

Development, Operation, and Maintenance of 5 star hotel and retail outlet village at Mawkhanu Knowledge City, Meghalaya under the Design, Build, Finance, Operate, and Transfer (DBFOT) model on Public Private Partnership (PPP)

No.M/D-Tour/Tech/27/2026/41

Dated Shillong the 4th June, 2026.

Pre bid Response.

Project Name: Development, Operation, and Maintenance of 5 star hotel and retail outlet village at Mawkhanu Knowledge City, Meghalaya under the Design, Build, Finance, Operate, and Transfer (DBFOT) model on Public Private Partnership (PPP)

S.No	RFP Clause & Page Number	Existing RFP clause	Queries/Suggestion/Clarification sought by the bidders	Response to Queries
1	<p>Clause 2.7 (a) Upfront Premium, Page No. 22</p> <p>Clause 1.1.6. Bid Document Fee, Page No 12</p>	<p>2.7 Pay-outs to the Authority a) Upfront Premium i. Upfront Premium for the Project: INR 7 Crore (Rupee Seven Crore only) ii. Upfront Premium to be paid prior to or simultaneous to signing of the Concession Agreement. iii. This amount is not refundable in any circumstances except if the Concession Agreement is terminated due to Authority not being able to complete its Condition Precedents as per</p> <p>1.1.6 A non-refundable fee of INR 20,000/- (Rupees twenty thousand only) to be paid through online.</p>	<p>We propose to develop an upscale 5-star hotel under an international brand, along with a high-end retail outlet village, with an estimated total investment of approximately INR 200 Crore. This integrated development is expected to significantly boost tourism, generate employment opportunities, and contribute to the long-term economic growth of the region.</p> <p>1. We respectfully submit our request for a reduction in the upfront premium for the above-mentioned project from INR 7 Crore to INR 5 Crore.</p> <p>2. Additionally, we request clarification regarding the re-tender fee. As we have already paid this fee once, kindly confirm whether it is required to be paid again.</p>	<p>1. Accepted, The Clause 2.7 (a) shall be read as, a) Upfront Premium i. Upfront Premium for the Project: INR 5 Crore (Rupee Five Crore only)</p> <p>2. Tender is not required to be paid again.</p>

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<p style="text-align: center;">2</p>	<p style="text-align: center;">Clause 2.7 Pay-outs to the Authority, Page No. 22</p>	<p>2.7 Pay-outs to the Authority a) Upfront Premium: INR 7 Crore (Rupee Seven Crore only) b) Annual Concession Fees ("ACF") – INR 1,00,000 with escalation @ 10% in every three years c) Annual Lease Rental for the Project: INR 7 lakhs (Rupees Seven Lakhs) Annual Lease Rental will be escalated @ 10% in every three years d) Revenue Share amount ("Revenue Share Amount") for the Project shall be calculated at __ % of Gross Revenue (as quoted by the Bidder) from the Project.</p>	<ol style="list-style-type: none"> 1. We request the Authority to reduce the amount of upfront premium to Rs. 1 crores. 2. We request the Authority to allow payment of upfront premium over the 3 years of construction period. 3. We request the Authority to clarify that ACF of Rs. 1 lac is for the entire project area. 4. We request the Authority to clarify that ALR of Rs. 7 lac is for the entire project area. 	<ol style="list-style-type: none"> 1. The Clause 2.7 (a) shall be read as, <ol style="list-style-type: none"> a) Upfront Premium <ol style="list-style-type: none"> i. Upfront Premium for the Project: INR 5 Crore (Rupee Five Crore only) 2. RFP condition prevails 3. Yes, Annual Concession Fees is for the entire project 4. Yes, Annual Lease Rent of INR 7 Lakh is for the entire project
<p style="text-align: center;">3</p>	<p style="text-align: center;">Clause 3.2.6, Minimum Eligibility Criteria A. Technical Capacity Page no. 30</p>	<p>3.2.6 Minimum Eligibility Criteria A. Technical Capacity I. CRITERIA: A- HOSPITALITY EXPERIENCE- The Bidder should have an experience of developing or owning or managing and operating hotel(s) / resort(s) property with a minimum of 500 keys in aggregate, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date.</p>	<ol style="list-style-type: none"> 1. We request the Authority to change the Criteria A in order to attract suitable bidders to participate in the bidding process. 2. We request the Authority to clarify whether a hotel property under construction (civil structure ready, fit-out is in progress) will be considered or not. 3. We request the Authority to change Criteria A or add following criteria as an option to Criteria A: "The Bidder should have an experience of developing or owning or managing and operating a single hotel / resort property of 5 star rating with a minimum of 200 keys, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date." 	<ol style="list-style-type: none"> 1. RFP Condition Prevails 2. RFP Condition Prevails 3. RFP condition prevails

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4		General	<ol style="list-style-type: none"> 1. We request the Authority to provide the soil testing report of the project site, if available. 2. We request the Authority to advise on the availability of manpower required for the construction activity. 3. We request the Authority to advise on the challenges which may be faced in the construction and post construction phase, that we must keep into consideration. 	<ol style="list-style-type: none"> 1. The Authority does not have a soil testing report available. Accordingly, the selected bidder shall undertake the required soil investigation at its own cost. 2. The number of manpower to be deployed shall be decided by the selected bidder based on operational requirements 3. Many hospitality Project are being implemented by the Authority, no such challenges has been faced so far during construction. However, it is the responsibility of the bidder to ascertain the challenges based on their experience.
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 Director of Tourism
 Meghalaya, Shillong.