

**Authority's responses to queries and amendments in RFP for Selection of Concessionaire Agency for Comprehensive Management and Operation of Trade Facilitation Centre Complex (except Crafts Museum), Varanasi**

<b>S. No.</b>	<b>Queries / Suggested Modifications by prospective bidders</b>	<b>Reference in RFP</b>	<b>Authority's Response</b>
<b>1</b>	As per the RFP sale of liquor is not permitted, but please note that in majority of the social events and conference dinners Liquor has to be served. Also there would be foreign travelers who would be visiting the mart and would like to have a drink at the food court. So serving of liquor has to be permitted.	Clause 2.9 of RFP List of major prohibited activities at TFC page 47	No Change in RFP Clause 2.9
<b>2</b>	The 80 days of occupation committed by Government is hopefully for all 15 years.	Clause 1.3.2.B.ii (Fixed Parameters) of RFP, on page 21, and Section 3, point 1.4 page 50	<p>As specified in RFP, Authority shall have exclusive right to reserve utilization of Convention/Exhibition facility <b>up to 100 days</b> in a year for events by Ministry's representative organizations.</p> <p>For clarity purpose</p> <ul style="list-style-type: none"> <li>- the exclusive right to reserve 100 days every year by the Authority applies to each of the 15 years of Concession Period.</li> <li>-Authority shall endeavor to utilise all 100 days for which it has right to reserve Convention/Exhibition facility for organising events by Authority/Ministry's representative organizations, however, this does not ascertain any commitment of utilization by the Authority.</li> <li>-The Authority shall pay only for the number of days utilized for specific location(s) as indicated in clause 1.3.2(B) and Section 3, point 1.4 of RFP.</li> <li>-For illustration purpose, an indicative demarcation of various types of spaces/ locations for exhibition/events purposes have been attached as Annexure 1 of Annexure to queries.</li> </ul> <p><b>Above points have been incorporated in Amendment 1.</b></p>
<b>3</b>	As there will be an escalation in the Annual Concession Fee, hope in the same proportion the rental to be paid by the government will also increase.	Clause 1.3.2.B.ii (Fixed Parameters) of RFP, on page 21, and Section 3, point 1.4 page 50	Please refer Amendment 1 for amended Clause 1.3.2 (B)ii. and Section 3, point 1.4. of the RFP.
<b>4</b>	Please let us know on the "Exit Policy" as the RFP document only has the termination clause	Clause 2.1, page 41 of RFP	No Change in RFP Clause Concessionaire shall be committed for the concession period.
<b>5</b>	We need a minimum of fifteen working days from 26 <sup>th</sup> July to study this project in detail.	Term Sheet point 9 of RFP page 10. last date and time of submission of online proposal	No change in Term Sheet point 9 of RFP page 10. Last date and time of online submission of proposal remains unchanged.

S. No.	Queries / Suggested Modifications by prospective bidders	Reference in RFP	Authority's Response
6	<p>Eligibility Criteria, Point No. b and c</p> <p>b. Sole bidder or Lead member shall have experience of successfully executing min. one (01) assignment/facility including its operation, management, marketing and promotions in hospitality/ convention center/ trade fair/ MICE facility for min. for at least one (01) year (as on date of issue of RFP) and covering at least 10,000 sqm area;</p> <p>c. Sole bidder or consortium (maximum 3 members) shall have experience of executing min. one (01) assignment/cfacility including its operations and facility management in hospitality/ convention center/ trade fair/ MICE facility for min. for one (01) year (as on date of issue of RFP) and covering at least 10,000 sqm area;</p> <p>We don't have experience of 1 year for maintenance of such type of property, But we have done almost biggest projects</p>	<p>Clause 1.3.3 of RFP page 22 Eligibility Criteria</p>	<p>Please refer Amendment 2 for amended Clause 1.3.3 of RFP page 22 (Eligibility Criteria).</p> <p>For meeting the eligibility criteria, point (c), the lead member can form consortium with professional facility management company qualifying required experience (refer Clause 1.3.4 of RFP for consortium related matters).</p>

