the Bidder shall be required to satisfy the Technical Capacity conditions below: The Bidder (Sole Bidder / Any Member of the Consortium) should have the operating and managing experience of a hotel/hotels or resort/resorts having facilities equivalent to a (3-Star or hotel having similar facilities) up-scale / luxury) or above category having 50 (fifty) rooms / Cottages /Tents (in not more than three facilities) for a minimum continuous period of 3 (three) years OR at least 2 months every year for 3 (three) years, in last 7 (seven) years in India as on the date of issue of the Bid Document																																	
7.	35	Section II. Bid Data Sheet B. ELIGIBILITY CRITERIA Point – B: Financial Capacity	For the purpose of Financial Capacity, the Bidder shall be evaluated on the following: I. NET WORTH – The Bidder shall have a Net Worth of Rs. 25 Crores (Rupees Twenty-Five Crores only) at the closing of the preceding Financial Year before the Bid Due Date. For the purposes of this RFP the term Net Worth means following: "Net Worth" for company shall mean the sum of subscribed and paid-up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity shareholders. "Net Worth" for Partnership Firm would mean: [Fixed Assets +Trade Receivables + Current Assets] – [Firms Loan +Current Liabilities] "Net Worth for Sole Proprietorship" would mean: Total Assets- Total Liabilities II. TURNOVER – Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 should be at least INR 75 Cr (INR Seventy-Five Crore).	For the purpose of Financial Capacity, the Bidder shall be evaluated on the following: I. NET WORTH – The Bidder shall have a Net Worth of Rs. 5 Crores (Rupees Five Crores only) at the closing of the preceding Financial Year before the Bid Due Date. For the purposes of this RFP the term Net Worth means following: "Net Worth" for company shall mean the sum of subscribed and paid-up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity shareholders. "Net Worth" for Partnership Firm would mean: [Fixed Assets +Trade Receivables + Current Assets] – [Firms Loan +Current Liabilities] "Net Worth for Sole Proprietorship" would mean: Total Assets- Total Liabilities II. TURNOVER – Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2019-20, 2020-21, 2021-22, 2022-23 and 2023-24 should be at least: <table border="1"> <thead> <tr> <th>Name of Package</th> <th>Average Annual Turnover</th> </tr> </thead> <tbody> <tr> <td>Package-1</td> <td>INR 16 Crore</td> </tr> <tr> <td>Package-2</td> <td>INR 12 Crore</td> </tr> </tbody> </table>	Name of Package	Average Annual Turnover	Package-1	INR 16 Crore	Package-2	INR 12 Crore																											
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			4	Reply to pre-bid queries	16.08.2024	7	Opening of Technical Proposal	01.10.2024 at 4 PM										
			5	Start Date of Bid Submission	17.08.2024	8	Opening of Financial Proposals	To be announced										
			6	Proposal / Bid Due Date	30.08.2024 at 4 PM	9	Letter of Award (LOA)	To be announced										
			7	Opening of Technical Proposal	30.08.2024 at 4:30 PM	10	Acceptance of LOA	Within 7 days of Award										
			8	Opening of Financial Proposals	To be announced	11	Signing of Agreement between Authority & Selected Bidder	Within 60 days of issue of LOA										
			9	Letter of Award (LOA)	To be announced	12	Validity of Bids	180 Days from Bid Due Date										
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			12	Validity of Bids	180 Days from Bid Due Date													
9.	39	Section II. Bid Data Sheet Clause E. - BID OPENING AND EVALUATION Step 2- Technical Proposals: Point -A: Firm's Experience (Maximum Marks = 40): Sl. No - 1:	Total number of rooms operated by the Bidder (Sole Bidder / any Member of the Consortium) (as per technical criteria (no of keys/tents)) • Upto 100 keys in aggregate: 5 marks • From 100 keys to 200 keys: 7.5 marks • From 201 keys to 300 keys: 10 marks • From 301 keys to 400 keys: 12.5 marks • From 401 keys to 500 keys: 15 marks • More than 500 keys: 20 marks			Total number of rooms operated by the Bidder (Sole Bidder / any Member of the Consortium) (as per technical criteria (no of keys/tents)) • 50 keys in aggregate: 5 marks • From 51 keys to 150 keys: 7.5 marks • From 151 keys to 225 keys: 10 marks • From 226 keys to 300 keys: 12.5 marks • From 301 keys to 375 keys: 15 marks • More than 375 keys: 20 marks												
