

Sr. no	Organization name	Clause	Page No.	Content of RFP Requiring Clarification	Change Requested/ Clarification	DoT's response
1		1	3	There is no pre bid meeting	The department should call for pre bid meeting. Where bidders can raise their points. It can be organized in virtual mode as well.	NA
2		3	6	Accreditation detail of INS (Enclose certificate)	This should not be mandatory. As the tender is called for selection of EMA	It is mandatory for publicity in print media. Hence, the clause.
3		4.1	8	The event shall be spread over Five (5) days 18th to 23th February.	it is 6 days and not 5 days. Please clarify	Yes, it is 6 days
4		4.1	8	Laser show/ projection mapping	Please advise the façade for projection mapping	Flat surface, matte finish white background. Cloth should be avoided. Agency to come up with the plan.
5		4.3	10	Venue: The agency shall be responsible of venue as per the requirement of the 3 days' festival. A reece can be organized in consultation with DoT for site visit.	3 days or 5 days of 6 days. Please clarify	It is 6 days
6		4.5.33	11	4.5.3.3 Transport service: to be kept around the event vicinity for easy commute to the Fort, tent city and hubs. These transport option to range from e-bikes to cars. For shared and public transports various stops and time slots to be allotted for convenience of the commuter. Some of the mediums are:	We feel that the department should be responsible for the transportation of other things. The scope of EMA should be restricted to only delegates as if we open for general public then there is no limit on usage of E bikes, e rickshaw	The services for general tourists is on payment basis. Agency must make all the arrangements.
			i. Shuttle services: Budget and affordable shuttle service for the commuters.			
			ii. Ebikes: Tie up with rental ebike services to be done for individual commuters for experience as well as to avoid traffic at the venue.			
			iii. Private car service: For travelers who are willing to pay for traveling within the vicinity.			
			iv. E-rickshaws and Buggies: Open shared transport for commuters.			
			v. Pillion bikes: Pillion rider service for commuters.			
7		4.7.2	13	4.7.2 Agency must make arrangements for activities/ tours for tourists, including but not limited to following:	We feel this should be done for delegates as the delegates will be the opinion makers. In case we have to do for the tourists then it has to be on payment basis.	The services for general tourists is on payment basis. Agency must make all the arrangements.
				a) Adventure Tours 13		
				b) One Day Activity		
				• Hadsar Fort trek (16 km)		
				• Nimgiri – Hanumantgad trek (22 km)		
				• Jivdhan Fort trek with Naneghat visit (32 km)		
				• Chavand fort trek with Kukdeshwar Temple (16 km)		
				a) Two Day Activity		
				• Harishchandragad trek with camping (32 km)		
				• Hadsar - Nimgiri – Hanumantgad – Naneghat – Jivdhan		
				a) Camping		
				• Naneghat camping with star gazing (35 km)		
				• Khireshwar lake side camping		
			▪ Adventure Activities (Valley Crossing, rappelling,			

			Rope Course, Kids Zone etc.)		payment basis.	
			Note: Detailed list mentioned ahead in the RFP document			
) Agro Tourism Tours and various farms(farms to be curated in accordance with DoT)			
) Spiritual tours:			
			▪ Hemdapanthi:			
) Kukadeshwar Temple (Kukadeshwar) 23 km			
			a) Nageshwar Temple, (Khireswar) 25 km			
			b) Harishchandreshwar Temple (Harishchandragad) 30km			
			c) Kashi Barhmnaath Temple (Parunde) 10 km			
			▪ Ashtvinayak Temple			
			d) Lenyadri Temple (5 km)			
			e) Ozar Temple (15 km)			
			▪ Jyotirlinga temple			
			f) Bhimashankar temple (Bhimashankar) 70 km			
			g) Trimbakeshwar temple (Nashik) 180 km			
8	4.9	15	4.9 Set up and beautification of the venue:		The scope needs to be quantified, like no of hoardings. Each element which is mentioned in the list needs to be quantified to enable the agency to quote properly	Feasible scope may be suggested by the agency as per DoT's requirement of the successful execution and experience of event. Addition or deletions will be done, if required.
9	4.12.4	19	4.12.4. Marketing: Including but not limited to the following activities		The scope needs to be quantified. Each element which is mentioned in the list needs to be quantified to enable the agency to quote properly	Feasible Scope may be suggested by the agency as per DoT's requirement of the successful execution. Addition or deletions will be done, if required.
10	4.12.6	20	4.12.6: Fam tours:		It says 660 invitees - Will the department give us the list ?	Agency must prepare the list of Tour operators, Media and influencers. DoT shall provided the available list.
			Fam tours for tour operators, influencers and Media.			
			They shall be given experience of the events, fairs and day tours (list to be approved by DoT).			
			To be divided into regular and premium invitees.			
			For premium invitees: Stay and other services will be premium.			
		Regular fam invitees: Total invitees: 660				
11			i) <i>Tour operators:</i> Target will be to invite 500 tour operators- Domestic and International.		These 500 tour operators is aspirational number Sir. To be able to call these people you need minimum of 6 months of lead time	Agency must prepare a feasible plan and submit.
12	E- Factor		ii) <i>Media:</i> Target will be to invite minimum 60 media		We feel the 100-150 Delegates. This should be inclusive of the media. I mean the delegates should	You may invite international media. Repetition can be
			personnel from various mediums, Print- 25, Magazine- 10, Electronic- 15, Radio-5, Podcast-5			
			iii) <i>Influencers:</i> Target will be to invite minimum100 influencers with over 100k followers.			

