

**Pre-Bid Queries and Responses**

**Tender:** Selection of Agency for Installation, operations, maintenance and dismantling of tented accommodation at various locations en-route to Shri Amarnathji shrine in Jammu and Kashmir.

**Name of the Bidder: Pavillion & Interiors (I) Pvt. Ltd.**

Sr. No	Clause/Pg. No.	Original Clause in RFP	Suggested Change/ Clarification sought by Bidders	Response to Queries
1	Page 30, Sl.4.1.4 Eligibility Criteria	<p>The agency must have executed at least one mass gathering event of One Lac persons during past five financial years. The Bidder should have erected &amp; run at least one tented city or equivalent project with related infrastructure and hospitality services at a national or state level housing a minimum of either:</p> <p>1 project where 1,00,000 people have been housed (accommodated) at a location for a minimum of three days; OR</p> <p>2 projects where 50,000 people have been housed (accommodated) (Form 3 and Work Order/completion certificate from Board should be submitted for the same).</p>	<p>We would like to bring to your notice regarding the Eligibility Criteria conditions, point no. 4 which states that "The agency must have executed at least one mass gathering event of One Lac persons during past five financial years. The Bidder should have erected &amp; run at least one tented city or equivalent project with related infrastructure and hospitality services at a national or state level housing a minimum of either: 1 project where 1,00,000 people have been housed (accommodated) at a location for a minimum of three days; OR 2 projects where 50,000 people have been housed (accommodated) (Form 3 and Work Order/completion certificate from Board should be submitted for the same)".</p> <p><i>In our humble opinion this is way higher than the requirements for the particular event where less than 50,000 people are to be housed across 6 locations. And hence we request you to consider downgrading the eligibility criteria nearer to the actual requirements.</i></p>	Revised in Corrigendum

**Name of the Bidder: GKS Projects & Events**

2	Page 13, Clause no. 3.1, "Overall Responsibilities of the Operator"	<p>The Operator shall be responsible for providing and managing all facilities inside the tent site including but not limited to - front office, kitchen, restaurant, room service, cleaning and maintenance of toilets, drinking water facility, hot water supply, electricity supply, cleanliness, garbage disposal, security, up-keeping of the structures, etc.</p>	<p>Overall responsibilities of the operator</p> <p>a. It is mentioned that the operator shall manage managing all facilities inside the tent site including but not limited to - front office, kitchen, restaurant, room service, cleaning and maintenance of toilets, drinking water facility, hot water supply, electricity supply, cleanliness, garbage disposal, security, up-keeping of the structures, etc.</p> <p><b>Comment :</b> <i>Management of Kitchen, restaurant and room service should not be in scope of our work. It should be responsibility of the agency managing food and beverages.</i></p> <p>b. <i>Cloak Room Management: Similarly, responsibility of managing the cloak room should be in the scope of the authority should be in the scope of the authority</i></p>	Terms of RFP are Clear. No change in RFP
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3	Page 13, Clause no. 3.1, "Overall Responsibilities of the Operator"	The operator shall manage the tented facilities including housekeeping like maintaining toilets, drinking water facility, water supply for other works, electricity supply, cleanliness, garbage disposal, security, upkeep of the structures etc.	<p>Electricity &amp; Water Connection:</p> <p>a. In such events, it is difficult to estimate the actual consumption and usage of electricity and water, therefore the cost of the same is borne by the government and the connections are provided at each site location. The internal connections wiring, cabling, and plumbing is done by the agency.</p>	SASB will facilitate for provision of the Electricity and water supply up to the Tent Cities . However, the distribution system within the Tent city and network of water supply shall be the sole responsibility of the Agency The electricity and water supply charges shall be borne by the Agency on actual basis as per the units being consumed.
4	Page 22, Clause no. 3.1, "Overall Responsibilities of the Operator"	The Operator would have to incur expenditure necessary to prepare the site (including levelling), provide, setup, run and manage the tents and related infrastructure & hospitality services as one point solution provider for the entire duration of the event	Site Leveling: Given the time constraints, we request to provide level land to us before the start of installation period and the same should be managed by the authority.	Terms of RFP are Clear. No change in RFP
5	Page 14, Clause no. 3.1, "Overall Responsibilities of the Operator"	Temporary construction will be permissible and be preferred for the bathroom units having hot water connection, the design for the same shall be approved prior to construction of such structures at the venue.	<p>Toilets &amp; Washroom (Point (x))</p> <p>a. Hot Water Connection can only be provided at selected points within the site. It is extremely expensive and difficult to provide hot water at each unit of the bathroom</p>	<p>Hot water shall be provided at Tented cities of Baltal and Domail.</p> <p>For Dormitories, Hot water to be provided at selected points which shall suffice the requirement based on the no. of beds per structure.</p> <p>For Deluxe Dormitories and Super Deluxe accommodation, hot water connections shall be provided in each bathroom.</p>
6	Page 12, Clause no. 3.1,	Provision for Medical facilities & security to be operated by the Government	<p>Page No 12 Point Medical Room</p> <p>a. It is mentioned that security and medical facilities will be taken care by the authority. However, it is also mentioned within the scope that medical room will be manned by a trained nurse.</p> <p>Comment: Request you to have medical and security staff and necessary medical equipment to be provided by the authority. The operator will only be able to provide the construction of medical facility per site</p>	<p>Terms of RFP are Clear. No change in RFP</p> <p>The overall security will be provided by the Government. However, it is clarified that the safety and security of the infrastructure created by the agency shall be the sole responsibility of that Agency.</p>

