

UTTAR PRADESH TOURISM

RFQ / RFP DOCUMENT



**FOR SELECTION OF CONSULTANT FOR DEVELOPMENT OF
INTERNATIONAL AIRPORT AT KUSHINAGAR
AND
INTEGRATED DEVELOPMENT OF
BUDDHIST CIRCUIT
COVERING AT LEAST SIX BUDDHIST SITES OF U.P.
IN PPP MODE ON DBFOT BASIS**

**COST OF DOCUMENT
Rs.25,000=00**

Uttar Pradesh
Amazing Heritage | Awesome Experiences

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1. BACKGROUND:

The state of Uttar Pradesh is home to six world class sacred sites associated with the life of Lord Buddha. They are Sarnath, Kushinagar, Sravasti, Kapilvastu, Kaushambi and Sankisa. Since the late 19th century, various excavations have been conducted which led to the unearthing of ruins/relics/artifacts at these sites. The sites are of immense interest and importance to Buddhist pilgrims and also constitute a heritage of national and international value.

Government of U.P. has appointed the Principal Secretary, Department of Tourism as nodal officer and Directorate of Tourism as nodal agency to prepare a comprehensive report for development of International Airport at Kushinagar and integrated development of Buddhist circuit covering at least six Buddhist sites of U.P. in Public Private Partnership (PPP) mode (herein after called the project) on Design Built Finance Operate Transfer (DBFOT) basis. To undertake the above task a Consultant has to be appointed to prepare a Comprehensive Feasibility Report, Master Plan of the Project, the Bid Documents and Concession Agreements etc. for selection of Private developer and subsequently to act as Project Management Consultant (PMC).

Kushinagar is one of the six main Buddhist Centers of Uttar Pradesh frequented by pilgrims particularly from East Asia, South-East-Asia and South Asia. An International Airport at Kushinagar will certainly cater to the traffic originating from Japan, China, Taiwan, Myanmar, S. Korea, Bhutan, Singapore, Thailand, Sri Lanka and Nepal and domestic tourists as well.

The main task set ahead for the Department of Tourism, Govt. of U.P. is to create world class tourist infrastructure and facilities in the Buddhist circuit covering the six Buddhist sites with the aim to increase the number of visitor arrival, enhance the visitor experience and spread the benefits of development to surrounding areas. The six Buddhist sites and the Buddhist circuit connected by rail/road/air network are shown in Annexure-A1. Govt. of U.P. owns an Airstrip at Kushinagar and nine tourist complexes with some appurtenant land in the Buddhist circuit which are shown in Annexure-A1.

2. OBJECTIVE:

Objective of Consultancy services is to carry out necessary surveys/studies, preparation of a bankable Comprehensive Feasibility Report (CFR), a Master Plan of the Project, Bid documents and concession agreement, and subsequently to act as Project Management Consultancy (PMC) for setting up of an International Airport at Kushinagar and integrated development of Buddhist circuit covering six Buddhist sites which includes inter-alia development of connectivity of various sites, wayside amenities on the circuit, world class tourism complexes at the identified Buddhist sites or at other potential places on the circuit as also electrification, water supply and other urban amenities on the circuit for sustainable operation of world class tourism, to be implemented in PPP mode on DBFOT basis and accordingly prepare bid documents and concession agreement for selection of developer. The consultancy shall also focus on the significant revenue streams emanating from the non aviation revenues of the Kushinagar International Airport particularly from commercial use of land for hotels,

convention centers, golf resorts, leisure and amusement parks, up market residential and institutional development and allied tourism activities.

Since the project has diverse components and vast geographical spread, Govt. of U.P. requires the services of a Consultant fully capable of providing comprehensive consultancy services for the entire project from conception till commissioning.

3. SCOPE OF CONSULTANCY SERVICES:

Scope of consultancy services is divided into three parts i.e. **Part "A", Part "B" and Part "C"**. **Part-A** would cover the Comprehensive Feasibility Report (CFR) alongwith a Master Plan of the Project and Bid Documents for selection of developer as well as the concession agreement to be signed with the developer of project. **Part-B** shall consist of steps leading to finalization of RFP document and Concession Agreement as well as management of tendering selection of developers and execution of Concession Agreement. **Part 'C'** shall consist of Project Management Consultancy (PMC).

3.1 Part "A"

Part-A would cover the studies which could justify the location of another International Airport in the Buddhist circuit shown at Annexure-A1 covering at least six Buddhist sites (one airport already exists at Varanasi and serves the circuit). The CFR shall include technical and financial possibilities of locating this International Airport at Kushinagar by analyzing vast potential of passenger and cargo movement in the influence zone of Kushinagar International Airport. The influence zone of Kushinagar includes Lumbini at Nepal and Bodhgaya at Bihar. It shall especially focus on the advantages of the Kushinagar site for raising non-aviation revenues through the commercial use of surrounding land. The CFR shall also have to establish the financial viability of the package recommended for integrated development of Buddhist circuit as envisaged in para-2 'objective'.

The consultant shall in Part 'A' cover the following points in detail-

I. FIELD SURVEY:

- 1- Setting up of an International Airport at Kushinagar
The Consultant shall prepare Cadastral maps, Topographical Surveys, Geo-technical Investigations etc necessary for setting up of International Airport.
- 2- Development of Buddhist Circuit encompassing six Buddhist destination and nine tourist complexes of Govt. of U.P. alongwith the appurtenant land as shown in Annexure-A2.
The Consultant shall make site visits & prepare a detailed land use plan for the six Buddhist sites, Airport site and 9 sites of tourism units alongwith real estate appurtenant thereto.
- 3- Development of allied tourism activities at any other appropriate location on the Buddhist circuit shown in Annexure-A1 to promote tourist influx in Buddhist circuit.

The Consultant shall visit the sites and prepare layout plans for allied activities like golf resort, amusement park, convention centers, Hotels, Malls, Multiplexes etc.

II. BACKGROUND STUDY:

The Consultant shall undertake studies/reviews for realizing full potential of Buddhist circuit including-

1. Background review of functioning of air passenger/tourist traffic and cargo services.
2. Review of existing infrastructure as well as obstacles/constraints to the growth of tourist traffic, both domestic and International.
3. Review of policies regarding international aviation bilaterals, exchange rate controls, import/export regulations etc., to assess any changes, modifications that may be required in the Indian context.
4. Identification of the basic requirement of a multi modal (air, rail, road) tourist/passenger and cargo port, its system of functioning and the method of operation of the same.
5. Qualitative analysis for the suitability of Kushinagar for development as an International Airport.
6. Qualitative analysis for suitability of Kapilvastu (where Govt. of U.P. already owns 98 acres of land) for development of mega tourist complexes along with a golf course etc.
7. Review of the functioning of nine units of tourism Department located on the Buddhist circuit and suggests their redevelopment plan to turn them into thriving tourism complexes to be run on PPP mode on DBFOT basis. Consultant will also suggest additional potential places on the Buddhist circuit for development as tourism complexes incorporating the learnings from the development and activities that have been undertaken or have evolved thus far.

III. BASE LINE DATA COLLECTION:

The Consultant shall collect and examine all the available relevant reports/data connected with air passenger movement around the world in general, and Asia (South East Asian countries) in particular with emphasis on movements related to India and the proposed project and further carry out necessary primary and secondary surveys to establish the time series data, which can be used as base data covering, inter-alia.

- 1- Passenger movement at various International Airports in India (domestic as well as international passengers).
- 2- Tourist movement in and through Buddhist circuit by air-rail and road in the influence region of Kushinagar (time series and O-D pattern).
- 3- Volume and O-D pattern of domestic and international mail movement in India, using the airports.
- 4- Study of routes and O-Ds of aircrafts over-flying Kushinagar (cargo as well as passengers) and possibility of utilization of proposed Kushinagar airport by them.

