

**DEPARTMENT OF TOURISM
GOVERNMENT OF MEGHALAYA**



invites

REQUEST FOR PROPOSAL (RFP)

for

Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership

February 2026

(This document is meant for exclusive purposes of submitting the proposal against this RFP document and shall not be transferred, reproduced or otherwise used for purposes other than that for which it is specifically issued)

Volume 1:
Instructions to Bidders (ITB)

DISCLAIMER

The information contained in this Request for Proposal (RFP) document or subsequently provided to Bidders, whether verbally or in documentary form by or on behalf of **Tourism Department, Government of Meghalaya** or any of its employees or advisors (herein referred to as “**Authority**”), is provided to “**Bidders/Applicants**” on the terms and conditions set out in this RFP document and any other terms and conditions subject to which such information is provided.

The RFP contains brief information about the project for the Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP) (herein referred to as “**Project**”), by a private participant being the Selected Bidder selected through a competitive Bidding Process. The purpose of this RFP is to provide the Bidder(s) with information that may be useful to them in the formulation of their bids (including Financial Bids) (the “**Bids**” or “**Proposal**”) pursuant for this RFP and for no other purpose.

This RFP document is not a contract and is not an offer or invitation to any other party. The purpose of this RFP document is to provide the Bidders with information to assist the formulation of their proposal submission. This RFP document does not purport to contain all the information each Bidder may require. This RFP document may not be appropriate for all persons, and it is not possible for the Authority and their employees or advisors to consider the investment objectives, financial situation and particular needs of each Bidder. Certain Bidders may have a better knowledge of the proposed Project than others. Each recipient must conduct its own analysis of the information contained in this RFP document or to correct any inaccuracies that may appear in this RFP document and is advised to carry out its own investigation into the proposed Project, the legislative and regulatory regimes which apply thereto and by and all matters pertinent to the proposed Project and to seek its own professional advice on the legal, financial, regulatory and taxation consequences of entering into any contract or arrangement relating to the proposed Project.

Information provided in this RFP to the Bidder(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The possession or use of this RFP in any manner contrary to any applicable law is expressly prohibited. The Bidders shall inform themselves concerning, and shall observe, any applicable legal requirements. The information does not purport to be comprehensive or to have been independently verified. Nothing in this RFP shall be construed as legal, financial or tax advice.

The Authority, its employees, advisors or consultants make no representation or warranty and shall have no liability to any person, including any Bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise including the accuracy, adequacy, correctness, completeness or reliability of the RFP and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in any way for participation in this Bid Stage. Neither the information in this RFP nor any other written or oral information in relation to the Bidding Process for implementing the Project or otherwise is intended to form the basis of or the inducement for any investment activity or any decision to enter into any contract or arrangement in relation to the Project and should not be relied as such.

The Authority its advisors/ consultants/ representatives/ employees accept no liability of any nature whether resulting from negligence or otherwise, howsoever caused, arising from reliance of any Bidder upon the statements contained in this RFP.

The Authority may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, data, statements, assessment or assumptions contained in this RFP or change the evaluation or eligibility criteria at any time or annul the entire Bidding Process.

The issue of this RFP does not imply that the Authority is bound to select or to appoint the Selected Bidder, for the Project and the Authority reserves the right to reject all or any of the Bid or Bids without assigning any reasons whatsoever.

The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its Bid including costs relating to submission and maintenance of various fees, undertakings and guarantees required pursuant to this RFP and also any cost relating to updating, modifying or re-submitting its Bid pursuant to the RFP being updated, supplemented or amended by the Authority. All such costs and expenses will be incurred and borne by the Bidder and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the Bidding Process (hereinafter defined).

The Bidders are prohibited from any form of collusion or arrangement in an attempt to influence the selection and award process of the Bid. Giving or offering of any gift, bribe or inducement or any attempt to any such act on behalf of the Bidder towards any officer/employee/ advisor/ representative of the Authority or to any other person in a position to influence the decision of the Authority for showing any favour in relation to this RFP or any other contract, shall render the Bidder to such liability/penalty as the Authority may deem proper, including but not limited to rejection of the Bid of the Bidder and forfeiture of its Bid Security.