**AMENDMENT 1:** Clause 1.3.2.B.ii (Fixed Parameters), on page 21, and Section 3, point 1.4 page 50 of RFP

Original Clause as per RFP	Modified Clause to be read as																												
<p>ii) <b>Events by Authority:</b> Authority shall have exclusive right to reserve utilization of Convention/Exhibition facility up-to 100 days in a year for events by their representative organizations at following rates:</p> <table border="1" data-bbox="231 478 1448 821"> <thead> <tr> <th>Location</th> <th>Amount (INR per day) exclusive of taxes</th> </tr> </thead> <tbody> <tr> <td>Convention Hall</td> <td>1,00,000 /-</td> </tr> <tr> <td>Covered Exhibition Spaces</td> <td>50,000 /-</td> </tr> <tr> <td>Open Exhibition Spaces</td> <td>30,000 /-</td> </tr> <tr> <td>Meeting Rooms and Business Centre (if required)</td> <td>Free of cost during events and meetings only</td> </tr> <tr> <td>AC Guest Rooms</td> <td>1,000/- per Guest Room</td> </tr> <tr> <td>82 beds in dormitory</td> <td>Free of cost during events and meetings only</td> </tr> </tbody> </table> <p>The Concessionaire shall assist Authority in formulating its Annual Calendar of events. Authority shall notify the Concessionaire of any proposed events at least 90 days in advance.</p>	Location	Amount (INR per day) exclusive of taxes	Convention Hall	1,00,000 /-	Covered Exhibition Spaces	50,000 /-	Open Exhibition Spaces	30,000 /-	Meeting Rooms and Business Centre (if required)	Free of cost during events and meetings only	AC Guest Rooms	1,000/- per Guest Room	82 beds in dormitory	Free of cost during events and meetings only	<p>ii) <b>Events by Authority:</b> Authority shall have exclusive right to reserve utilization of Convention/Exhibition facility up to 100 days in a year for events by Ministry’s representative organizations at <b>rates and escalation</b> as indicated below:</p> <table border="1" data-bbox="1525 478 2742 821"> <thead> <tr> <th>Location</th> <th>Amount (INR per day) exclusive of taxes</th> </tr> </thead> <tbody> <tr> <td>Convention Hall</td> <td>80,000 /-</td> </tr> <tr> <td>Covered Exhibition Spaces</td> <td>40,000 /-</td> </tr> <tr> <td>Open Exhibition Spaces</td> <td>25,000 /-</td> </tr> <tr> <td>Meeting Rooms and Business Centre (if required)</td> <td>Free of cost during events and meetings only</td> </tr> <tr> <td>AC Guest Rooms</td> <td>1,000/- per Guest Room</td> </tr> <tr> <td>82 beds in dormitory</td> <td>Free of cost during events and meetings only</td> </tr> </tbody> </table> <p><b>Above rates shall remain constant for first 3 year of Concession Period and shall be escalated by 15% every 3 years.</b></p> <p>The Concessionaire shall assist Authority in formulating its Annual Calendar of events. Authority shall notify the Concessionaire of any proposed events at least 90 days in advance.</p> <p>For clarity purpose,</p> <ol style="list-style-type: none"> <li>the exclusive right to reserve 100 days every year by the Authority applies to each of the 15 years of Concession Period.</li> <li>Authority shall endeavor to utilise all 100 days for which it has right to reserve Convention/Exhibition facility for organising events by Authority/Ministry’s representative organizations, however, this does not ascertain any commitment of utilization by the Authority.</li> <li>The Authority shall pay only for the number of days utilized for specific location(s) as above.</li> <li>For illustration purpose, an indicative demarcation of various types of spaces/ locations for exhibition/events purposes have been attached as Annexure 1 of Annexure to Response to queries.</li> <li>the above rates are all inclusive (except applicable taxes) and Authority shall not be liable to pay any other additional charges such as electricity, backup services, air conditioning usage, etc.</li> </ol>	Location	Amount (INR per day) exclusive of taxes	Convention Hall	80,000 /-	Covered Exhibition Spaces	40,000 /-	Open Exhibition Spaces	25,000 /-	Meeting Rooms and Business Centre (if required)	Free of cost during events and meetings only	AC Guest Rooms	1,000/- per Guest Room	82 beds in dormitory	Free of cost during events and meetings only
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**AMENDMENT 2:** Clause 1.3.3 of RFP page 22 (Eligibility Criteria)