- 5- Master plan for Kushinagar International Airport & time-frame for development.
- 6- Identification of airline (domestic as well as international tourist/passenger, chopper, cargo & "combi" flights) which could be interested in locating their base in Kushinagar.
- 7- Possibility of locating a flying club, aviation institute and aviation maintenance institute at Kushinagar.
- 8- Identification of any other aviation related infrastructure/activity which can be developed in Kushinagar.
- 9- Identification of possible concessions that may be provided to the users of the cargo hub initially.
- 10- Future developments proposed in Kushinagar (e.g. Maitreya Buddha Project) and its hinterland.
- 11- Assessment of the potential commodities at international and national level that can be received, processed/assembled/redistributed from the influence zone of International airport, Kushinagar (Gorakhpur Industrial Development Authority, Kushinagar special area development authority, neighboring area of Bihar & Nepal).
- 12- Identification of major repairs & maintenance facilities.
- 13- Estimation of space requirements for warehouses, and similar facilities etc.
- 14- Intra-city movement for passengers and goods.
- 15- Inter-city, Inter-state and Indo-Nepal movement of passenger and goods.
- 16- Potential of setting up of golf courses, leisure amusement parks, wayside amenities and other tourism related allied activities on the Buddhist circuit.
- 17- Identification of all types of existing and planned tourist facilities and services, restaurants, tour and travel services, tourist information services, shopping, recreation and other types of facilities and services.
- 18- Identification of tourism resources of the historic and religious monuments including the Buddhist, Jain temples and arts, crafts and other cultural features, heritage tourism.
- 19- Identification of Rural Tourism, Traditional Medicinal & Therapy Centre, Yoga & Meditation Centre, Wildlife, Adventure sports, Eco-tourism, Promotion of Film production.
- 20- Any other data, information which may be relevant and useful for this project.

IV. TRAFFIC FORECAST FOR THE PROJECT:

Having established the base line data,

1. The Consultant shall assess the influence zone of Kushinagar International Airport; delineate this influence region by Air, Rail & Road based transport modes, with respect to the existing and proposed Origin & Destination (O-D) pattern and the economics of introduction of the new activities.
2. The Consultant shall assess the requirement of the shippers, transporters, carriers, operators, tour operators, operating at domestic and international level, and identify the facilities to be provided at Kushinagar International Airport

and at any other location on the identified Buddhist circuit shown in Annexure-A1.

3. The Consultant shall identify tourism and allied activities and shall define/recommend such activities which will boost tourist influx.
4. The Consultant shall assess and present a reasonable forecast of air, rail and road tourist/passenger and goods. Based on the growth pattern, the base traffic estimated to be handled at Kushinagar and other proposed destination shall be projected over a time horizon of 30 years. The projections in intervals of 5 years (i.e. 5th, 10th, 15th year etc.) shall be made to assess the facility requirements over a period of time.

V- ASSESSMENT OF FACILITIES REQUIRED:

Various facilities/infrastructure and logistic supports required on the air and land sites for all Buddhist destination and passenger traffic are to be identified and estimated by the Consultant. The Consultant shall prepare the layout plans for the various facilities indicating all the relevant details.

The Consultant shall identify the activities for realizing the full potential of Buddhist circuit in term of the traffic, extending the stay period, creating new entertainment facilities and generating new sources of revenue. The Consultant shall also suggest an action plan to realize the full benefits of Maitreyi Project. The Consultant shall approach this Project keeping in mind the infrastructure and economic development of the entire region and therefore would suggest a methodology to develop a multi-modal connectivity (i.e. by flight, helicopter, rail, road) to all area having tourism potential in the region e.g. Wildlife Sanctuary Katarniya ghat, other eco-tourism and adventure tourism sites and heritage tourism sites.

The facilities/infrastructure shall be systematically automated for optimizing the tourist growth. Based on the results of the tourist forecasts, the Consultant shall identify the planning requirements over the thirty-year-planning horizon for the facilities to handle the projected tourist traffic. This should include, inter-alia, the requirements for the following:

- ❖ Runways and taxiways
- ❖ Aircraft parking stands, defining aircraft mix and stand sizing
- ❖ Passenger terminal and Cargo terminal.
- ❖ Identification and assessment of potential cargo that can be economically handled at the Kushinagar.
- ❖ Work out the economics of stop over of the over-flying crafts at Kushinagar (initially may be for re-fueling and transit facilities only)
- ❖ Assessment of possible diversion of cargo movement from the existing hubs in the middle-east and South-East Asia.
- ❖ Based on the cargo movement by road and rail, study the possibility of development a container freight station and dry port.
- ❖ Parking for cars, buses, cargo vehicles and staff vehicles.

- ❖ Communications. Navigational aids, airfield lighting and meteorological facilities in compliance with ICAO standards.
- ❖ Rail terminal and rail siding facilities.
- ❖ Road-rail interface.
- ❖ Accommodational requirement for tourists on International Airport and the identified Buddhist circuit shown in Annexure-A1.
- ❖ Interface of other tourism related infrastructure and facilities with International Airport and identified Buddhist circuit.
- ❖ Ground transportation within the project area and to the adjoining cities in the influence zone.
- ❖ External utilities.
- ❖ Other services which are necessary for tourist need.

In addition to the above, the following off-site and onsite infrastructure should also be incorporated into the project requirements.

OFF-SITE INFRASTRUCTURE:

The off-site infrastructure shall inter-alia include but will not be limited to:

- 1- Water supply and Power supply.
- 2- Connectivity to all Buddhist centers by expressways & adequate, public transport system etc.
- 3- Infrastructure to facilitate efficient movement of passengers/tourists from hinterland to the Airport.

ON-SITE INFRASTRUCTURE:

The on-site infrastructure shall inter-alia include but will not be limited to:-

- 1- Remodeling, redesigning or creating new infrastructure at the existing airstrip and the existing nine tourist complexes of tourism Department located on the identified Buddhist circuit and shown in Annexure-A1.
- 2- Infrastructure and allied facilities namely hotels, convention centers, exhibition centers, leisure and amusement facilities, shopping malls, software parks etc.
- 3- Infrastructure requirements to permit the efficient transfer of tourists between air, road and rail modes as considered appropriate.
- 4- Suitable take-off point for arterial railway siding marshalling yard including siding for various warehouses and user agencies.

VI. PREPARATION OF MASTER PLAN:

Based on the assessment of facilities the Consultant shall prepare a Master Plan for development of the airport and integrated development of Buddhist circuit. The Master Plan so prepared shall show the location of all main Airport facilities and shall ensure that the airside development proposals are properly integrated with the hub development. The Consultant shall chalk out bulk land/space allotment for various users in the Master Plan of the proposed International Airport and the entire Buddhist circuit shown in Annexure-A-1. The Consultant shall also present alongwith the the Master

Plan, its evaluation parameters namely cost, land use efficiency, phased development, future expansion, aesthetics etc.

The Master Plan shall have three distinct portions.

- a- Master plan of the Kushinagar Airport.
- b- Master plan of the identified land areas near the six Buddhist sites.
- c- Master plan of the nine existing tourist complexes of Department of Tourism, Govt. of U.P. alongwith additional land chunks if needed at or near these locations on the identified Buddhist circuit shown in map Annexure-A-1.

The Master Plan so presented shall integrate various facilities planned in the project area with the developments in the vicinity. The Master Plan shall inter-alia include Tourism Promotion alongwith ancillary facilities such as hotels, commercial areas, banks, communication and other complimentary facilities etc. necessary for its development. While planning for the project, the saleable component of land to be handed over to developer shall be borne in mind and worked out by the Consultant.