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Project Summary

SI No	Parameters	Details																																
1.	Project Title	Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)																																
2.	Project Scope (Refer Section 2 for details)	<p>This RFP is floated for selection of private player for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership</p> <p>Scope of work for the Project entails:</p> <ul style="list-style-type: none"> ▶ Preparation of a Detailed Project Report (DPR) for the Project as per following asset classes in compliance with applicable local building byelaws, tourism infrastructure norms, environmental and heritage conservation regulations, and any specific guidelines issued by the Authority/Government of India. ▶ The Selected Bidder shall design, develop, construct and operationalize the following asset classes within the identified land parcels: <table border="1"> <thead> <tr> <th>Product Mix</th> <th>Name of Facilities</th> <th>Minimum Built Up Area (Sq. ft)</th> <th>Land Area (Acre)</th> </tr> </thead> <tbody> <tr> <td>MICE</td> <td>Convention, Exhibition etc.</td> <td>5,50,000.00</td> <td>15.00</td> </tr> <tr> <td>Hospitality</td> <td>5- star Hotel</td> <td>2,50,000.00</td> <td>5.00</td> </tr> <tr> <td>Hospitality</td> <td>Service Apartment</td> <td>4,00,000.00</td> <td>6.00</td> </tr> <tr> <td>Golf course</td> <td>18 holes</td> <td>75,000.00</td> <td>125.00</td> </tr> <tr> <td>Film studio</td> <td>Film shooting, recording etc. (Outdoor & Indoor shooting)</td> <td>1,50,000.00</td> <td>10.00</td> </tr> <tr> <td>Commercial</td> <td>Office & warehouse</td> <td>1,00,000.00</td> <td>2.00</td> </tr> <tr> <td>Commercial</td> <td>Retail, theatres, f&b, well ness spa & retreat, café, hall of frame</td> <td>1,00,000.00</td> <td>2.00</td> </tr> </tbody> </table> <p>The above components shall be developed in an integrated manner in accordance with the approved Master Plan and DPR</p> <ul style="list-style-type: none"> ▶ Financing for Development, Operation and Maintenance of the 	Product Mix	Name of Facilities	Minimum Built Up Area (Sq. ft)	Land Area (Acre)	MICE	Convention, Exhibition etc.	5,50,000.00	15.00	Hospitality	5- star Hotel	2,50,000.00	5.00	Hospitality	Service Apartment	4,00,000.00	6.00	Golf course	18 holes	75,000.00	125.00	Film studio	Film shooting, recording etc. (Outdoor & Indoor shooting)	1,50,000.00	10.00	Commercial	Office & warehouse	1,00,000.00	2.00	Commercial	Retail, theatres, f&b, well ness spa & retreat, café, hall of frame	1,00,000.00	2.00
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Sl No	Parameters	Details										
		<p>Project</p> <ul style="list-style-type: none"> ▶ Undertake Operation & Maintenance of the Project for the Concession Period and transfer the property on transfer date. ▶ Obtaining all approvals as may be required for the implementation and Operation & Maintenance of the Project. ▶ Compliance with all applicable laws, rules, regulation, stipulations and guidelines as applicable and amended from time to time. 										
3.	Authority	Tourism Department, Government of Meghalaya										
4.	Implementation Format	Public Private Partnership (PPP)										
5.	Concession Format	Design-Build-Finance-Operate-Transfer (DBFOT)										
6.	Institutional Structure for Implementation	The Selected Bidder (single entity or consortium of entities), shall undertake to incorporate a Special Purpose Vehicle (SPV) under the Companies Act, 2013 as such prior to execution of the Concession Agreement (the “ Concessionaire ”) that shall be exclusively responsible for designing, engineering, financing, procurement, construction, marketing, operation, management and maintenance of the Project under and in accordance with the provisions of the Concession Agreement, to be entered into between the Concessionaire and the Authority.										
7.	Term of the Agreement (Concession Period)	<p>The Concession Period shall be 60 (Sixty) Years from the Appointed Date which includes Five Years for construction/development.</p> <p><i>The Concession Period may be extended subject to satisfactory performance of the Concessionaire and terms and conditions as stipulated in the Concession Agreement and at the sole discretion of the Authority.</i></p>										
8.	Minimum Development Obligations (MDOs)	<p>The Minimum Development Obligation shall include development of following product mix:</p> <ol style="list-style-type: none"> 1. Meetings, Incentives, Conferences and Exhibitions (MICE) facilities, in accordance with the specifications, standards, and requirements set forth in the Concession Agreement, within a period of 36 (thirty-six) months from the Appointed Date. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Facility</th> <th>Capacity (# of pax)</th> </tr> </thead> <tbody> <tr> <td>Plenary hall</td> <td>3000</td> </tr> <tr> <td>Convention hall</td> <td>1800</td> </tr> <tr> <td>Special purpose hall</td> <td>1500</td> </tr> <tr> <td>Auditorium</td> <td>2000</td> </tr> </tbody> </table>	Facility	Capacity (# of pax)	Plenary hall	3000	Convention hall	1800	Special purpose hall	1500	Auditorium	2000
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Plenary hall	3000											
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SI No	Parameters	Details	
		Banquet hall	1200
		Meeting rooms	1666
		Exhibition hall 1	2 lakhs sq. ft
		Exhibition hall 2	1.5 lakhs sq. ft
		<p>2. Development of 18 holes golf course along with minimum 75,000 sq. ft built up area for golf club facility. The golf club shall comprise a restaurant, bar, café, gym, library, banquet, auditorium etc. and other allied amenities and facilities as applicable within 36 (thirty-six) months from the Appointed Date as per the specifications provided in the Concession Agreement.</p>	
		<p>3. Development of an upscale hotel (adhering to the minimum standards of a 5 Star Category Upscale Hotel) with all ancillary amenities including minimum 250 Rooms, Restaurants, Cafes, Meeting rooms & Banquet facilities, Spa, Swimming Pool, Water sport activities and other facilities as applicable within 36 (thirty-six) months from the Appointed Date as per the specifications provided in the Concession Agreement.</p>	
		<p>4. Development of Service Apartment, comprising a minimum of 270 dwelling units, together with all requisite infrastructure and ancillary amenities, in accordance with the specifications, standards, and requirements set forth in the Concession Agreement, within a period of 60 (sixty) months from the Appointed Date.</p>	
<p>5. Development of Film Studio with required facilities for outdoor and indoor film shooting in accordance with the specifications, standards, and requirements set forth in the Concession Agreement, within a period of 60 (sixty) months from the Appointed Date.</p>			
<p>6. Development of Office and Warehousing facilities, suitably integrated to support and complement film shooting and studio-related activities, in accordance with the specifications, standards, and requirements set forth in the Concession Agreement, within a period of 60 (sixty) months from the Appointed Date.</p>			
<p>7. Retail, Theatres, Food & Beverage outlets, Wellness Spa & Retreat, Café etc., suitably integrated to support and complement film</p>			