7	Page 13, Clause no. 3.1, "Overall Responsibilities of the Operator"	The Operator shall also be responsible for managing the allocation of room in the tent city at the site. The system should provide a seamless systematic method for bed allocation at the event, to avoid disorder at the venue.	Allocation of Room: The operator can only provide a transparent software for room/bed management. However, as this is a government service to the pilgrims, the responsibility of managing the room allocation should be the responsibility of the authority and not the operator. Further the collection of fees/security money for the same should also be the responsibility of the authority.	Day to Day management of the Tent city shall be the sole responsibility of the Agency/Operator as per the booking modalities communicated by the board.
8	Page 13, Clause no. 3.1, "Overall Responsibilities of the Operator"	For this purpose the operator shall be required to provide a list of the manpower to be deployed along with the names and duties allocated at the time of signing of the work contract failing which the contract will be cancelled and security amount shall be forfeited.	It is required to provide the list of manpower deployed within 2 days after the award of LOA failure to which will result in cancellation of the contract.  <i>Comment: It is difficult to provide the list of all manpower in such short notice as different types of manpower will arrive at different stages. Therefore, it is requested to allow us to provide manpower in phased manner and as in when the manpower arrives on site.</i>	The list of the personells engaged in the construction of the stretch should reach this office within 05 days of the LoA for operation and management of the site. Their credentials should reach this office by or before 15th June, 2022.
9	Page 15, Clause no. 3.1, "Overall Responsibilities of the Operator"	Security related arrangements shall have to be worked out by the Tent Provider with the Police and relevant department, the cost of such arrangements shall be borne by the operator.	It is mentioned that provision if security is to be managed by the authority. However, the term security is also mentioned in various places within the scope of work. a. It will not be possible to provide security personal at such an sensitive area and therefore, such security arrangements should be done by the authority itself. b. Further, authority should also ensure security of operator personal at the Point P Point i  <i>Comment: It is not possible to bear the cost of electricity and water connection from authority. The same should be borne by the authority. We will undertake the responsibility of distribution of electricity and water from one location to internal areas of the site</i>	Refer query #6
10	Page 24, Clause no. 3.1, "Overall Responsibilities of the Operator"	The Tent Provider shall clear the site on possession and hand over back the site once the tent facility is over in to pre-tent facility condition within seven days of the completion of event.	Dismantling period: It is mentioned that the operator must complete the di- installation within 7 days of the completion of the Yatra. a. For event of such magnitude, at least 30 days will be required to finish the dismantling process	Revised in Corrigendum