Land Requirement:

The Consultants shall assess the land requirements:-

- a- For the various components of the International Airport and other activities which will generate non aviation revenue at the airport site.
 - b- For international standard development of six sites on Buddhist circuit and other suitable vicinity.
 - c- For development of nine existing tourist complexes of Department of Tourism alongwith additional land chunks if needed at/near the locations or at any other appropriate locations of identified Buddhist circuit destinations.
- Cost of the land for various components of tourism infrastructure shall be borne by the developer.

VII. EFFECTIVE OPERATION, MANAGEMENT & MAINTENANCE:

Consultant shall examine the available and emerging state-of-the-art technology for efficient and cost effective operation and management system for the whole project. Consultant would work out and specify minimum performance standards and other output specifications expected from the developer of the project.

VIII. VIABILITY ANALYSIS:

The Consultant shall conduct a viability analysis for the entire project. The analysis shall inter-alia cover the following:-

1. **Cost Estimates:** The Consultant shall estimate the fixed and variable cost of development, operation and maintenance of all the components involved in the International Airport and integrated development of Buddhist circuit covering six Buddhist sites of U.P. and other potential sites with appurtenant land as envisaged in the Master Plan.

2. **Phasing of the Development:** The Consultant shall phase out the development so as to optimize the investment requirement for the development of the project. While doing so, it should be kept in mind that the individual phases are financially viable for operation.
 3. **Estimate of Revenue:** The Consultant shall identify and estimate the various sources of revenue that can be generated from all sources in the operation of the project and other property development. It should be specially kept in mind that the airport will be able to generate maximum revenue out of non aviation activities and all identified tourist complexes on the Buddhist circuit are also profit centre on their own.
- ❖ **Cash flow analysis:** The Consultant shall prepare a cash flow statement indicating the cost, other liabilities and revenue.
 - ❖ **Economic Analysis & Financial Analysis:** The Consultant shall carry out economic and financial analysis and work out the economic and financial rate of return for the project. They shall also conduct a sensitivity analysis, especially considering the future development/expansion of project.
 - ❖ Examine and establish the feasibility of financing the project under Public Private Partnership (PPP) mode on Design Built Finance Operate Transfer (DBFOT) basis with least non-cash contribution from Govt. of U.P.
 - ❖ Examine and suggest suitable legal and institutional frame-work, for implementation, operation and maintenance of deferent components of the project. This would also include policy decisions by the Government, amendments to the existing acts, etc., as may be required.

IX. MARKETING STRATEGY:

Because of its complexity, Tourism draws its appeal from various agencies that build physical and social infrastructure: hotels and resorts, airlines, railways, highways, travel agents, tour operators, institutions, operatives as bus/taxi drivers, vendors, guides etc. The Consultant shall evolve a marketing strategy for successfully marketing the idea among the developer as well as the prospective users for the successful operation of the project. The Consultant shall also list out the incentives to be provided by the concerned authorities to make the project attractive for the users and investors. The Consultant shall also work out long term marketing strategy to enable this project to remain attractive for user agencies and demand responsive. A simple approach will include- total available market; served available market; growth prospects; target consumer and preferences; competition; value package; delivery that meets consumer expectations; impact of environment etc.

X. DEVELOPMENT STRATEGY:

The consultant shall make assessment of major existing segments and untapped segments and their linkages with locations that should govern marketing focus and then phase out develop a strategy for development of the project. It shall have the following two aspects:

1- PHASED DEVELOPMENT:

The Consultant shall phase out the development so as to optimize the investment requirement for the development of the project. For implementation in each phase, various works can be grouped into financially viable packages. The Consultant shall keep in mind the utilization of land, for immediate development while phasing out the project development.

2- IMPLEMENTATION:

The Consultant shall examine the advantages and disadvantages of different PPP mode on DBFOT basis methods by which the project could be implemented and chalk out the implementation strategy in which the details regarding the responsibilities of execution of major work, operation etc., shall be listed. The recommended method under which the same are to be implemented shall be given in detail.

3- PACKAGING OF THE PROJECT:

The Consultant shall suggest an appropriate package for attracting reputed foreign or Indian firms/consortia on Private Public Partnership (PPP) mode on DBFOT basis, for developing and operating the proposed project. It shall be ensured that the project package is in consonance with the existing guidelines of the Government of India regarding Civil Aviation and tourism sector and also the guidelines issued by Govt. of U.P in this regard.

XI. ORGANISATIONAL STRUCTURE:

The Consultant shall identify the various issues and agencies that will need to be co-coordinated for the successful implementation of the project. The Consultant shall evolve an optimal organizational structure, identifying the role of various agencies involved for the management and execution of the project.

XII. SOCIAL AND ENVIRONMENTAL IMPACT ASSESSMENT:

The Consultant shall carry out the social and environmental impact assessments due to the project for identification and quantification of significant social and environmental impacts on the environmental and surroundings including effects on air, noise, traffic congestion, land drainage, aesthetics, heritage monuments, impact on traditional communities etc. The Consultant shall also suggest ways to accomplish project objectives by minimizing adverse social and environmental impacts and to formulate feasible Rehabilitation Action Plan (RAP) and

Environmental Management Action Plan (EMAP) including mitigating measures both during and after construction.

XIII. ESSENTIAL DOCUMENTS FOR NECESSARY CLEARENCES:

The consultant shall prepare all documents necessary to obtain environmental, social, defence and other clearances from GoUP and GOI and their agencies as applicable and assist DG Tourism in procuring all clearances necessary for bidding out the project. This activity may include besides the preparation of reports, preparation of audio-visual presentation in different fora, giving additional information etc., as may be necessary and required by D.G. Tourism, U.P., in connection with the approvals to the project.

XIV PREPARATION OF BID DOCUMENT AND CONCESSION AGREEMENT:

The Consultant shall prepare bid documents including draft concession agreement for inviting bids on Public Private Partnership (PPP) basis on Design Built Finance Operate Transfer (DBFOT) mode for the project. If it is decided to develop the project in different phases the bid document and model concession agreement shall be suggested by the Consultant for each phase.

On the basis of above mentioned studies, assessments and analysis the Consultant shall prepare a comprehensive project report, list of bid documents (RFQ/RFP), concession agreement alongwith the reports which are essential for obtaining necessary clearances and submit it in 15 copies to Director General Tourism, Govt. of U.P.

3.2 Part-'B'

The Consultant shall assist DG (Tourism)/CEC in :-

- a) Finalization of RFP document
- b) Finalization of Concession Agreement
- c) Management of tendering.
- d) Selection of developer for the Project.
- e) Execution of Concession Agreement with the selected developer; and
- f) Any other formalities necessary for completing the set of activities leading to expeditious signing of Concession Agreement.

3.3 Part 'C'

The Consultant shall assist DG (Tourism)/CEC in:-

1. In approving the project implementation plan submitted by the developer for construction works, design and construction management etc.
2. In establishing the monitoring system for project implementation and management.
3. In monitoring of physical execution of works on a quarterly basis for which a QPR format will be prepared by the Consultant. Consultant shall also assist the Department of Tourism, Govt. of U.P. in QPR review till the completion of the project.

4. In assisting in any other manner which is necessary for smooth and timely completion of the project.

3.4 OTHER REQUIREMENTS:

Consultant shall have to set up one office at Lucknow to assist D.G. Tourism and CEC and other offices at suitable places in Buddhist circuit for the management and proper implementation of the entire project. Consultant shall be required to assist DG Tourism in procuring all necessary NO OBJECTION CERTIFICATES and clearances from the concerned authorities of GoUP & GOI on behalf of Department of Tourism, GoUP.