			Premium fam Invitees: Total invitees: 20 i) 5 international Journalists ii) 10 International Tour operators iii) 5 International Influencers- top tier Premium fam invitees will be given stay options at Villas and Resorts as well as premium tents. k) Online bookings: Partnering with OTAs and other booking partners for online	include media	avoided.
13	13	24	24. Each tent has to be allotted a unique number/name for identification and allotment purpose. For this purpose the tent city should be divided in adequate number of blocks. Each block will have a restaurant, housekeeping facility and staff for all kind of utilities. restaurant in each dining area shall be expected to cater to 1000 persons for breakfast (within 90 to 120 minutes).	For 100 tents city - How can we cater for 1000 people for breakfast. The no of persons for breakfast should be 200 pax	Except for delegates, staff and Fam invitees, breakfast will be chargeable for all the guests. Breakfast arrangement shall be done by the agency as per the tent occupants, and as per the total number of tent city duration. Responsibility of the breakfast of the guests lies entirely with the agency.
14	4.14	42	4.14. ADVENTURE ZONE: The agency shall develop a dedicated zone as Adventure Zone, which will be equipped with different adventure, related rides and facilities. A list of adventure rides, facilities and services envisaged for the Adventure Zone are listed below Jt not limited to ;	The list of various things mentioned for the adventure zone. Needs to have quantity or no of rides and timings	Depending upon the feasibility and expected footfalls agency must come up with a plan.
	5.2	52	5.2. Pre-qualification criteria:		
15			a) The applicant should have minimum 10 years of experience working with government body.	what is the proof required to be submitted for this? Can we submit incorporation certificate here?	Yes. Incorporation certificate required. Also, bidder must submit the experience certificates for the same.
16			b) The applicant should have experience of construction of Permanent and Semi-Permanent structure, scenic realistic work and event management.	Please define Semi permanent structure - Will the construction of tent city qualify in that and how many works are required ?	Should be suggested by the agency as per the site inspection and requirement.
17			c) The applicant should have experience of construction of miniature models, sets, monuments etc. The bidder should have adequate knowledge in construction of miniature models/ statues/ replicas etc.	You are asking for EMA, we think this point is irrelevant here as no EMA is in construction of miniature models or if the department can define the term as in the work of EMA lot of construction is involved, Kindly remove this clause	After exploring the feasibility, the agency must submit the proposal as appropriate.
18			d) The applicant should have association with individual realistic set designer or group of set designers of repute with proficiency in construction of the original infrastructure including permanent/ movable sets, theme park, garden and ability to create structures. f) Applicant can have consortium for the project.	What is the proof required to be submitted for this We feel consortium should not be allowed.	Bidder should submit proof of Work orders/ SOWs of the events involving developing such setups. NA
19			g) Applicant should have successfully completed events on the life of Chhatrapati Sivaji Maharaj or any other event of similar grandeur. The cost of each project should be minimum 3 crores.	Please define the definition of similar works. As we have delivered many grand projects of value of 3 - 18 Crores	Work which is anticipated and envisioned as per the RFP.

20			i) The applicant agencies should have full accreditation of Indian Newspapers Society INS. Besides accreditation /registration in Directorate of Advertising & Visual Publicity (DAVP), Registrar of Newspapers of India; TV Channels & AIR is also desirable.	This tender is for selection for EMA. The criteria asked for	Question is incomplete.
21			(e) The agency should be able to demonstrate job samples, and should be fully equipped with computers and necessary software, men & material for designing advertisements. Those having most modern automated office for the latest graphic and other kinds of designing and availability of all kinds of communication facilities like fax, website, mobile telephone and email etc. shall be preferred.	This is media company scope. EMA has people in the team which are from design & graphic background	Agency may engage media company for the same.
22			(i) Preference shall be given to such agencies, which have an office and permanent authorized representative in Mumbai.	Please advise the proof required by department for authorized representative	Preference shall be given to such agencies who have a permanent/ temporary office in Mumbai for planning, execution and post event meetings. This is required at least from the time of selection till the bills are settled. Address proof/ Rental agreement should be submitted.
	53	7	7. Evaluation Criteria		
23			Criteria for evaluation of event presentations (to be filled by the department after the presentations of pre-qualified agencies)	The marks are given under various heads but like how many works and what are the marks being allotted to each event is not specified. Please advise. Like you have mentioned 20 marks to list of events being organized. But how many events the agency needs to submit 1 event, 2 events or 5 Events. Evaluation Criteria should be more detailed so that all the bidders will be on same platform	Mentioned in Annexure A
	57	10	10. EARNEST MONEY:		
24			(a) Tender shall be accompanied by an earnest money Rs.6,00,000/-(Rs. Six Lacs) without which tender will not be considered. The amount should be paid through online on https://mahatenders.gov.in/ in favor of Directorate of Tourism, Govt. of Maharashtra.	MSME exemption to be given kindly for EMD exemption please	Allowed. Bidder should submit MSME certificate for the same.
25	58	9	ADVANCE PAYMENT	No mention of payment terms	No advance payment
26	64	12	Financial Bid	We feel that the work cant happen in 6 crores as the scope of work has many components. The budget of executing something like this has to be in the range of 10-12 crores + Taxes	NA