10.	40	Section II. Bid Data Sheet Clause E. - BID OPENING AND EVALUATION Step 2- Technical Proposals: Point -A: Firm's Experience (Maximum Marks = 40): Sl. No - 2:	Development, Operation and Management experience of Prefabricated Tented Accommodation with minimum 25 keys – 5 Marks for 1 project • For in each additional similar experience – 2.5 Marks. The operational experience during the last 7 financial years preceding the Bid Due Date			Development, Operation and Management experience of prefabricated/semi-permanent cottages and round the year (365 days) operation – 5 Marks for 1 project • For in each additional similar experience – 2.5 Marks. The operational experience during the last 7 financial years preceding the Bid Due Date												
11.	40	Section II. Bid Data Sheet Clause E. - BID OPENING AND EVALUATION Step 2- Technical Proposals: Point -A: Firm's Experience (Maximum Marks = 40): Sl. No - 3:	Development, Operation and Management experience of Tented Accommodation with minimum 25 keys in the Hilly Region – 5 Marks for 1 project • For in each additional similar experience – 2.5 Marks. The operational experience during the last 7 financial years preceding the Bid Due Date.			Development, Operation and Management experience of cottages with minimum 25 Keys – 5 Marks for 1 project • For in each additional similar experience – 2.5 Marks. The operational experience during the last 7 financial years preceding the Bid Due Date.												
12.	40	Section II. Bid Data Sheet Clause E. - BID OPENING AND EVALUATION Step 2- Technical Proposals: Point -B: Firm's Experience (Maximum Marks = 30): Point No - 1:	Net worth (as on 31st March 2023): • INR 25 Crore up to INR 50 Crore (5 marks) • More than INR 50 Crore & up to INR 100 Crore (10 marks) • More than 100 Crore (15 marks)			Net worth (as on 31st March 2024): • More than INR 5 & up to 10 Crore (5 marks) • More than INR 10 & up to 15 Crore (7.5 marks) • More than INR 15 & up to 20 Crore (10 marks) • More than INR 20 & up to 25 Crore (12.5 marks) • More than INR 25 Crore (15 marks)												
13.	40	Section II. Bid Data Sheet Clause E. - BID OPENING AND EVALUATION Step 2- Technical Proposals: Point -B: Firm's Experience (Maximum Marks = 30): Point No - 2	Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e. 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 • INR 75 Crore up to INR 100 Crore (5 marks) • More than INR 100 Crore & up to INR 150 Crore (10 marks) • More than 150 Crore (15 marks)			Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e. 2019-20, 2020-21, 2021-22, 2022-23 and 2023-24 <table border="1"> <thead> <tr> <th>Package Name</th> <th>Average Annual Turnover in 3 (three) years of last 5 (five) financial years</th> </tr> </thead> <tbody> <tr> <td rowspan="3">Package-1</td> <td>INR 16 Crore up to INR 25 Crore (5 marks)</td> </tr> <tr> <td>More than INR 25 Crore & up to INR 35 Crore (10 marks)</td> </tr> <tr> <td>More than 35 Crore (15 marks)</td> </tr> <tr> <td rowspan="3">Package-2</td> <td>INR 12 Crore up to INR 20, Crore (5 marks)</td> </tr> <tr> <td>More than INR 20 Crore & up to INR 30 Crore (10 marks)</td> </tr> <tr> <td>More than 30 Crore (15 marks)</td> </tr> </tbody> </table>			Package Name	Average Annual Turnover in 3 (three) years of last 5 (five) financial years	Package-1	INR 16 Crore up to INR 25 Crore (5 marks)	More than INR 25 Crore & up to INR 35 Crore (10 marks)	More than 35 Crore (15 marks)	Package-2	INR 12 Crore up to INR 20, Crore (5 marks)	More than INR 20 Crore & up to INR 30 Crore (10 marks)	More than 30 Crore (15 marks)
Package Name	Average Annual Turnover in 3 (three) years of last 5 (five) financial years																	
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	More than INR 20 Crore & up to INR 30 Crore (10 marks)																	
	More than 30 Crore (15 marks)																	
14.		Description Concept Design and Operations Plan (15 Marks)	Requirements Th presentation should cover details like estimated project cost (components wise) along with various project milestone. Development of the master plan Draft layout, drawing, design &3-D views for each site Note: Operator shall visit the proposed site and submit their plan /conceptual design, as applicable	Description Concept Design and Operations Plan (10 Marks)	Requirements Th presentation should cover details like estimated project cost (components wise) along with various project milestone. Development of the master plan Draft layout, drawing, design &3-D views for each site Note: Operator shall visit the proposed site and submit their plan /conceptual design, as applicable Operations plan													