4.0 STUDY DURATION AND DELIVERABLES:

Consultancy services shall begin from the date of the issue of Letter of Award (LOA) i.e. 25th August, 2008. The duration of consultancy services for the activities covered in Part 'A' shall be four weeks to prepare Comprehensive Project Report, Master Plan of the Project, Bid Documents (RFQ/RFP), Concession Agreement and essential documents for necessary clearances. The Master Plan shall be prepared and submitted after collective discussions. Alongwith TEFR and Master Plan Consultant shall submit Bid document (RFQ/RFP) and Concession Agreement to select developer. The Consultant shall submit the time schedule for all the activities and their responsibilities, keeping the following timelines in view-

Report	Broad major essential aspects to be covered	No. of Copies	Date of submission wef. commencement date	Presentation & discussion (after submission)	Approval /permission period
Part- A COMPREHENSIVE PROJECT REPORT	* Field Survey * Background Study * Base Line Data * Traffic Forecast for the project. * Assessment of Facilities required * Preparation of Master Plan * Effective Operation, Management & Maintenance System * Viability Analysis * Marketing Strategy * Development Strategy	15	4 weeks	22/23 Sep.,08	2 days

	* Organizational Structure * Social and Environmental Impact Assessment * Essential Document for Necessary Clearances * Other responsibilities * Preparation of Bid document & Concession Agreement.				
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5. MINIMUM QUALIFYING CRITERIA FOR CONSULTANTS:

The Consultants should satisfy the following minimum parameters.

5.1. TECHNICAL PARAMETERS

5.1.1 For successful Project development of International Airport, experience shall be given weightage in the selection of Consultant. (Annexure-B-3).

5.1.2 Successful selection of Aviation/Tourism Project Developers on PPP basis and finalization of contract agreements during last five years. (List to be given in Annexure-B-5).

5.1.3 Project management consultancy experience of Aviation/Tourism sector during last five years i.e. 2002-03 onwards. (List to be provided in Annexure-B-7).

5.1.4 Availability of technical team as under-

The Consultant shall have to depute a team of professionals as shown below and shall have to take approval of Director General Tourism on the constitution of the team. The team shall have professionals with requisite background having minimum 10 years professional experience in their respective areas of specialization.

Sl.	No. of Specialist	Sl.	No. of Specialist
1.	Team Leader	16	Geo-technical Engineer
2.	Transportation Planner	17	Architect
3.	Logistics Specialist	18	Structural Engineer
4.	Transport Economist	19	Financial specialist
5.	Urban Planner	20	Concession Agreement specialist
6.	Airport Master Planner	21	Instrumentation Engineer
7.	Aeronautical Engineer	22	Electrical Engineer
8.	Aviation Systems Engineer	23	Mechanical Engineer
9.	Information Systems Engineer	24	Railway Engineer
10.	Traffic & Transportation Engineer	25	Utilities Engineer
11.	Quantity Surveyor	26	Expert in Tourism & Travel
12.	Quality Assurance Engineer	27	Agro-export expert

13	Environmental specialist	28	Horticulture specialist
14	Socio-Economic specialist	29	Expert in History/Archeology
15	Expert in HRD	30	Any other professional

The Consultant shall give an affidavit about the experience profile of the specialist members of the team deputed by him at the time of submission of the Bid. However, the team members have to produce employer's certificate in support of experience before signing the Consultancy Agreement.

5.2. FINANCIAL PARAMETERS:

5.2.1 The Consultant should have annual average turnover of at least Rs. 10 Crores (including subsidiaries/holding companies with stake holding of minimum 50%) from the advisory/consultancy services for any three years out of last 4 preceding years i.e. with effect from FY 2003-04.

5.2.2 The Consultant should have net worth (share capital plus free reserves) of at least Rs. 15 Crores as per last audited annual accounts i.e. preferably for financial year 2007-08 but not before 2006-07 including subsidiaries/holding companies with stake holding of minimum 50%).

5.2.3 The Consultant should have net profit after tax during last three financial years.

Note: - Information submitted on Annexure B3, B5, B7, B8 and audited annual accounts for relevant years should be certified by the Chartered Accountant

5.2.4 The Consultants applying in Consortiums will have to submit the information of Para-7.1 and 7.2 in respect of each consortium member individually as well as for the consortium as a whole for the purpose of Minimum Qualifying Criteria and evaluation criteria as per Para-5 & 6.

6. EVALUATION CRITERIA:

6.1 Bids without document fee (ref. para 8.5(1)), earnest money Rs. 5.00 lakh (ref. Para 8.5(2)) and undertaking (ref. Para 9) will be disqualified.

6.2 The offers shall be scrutinized by Consultancy Evaluation Committee (CEC) constituted by Govt. of U.P. on the basis of details provided in Envelop-A (Technical Bid) following the under mentioned criteria :

Sl. No.	Criteria	Weightage (Percentage)	Total marks	Marking system
A	Manpower and technical experience	80	80	
A-1	Project Development Experience of International Airport Project.	25	25	For each development of experience of International Airport* 5 marks. *In case of consortium marks would be assigned in the ratio of stakes in consortium.

A-2	Successful selection of Aviation/Tourism Project Developers through PPP mode.	25	25	a) <u>No. of projects</u> For every successful selection of Aviation/Tourism project developer-1.5 mark (maximum 15 marks) b) <u>Cumulative Projects Cost</u> For every Rs. 500 Cr. worth of project (Aviation/Tourism) cost-1 mark (maximum 10 mark)
A-3	Project Management Consultancy Experience	20	20	a) For each experience of Project management consultancy in respect of projects of not less than 500 cr.- 2 marks will be awarded. (Maximum 10 mark) b) <u>Cumulative Project Cost</u> For every Rs. 200 Cr. worth of project cost-1 Marks (Maximum 10 marks)
A-4	Technical Team	10	10	As mentioned in Para 5.1.4, 0.33 marks for each professional.

B	Financial Strength	20	20	
B-1.	Annual Turnover	10	10	For every Rs. 2 Cr. of turn over-1 mark over & above Rs. 10 Cr.
B-2	Net worth	10	10	For every Rs. 2 Cr. of net worth-1 mark over & above Rs. 15 Cr.

7. SELECTION METHODOLOGY:

7.1 The offers may be submitted in individual capacity or consortium.

7.2 In case of Consortium, the proposal shall be accompanied by a certified copy of legally binding Agreement signed by all firms/partners to the consortium confirming the following therein:

- i. Date and place of signing;
- ii. Purpose of Consortium (must include the details of services for which the consortium has been invited to bid)
- iii. A clear and definite description of the proposed administrative arrangements for the management and execution of the assignment.
- iv. An undertaking that the firms are jointly and severally liable to the Govt. of U.P. for the performance of the services.
- v. The information and address of lead member of the consortium.

7.3 7.3 The duties, responsibilities and powers of the Lead member shall be specifically included in the Contract. It is expected that the lead partner would be authorized to meet liabilities and to receive instructions and payments for and on behalf of the consortium.

7.4 7.4 The minimum eligibility of the consortium shall be evaluated on combined strength of the members/firms. No. member of the consortium shall be allowed to leave the consortium without prior approval of Consultancy Evaluation Committee (CEC), however CEC may permit the substitution of any member of the consortium by a better-qualified member.

- 7.5 The Consortium will be required to submit its MOU/Agreement along with their proposal, however if Govt. of U.P. seeks any modification in the MOU/Agreement, the Consortium shall incorporate the same accordingly. If the consortium is not in a position to submit its MOU/Agreement at the time of submission of bid, lead member will have to give an undertaking to the effect. However the MOU/Agreement amongst the consortium members will have to be submitted before signing of Consultancy Agreement.
- 7.6 For the purpose of submitting information for meeting eligibility & evaluation criteria the consortium has to comply with the condition for submitting information as per sub para-7.4, as above.
- 7.7 The offers received from the applicants would be short-listed based on the minimum qualifying criteria indicated in Para-5.
- 7.8 Applications from applicants who do not submit information in prescribed formats would be liable to rejection.
- 7.9 **Qualifying Criteria : Bidders securing 65% marks in technical bid shall qualify for opening of financial bid.**
- 7.10 The weightage to Technical and Financial bids would be 80% and 20% respectively.