11	Page 27, Clause no. 3.3, "Payment Schedule"	<table border="1"> <thead> <tr> <th>S.No</th> <th>Milestone</th> <th>% of Payment</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Mobilization advance against Bank Guarantee of same amount.</td> <td>25% of total value</td> </tr> <tr> <td>2</td> <td>100% Material delivery on-site</td> <td>25% of total value</td> </tr> <tr> <td>3</td> <td>After 30 days of Yatra commencement</td> <td>25% of total value</td> </tr> <tr> <td>4</td> <td>After uninstalation of the Structure and site clearance and after submission of all the documentation necessitated by the Board</td> <td>25% of total value</td> </tr> </tbody> </table>	S.No	Milestone	% of Payment	1	Mobilization advance against Bank Guarantee of same amount.	25% of total value	2	100% Material delivery on-site	25% of total value	3	After 30 days of Yatra commencement	25% of total value	4	After uninstalation of the Structure and site clearance and after submission of all the documentation necessitated by the Board	25% of total value	<p>Payment Terms:</p> <p>We request you to kindly revise the terms of Payment Terms as follows</p> <p>10 % Mobilization advance against the BG  20% as and when material reaches the site  20% Completion of the Structural Work  20 % on the Start of Yatra  15% after 30 days of the Yatra  15 % of finishing the Yatra and dismantling of structures</p>	Terms of RFP are Clear. No change in RFP
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**Name of the Bidder: EYAK Ventures Pvt Ltd**

12	Page 30, Sl.4.1.4 Eligibility Criteria	<p>Financial Capacity: The Bidder should have minimum Average Annual Turnover of INR 10 crore in the last 3 financial years.</p> <p>The agency must have executed at least one mass gathering event of One Lac persons during past five financial years. The Bidder should have erected &amp; run at least one tented city or equivalent project with related infrastructure and hospitality services at a national or state level housing a minimum of either:  1 project where 1,00,000 people have been housed /accommodated/ arranged at a location for a minimum of three days; OR  2 projects where 50,000 people have been housed (accommodated)</p> <p>The Operator must have successfully implemented at least Single work order of the value of least Rs.4 crores in any one year during the past five (5) financial years.</p>	<p>Please find below our request for changing of eligibility criteria :-</p> <ol style="list-style-type: none"> <li>1. The last financial year turnover has to be 10 Cr</li> <li>2. One event attended by for than 50000 person</li> <li>3. Single work of more than 4 crore</li> </ol>	Refer query #1 for pt. No. 2. Other terms remain unchanged as decided by the Board.
13		General query	- Is water and electricity available at all site ?	Refer query #3
14		General query	- Does the bidder have to arrange for power back up as well?	Yes, the bidder provide power backup at all times on each site.
15		General query	- What is arrangement of removal of Gray water from site?	The vendor will have to make necessary arrangements for holding/management within the tent city. The exit/disposal solution for the same shall be provided by the Board to the succesful bidder in due course of time.
16		General query	- Will security arrangements be provided by the Government?	Refer query #6

17		General query	- Will there be a concerned person from the department at each site for allotment of dormitory beds and tents?	Refer query #7
<b>Name of the Bidder: Hitkari Productions</b>				
18	Page 32, Sl.4.2 Technical Criteria	<p>Bidder's minimum average annual financial turnover (in Equivalent accommodation &amp; hospitality only) in last three financial years (2019-20, 2020-2021 and 2021-2022, ending March, 2022)</p> <p>Score: 20 marks:&gt;20 Crores average annual financial turnover during the last 3 years 15 marks: &gt;INR 15 to 20 Cr average annual financial turnover during the last 3years 10 marks: &gt;INR 10 – 15 Cr. average annual Financial Turnover over last 3 years 2019-2020 2020-2021 2021-2022 In case of non-availability of audited statement, provisional certificate can be provided for the year 2021-2022</p>	The financial turnover for 20 points in technical should be from Audited Financial from 2018 to 2021 as these are the fina figures of operator.	Terms of RFP are Clear, No change in RFP.
19	Page 30, Sl.4.1.4 Eligibility Criteria	The Operator must have successfully implemented at least Single work order of the value of least Rs.5 crores in any one year during the past five (5) financial years.	<p>kindly peruse Point 5 under Item 4.1 Eligibility Criteria. The same may please be modified from: ".....Single work order of the value of at least Rs.5 crores in any one year during the past five (5) financial years" to ".....Single work order of the value of at least Rs.5 crores during the past five years prior to tender date".</p>	As per RFP
20	Page 6, Sl.2 data Sheet	Rs. 20.00 lakh (Rupees twenty lakh only) in the form of Demand Draft in favour of "Shri Amarnathji Shrine Board" payable at Jammu.	<p>kindly refer to point 2 of Data Sheet (page 6 of document) Please clarify whether Processing Fee and EMD are payable separately, i.e., at Srinagar and Jammu, respectively, or at one place.</p>	Revised in Corrigendum
21	Page 13, Clause no. 3.1, "Overall Responsibilities of the Operator"	The Operator shall also ensure the development of a transparent booking	<p>kindly refer to page 13 (Over responsibilities of the Operator) This is regarding online booking. Whether the online booking of accommodation will be governed by operator or by board? In case it is to be done by operator, will it be linked to the Board website and the cost of this is to be charged extra?</p>	Refer query #7
<b>Name of the Bidder: Lallooji &amp; Sons</b>				