SI No	Ref. Page no.	RFP Ref. Section / Clause no.	Relevant RFP Provision / Clause	Amended / Revised RFP Clause
			<p>Operations plan including teams for housekeeping, food services, other staff for operations, change management, quality control mechanisms, feedback and grievance redressal mechanisms for end user, etc. In case of consortiums, the presentation must include the roles, responsibilities, duties of all the consortium members</p> <p>Innovative ideas for better tourist experience (10 Marks)</p> <p>Marketing strategy and business plan (5 Marks)</p>	<p>including teams for housekeeping, food services, other staff for operations, change management, quality control mechanisms, feedback and grievance redressal mechanisms for end user, etc. In case of consortiums, the presentation must include the roles, responsibilities, duties of all the consortium members</p> <p>The bidder shall propose construction technologies, building materials, modern technologies etc. to be used for development of semi-permanent structure accommodation/cottage for round the year operation (to sustain the accommodation in all-weather condition)</p> <p>The bidder shall propose unique features in the project that shall enhance the overall tourist experience</p> <p>The bidder shall propose a comprehensive marketing and business plan for the event.</p>

Note:

1. The Appendix -VI – Technical Capacity for of Volume-1 of the RFP has been revised and appended in Annexure-II of this Coreigendum-1
2. The Appendix -VII – Financial Capacity for of Volume-1 of the RFP has been revised and appended in Annexure-III of this Coreigendum-1
3. The Volume-II: Terms of Reference (ToR) and Project Profile of the RFP has been revised and uploaded on the website.
4. The Volume -III: Draft Lease Deed Agreement of the RFP has been uploaded on the website.

CORRIGENDUM-1: Annexure-I

Development, Operation and Maintenance of Luxury Tented Accommodation located at Multiple Locations in Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership

S. No.	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries																																																		
Praveg Limited																																																						
a	Project Summary – Term of the Agreement (Lease Period) Point No - 7 Page No -8	The Lease period shall be 15 (Fifteen Years) from the Appointed Date which includes 6 months for construction.	The Lease period shall be 15 (Fifteen Years) and extendable further 5 (Five) years from the Appointed Date which excludes 6 months for construction.	Please refer Corrigendum-1 as above																																																		
b	Project Summary - Financial Bid Parameter and Selection Method Point No - 11 Page No - 9	<p>Annual Lease Rental (ALR) quoted over and above the minimum threshold limit/ Upset Price shall be the Financial Bid Parameter.</p> <table border="1"> <thead> <tr> <th>Sl.No</th> <th>No of Package</th> <th>Name of the Project Site</th> <th>Total Land Area (In Ac)</th> <th>Total Minimum Tents</th> <th>Total Min. Annual License Fee (INR Mn)</th> </tr> </thead> <tbody> <tr> <td>1</td> <td rowspan="3">-1</td> <td>Umiam</td> <td>15 Ac</td> <td>100</td> <td>INR 29 Mn</td> </tr> <tr> <td>2</td> <td>Nokrek</td> <td>10 Ac</td> <td>50</td> <td>INR 9 Mn</td> </tr> <tr> <td>3</td> <td>Jaintia Hills - Nartiang</td> <td>5 Ac</td> <td>25</td> <td>INR 4 Mn</td> </tr> <tr> <td colspan="3">Total</td> <td>30 Ac</td> <td>175</td> <td>INR 42 Mn</td> </tr> <tr> <td>1</td> <td rowspan="3">-2</td> <td>Sohra</td> <td>10 Ac</td> <td>50</td> <td>INR 20 Mn</td> </tr> <tr> <td>2</td> <td>Nongmahir Hill</td> <td>10 Ac</td> <td>50</td> <td>INR 9 Mn</td> </tr> <tr> <td>3</td> <td>Umkrem</td> <td>10 Ac</td> <td>50</td> <td>INR 9 Mn</td> </tr> <tr> <td colspan="3">Total</td> <td>30 Ac</td> <td>150</td> <td>INR 38 Mn</td> </tr> </tbody> </table> <p>➤ Package-1: Rs 4.2 crs ➤ Package-2: Rs 3.8 crs</p>	Sl.No	No of Package	Name of the Project Site	Total Land Area (In Ac)	Total Minimum Tents	Total Min. Annual License Fee (INR Mn)	1	-1	Umiam	15 Ac	100	INR 29 Mn	2	Nokrek	10 Ac	50	INR 9 Mn	3	Jaintia Hills - Nartiang	5 Ac	25	INR 4 Mn	Total			30 Ac	175	INR 42 Mn	1	-2	Sohra	10 Ac	50	INR 20 Mn	2	Nongmahir Hill	10 Ac	50	INR 9 Mn	3	Umkrem	10 Ac	50	INR 9 Mn	Total			30 Ac	150	INR 38 Mn	<p>Annual Lease Rental (ALR) quoted over and above the minimum threshold limit/ Upset Price shall be the Financial Bid Parameter</p> <p>1. Umiam: Total minimum annual licence fee INR 15 mn</p>	Please refer Corrigendum-1 as above
Sl.No	No of Package	Name of the Project Site	Total Land Area (In Ac)	Total Minimum Tents	Total Min. Annual License Fee (INR Mn)																																																	
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Total			30 Ac	150	INR 38 Mn																																																	
c	Point No – 12 Page No -10 Project Summary – Financial Covenants	<p>Non-Refundable Bid Document Fee (Payable online):</p> <p>➤ Package-1: Rs 53,000/- (Rupees Fifty Three Thousand only)</p> <p>➤ Package-2: Rs 40,000/- (Rupees Forty Thousand only)</p> <p>Bid / Proposal Security:</p> <p>➤ Package-1: Rs 53,00, 000/- (Rupees Fifty Three Lacs only)</p> <p>➤ Package-2: Rs 40,00, 000/- (Rupees Forty Lakh only)</p> <p>Performance Security: The performance security shall be submitted for entire License Period and shall be valid for six months after the scheduled completion date. (equivalent to 5% of the estimated Project Cost)</p>	<p>Request to remove the Packages Participation and consider the individual location participation and accordingly change Tender Fee, EMD, Technical & Financial Eligibility Criteria</p> <p>Request to remove Packages Participation and consider individual location wise Performance Security. (equivalent to 1% of the estimated Project Cost)</p>	Please refer Corrigendum-1 as above																																																		
d	Project Summary – Consideration to Authority Point No -14 Page No - 10	<p>➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold and escalated @ 10% in every three years.</p> <p>➤ Revenue Share - 1% of Gross Revenue for each accounting year</p> <p>Capital subsidy and various incentives under Meghalaya Industrial & Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</p>	<p>Annual Lease Rental - As quoted by the Bidder above minimum threshold and escalated @ 3% in every Five years.</p> <p>Request to remove revenue Sharing clause</p>	RFP clause shall be prevailed																																																		
e	Project Summary- Award of Package	The six identified sites for the development of luxury tented accommodations have been organized into two separate packages, each containing three sites.	Request to remove Packages Participation and consider individual location participation and accordingly change Tender Fee, EMD, Technical & Financial Eligibility Criteria	RFP clause shall be prevailed																																																		