(a) Technical Bid : The total marks obtained out of 100 marks in technical bid shall be scaled down to a maximum of 80 as follows which shall henceforth be the total marks obtained by the bidder against the technical bid:

Marks (max 80) on Tech. Bid (A) = $0.80 \times \text{Marks of Technical Bid under evaluation}$

(b) Financial Bid : The least financial bid would be best financial bid and shall be awarded 20 marks. Other financial bidders would be awarded marks out of maximum 20 based on following formula :

$$\text{Marks (max. 20) on Fin. Bid (B)} = 0.20 \times \left(\frac{\text{Lowest Financial Bid}}{\text{Financial bid under evaluation}} \right) \times 100$$

Total Marks = **A+B**

(c) The bidder scoring maximum Total Marks would be recommended for selection.

8 PROCEDURE FOR SUBMISSION OF BIDS:

- 8.1 The Bid documents can be obtained from the office of the Director General of Tourism. Govt. of U.P. C-13 Vipin Khand, Gomtinagar. Lucknow-226010 on payment of Rs. 25,000/- in the form of Bank Draft or Banker's cheque in favour of the Director General. Govt. of U.P. payable at Lucknow. The Bid document can also be downloaded from the Departmental website <http://www.up-tourism.com>. but in this case the bidder shall have to enclose a Bank Draft or Banker's cheque of Rs. 25,000/- in favour of the Director General. Govt. of U.P. payable at Lucknow.

8.2 The time schedule for obtaining, submission and opening of bids is as under-

1	Address for obtaining and submission of bid document.	(1) Director General, Govt. of U.P., C-13, Vipin Khand, Gomtinagar, Lucknow-226010 Ph. 0522-2308916,2308993, Fax. 2308937 (2) The bid document is also available on: http://www.up-tourism.com The document can be also downloaded from the above Departmental website but in that case the bidder shall have to enclose a Bank Draft/Bankers cheque in favour of The Director General, Govt. of U.P. payable at Lucknow with technical bid.
2	Date & time of commencement of sale of RFQ/RFP Document.	3-8-2008 to 21-8-2008, 10 A.M. to 5 P.M.
3	Last date & time of submission of bids	22-8-2008 upto 1.00 P.M.
4	Opening of technical bid & Evaluation	22-8-2008 at 2.00 P.M.
5	Opening of Financial bid	23-8-2008 12.30 P.M.
6	Issue of LOA to Consultant	25-8-2008

8.3 The bidders shall submit their proposal in one sealed envelope (ENVELOPE-1) superscribing on the top of the envelope "RFQ/REP-SELECTION OF CONSULTANT FOR DEVELOPMENT OF INTERNATIONAL AIRPORT AT KUSHNAGAR & INTEGRATED DEVELOPMENT OF BUDDHIST CIRCUIT COVERING SIX BUDDHIST SITES OF U.P. ON PPP MODE ON DBFOT BASIS positively by 22-8-2008 upto 13.00 hrs (IST) to The Director General, Govt. of U.P., C-13, Vipin Khand, Gomtinagar, Lucknow-226010 on the prescribed format.

8.4 The sealed envelope (i.e.ENVELOPE-1 as mentioned in 8.3 above) should contain two separate sealed envelopes marked as Envelope-2 with superscription "Technical Bids for SELECTION OF CONSULTANT FOR DEVELOPMENT OF INTERNATIONAL AIRPORT AT KUSHNAGAR & INTEGRATED DEVELOPMENT OF BUDDHIST CIRCUIT COVERING SIX BUDDHIST SITES OF U.P.IN PPP MODE ON DBFOT BASIS "(containing documents and information as given in para-8.5) and Envelope-3-Financial Bid for SELECTION OF CONSULTANT FOR DEVELOPMENT OF INTERNATIONAL AIRPORT AT KUSHNAGAR & INTEGRATED DEVELOPMENT OF BUDDHIST CIRCUIT COVERING SIX BUDDHIST SITES OF U.P.IN PPP MODE ON DBFOT BASIS (containing documents and information as given in para-8.6).

8.5 The Technical Bid envelope shall contain -

- (1). Copy of receipt of Rs. 25,000/- (in the form of Bank Draft or Banker's cheque in favour of The Director General, Govt. of U.P. payable at Lucknow.) issued to the Bidder for purchase of tender document if purchased from the Department or a Bank Draft or Banker's cheque of Rs 25000/- in favour of The Director General, Govt. of U.P. payable at Lucknow in case the tender document is downloaded from the Departmental website.
- (2). Earnest Money of Rs. 5.00 lac in the form of Bank Draft or Bankers cheque in favour of The Director General, Govt. of U.P. payable at Lucknow.
- (3). Undertaking on format given in para-9.
- (4). Application form Annexure-B-1.
- (5). Firms/Company/Consortium details on Annexure-B-2 with copy of Memorandum of Association/Article of association in case of companies and also copy of MOU/Agreement in case of consortium as in para-7.
- (6). Project Development Experience of International Airport on Annexure-B-3 & B-4.
- (7). Experience of successful project developers in Aviation/Tourism sectors on PPP basis- on Annexure B-5
- (8). Details of successful project developers in Aviation/Tourism sectors on PPP basis- on Annexure B-6
- (9). Project Management Consultancy Experience on Annexure-B-7
- (10). Details of financial strength of company/consortium on Annexure-B-8
- (11). Details of Technical Team on Annexure-B-9 with an affidavit about the experience profile of the specialist members of the team deputed by him at the time of submission of the Bid. However, the team members have to produce employer's certificate in support of experience before signing the Consultancy Agreement
- (12). The copy of latest income tax return bearing TAN/PAN submitted to Income Tax Officer of the circle concern for the previous 3 financial year.
- (13). Audited financial accounts of last 3 years.

8.6 Financial Bid - Financial Bid shall be submitted in the prescribed format given at Annexure-C. It should be unconditional and should clearly state the acceptance of terms and conditions given in this Document.

9. UNDERTAKING BY CONSULTANT:

The Consultant shall furnish the Undertaking as under as a part of the proposal, on its official letterhead duly signed with proper seal. It is to be attached with technical bid.

'UNDERTAKING'

We certify that-

1. I/We have gone through the bid documents and its terms & conditions and fully understood it. All the terms and conditions are acceptable to me/us.
2. There has been no conviction by a Court of Law or indictment/adverse order by a regulatory authority for a grave offence against us or any of our sister concern. It is further certified that there is no investigation pending against us or our sister concern or the CEO, Directors/Managers/Employees or our concern or of our sister concern. It is certified that if any conflict of interest arises we will intimate the "Director General Tourism, Govt. of U.P." of the same.'

Date : -----

Place : -----

Signature & Seal of Consultant

10. SCHEDULE OF PAYMENT:

The payment shall be made on lump sum basis and is related to the progress and satisfactory completion of tasks. The schedule of payment is envisaged to be in terms of percentage basis of total agreed consultancy fee of respective parts as given under:

No.	Deliverables/ Reports	Payment to be Released	Percentage of agreed Total Fee
1	Part A	On submission and acceptance of Comprehensive Project Report, set of Bid Document (RFQ/RFP) and Concession Agreement alongwith the essential report for the obtaining necessary clearances.	20%
2	Part B	On Finalization of Concession Agreement	10%
		On Final selection of Developer	10%
		On signing of Concession Agreement with the developer	10%
3	Part C	Project Management & Consultancy fee	50%

11. SUCCESS FEE:

It shall be payable at the rate of 30% of the total consultancy fee.

12. PENALTY FOR DELAY:

If the progress of the consultancy is not as per the agreed milestones, the Consultant shall be liable to pay to 5% of the quoted fee as penalty up to two weeks beyond the milestones fixed and in the case of delay of four weeks beyond the milestone fixed the penalty will be 10% of the quoted fee. In case of dispute, the matter will be referred to CEC, whose decision will be final and binding.

