EOI NO: MTDC/E-Tender/2018-19/Land & Estate/Ajantha Visitor Centre/226

Expression of Interest (EoI)

NAMEOFWORK:
Expression of Interest for Operationalization & Maintenance of Ajanta Visitor Centre, Dist Aurangabad

EOI application Fee (Non-refundable): Rs 10,000/-
1. Invitation for Expression of Interest (EOI)

MTDC hereby invites Expression of Interest from reputed, well established and financially sound Bidder who meet the minimum eligibility criteria as specified in this EOI document for the “Expression of Interest for Operationalization & Maintenance of Ajanta Visitor Centre, Dist Aurangabad”

The complete EOI document shall be published on www.maharashtratourism.gov.in or https://mahatenders.gov.in for the purpose of downloading. The downloaded EOI document shall be considered valid for participation in the electronic bidding process (e-Procurement/ e-Tendering) subject to the submission of required EOI document fee through e-Tendering Online Payment Gateway mode only.

To participate in online bidding process, Bidders must procure a Digital Signature Certificate (Class - II) as per Information Technology Act-2000 using which they can digitally sign and encrypt their electronic bids. Bidders can procure the same from any CCA approved certifying agency, i.e. Safecrypt, Ncode, etc. Bidders who already have a valid Digital Signature Certificate (DSC) need not procure a new DSC.

Bidders are also advised to refer “Bidders Manual Kit” available at https://mahatenders.gov.in for further details about the e-Tendering process.

Bidder is advised to study the EOI document carefully before submitting their proposals in response to the EOI. Submission of proposal in response to this EOI shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its terms, conditions and implications.

The information contained in this EOI is selective and is subject to updating, expansion, revision and amendment at the sole discretion of MTDC. It does not, and does not purport to, contain all the information that a recipient may require for the purpose for making a decision for participation in this process. Each Bidder must conduct its own analysis of the information contained in this EOI, to correct any inaccuracies therein and is advised to carry out its own investigation into the proposed MTDC requirements.

MTDC shall not be responsible for any direct or indirect loss or damage arising out of or for use of any content of the EOI in any manner whatsoever.

MTDC shall be the sole and final authority with respect to qualifying a bidder through this EOI. The decision of MTDC in selecting the vendor who qualifies through this EOI shall be final and MTDC reserves the right to reject any or all the bids without assigning any reason thereof.

MTDC may terminate the EOI process at any time without assigning any reason and upon such termination MTDC shall not be responsible for any direct or indirect loss or damage arising out of such a termination.
1. 1. Bidding Schedule

The summary of various activities with regard to this EOI are listed in the table below:-

<table>
<thead>
<tr>
<th>S No</th>
<th>Items</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>EOI Reference No.</td>
<td>MTDC/E-Tender/2018-19/L&amp;E/AVC/226</td>
</tr>
<tr>
<td>2</td>
<td>Name of the Project</td>
<td>Expression of Interest for Operationalization &amp; Maintenance of Ajanta Visitor Centre, Dist Aurangabad</td>
</tr>
<tr>
<td>3</td>
<td>EOI Document Download Start /Expiry Date &amp; Time</td>
<td>Start Date:11/03/2019. at 11:00 am Expiry Date: 11/04/2019 at 1:00 pm Please visit the below mentioned-Tendering website <a href="https://mahatenders.gov.in">https://mahatenders.gov.in</a></td>
</tr>
<tr>
<td>4</td>
<td>Last date (deadline) for submission of bids (Hard Copy)</td>
<td>16/04/2019 at 1:00 pm</td>
</tr>
<tr>
<td>5</td>
<td>Date and Time of opening of proposals</td>
<td>16/04/2019 at 3:00 pm (If Possible)</td>
</tr>
<tr>
<td>6</td>
<td>EOI document fee to be paid via Online Payment Gateway mode only.</td>
<td>Rs.10, 00/- (Rupees Ten Thousands Only)</td>
</tr>
<tr>
<td>7</td>
<td>Proposal validity Period</td>
<td>180 days from the date of submission</td>
</tr>
<tr>
<td>8</td>
<td>Pre Bid Meeting</td>
<td>02/04/2019 at 3:00 pm</td>
</tr>
<tr>
<td>9</td>
<td>Contact Person</td>
<td>Name: Shri.Ravindra Dhurjad Designation: General Manager MAHARASHTRA TOURISM DEVELOPMENT CORPORATION Head office : Appejay House, 4th Floor, 3 DinshawWachha, Road, Churchgate,Mumbai - 400 020. TEL. : (91-22) 2204 4040 , Fax No. : (91-22) 2285 2182, 2202 4521. Email Id: <a href="mailto:gm@maharashtratourism.gov.in">gm@maharashtratourism.gov.in</a></td>
</tr>
</tbody>
</table>