Original Clause as per RFP				Modified Clause to be read as			
<p><b>1.3.3 Eligibility Criteria</b> The bidders shall meet the following minimum eligibility requirements through supporting documentation to qualify for participation in the bidding process:</p>				<p><b>1.3.3 Eligibility Criteria</b> The bidders shall meet the following minimum eligibility requirements through supporting documentation to qualify for participation in the bidding process:</p>			
<b>Criteria</b>	<b>Description</b>	<b>Required Document</b>	<b>Supporting</b>	<b>Criteria</b>	<b>Description</b>	<b>Required Document</b>	<b>Supporting</b>
<b>Technical Criteria</b>				<b>Technical Criteria</b>			
A.	<b>Lead Member should be Registered under the Companies Act 1956/2013;</b> with min. 3-year experience in hospitality / MICE (Meeting, Incentives, Conference, Exhibitions/ Events) sectors.	Attach true copy of registration certificate		A.	<b>Lead Member should be Registered under the Companies Act 1956/2013;</b> with min. 3-year experience in hospitality / MICE (Meeting, Incentives, Conference, Exhibitions/ Events) sectors.	Attach true copy of registration certificate	
B.	Sole bidder or Lead member shall have experience of successfully executing min. one (01) assignment/facility including its <b>operation, management, marketing and promotions</b> in hospitality/ convention center/ trade fair/ MICE facility for min. for at least one (01) year (as on date of issue of RFP) and covering at least 10,000 sqm area;	Attach true copy of supporting work order, completion certificate as applicable along with duly filled Data Sheet as per Form 11 of Section 4		B.	Sole bidder or Lead member shall have experience of successfully executing min. one (01) assignment/facility including its <b>operation, management, marketing and promotions</b> in hospitality/ convention center/ trade fair/ MICE facility for min. for at least one (01) year (as on date of issue of RFP) and covering at least 10,000 sqm area;  <b>Or</b> <b>Minimum two (02) assignments including operation, management, marketing and promotions in hospitality/ convention center/ trade fair/ MICE facility during past two (02) year (as on date of issue of RFP) with minimum assignment value of Indian rupees seven (7) crore per assignment.</b>	Attach true copy of supporting work order, completion certificate as applicable along with duly filled Data Sheet as per Form 11 of Section 4	
C.	Sole bidder or consortium (maximum 3 members) shall have experience of executing min. one (01) assignment/facility including its <b>operations and facility management</b> in hospitality/ convention center/ trade fair/ MICE facility for min. for one (01) year (as on date of issue of RFP) and covering at least 10,000 sqm area;	Attach true copy of supporting work order, completion certificate as applicable along with duly filled Data Sheet as per Form 11 of Section 4		C.	Sole bidder or consortium (maximum 3 members) shall have experience of executing min. one (01) assignment/facility including its <b>operations and facility management</b> in hospitality/ convention center/ trade fair/ MICE facility for min. for one (01) year (as on date of issue of RFP) and covering at least 10,000 sqm area;	Attach true copy of supporting work order, completion certificate as applicable along with duly filled Data Sheet as per Form 11 of Section 4	
<b>Financial Criteria</b>				<b>Financial Criteria</b>			
D.	Sole bidder or Lead member with aggregate turnover of not less than Rs.10 crores & a net worth of not less than Rs. 3 crores for last three financial years (2013-14,2014-15 & 2015-16).  In case of consortium (maximum 3 members), Lead member to maintain min. 51% stake in consortium and shall be liable to the Authority for every aspect of their proposal, contract etc	1. Duly attested copy from the statutory auditor/ chartered accountant has to be provided certifying Organizations turnover during last three financial years (2013-14, 2014-15 and 2015-16) as per Form 4 of Section 4		D.	Sole bidder or Lead member with aggregate turnover of not less than Rs.10 crores & a net worth of not less than Rs. 3 crores for last three financial years (2013-14,2014-15 & 2015-16).  In case of consortium (maximum 3 members), Lead member to maintain min. 51% stake in consortium and shall be liable to the Authority for every aspect of their proposal, contract etc	1. Duly attested copy from the statutory auditor/ chartered accountant has to be provided certifying Organizations turnover during last three financial years (2013-14, 2014-15 and 2015-16) as per Form 4 of Section 4	