13. OTHER TERMS AND CONDITIONS:

13.1 THE BID DOCUMENT:

- (1) Bid document purchased from department is not transferable.
- (2) Intending bidders are required to carefully go through the instructions included in the document and furnish complete information, necessary documents and schedules duly filled in.
- (3) Photocopy of any document shall be acceptable if attested by the person who is authorized to sign the bid document. In case of detection of any forgery, the bid shall be liable to be rejected & Earnest Money Deposit (EMD) shall be forfeited & department may also resort to criminal action against the bidder.
- (4) In case the bidder is a proprietary firm, it should submit the details of the proprietor with his full name and present address of the firm.
- (5) In case the bidder is a partnership firm it should submit the copy of the partnership deed and current address of all the partners of the firm.
- (6) In case the bidder is a company then it should submit memorandum of association and articles of association of the company along with the latest details of Board of Directors of the company.
- (7) In case the bidder is a joint venture then it should submit the copy of joint venture agreement along with memorandum of association, article of association and latest details of Board of Director of each company forming Joint Venture in case of companies.
- (8) In case the bidder is a consortium then it should submit the copy of MOU/Agreement along with their REQ, however if Govt. of U.P. seeks any modification in the MOU/Agreement, the Consortium shall incorporate the same accordingly. If the consortium is not in a position to submit its MOU/Agreement at the time of submission of bid, lead member will have to give an undertaking to the effect that they will submit before signing of the Agreement.

13.2 EARNEST MONEY DEPOSIT:

- (1) Any Bid not accompanied by an EMD shall be rejected summarily
- (2) EMD of unsuccessful bidders who have not been technically qualified/short listed will be released after finalization of technical bids and EMD of remaining bidder shall be released only after successful bidder has entered into an agreement with the department after receiving security deposit/performance guarantee from the successful bidder on the basis of financial bid. No interest is payable to the bidder by the department on EMD.
- (3) The EMD shall be forfeited:
 - (a) If the successful bidder withdraws the bid or modify the offer before or after opening of the bid, while the bid is still valid.
 - (b) If the successful bidder fails within the specified time limit to furnish the required security deposit or/and sign the Agreement.

13.3 INCOME TAX:

Bidder shall have to submit the copy of latest Income Tax Return bearing Permanent Account Number (PAN/TAN) submitted to the Income Tax Officer of the circle concerned, for the previous three financial years along with the bid.

13.4 ALTERNATIVE PROPOSALS BY BIDDERS:

Bidder shall submit offer, which fully complies with the requirements of the bid document, including the conditions of contract, Conditional offers or alternative offers shall not be considered in the process of bid evaluation.

13.5 SIGNING OF THE BID :

- (1) Bid shall be signed by the bidder or by his duly authorized person holding power of attorney for signing the bid document. A copy of registered power of attorney shall accompany the bid.
- (2) In case the bid is submitted by a proprietary firm, it shall be signed by the proprietor giving his full name and also full name of his firm with present address.
- (3) In case the bid is submitted by a partnership firm, it shall be signed by all the partners. In such a case, the firm would have to declare one of its partners as lead partner. All the correspondence would be done in the name of lead partner only.
- (4) If the bid is submitted by a company, it shall be signed by a duly authorized person holding power of attorney for signing the bid document. A certified copy of registered power of attorney shall accompany the bid.
- (5) If the bid is submitted by a joint venture or consortium of two or more individuals or a corporate body or collaborator entity or companies, the authorized representatives of each part of the joint venture/consortium shall sign it. A certified copy of registered power of attorney in favour of the authorized representative, signed by legally authorized signatories of all the partners of the joint venture/consortium shall accompany bid document. All partners of the joint-venture shall be jointly or severally liable for execution of the contract in accordance with the terms and conditions laid down in the bid. In such a case, the one of the Joint venture/consortium firm would have to be declared as lead firm. All the correspondence would be done in the name of lead firm only.
- (6) The composition or the constitution of the joint venture/consortium shall not be altered without the prior consent of the CEC, in case consent is accorded, the new joint venture/consortium so constituted shall execute fresh agreement with the CEC.
- (7) The original bid shall be printed, typed or written in ink, and shall be signed by a person or persons duly authorized to sign on behalf of the bidder. All pages of the bid and where entries or amendments have been made shall be initialed by the person or persons signing the bid.
- (8) The bid shall ordinarily contain no alterations or additions, except those to comply with instructions issued by the department, or as may be necessary to correct errors made by the bidder, in which case the person or persons signing the bid shall initial such corrections.
- (9) All witnesses and sureties shall be persons of status and probity. Their full names, occupations and addresses shall be provided below their signatures. All signatures shall be dated.
- (10) Overwriting shall be avoided and corrections, if any, shall be made by crossing out, initialing, marking the date and rewiring. All pages of the application shall be numbered, initialed and submitted as a package. All the information/details to be supported by authentic documents duly certified by the authorized signatory.

13.6 COST OF BIDDING:

- (1) The bidder shall bear all costs associated with the preparation and submission of its Bid, including cost of presentation for the purposes of clarification of the Bid if any. Department in no case be responsible or liable for those costs regardless of the conduct or outcome of the bidding process.
- (2) Any bidder wishing to undertake site visits for familiarization with site conditions may do so. For any guidance/assistance in this respect, bidder may contact Office of Director General of Tourism, U.P., Lucknow. All costs towards site visits, conference and submission of documents shall be borne by the bidders themselves.

13.7 AMENDMENTS IN THE BID DOCUMENTS:

- (1) At any time prior to last date of submission of bid, department reserves the right to modify the document by issuing an amendment.
- (2) CEC may, at its discretion extend the last date for the receipt of bids which shall be published in News papers.

13.8 BIDS RECEIVED LATE:

The Bids received after date and time fixed for submission shall not be entertained. The CEC shall have full discretion regarding opening of bids, received after stipulated date & time. CEC is not responsible for delay, loss or non- receipt of documents sent by post/courier/or other means.

13.9 MODIFICATION OF BIDS:

Withdrawal or modification of bid after submission of bids shall not be allowed.

13.10 LOCAL CONDITIONS:

It will be imperative on each bidder to fully acquaint himself /themselves with the local conditions and factors, which would have any effect on the performance of the Consultancy and/or the cost of the service asked for in the tender.

13.11 DEPARTMENT'S RIGHT TO ACCEPT ANY BID AND TO REJECT ANY OR ALL BIDS:

- (1) The decision of the CEC regarding the opening of bids, evaluation and acceptance of the bid shall be final and binding on all the bidders.
- (2) The CEC reserves the right to accept or reject any bid, and to annul the bidding process and reject all bids at any time prior to award of Contract, without thereby incurring any liability to the affected bidder or bidders or any obligation to inform the affected bidder or bidders of the grounds for the department's decision.

13.12 The specifications of various items of works related International Airport should be as per ICAO guidelines, AAI standards (current prevailing international standard practices) and norms prevailing in the state for designing and construction in concerns sites according to master plan or building by-laws shall be adhered to, if any. For any item not covered in above mentioned specifications and guidelines,

the Consultant shall propose/draft the appropriate specifications.

13.13 PERFORMANCE GUARANTEE:

The successful bidder shall have to deposit performance guarantee in the shape of bank guarantee, which shall be Rs. 1.00 Crore or 10% of the consultancy fee whichever ever is higher. The bank guarantee shall initially be for a period of one year from the issuance date and shall, by due process, be extendable for the entire consultancy period. 50% of the performance guarantee shall be released within a week of signing of the concession agreement with the developer. Remaining of the 50% of Bank guarantee shall be refunded after satisfactory commissioning of the project and submission of NO CLAIM CERTIFICATE against GoUP.