22		General query	<p>We are interested in bidding for the above mentioned project and are looking forward to work with you.</p> <p>As these location are remote and difficult to access we would request you to arrange for a visit of all locations at your convenience, as this is the first time a project of this magnitude is being envisioned during the Amarnathji Yatra. This will enable us to understand the logistics and help get you the best services and rates. We will reach Srinagar/Jammu as per your communication in the next two days.</p> <p>We would request you to extend the final date of submission by at least 5-7 days.</p>	Revised in Corrigendum. The bid submission date is hereby being extended to 21st May till 4 pm.
<b>Name of the Bidder: IDEST Associates LLP</b>				
23	Page 32, Sl.4.2 Technical Criteria	<p>Experience of providing, construction of running temporary accommodation / tented accommodation including hospitality Services</p> <p>Score:</p> <p>15 marks–10 years and above</p> <p>10 marks–7-9 years</p> <p>5 marks – more than 5 years</p>	<p>Experience of providing, construction of running temporary accommodation / tented accommodation including hospitality Services</p> <p>Score:</p> <p>15 marks– 4 years and above</p> <p>10 marks– 3 years</p> <p>5 marks – more than 2 years</p>	Terms of RFP are Clear, No change in RFP.
24	Page 32, Sl.4.2 Technical Criteria	<p>Experience of running Temporary housing / accommodation/ tented accommodation Including hospitality for at least 25,000 people</p> <p>Score:</p> <p>15 marks: 1,00,000 people &amp; above</p> <p>10 marks:50,000-75,000 people</p> <p>5 marks: 25,000-50,000 people</p>	<p>Experience of running Temporary housing / accommodation/ tented accommodation Including hospitality for at least 5,000 people</p> <p>Score:</p> <p>15 marks: 15000- 20000 people &amp; above</p> <p>10 marks:10,000-15,000 people</p> <p>5 marks: 5,000-10000 people</p>	Terms of RFP are Clear, No change in RFP.

25	Page 32, Sl.4.2 Technical Criteria	<p>Bidder's minimum average annual financial turnover (in Equivalent accommodation &amp; hospitality only) in last three financial years (2019-20, 2020-2021 and 2021-2022, ending March, 2022 Score:</p> <p>20 marks:&gt;20 Crores average annual financial turnover during the last 3 years</p> <p>15 marks: &gt;INR 15 to 20 Cr average annual financial turnover during the last 3years</p> <p>10 marks: &gt;INR 10 – 15 Cr. average annual Financial Turnover over last 3 years 2019-2020 2020-2021 2021-2022 In case of non-availability of audited statement, provisional certificate can be provided for the year 2021-2022</p>	<p>Bidder's minimum average annual financial turnover (in Equivalent accommodation &amp; hospitality only) in last three financial years (2019-20, 2020-2021 and 2021-2022, ending March, 2022 Score:</p> <p>20 marks:&gt;10 Crores &amp; above average annual financial turnover during the last 3 years</p> <p>15 marks: &gt;INR 7 to 10 Cr average annual financial turnover during the last 3years</p> <p>10 marks: &gt;INR 05 – 7 Cr. average annual Financial Turnover over last 3 years 2019-2020 2020-2021 2021-2022 In case of non-availability of audited statement, provisional certificate can be provided for the year 2021-2022</p>	Terms of RFP are Clear, No change in RFP.
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