		2. In case of consortium, attach consortium agreement as per Form 7 of Section 4
E.	Bidders should have earned profits in following three financial years (2013-14,2014-15 & 2015-16).	Duly attested copy from the statutory auditor/ chartered accountant has to be provided certifying Organizations profits during last three financial years (2013-14, 2014-15 and 2015-16) as per Form 4 of Section 4
Applicant not barred		
F.	Any applicant, which has earlier been barred by the Authority, or any government entities in India from participating in its projects and the bar subsists as on the Proposal Due Date, shall not be eligible to submit a Proposal.	Undertaking as per Form 5 Undertaking needs to be provided in organizations letter head of sole bidder/ lead consortium member.

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**Revised Formats to accommodate Amendment 2**

**Form-3**

<b>1</b>	<b>Company Information</b>	<b>Details</b>
1.1	Company Name	
1.2	Sole bidder/Lead firm/ Consortium member* *please mention appropriate option.	
1.3	Date of Registration /Incorporation * Sole Bidder/Lead Member shall attach true copy of Registration / Incorporation Certificate	
1.4	Details Address Phone number Email Fax Website	
1.5	Authorized Signatory: <i>Chief Executive/ Head of Operations</i> Name Designation Mobile Number Email Fax	
1.6	Contact Person: <i>Project Leader</i> Name Designation Mobile Number Email Fax	

(Form to be filled by Sole bidder or all members of consortium in case of consortium)