S. No.	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries																																									
	Point No - 15 Page No - 11	The Bidder may participate in Package-1 or Package-2 or both Package-1 and Package-2. Each Package is a separate Bid and the Bidder need to submit separate Bid for each Package, if desire to participate in both the Packages. <i>It is noted that no single bidder will be awarded both the packages (Package 1 & Package 2). In a situation where, after evaluation a single bidder becomes the preferred bidder for both packages, the bidder would be given option to retain one of the packages and forfeit the other package. The other package (which the initial preferred bidder has forfeited) would be awarded to the next preferred bidder of that package.</i>																																											
f	Section II – Bid Data Sheet Bid Opening and Evaluation - Firms Evaluation – Point No 2 Clause E Page No - 40	Development, Operation and Management experience of Prefabricated Tented Accommodation with minimum 25 keys – 5 Marks for 1 project • For in each additional similar experience – 2.5 Marks. The operational experience during the last 7 financial years preceding the Bid Due Date	Development, Operation and Management experience of Any Type of Tented Accommodation with minimum 25 keys – 5 Marks for 1 project	Please refer Corrigendum-1 as above																																									
g	Section II – Bid Data Sheet Bid Opening and Evaluation - Firms Evaluation – Point No 2 Clause E Page No - 40	Development, Operation and Management experience of Tented Accommodation with minimum 25 keys in the Hilly Region – 5 Marks for 1 project • For in each additional similar experience – 2.5 Marks. The operational experience during the last 7 financial years preceding the Bid Due Date	Development, Operation and Management experience of Tented Accommodation with minimum 25 keys in the Deluxe Category – 5 Marks for 1 project	Please refer Corrigendum-1 as above																																									
h	Bid Opening and Evaluation - B. Financial Capacity – Point No 2 Clause E Page No - 40	Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 • INR 75 Crore up to INR 100 Crore (5 marks) • More than INR 100 Crore & up to INR 150 Crore (10 marks) • More than 150 Crore (15 marks)	TURNOVER – Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 should be at least INR 50 Cr (INR Fifty Crore).	Please refer Corrigendum-1 as above																																									
i	Project Summary – Financial Covenants Point No - 12 Page No - 10	Non-Refundable Bid Document Fee (Payable online): ➢ Package-1: Rs 53,000/- (Rupees Fifty Three Thousand only) ➢ Package-2: Rs 40,000/- (Rupees Forty Thousand only) Bid / Proposal Security: ➢ Package-1: Rs 53,00,000/- (Rupees Fifty Three Lacs only) ➢ Package-2: Rs 40,00,000/- (Rupees Forty Lakh only) Performance Security: The performance security shall be submitted for entire License Period and shall be valid for six months after the scheduled completion date. (equivalent to 5% of the estimated Project Cost)	Generally, the tender inviting Authority put the condition of performance security as “ performance security shall be 1% of annual concession fee /annual licence fee of one year for the entire license period ”. We request to keep the Performance Security 1% of the annual concession fee /annual licence fee of one year for the entire period instead of estimated cost.	Please refer Corrigendum-1 as above																																									
Firm's Name: Aagman India Travel & Living Pvt Ltd																																													
A	Section II – Bid Data Sheet Clause B Eligibility Criteria Sub Clause B Financial Capacity – Point No I Sub Clause B Page No - 35	For the purpose of Financial Capacity, the Bidder shall be evaluated on the following: I. NET WORTH – The Bidder shall have a Net Worth of Rs. 25 Crores (Rupees Twenty-Five Crores only) at the closing of the preceding Financial Year before the Bid Due Date. For the purposes of this RFP the term Net Worth means following: "Net Worth" for company shall mean the sum of subscribed and paid-up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity shareholders. "Net Worth" for Partnership Firm would mean: [Fixed Assets +Trade Receivables + Current Assets] – [Firms Loan +Current Liabilities] "Net Worth for Sole Proprietorship" would mean: Total Assets- Total Liabilities	Net Worth Requirement: The bid document currently stipulates a minimum net worth of Rs. 25 Crores . While we appreciate the need for financial stability, I propose revising this requirement to Rs. 2 Crores .	Please refer Corrigendum-1as above																																									
b	Section II – Bid Data Sheet Clause B Eligibility Criteria Sub Clause B Financial Capacity- Point No II Sub Clause B Page No -35	II. TURNOVER – Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 should be at least INR 75 Cr (INR Seventy-Five Crore).	Annual Turnover Criterion: The existing criterion mandates an average annual turnover of INR 75 Crores over the past three years. However, considering our business model and market dynamics, I recommend adjusting this to a more realistic range of 10-12 crores . This adjustment would still ensure our financial viability while acknowledging the unique challenges we face.	Please refer Corrigendum-1 as above																																									
c	Project Summary Minimum Development Obligations (MDOs) Point No - 8 Page No - 8 -9	The Minimum Development Obligation shall include the development of prefabricated luxury facility tented accommodations throughout the year with all ancillary amenities within 6 (six) months from the Appointed Date as per the specifications provided in the RFP. ➢ Package-1: 175 keys ➢ Package-2: 150 keys	Construction Timeline: Given our commitment to quality and durability, I propose extending the construction period to 15-18 months . This additional time will allow us to create a solid structure that can withstand the test of time over the entire lease duration.	Please refer Corrigendum-1 as above																																									
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Firm's Name: M/s Lallooji & Sons																																													
A	Project Summary Minimum Development Obligations (MDOs)	The Minimum Development Obligation shall include the development of pre-fabricated luxury facility tented accommodations throughout the year with all ancillary amenities within 6 (six) months from the Appointed Date as per the specifications provided in the RFP.	Please be aware that it is not feasible to establish the project with prefabricated structures in three locations simultaneously within a six-month time frame, particularly when the sites are	Please refer Corrigendum-1as above																																									