2. Instructions to Bidders

2.1. Introduction of MTDC

Maharashtra Tourism Development Corporation (MTDC) has been established under the Companies Act, 1956, (fully owned by Govt. of Maharashtra) for systematic development of tourism on commercial lines, with an authorized share capital of Rs. 25 crore. The paid up share capital of the Corporation as on 31st March 2013 is Rs. 1538.88 lacs.

The Corporation receives from the State Government financial assistance in the form of share capital and grants. The State Government has entrusted all commercial and promotional tourism activities to this Corporation.

MTDC has, since its inception, been involved in the development and maintenance of the various tourist locations of Maharashtra. MTDC owns and maintains resorts at all key tourist centres and having more resorts is on the plan.
2. 2.  **Purpose**

MTDC seeks the services of a reputed, well established and financially sound Agencies for Operationalize & Maintain Ajanta Visitor Centre, Dist Aurangabad for 10 Years on PPP model. This document provides information to enable the bidders to understand the broad requirements to submit their bids. The detailed scope of work is provided in Section 3 of this Tender document.

2. 3.  **Subcontracting**

Subcontracting & outsourcing are not allowed for this EOI

2. 4.  **Completeness of Response**

The response to this EOI should be full and complete in all respects. Failure to furnish all information required by the EOI document or submission of a proposal not substantially responsive to the EOI document in every respect will be at the Bidder’s risk and may result in rejection of its Proposal.

2. 5.  **Proposal Preparation Costs**

The bidder shall submit the bid at its cost and MTDC shall not be held responsible for any cost incurred by the bidder. Submission of a bid does not entitle the bidder to claim any cost and rights over MTDC and MTDC shall be at liberty to cancel any or all bids without giving any notice.

All materials submitted by the bidder shall be the absolute property of MTDC and no copyright /patent etc. shall be entertained by MTDC.

2. 6.  **Supplementary Information to the EOI**

If MTDC deems it appropriate to revise any part of this EOI or to issue additional data to clarify an interpretation of provisions of this RFP, it may issue supplements to this EOI. Any such corrigendum shall be deemed to be incorporated by this reference into this EOI.

2. 7.  **MTDC’s right to terminate the process**

MTDC may terminate the EOI process at any time and without assigning any reason. MTDC reserves the right to amend/edit/add/delete any clause of this Bid Document. This will be informed to all and will become part of the bid / EOI and information for the same would be published on the e-Tendering portal.

2. 8.  **Authentication of Bid**

Authorized person of the bidder who signs the bid shall obtain the authority letter from the bidder, which shall be submitted with the Bid. All pages of the bid and its annexures, etc. shall be signed and stamped by the person or persons signing the bid.

Power of Attorney executed by the Bidder in favour of the duly authorised representative, certifying him as an authorised signatory for the purpose of this bid.

2. 9.  **Language of Bids**

This bid should be submitted in English language only. If any supporting documents submitted are in any language other than English, then the translation of the same in English language is to be duly
attested by the bidder and submitted with the bid, and English translation shall be validated at MTDC’s discretion.

2. 10. The following points shall be kept in mind for submission of bids;

a. MTDC shall not accept delivery of proposal in any manner other than that specified in this EOI. Proposal delivered in any other manner shall be treated as defective, invalid and rejected.

b. The Bid should be comprehensive and inclusive of all the services to be provided by the Bidder as per the scope of his work and must cover the entire Contract Period.

c. MTDC may seek clarifications from the Bidder on the proposal, if need be

d. The Bidder who qualified pre-qualification criteria, shall be eligible for further evaluation and shall be called for presentation. The Bidder who are shortlisted after the evaluation bids, shall only be given the detailed RFP for submitting their techno-commercial Proposal.

e. It is required that the all the proposals submitted in response to this EOI should be unconditional in all respects, failing which MTDC reserves the right to reject the proposal.

f. Proposals sent by fax/ post/ courier shall be rejected.