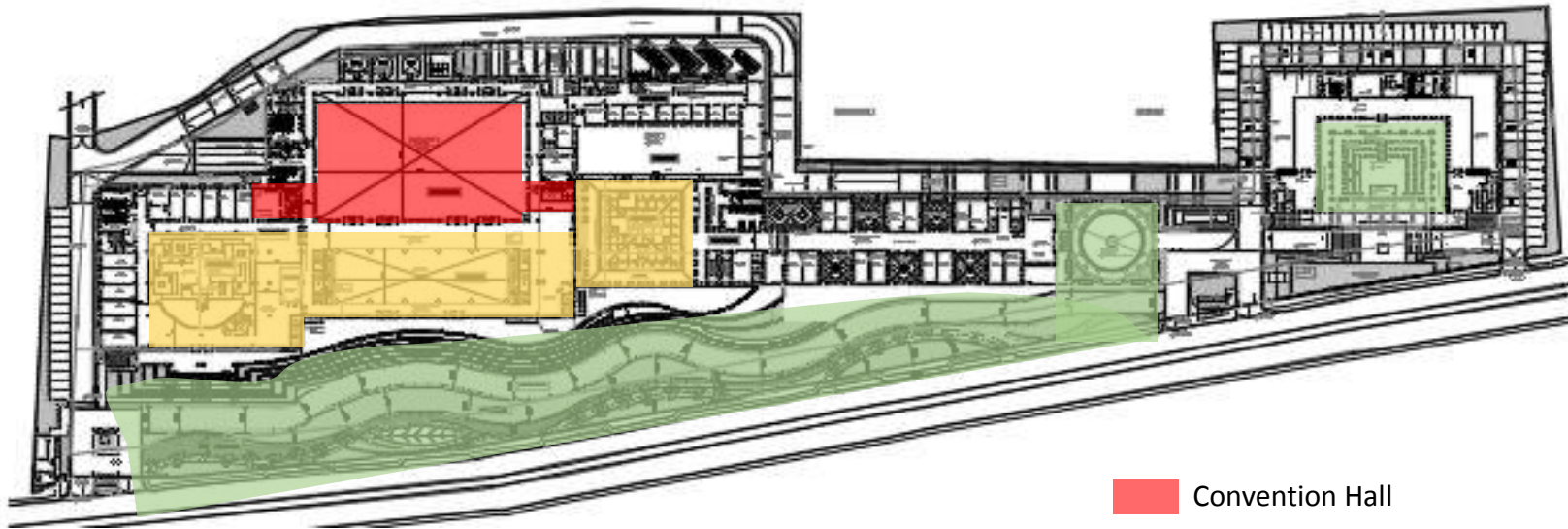
<b>2</b>	<b>Eligibility/Pre-Qualification Criteria and Supporting Documents</b>	<b>Compliance X / √</b>
2.1	<b>Lead Member should be Registered under the Companies Act 1956/2013;</b> with min. 3-year experience in hospitality / MICE (Meeting, Incentives, Conference, Exhibitions/ Events) sectors. Attach true copy of registration / incorporation certificate	
2.2	Sole bidder or Lead member shall have experience of successfully executing min. one (01) assignment/facility including its <b>operation, management, marketing and promotions</b> in hospitality/ convention center/ trade fair/	

	MICE facility for min. for at least one (01) year (as on date of issue of RFP) and covering at least 10,000 sqm area; <b>Or</b> Minimum two (02) assignments including operation, management, marketing and promotions in hospitality/ convention center/ trade fair/ MICE facility during past two (02) year (as on date of issue of RFP) with minimum assignment value of Indian rupees seven (7) crore per assignment.	
	Attach true copy of supporting work order, completion certificate as applicable along with Data Sheet as per Form 11 of Section 4	
2.3	Sole bidder or consortium (maximum 3 members) shall have experience of executing min. one (01) assignment/facility including its <b>operations and facility management</b> in hospitality/ convention center/ trade fair/ MICE facility for min. for one (01) year (as on date of issue of RFP) and covering at least 10,000 sqm area;	
	Attach true copy of supporting work order, completion certificate as applicable along with Data Sheet as per Form 11 of Section 4	
2.4	Sole bidder or Lead member with aggregate turnover of not less than Rs.10 crores & a net worth of not less than Rs. 3 crores for last three financial years (2013-14,2014-15 & 2015-16) (Attach supporting Auditor's /CA certificate). Lead member to maintain min. 51% stake in consortium and shall be liable to the Employer for every aspect of their proposal, contract etc.	
	Duly attested copy from the statutory auditor/ chartered accountant has to be provided certifying Organizations turnover and net worth during last three financial years (2013-14, 2014-15 and 2015-16) as per Form 4 of Section 4 In case of consortium, attach consortium agreement as per Form 7 of Section 4	
2.5	Bidders should have earned profits in following three financial years (2013-14,2014-15 & 2015-16).	
	Duly attested copy from the statutory auditor/ chartered accountant has to be provided certifying Organizations profits during last three financial years (2013-14, 2014-15 and 2015-16) as per Form 4 of Section 4	
2.6	Any applicant, which has earlier been barred by the Authority, or any government entities in India from participating in its projects and the bar subsists as on the Proposal Due Date, shall not be eligible to submit a Proposal	
	Undertaking as per Form 5 Undertaking needs to be provided in organizations letter head of sole bidder/ lead consortium member	
2.7	Have you attached the Rs. 1,00,000/- (Rupees One lakh) Demand Draft for EMD?	
2.8	Have you attached the Consortium agreement with the Proposal? (only in case of a Consortium)	