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B	Project Summary Term of the Agreement (Lease Period) Point No - 7 Page No - 8	The Lease period shall be 15 (Fifteen Years) from the Appointed Date which includes 6 months for construction.	Given the anticipated scope of development and the investment and other pay outs, a 15-year lease period is not feasible. The lease must be for a minimum of 30 years.	Please refer Corrigendum-1 as above																																																		
C	Project Summary – Financial Bid Parameter and Selection Method Point No - 11 Page No - 9	Annual Lease Rental (ALR) quoted over and above the minimum threshold limit/ Upset Price shall be the Financial Bid Parameter.	The upset price fixed for packages are extremely high especially for locations where the footfall in the present times is quite low.	Please refer Corrigendum-1 as above																																																		
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D	Project Summary- Consideration to Authority Point No - 14 Page No - 10	<ul style="list-style-type: none"> ➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold and escalated @ 10% in every three years. ➤ Revenue Share - 1% of Gross Revenue for each accounting year <p><i>Capital subsidy and various incentives under Meghalaya Industrial & Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</i></p>	Annual Lease Rental escalation of 10% every 3 years is on the higher side. It may be revised as 5% every 3 years.	RFP clause shall be prevailed																																																		
E	Project Summary- Consideration to Authority Point No - 14 Page No - 10	<ul style="list-style-type: none"> ➤ Annual Lease Rental - As quoted by the Bidder above minimum threshold and escalated @ 10% in every three years. ➤ Revenue Share - 1% of Gross Revenue for each accounting year <p><i>Capital subsidy and various incentives under Meghalaya Industrial & Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</i></p>	The applicability of capital subsidies and incentives for the project under MIIPP 2024 and UNNATI 2024 is not entirely convincing due to the presence of conditional clauses, such as the mandatory engagement of staff from the local community and the restriction that a single applicant can receive benefits for a maximum of one project, etc.	The selected bidder shall be entitled to avail capital subsidies and incentives as per the policy under Meghalaya Industrial & Investment Promotion Policy (MIIPP)-2024/ Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024																																																		
F	NA	NA	<p>The majority of the project locations included in the packages have not yet been developed into a destination and are still in the process of gaining popularity among national and international travellers. While a luxury tented project is the most suitable tourism product for addressing the immediate accommodation requirements of newer destinations and promoting their popularity, it is crucial that the government provide support to the Private Operator during the initial years. Therefore, it is recommended that the project model be modified in accordance with the following format:</p> <ol style="list-style-type: none"> The government will provide the operator with support in the form of VGF for the first five years to mitigate the high risk. After the product has stabilized, the operator may be required to pay the government in the form of Annual Lease Rental or Revenue Share from the sixth year onward. The government must guarantee the provision of essential utilities and last-mile connectivity to the site. The coordination with a variety of line departments and agencies is essential for this. The government is responsible for the initial investment in this regard. The government should incorporate this product into its marketing and promotional efforts to ensure that the initiative is successful. 	<p>The government shall make effort to provide essential utilities (Power & Water) and last-mile infrastructure near to the site.</p> <p>It will be responsibility of the selected bidder to obtain statutory approvals from various line departments prior to start the project. The Tourism Department, Govt. of Meghalaya shall make effort to facilitate to the selected bidder to obtain the required statutory approvals for the project.</p>																																																		
Firm's Name: ITC Limited (Hotel Division)																																																						
a	Project Summary – Term of the Agreement (Lease Period) Point No - 7	The Lease period shall be 15 (Fifteen Years) from the Appointed Date which includes 6 months for construction	<p>Term of the Agreement Upto 15 years from the appointed date (Including 6 months of construction period).</p> <ol style="list-style-type: none"> Could the concession period be extended from 15 years to 60 years and could it exclude the construction period? 	Please refer Corrigendum-1																																																		