2. 11. Late Proposal and Proposal Validity Period

Proposals received after the due date and the specified time (including the extended period if any) for any reason whatsoever, shall not be entertained and shall not be opened in the e-Tendering system. The validity of the proposals submitted before deadline shall be till 180 days from the date of submission of the proposal.

2. 12. Modification and withdrawal of Proposals

No Proposal shall be withdrawn in the interval between the deadline for submission of proposals and the expiration of the validity period specified by the Bidder on the Proposal form. Entire EMD shall be forfeited if any of the Bidders withdraw their proposal during the validity period.

2. 13. Non-conforming Proposals

A Proposal may be construed as a non-conforming proposal and ineligible for consideration:

a. If it does not comply with the requirements of this EOI
b. If the Proposal does not follow the format requested in this EOI or does not appear to address the particular requirements of the MTDC.

2. 14. Acknowledgement of Understanding of Terms

By submitting a Proposal, each Bidder shall be deemed to acknowledge that he has carefully read all sections of this EOI, including all forms, schedules, annexure, corrigendum and addendums (if any) hereto, and has fully informed itself as to all existing conditions and limitations.
2.15. Bid Opening

a. Total transparency shall be observed and ensured while opening the Proposals/Bids.
b. MTDC reserves the rights at all times to postpone or cancel a scheduled Bid opening.
c. Bid opening shall be conducted in two stages.
   i. In the first stage, the proposals shall be opened and evaluated as per the pre-qualification criteria mentioned in the EOI.
   ii. In the second stage, Bidders, whose Pre-Qualification Proposals are accepted, shall be evaluated and call for presentation. All Bids shall be opened in the presence of Bidder’s representatives who choose to attend the Bid opening sessions on the specified date, time and address.
d. The Bidder’s representatives who are present shall sign attendance sheet evidencing their attendance. In the event of the specified date of Bid opening being declared a holiday for MTDC, the bids shall be opened at the same time and location on the next working day. In addition to that, if there representative of the Bidder remains absent, MTDC will continue process and open the bids of the all bidders.
e. During Bid opening, preliminary scrutiny of the Bid documents shall be made to determine whether they are complete, whether required EOI document fee has been furnished, whether the Documents have been properly signed, and whether the bids are generally in order. Bids not conforming to such preliminary requirements shall be prima facie rejected. MTDC has the right to reject the bid after due diligence is done.

2.16. Evaluation Process

a. MTDC has formed a Project Implementation Committee (PIC) for monitoring various e-Governance initiatives. This PIC shall act as a Tender Evaluation Committee (hereinafter referred to as “TEC”) to evaluate the bids.
b. TEC shall review the proposal of the Bidders to determine whether the requirements as mentioned in the EOI are met. Incomplete or partial Proposals are liable for disqualification. All those Bidders, whose Pre-Qualification proposal meets the requirements, shall be selected for further evaluation including giving presentation.

c. Please note that TEC may seek inputs from their professional, external experts in the Bid evaluation process.

Scope of Work

1. PREAMBLE

   Aurangabad City

Aurangabad is one of the oldest cities in Maharashtra with a rich cultural heritage, which includes Daulatabad Fort, Bibi-ka-Makbara, Pan Chakki and Aurangabad Caves. The number of tourists visiting Aurangabad and the Ajanta and Ellora Caves has been increasing steadily over the years. Aurangabad city is well connected by road, rail and air. As per the provisional 2011 Census, Aurangabad had a population of 1,189,376. Aurangabad has emerged as a major industrial, manufacturing and brewery center in Marathwada region, over the last 20 years. It is developed as a major industrial and automotive belt in Maharashtra. It has established industrial areas like Chikhalthana MIDC, Shendra MIDC and Waluj MIDC. Various pharmaceutical industries, electrical equipment, electronics, BPOs and tyre manufacturers have their operations in Aurangabad. Some of
the renowned industries like Siemens, Videocon, Audi, Wockhardt, Lupin, Pepsico, and Forbes etc. have established base in Aurangabad.

**Ajanta Caves**

Ajanta and Ellora Caves are UNESCO World heritage structures located in the Aurangabad district in the state of Maharashtra, located approximately 400 km east-north east of Mumbai. These are hand crafted caves carved out of solid rock and stand testimony to the sophistication of the craftsmen in prehistoric times.