27	Dome Entertainment Private Limited				Rs. 6,00,000/- as Earnest Money Deposit – Is there an exemption from paying the Earnest Money Deposit for the companies who are registered under MSME.	Allowed. Bidder should submit MSME certificate for the same.
28					Evaluation Criteria – Request you to please share detailed explanation on the entire evaluation criteria as currently nothing is mentioned in terms of passing marks for the bidder, nothing is mentioned in terms of marking system for each bidder.	Mentioned in Annexure A
29					Evaluation Criteria – Is the selection of the bidder is on the basis of QCBS or L1 system?	QCBS
30					The applicant agencies should have full accreditation of Indian Newspapers Society INS. Besides accreditation /registration in Directorate of Advertising & Visual Publicity (DAVP), Registrar of Newspapers of India; TV Channels & AIR is also desirable – Is this Mandatory ? We are currently empaneled with BECIL / INDEXTb & NFDC. Also we are in process of applying for DAVP empanelment whose submission date is 15 th Dec, 2022.	Agency is open to engage with entities that comply with the conditions.
31	Pamm Advertising & Marketing		52	g) Applicant should have successfully completed events on the life of Chhatrapati Shivaji Maharaj or any other event of similar grandeur. The cost of each project should be minimum 3 crores.	Is there any possibility of relaxation in the amount of the project and if all the events can be considered in this section	No comments till now.
32		52	(b) The applicant agencies should have a minimum work experience of 10 years in organizing national & international events and, an annual turnover of at least Rs. 10 crores in last financial year in organizing events (except year 2019-2021 due to pandemic).	Please confirm the financial which is referring to last financial year – it is 2021-22 or 2018-19	2016-17, 2017-18, 2018-19, 2019-20, 2020-21, 2021-22, Out of this submit any 3 year's Balance sheet/ CA certificate.	

Annexure A

Sr no.	Evaluation criteria
1	<p>List of Present clients Marks-15</p> <p>If X is >3 and < 5 clients: 5 If X is > 5 clients & <10 clients: 10 If X is > 10 and above clients : 15</p> <p><i>X is number of clients</i></p>

2	<p>List of events organized at National and International level: Marks- 20</p> <p>If X is > 5 events & < 10 events: 5 points If X is > 10 events & < 15 events: 10 points If X is > 15 events: 15 points</p> <p>1 or more international event- +5 <i>X is number of events</i></p>
3	<p>Approach and strategic thinking: 25 (5 marks each)</p> <ol style="list-style-type: none"> 1. Relevance with the theme 2. Innovative ideas 3. Understanding of Mega event execution 4. Understanding of the audience and messaging 5. Compliance to the timeline and planning with respect to timely execution
4	<p>Experience in Marketing and tent set up. Marks- 10 (Marketing- 5 + Tent setup- 5)</p> <p><i>X is number of Years, Y is no of clients</i></p> <p>Marketing: <u>Years of experience:</u> a) <ol style="list-style-type: none"> 1. If X is 5-10 years- 1 Marks 2. If X is 10+ years- 2.5 Marks <u>No of clients</u> <ol style="list-style-type: none"> 1. If Y is 5-10 clients- 1 Marks 2. If Y is 10+ clients- 2.5 Marks </p>
b)	<p>Tent setup: <u>Years of experience:</u> <ol style="list-style-type: none"> 1. If X is 5-10 years- 1 Marks 2. If X is 10+ years- 2.5 Marks <u>No of clients</u> <ol style="list-style-type: none"> 1. If Y is 5-10 clients- 1 Marks 2. If Y is 10+ clients- 2.5 Marks </p>

5	<p>Understanding and presentation on Maharashtra Tourism for Mahadurg Utsav (Fort Festival) Marks: 20 (4 marks each)</p> <ol style="list-style-type: none">1. Research and understanding of Chhatrapati Shivaji Maharaj2. Research and understanding about Maharashtra (including culture/ heritage/ cuisine/ art etc.)3. Research and understanding about Tourism industry4. Research and understanding about potential target audience.5. Understanding about the festival
6	<p>Tourism related experience Marks: 10 (2.5 marks each)</p> <ol style="list-style-type: none">1. Worked with Tourism boards/ companies2. International events3. State level events4. Cultural events