S. No.	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries																																																																									
	Page No -8		2. Can the concession period be set to exclude the construction period, and the construction time be extended to 24-36 months?																																																																										
b	Section I: Instruction to Bidders (ITB) Clause 3: Eligible Bidders Sub- Clause 3.4	The decision of the Tendering Authority shall be final with respect to the determination of the eligibility of the Bidders. Bidder shall be liable for disqualification if any legal, financial or technical adviser of the Tendering Authority/ Authority in relation to the Project is engaged by the Bidder, its Member or any Associate thereof, as the case may be, in any manner for matters related to or incidental to the Project. For the avoidance of doubt, this disqualification shall not apply where such adviser was engaged by the Bidder, its Member or Associate in the past but its assignment expired or was terminated prior to the Bid Due Date. Nor will this disqualification apply where such adviser is engaged after a period of 3 (three) years from the date of commercial operation of the Project.	As per RFP, bidder shall be liable for disqualification if any legal, financial or technical adviser of Authority in relation to the project is engaged by the bidder. Therefore, request the authority to please provide the list of consultants, which are hired by the authority and cannot be hired by the bidder.	RFP Clause shall be prevailed																																																																									
c	Project Summary Minimum Development Obligations (MDOs) Point No - 8 Page No - 8 -9	The Minimum Development Obligation shall include the development of pre-fabricated luxury facility tented accommodations throughout the year with all ancillary amenities within 6 (six) months from the Appointed Date as per the specifications provided in the RFP. ➤ Package-1: 175 keys ➤ Package-2: 150 keys <table border="1"> <thead> <tr> <th>Sl.No</th> <th>No of Package</th> <th>Name of the Project Site</th> <th>Total Land Area (In Ac)</th> <th>Total Minimum Tents</th> </tr> </thead> <tbody> <tr> <td>1</td> <td rowspan="3">Package -1</td> <td>Umiam</td> <td>15 Ac</td> <td>100</td> </tr> <tr> <td>2</td> <td>Nokrek</td> <td>10 Ac</td> <td>50</td> </tr> <tr> <td>3</td> <td>Jaintia Hills - Nartiang</td> <td>5 Ac</td> <td>25</td> </tr> <tr> <td colspan="3">Total</td> <td>30 Ac</td> <td>175</td> </tr> <tr> <td>1</td> <td rowspan="3">Package -2</td> <td>Sohra</td> <td>10 Ac</td> <td>50</td> </tr> <tr> <td>2</td> <td>Nongmahir Hill</td> <td>10 Ac</td> <td>50</td> </tr> <tr> <td>3</td> <td>Umkrem</td> <td>10 Ac</td> <td>50</td> </tr> <tr> <td colspan="3">Total</td> <td>30 Ac</td> <td>150</td> </tr> </tbody> </table>	Sl.No	No of Package	Name of the Project Site	Total Land Area (In Ac)	Total Minimum Tents	1	Package -1	Umiam	15 Ac	100	2	Nokrek	10 Ac	50	3	Jaintia Hills - Nartiang	5 Ac	25	Total			30 Ac	175	1	Package -2	Sohra	10 Ac	50	2	Nongmahir Hill	10 Ac	50	3	Umkrem	10 Ac	50	Total			30 Ac	150	Minimum Development obligations As per RFP Minimum no. of tents to be constructed are: <table border="1"> <thead> <tr> <th>S.no</th> <th>No. of Package</th> <th>No. of Project Sites</th> <th>Total minimum Tents</th> </tr> </thead> <tbody> <tr> <td>1</td> <td rowspan="3">Package -1</td> <td>Umiam</td> <td>100</td> </tr> <tr> <td>2</td> <td>Nokrek</td> <td>50</td> </tr> <tr> <td>3</td> <td>Jaintia Hill- Nartiang</td> <td>25</td> </tr> <tr> <td colspan="3">Total</td> <td>175</td> </tr> <tr> <td>1</td> <td rowspan="3">Package -2</td> <td>Sohra</td> <td>50</td> </tr> <tr> <td>2</td> <td>Nongmahir Hill</td> <td>50</td> </tr> <tr> <td>3</td> <td>Umkrem</td> <td>50</td> </tr> <tr> <td colspan="3">Total</td> <td>150</td> </tr> </tbody> </table> Please let us know can the minimum number of tents required at each site be amended according to the bidder's proposal, while ensuring that total minimum number of tents across all packages remains the same as mentioned in the RFP. Please let us know can we select any 3 locations out of the 6 available across both the packages and modify the Package accordingly? Can there be any other permanent construction (for hotel etc.) be permissible apart from the tents?	S.no	No. of Package	No. of Project Sites	Total minimum Tents	1	Package -1	Umiam	100	2	Nokrek	50	3	Jaintia Hill- Nartiang	25	Total			175	1	Package -2	Sohra	50	2	Nongmahir Hill	50	3	Umkrem	50	Total			150	1. The selected bidder must construct the Minimum tents/cottages as per Minimum Development Obligation mentioned in the RFP. However, the selected bidder has liberty to construct more tents/cottages depending upon market demand. 2. Package shall not be modified 3. An objective is to construct semipermanent/ prefabricated cottages. Permanent structure may be allowed based on the request of selected bidder as per Meghalaya's building bye laws, environment laws and other relevant laws/rules/regulations etc. as applicable in Meghalaya.
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e	NA	NA	1) Hope the site will be provided with basic amenities that is supply of electricity, water (for construction as well as drinking) safety and security etc. by the authority. 2) Please advise what are the building norms/construction regulation (including bylaws, set back, building height, FAR, Environment Protection, NGT, CRZ etc.) in Meghalaya? 3) Will all the approvals/permits be provided through a single window clearance system? Hope the authority will facilitate in getting necessary approvals. 4) Whether any more hotel projects are planned other than tents in Meghalaya? What are the other projects been planned or to be planned in Meghalaya? 5) Please advise how and when the site visit can be scheduled?	1) The government shall make effort to provide essential utilities (Power & Water) and last-mile infrastructure near to the site. 2) Please refer to the Meghalaya Building Byelaws-2021. It is the responsibility of the selected bidder to optimise full FAR by way of innovative building design. 3) It will be responsibility of the selected bidder to obtain statutory approvals from various line departments prior to start the project. The Tourism Department, Govt. of Meghalaya shall make effort to facilitate to the selected bidder to obtain the required statutory approvals for the project.																																																																									