The Ajanta caves were discovered early in the 19th century by the British. The Ajanta caves date back to 100 BC. The inscriptions, paintings and sculptures in Ajanta are influenced by Buddhism and depict the life of Buddha and the teachings of Buddhism. The Ajanta caves consist of 30 caves, each forming a room within the hill and some with inner rooms. There are two types of caves Chaitya (meditation halls) and Viharas (residential monasteries). The cave numbers 1, 2, 16 and 17 have mural paintings. The caves numbers 9, 10, 19 and 26 are noteworthy for their sculptures. The number of tourists visiting the Ajanta & Ellora caves has been steadily increasing over the last decades.

**Visitor Centres**

Visitor Centre or Interpretation Centre is attached to a tourism site (cultural, historical or natural) and provides visitors with experiences and information on the significance and meaning of the site to which it is attached. With a view of conserving the rich cultural heritage of the Ajanta Caves, visitor centres were developed near the Ajanta caves. AVC is built on a total land area of 323,695 sq m, has a floor area of 20,442 sq m and an exhibition area of 6,697 sq m.

The facilities at AVC include the following:-

- 5 museum halls and four exact size replicas of the Ajanta caves number 1, 2, 16 & 17
- 8 shops which can be leased which includes ATM, ticketing window, ASI office and museum shop
- A Restaurant, cafeteria and student cafeteria having seating capacity of 96, 48 and 60 respectively
- A Dome viewing gallery with 54 seats
- Two auditoriums with 134 and 120 seats respectively.
- Amphitheatre with a free seating capacity of 380
- Audio visual content such as movies on Buddhism, introduction to Ajanta, significance of world heritage sites, mural paintings, Jataka tales and e-learning games.
- Combined parking space that can accommodate about 280 cars, 20 buses and 200 two wheelers.
Glimpses of the AVC

The physical infrastructure at the AVC is as follows:

a) Water supply having a gross storage capacity of 5.41 M.cu.m
b) HVAC installation
c) Sewage disposal and solid waste disposal facility
d) Power supply from MSEDCL & backup with diesel generator;
e) Fire fighting systems
f) Telecommunication lines
g) Plumbing works

Site Location

VC's Location & Description

AVC is located off the State Highway no. 8 near Fardapur village approximately 4 km from Ajanta caves. The visitor centre has good accessibility from SH 8 connecting Aurangabad and Jalgaon. The travelling distance of the Visitors Centre from important nodes is as stated below:

<table>
<thead>
<tr>
<th>Important Nodes/Towns</th>
<th>Approx. Distance in Km</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aurangabad</td>
<td>110 (travel time 2 hours)</td>
</tr>
<tr>
<td>Pune</td>
<td>300 (travel time 7 hours)</td>
</tr>
<tr>
<td>Jalgaon</td>
<td>59 (travel time 1.0 hour)</td>
</tr>
</tbody>
</table>
AVC is located at a travelling distance of 1.5 to 6 hours from major towns located around. The Ajanta Caves are located at a distance of approximately 4 km from the AVC. There is not much development in the neighbourhood of the caves. Nearest development is the Fardapur village which is located at a distance of 5 km from the AVC. MTDC has its resort development at Fardapur and at the T-junction there are 5 bungalow accommodations which are rented by MTDC.

**Location Map of AVC**

2. **TERMS OF REFERENCE**

2.1. **OBJECTIVES OF THE ASSIGNMENT**

The broad objectives of the proposal, to be accomplished are as follows;

a) MTDC intends to develop model from well established & experienced firms to Operationalize & Maintain Ajanta Visitor Centre, Dist Aurangabad for 10 Years on PPP model.

3. **SCOPE OF WORK:**

The selected developer shall be responsible for Maintaining and operating the Ajantha Visitor Centre with national and international norms & standards as defined above and also adhering to all applicable government stipulations and regulations.

The detailed scope of work for the assignment is given below;

3.1. : Operationalize & Maintain of Ajantha Visitor Centre

3.1.1. **Operationalisation** : The developer should proper Operationalize this Visitor Centre. He should appoint proper staff person/guide for Tourist visiting this centres. Also he should maintain high quality of Cleanliness in Canteen of Ajantha vistor Centre. He should appoint Security person as well as Technical staff for tourist visiting these centers.
3.1.2. **Maintaince of Visitor Centre**: Ajantha Visitor centers have been built according to the international standards and counted as a masterpiece of architecture. Also the cave work carried by MTDC in Ajanta Visitor Centre is the only work in India, in fact, in Asia. Developer should maintain these Visitor Centre.