14. DROP DEAD FEE:

Drop dead fee shall be payable to Consultant by Department of Tourism if the project is dropped/abandoned. The drop dead fee shall be 10% of the remaining consultancy fee as compensation, after he has been paid for the work done upto start of drop date period.

15. EMPLOYER'S WORKERS COMPENSATION INSURANCE:

The Consultants shall take Employer's Workers Compensation Insurance Policy in respect of personnel of the Consultant and any of the Sub-Consultants in accordance with relevant provisions of applicable law.

16. TERMINATION OF THE AGREEMENT:

1- The Government of U.P. shall have a right to terminate the agreement if the the Consultant commits breach of any condition by giving a notice of 30 days to the Consultant. Breach of Contract include, but are not limited to, the following:

- (a) It is found that the time schedule of implementation of the scheme is not being adhered to.
- (b) The Consultant stops work for a period exceeding 30 days & such stoppage has not been authorized by the CEC.
- (c) The department gives notice to correct a particular defect/irregularity and the Consultant fails to correct such defects/irregularity within a reasonable period of time determined by the government.
- (d) In case the Consultant fails to carry out the instructions/orders issued by the GoUP from time to time during the currency of the agreement and fails to comply with the laws applicable in the State.
- (e) The Consultant fails to deliver any or all of the obligations within the time period(s) specified in the agreement, or any extension thereof granted by GoUP.
- (f) The Consultant fails to perform any other obligation(s) under the agreement.

In case of termination of agreement GoUP shall have right to forfeit the security deposit and invoke the performance bank guarantee.

2- If the work on the assignment is stopped for period of atleast 30 days the Consultant may also terminate the agreement by giving a notice of 30 days to Government of U.P.

3- The agreement may also be terminated at any time by mutual consent.

17. DISPUTE AND SETTLEMENT:

In case of any dispute with respect to the terms of Agreement, the matter may be represented to DG Tourism by the selected Consultant after giving a notice of 30 days. The matter shall be examined and put up to Principal Secretary, Tourism, Govt. of U.P. for decision. In case the dispute is not resolved at the level of Principal Secretary, Tourism, Govt. of U.P. the matter shall be referred to Infrastructure and Industrial Development Commissioner (I.I.D.C).

If after 30 days from the commencement of such direct negotiations at the level of I.I.D.C the dispute is not resolved it shall be settled by arbitrator under the Arbitration and Conciliation Act, 1996 and his decision would be final, binding on both the parties.

The Arbitration and Conciliation Act 1996 and the rules made there under and any statutory modification or re-enactments thereof, shall apply to the arbitration proceedings.

The venue of the arbitration shall be Lucknow, U.P.

Pending the submission of and/or decision on a dispute, difference or claim or until the arbitral award is published; the Consultant shall continue to perform all its obligations under this agreement without prejudice of final adjustment in accordance with such award.

18. LEGAL JURISDICTION:

Any legal dispute arising out of the contract shall be settled at the Court of Law located at Lucknow.

ANNEXURE- A-1

Nine Units of Buddhist Circuit



ANNEXURE-A-2

DETAILS OF PROPERTIES

1. Existing Airstrip at Kushinagar, in 150 hectares on which the International Airport is proposed.
2. 98 Acres of land at Kapilvastu.
3. Details of nine accommodational units alongwith appurtenant land in Buddhist Circuit as shown in Annexure-A1.

S. N.	Name of Unit	Area (in sq. meter)	Capacity Room/ Bed
1	Tourist Bungalow, Sarnath	4633.65	10/48
2	Tourist Bungalow, Gazipur	4375	8/16
3	Tourist Bungalow, Doharighat	5330	7/14
4	Tourist Bungalow, Ramgarhtal (Gorakhpur)	28960	37/76
5	Pathik Niwas, Kushinagar	15730	42/64
6	Tourist Bungalow, Sunauli	17365	20
7	Tourist Bungalow, Kapilvastu	10000	4/8
8	Tourist Bungalow, Sravasti	25747.38	10/36
9	Tourist Bungalow, Sankisa	4744	16

ANNEXURE-A-3

Distances of Buddhist Places from International Airport Varanasi

Distances in Km.

Varansi I A	Sarnath	8
	Gazipur	72
	Dohrighat	153
	Ramgarh Tal (Gorakhpur)	212
	Sunouli	305
	Kapilvastu	300
	Srawasti	284
	Sankisa (via Kanpur to Allahabad)	481
	Kaushambi	178

Distances of Buddhist Places from Proposed International Airport at Kushinagar

Distances in Km.

Kushinagar (Proposed I A)	Sarnath	276
	Gazipur	193
	Dohrighat	130
	Ramgarh Tal (Gorakhpur)	51
	Sunouli	134
	Kapilvastu	155
	Srawasti	253
	Sankisa (via Lucknow)	575
	Kaushambi (via Azamgarh)	398

ANNEXURE-B-I

APPLICATION LETTER
(On the letter head of the Consultant)

Date :

To

The Director General,
Tourism, U.P.
C-13, Vipin Khand, Gomtinagar,
Lucknow-226010

**SUB : SELECTION OF CONSULTANT FOR INTERNATIONAL AIRPORT
AT KUSHINAGAR & DEVELOPMENT OF EXISTING TOURIST
INFRASTRUCTURE WITH REAL ESTATE AND ALLIED TOURISM
ACTIVITIES IN BUDDHIST CIRCUIT, U.P., IN PPP MODE.**

Dear Sir,

**Being duly authorized to represent and act on behalf
of..... (Hereinafter referred to as "the Bidder"), and having
reviewed and fully understood all of the requirements of the Request
for appointment of consultant and information provided, the
undersigned hereby apply for the project referred above.**

**I/We are enclosing the following in one original plus two copies,
with the details as per the requirements of the notice inviting RFQ for
your evaluation.**

i) Earnest Money of Rs. 2.50 lac (Rs. Two Lac Fifty Thousand) (Vide
Demand Draft no., of <.....Name of Bank.....> dated
..... drawn in favour of Director General Tourism, U.P. payable at
Lucknow)

ii) Undertaking as per Para 9 of RFQ

iii) All other document/informations as para 8.5 relating to Technical Bid .

**I/We understand that DIRECTOR GENERAL TOURISM, U.P.
reserves the right to reject any application without assigning any reason.**

**I/We also understand that application along with annexure and
formats not completed in all respects is liable to rejection.**

Yours sincerely.

Signature

Name (Authorized Signatory)

<Company/Consortium Name>

Date :

Encl :

ANNEXURE-B-2

DETAILS OF THE CONSULTANT

1. NAME OF THE CONSULTANT'S FIRM:
2. REGISTERED OFFICE:
3. DATE OF INCORPORATION
4. CONSTITUTION OF CONSULTANT FIRM
5. MAIN BUSINESS ACTIVITIES
6. DETAILS OF MAIN BRANCHES
7. DETAILS OF CONTACT PERSONS
 - 7.1 NAME
 - 7.2 DESIGNATION
 - 7.3 CONTACT NO.
 - 7.4 MOBILE NO.
 - 7.5 FAX NO.
 - 7.6 EMAIL ID
 - 7.7 POSTAL ADDRESS

(Signature of Authorized signatory)

ANNEXURE-B-3

FORMAT FOR TECHNICAL BID

PROJECT DEVELOPMENT EXPERIENCE OF AIRPORT

S.No.	Name of Sector	Name of Project developed in India and abroad.	Project Cost (Rs. in crores)

Total

(Signature of Authorized signatory)

This is to certify that the above information has been examined by us on the basis of relevant documents; books of accounts & other relevant information and the information submitted above is as per record and as per details annexed.