***Documentary proof is essential without which the proposal may be rejected. Technical and Financial evaluation will be done only for the bidders satisfying the above criteria.***

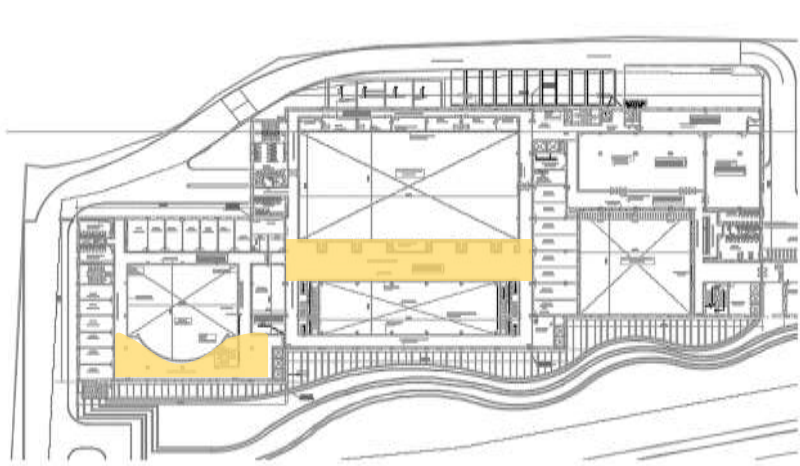
**ANNEXURE to response to queries on RFP for selection of concessionaire for TFC, Varanasi**

**ANNEXURE 1: Indicative demarcation of various types of spaces/ locations for exhibition/events purposes**  
(refer Clause 3.4 and Section 3, point 1.4 of RFP)



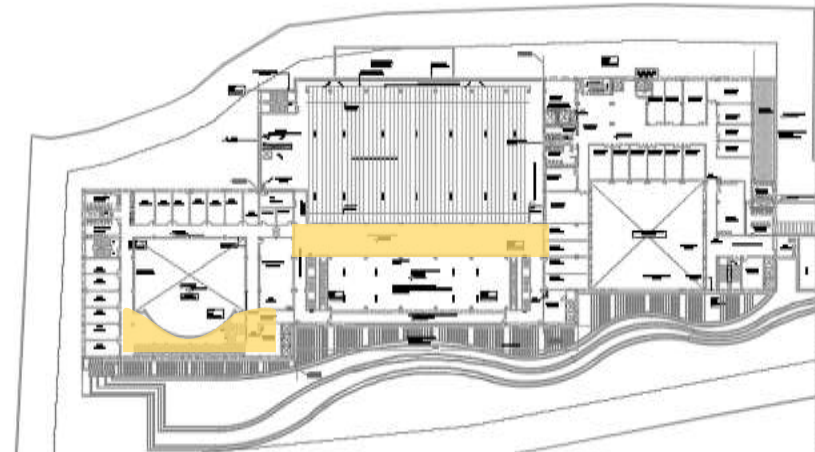
**Ground Floor Plan**

- Convention Hall
- Covered Exhibition Spaces
- Open Exhibition Spaces



**First Floor Plan**

- Covered Exhibition



**Second Floor**

- Covered Exhibition Spaces



## Annexure 2

### Perspective Views of TFC Complex, Varanasi



## Annexure 3

### Latest Photos of TFC Complex, Varanasi



**Marts-cum-Offices**



**Convention Centre**



**Food Court, Restaurant and Accommodation**



**Shopping Arcade**



**Entrance Plaza**