3.2. **GENERAL REQUIREMENTS:**

Operationalize Ajantha Visitor centers for Tourist visiting Ajantha Caves. Also Provide basic amenities as well as detailed information of Ajantha Caves to Visitors visiting Ajantha caves.

4. **MTDC’S OBLIGATIONS:**

MTDC shall support get all the statutory approvals/permissions and other clearances & Licenses from various State, Central Govt and Local bodies as required for the project Operationalize in stipulated time frame.

**QUALIFYING CRITERIA FOR BIDDERS**

<table>
<thead>
<tr>
<th><strong>PRE-QUALIFICATION CRITERIA</strong></th>
<th><strong>DOCUMENTARY EVIDENCE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1 The Developer/Group company/LLP/JV must have experience in Operationalize Hotels/Resort/Restaurants/Visitor Centre on any PPP projects / contracts</td>
<td>Profile with supporting documents of bidder and the Group Company.</td>
</tr>
<tr>
<td>2 The minimum average annual turnover for last 3 years of the developer company/JV should be INR. 10.00 (INR Ten Crores Only) per annum. Turnover of Group company/JV will also be considered for fulfillment of this criterion.</td>
<td>Audited Financial Report for CA Certificate indicating minimum annual financial turnover from the services of developer company for year.</td>
</tr>
<tr>
<td>3 The bidder/Group Company/JV shall submit a Power of Attorney (PoA) authorizing the Signatory of the bid to sign and execute the contract.</td>
<td>Power of Attorney as per the format.</td>
</tr>
<tr>
<td>4 The bidder/group company/JV shall provide PAN, Service Tax Number, GST number, etc.</td>
<td>A copy of PAN, Service Tax Return Statement/Certificate. The bidder/JV/group company shall also submit copy of the returns of Service Tax for last three year.</td>
</tr>
<tr>
<td>5 History of Litigation</td>
<td>As per the format given</td>
</tr>
<tr>
<td>6 Self Certified Letter indicating that they have not been blacklisted by any Government Department, Organization or Agency.</td>
<td>Self-Certified Letter.</td>
</tr>
<tr>
<td>7 In case of Joint Ventures only lead member shall fulfill qualification criteria.</td>
<td>As per conditions mentioned.</td>
</tr>
</tbody>
</table>

The bidders fulfilling pre-qualification criteria will be shortlisted for the next stage, which is **Technical Evaluation**. The following table lists the criteria for technical evaluation:
<table>
<thead>
<tr>
<th>Sr.No</th>
<th>Criteria for Evaluation</th>
<th>Highest Value allotted to the Criteria</th>
<th>Marks allotted</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Years of Experience in Running Hotels / Resort/Restaurants/Visitor Centre.</td>
<td>20</td>
<td>3 Yrs = 5</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Above 3 Yrs upto 5 Yrs = 10</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Above 5 Yrs upto 7 Yrs = 15</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Above 7 Yrs = 20</td>
</tr>
<tr>
<td>2</td>
<td>Average Turnover for last 5 years</td>
<td>15</td>
<td>Details As given below in (A) (2)</td>
</tr>
<tr>
<td>3</td>
<td>No’s of 2 start and above category Hotels/Resorts/Restaurants run by Bidder</td>
<td>15</td>
<td>No’s of Hotel/Resort/Restaurant</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>1 Hotel/Resort/Restaurant – 5</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Above 1 and Up to 3 Hotel/Restaurant  – 10</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Above 3 Hotel/Restaurant – 15</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Total Marks</strong></td>
<td><strong>100</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Properties</th>
<th>Turnover</th>
<th>Marks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ajanta Visitor Centre</td>
<td>10 Crore</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>10 Crore</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>Above 10 Crore and Up to 15 Crore</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>Above 15.00 Crore and Up to 20.00 Crore</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>Above 20.00 Crore</td>
<td></td>
</tr>
</tbody>
</table>

Bidders who score minimum 70 marks shall be considered technically qualified for receiving the detailed RFP.

MTDC shall issue Detailed Request for Proposal (RFP) to these shortlisted Bidder only, who will have to submit their commercial bid as per RFP terms.