Signature, Address, Seal & Membership No. of Chartered Account

ANNEXURE-B-4

DETAILS OF THE PROJECTS INDICATED IN "B-3"

Assignment Particulars	Applicants to fill up the details here	Reference Page no.
1. Title of the Project & its sector		
2. Entity/Client for which the Project was developed		
3. Date of Commencement of project		
4. Date of Completion of project		
5. Cost of the Project		
6. Detail of consultancy services provided (attach work order/MOU in support)		
7. Fees of project (attach work order/MOU in support)		
8. Brief narrative of project		
9. PPP model (BOT/BOLT/BOOT etc.) in which project was developed		
10. Date of signing of Concession Agreement with selected Developer		
11. Current Status of the project		
12. Proof of satisfactory completion of project (satisfactory completion certificate in support)		

Note-

1. Each assignment details be provided on separate sheet. In the absence of any.
2. One of the above or any other documentary evidence in support of above claim to the satisfaction of CEC, the information would be considered inadequate and could lead to exclusion of relevant project in assessment of experience.

(Signature of Authorized signatory)

ANNEXURE-B-5

SELECTION OF PROJECT DEVELOPER AVIATION/TOURISM SECTOR ON PPP BASIS

Sl. No.	Name of Project	Project Cost	Name of Developer	Date of Signing Concession Agreement	Type of PPP model

(Signature of Authorized signatory)

This is to certify that the above information has been examined by us on the basis of relevant documents & other relevant information and the information submitted above is as per record and as per details annexed.

Signature, Address, Seal & Membership No. of Chartered Accountant

ANNEXURE-B-6

Details of PROJECTS indicated in B-5.

PARTICULARS OF PROJECT DEVELOPER	Applicants to fill up the details here	Reference Page no.
1. Name of Project		
2. Name of Developer (attach documentary proof e.g. Letter of Intent/MoU/Client Certificate)		
3. Date of selection of Developer (attach documentary proof e.g. Letter of Intent/MOU/Client Certificate)		
4. Cost of Project		
5. Date of signing of Concession agreement (attach documentary proof e.g. Letter of Intent/MoU/Client Certificate)		
6. Current Status		

Note: 1. Each project details be provided on separate sheet.
2. In the absence of any one of the above or any other documentary evidence in support of above claim to the satisfaction of CEC, the information would be considered inadequate and could lead to exclusion of relevant project in assessment of experience.

(Signature of Authorized signatory)

ANNEXURE-B-7

FORMAT FOR

PROJECT MANAGEMENT CONSULTANCY EXPERIENCE (PRIVATE/PPP/JOINT VENTURE PROJECTS)

Sl. No.	Name of Project	Project Cost	Name of Developer	Date of Signing Concession Agreement	Type of PPP/ Private/JV

(Signature of Authorized signatory)

This is to certify that the above information has been examined by us on the basis of relevant documents & other relevant information and the information submitted above is as per record and as per details annexed.

Signature, Address, Seal & Membership No. of Chartered Accountant

ANNEXURE-B-8**FORMAT FOR
FINANCIAL STERNGTH OF THE CONSULTANT
(INCLUDING ITS 50% SUBSDIARIES)**

(Rs. in Cr.)

Yr ending	Capital	Reserves	Net Worth	Profit/ loss	Total Turn- Over	Advisory/ Consultancy Services Turnover
FY 05						
FY 06						
FY 07						
FY 08						

(Signature of Authorized signatory)

This is to certify that the above information has been examined by us on the basis of relevant documents, books of accounts & other relevant information and the information submitted above is as per record.

Signature, Address, Seal & Membership No. of Chartered Accountant

ANNEXURE-B-9

FORMAT FOR TECHNICAL TEAM

Sl.	No. of Specialist	Sl.	No. of Specialist
1.	Team Leader	16	Geo-technical Engineer
2.	Transportation Planner	17	Architect
3.	Logistics Specialist	18	Structural Engineer
4.	Transport Economist	19	Financial specialist
5.	Urban Planner	20	Concession Agreement specialist
6.	Airport Master Planner	21	Instrumentation Engineer
7.	Aeronautical Engineer	22	Electrical Engineer
8.	Aviation Systems Engineer	23	Mechanical Engineer
9.	Information Systems Engineer	24	Railway Engineer
10.	Traffic & Transportation Engineer	25	Utilities Engineer
11.	Quantity Surveyor	26	Expert in Tourism & Travel
12.	Quality Assurance Engineer	27	Agro-export expert
13.	Environmental specialist	28	Horticulture specialist
14.	Socio-Economic specialist	29	Expert in History/Archeology
15.	Expert in HRD	30	Any other professional

Signature

Name (Authorized Signatory)

<Company/Consortium Name>

Date.....

Place.....

NOTE:- The Consultant shall give an affidavit about the experience profile of the specialist members of the team deputed by him at the time of submission of the Bid. However, the team members have to produce employer's certificate in support of experience before signing the Consultancy Agreement.

**FORMAT FOR FINANCIAL BID
FINANCIAL BID**

(On the letterhead of the Bidder)

To

The Director General,
Tourism, U.P.
C-13, Vipin Khand, Gomtinagar,
Lucknow-226010

**SUB : SELECTION OF CONSULTANT FOR INTERNATIONAL AIRPORT
AT KUSHINAGAR & DEVELOPMENT OF EXISTING TOURIST
INFRASTRUCTURE WITH REAL ESTATE AND ALLIED TOURISM
ACTIVITIES IN BUDDHIST CIRCUIT, U.P., IN PPP MODE.**

Sir,

I/We have perused the proposal document for subject assignment and other details and am/are willing to undertake and complete the assignments as per terms and conditions stipulated in the proposal document.

I/We quote the lump-sum cost as Rs.....
(Rs.....) inclusive of all taxes for International Airport at Kushinagar & development of existing tourist infrastructure with real estate and allied tourism activities in Buddhist Circuit, U.P. in ppp mode.

I/We also hereby agree to all terms and conditions set out with the RFQ/ RFP documents.

This offer is valid for a period of 3 months from the date of opening of the bid (bid due date).

Witnesses Signature

Signature of Authorized Signatory

Name:

Name:

Address:

Address:

ANNEXURE-D**CHECK LIST
(Mandatory)**

Sl. No.	Details	References	Pl. Tick (√)
Envelope - Technical Bid Containing Following:			
(1)	Document fee of Rs. 10,000/-	Para-9.3(1)	
(2)	Earnest Money Deposit	Para- 9.3(2)	
(3)	Undertaking	Para- 10	
(4)	Application form	Annexure-B-1	
(5)	Company/Consortium details	Annexure-B-2	
(6)	Project Development Experience (Summary)	Annexure-B-3	
(7)	Project Development Experience (Details)	Annexure-B-4	
(8)	Materialization of PPP Projects	Annexure-B-5	
(9)	Details of each PPP Projects handled	Annexure-B-6	
(10)	Project Management Consultancy Experience	Annexure-B-7	
(11)	Details of financial strength of company/consortium	Annexure-B-8	
(12)	Technical Team	Annexure-B-9	
(13)	Project development experience of Airport	Annexure-B-10	
(14)	MOU/Article of Association		
(15)	MOU/Agreement -Certified copy		
(16)	(Copy of latest income tax return with TAN/PAN		
(17)	Audited financial accounts of previous 3 Years		
(18)	Details of the pending litigation/contingent liabilities		

Signature

Name (Authorized Signatory)

<Company/Consortium Name>

Date.....

Place.....

ANNEXURE-E

BID DOCUMENT RECEIPT

For selection of consultant for International Airport at Kushinagar & development of existing tourist infrastructure with real estate and allied tourism activities in Buddhist circuit, u.p., in PPP mode. To be received upto 1500 hrs, on _____, 200 .

1. Submitted in the office of the Director General Tourism, Government of U.P., Lucknow. Time Date

Issued to M/s
.....
.....

Director General, Tourism, U.P.
Lucknow.