S. No.	RFP Clause & Page Number	RFP Clause Description	Queries/Suggestions/Clarifications sought by bidders	Response to Queries
			<p>6) How the government proposes to promote, ease & facilitate tourist arrivals, construction workers/project team to the site and their safety & security</p> <p>7) No information is mentioned in the RFP about the Built-up area. Please provide information in this regard?</p> <p>8) What is the compensation mechanism upon termination/expiry of the lease term towards the infrastructure at site?</p> <p>9) Since draft concession agreement has been not shared. Please advise timelines by when queries pertaining to the same can be raised</p> <p>10) Kindly confirm whether lease rentals are payable in construction period or they are payable after completion of construction?</p> <p>11) The bidding timeline is too short considering that we need to do site visit, thorough evaluation of the Project, review and seek internal board approval to be able to submit the bid. Hence request that the same to be extended by 30 days?</p> <p>12) Please through some light on the Opening ARR and Occupancy expected in the Market.</p>	<p>4) NA</p> <p>5) Perspective bidders are requested to reach out to the office of the Directorate of Tourism, Govt. of Meghalaya for site visit, and upon receipt of request, office of the Directorate of Tourism, Govt. of Meghalaya shall co-ordinate with respective Tourist Officers who shall facilitate bidder for site visit.</p> <p>6) It is the responsibility of the bidder to promote, ease & facilitate tourist arrivals, construction workers/project team to the site and their safety & security</p> <p>7) An objective of project is to construct semipermanent/prefabricated cottages. Hence, bidders are requested to refer to the Meghalaya Building Byelaws-2021 and its related document if any, for understanding the built-up area for building semipermanent/prefabricated cottages</p> <p>8) Please refer Vol-3 of the RFP document</p> <p>9) Please refer Vol-3 of the RFP document (Draft Lease cum Development Agreement). Any queries pertaining to the same shall be discussed with the selected bidder.</p> <p>10) Lease rental not to be paid during construction period. For details understanding, please refer to the relevant amendment clause of the RFP as mentioned above.</p> <p>11) Please refer Corrigendum-1 as above</p> <p>12) It is under the scope of the interested bidder to undertake due diligence on ARR, occupancy in the market etc.</p>

-Sd/-

Director of Tourism
Govt. of Meghalaya, Shillong

CORRIGENDUM-1: Annexure-II

Development, Operation and Maintenance of Luxury Tented Accommodation located at Multiple Locations in Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership

A. APPENDIX- VI:- Technical Capacity

(To be submitted on A4 paper | To be signed by both Authorized Signatory and Statutory Auditor)

Technical Capacity

Details of Hotels/ Projects:

Sl No	Name & Address of Hotel	Owner Entity	No. of Rooms	Operational Date (MM/YYYY)	Operational Till (MM/YYYY)	Total Period of Operations (months)
1						
2						
3						
4						
5						
6						
7						
....						

Note:

1. Financial Years considered for the purpose of Technical Capacity shall be 2023-24, 2022-23, 2021-22, 2020-21, 2019-20, 2018-19, 2017-18, 2016-17, 2015-16 and 2014-15.
2. In case the credentials of an Associate of a Bidder are used, a certificate from a qualified external auditor, who audits the book of accounts of the Bidder, shall be provided to demonstrate that the person is an Associate of the Bidder.
3. **The form may also be submitted separately for Consortium Members, with certification by the respective statutory auditor of each Consortium Member. In such case, the Bidder must also submit a summary sheet, with aggregate experience of all Consortium Members, signed and verified by the Lead Member.**
4. The following documentary evidence must be submitted along with the Proposal:
 - a. *In support of the claimed experience, the Bidder (or each Consortium Member claiming experience) should provide certificate(s) from its statutory auditor(s) stating the veracity of the above experience.*
 - b. *It may be noted that in the absence of any detail in the above certificates, the information would be considered inadequate and could lead to exclusion of the relevant experience.*
 - c. *The bidder to submit work order/agreement copy etc.*

(Signature of Authorised Signatory)

Company seal & stamp

Signature, Name, Address and Membership number of Statutory Auditor

CORRIGENDUM-1: Annexure-III

Development, Operation and Maintenance of Luxury Tented Accommodation located at Multiple Locations in Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership

B. APPENDIX-VII: Financial Capacity

Format for Financial Capacity

(To be submitted on A4 paper | To be signed by both Authorized Signatory and Statutory Auditor)

Financial Capacity

To be mentioned separately for each Consortium Member / Associate of Bidder

Financial Capacity	Single Entity/ Consortium Lead Member	Consortium Member-2	Consortium Member-3	Associates, if any
A. NET WORTH				
Net Worth as of 31 st March 2024				
Aggregate Net Worth				
B. TURNOVER				
Turnover in 2019-20				
Turnover in 2020-21				
Turnover in 2021-22				
Turnover in 2022-23				
Turnover in 2023-24				
Average Annual Turnover of (3 years of the Last 5 Years in Crores)				
Aggregate of Average Annual Turnover				

Note:

1. All the Financial numbers are to be given in Indian Rupees.
2. In case of the use of credentials of an Associate of a Bidder, a certificate from a qualified external auditor who audits the book of accounts of the Bidder shall be provided to demonstrate that the person is an Associate of the Bidder.
3. The form may also be submitted separately for the Consortium Members, with certification by the respective statutory auditor of each of the Consortium Members. In such case, the Bidder must also submit a summary sheet, with aggregate average turnover and net worth of all Consortium Members, signed and verified by the Lead Member.
4. The following documentary evidence must be submitted along with the Proposal, to support Financial Capacity claim:
 - a) The Bidder, or each Consortium Member / Associate claiming experience, shall attach copies of the P&L, Balance sheet and Annual Reports for 5 (five) years preceding the Bid Due Date. The financial statements must be:
 - a. be audited by a statutory auditor **AND**
 - b. be complete, including all notes to the financial statements.
 - b) It may be noted that in the absence of any detail in the above certificates, the information would be considered inadequate and could lead to exclusion of the relevant experience.
 - c) If audited financial statement for the last completed year is not available, the Bidder shall furnish a certificate from a statutory auditor in this regard.

(Signature of Authorised Signatory)

Company seal & stamp

Signature, Name, Address and Membership No. of Statutory Auditor