SI No	Parameters	Details
		shooting and studio-related activities, in accordance with the specifications, standards, and requirements set forth in the Concession Agreement, within a period of 60 (sixty) months from the Appointed Date.
9.	Consortium (Refer Clause 3.3 for details)	Maximum 3 members (including the Lead Member)
10.	Appointed Date	<ul style="list-style-type: none"> ▶ The date of issuance of Certificate of Compliance after fulfilment of Conditions Precedent by both the Parties. The Certificate of Compliance if issued at two different dates, the issuance of the Certificate of Compliance at later date shall be reckoned as Appointed Date. ▶ Appointed Date shall be achieved within 180 (one hundred and eighty) days of date of signing of Concession Agreement, subject to extension as per terms of Article 4 of Draft Concession Agreement.
11.	Selection Process (Refer Clause 4.1 for details)	<p>Step 1 – Assessment of Technical Capacity and Financial Capacity to determine Technically Qualified Bidders (Detailed process outlined in Clause 4.1)</p> <p>Step 2 – Financial Proposals of only Technically Qualified Bidders shall be opened to select the Bidder</p>
12.	Expected CAPEX (Estimated Project Cost)	<p>Expected CAPEX: INR 1298 Crore</p> <p><i>Note- The estimated Capital Expenditure (CAPEX) is indicative in nature and pertains to the development of proposed product mix. The assessment of actual costs, however, will have to be made by the Bidders.</i></p>
13.	Bid Variable (Refer Clause 2.6 for details)	<p>Bidder quoting the lowest capital grant ("Grant")</p> <p>The Grant shall constitute the sole criteria for evaluation of Bids. The Project shall be awarded to the Bidder seeking the lowest Grant.</p>
14.	Maximum capital grant available for implementing the project (Maximum Threshold)	<p>16.25% of Estimated Project Cost subject to maximum INR 210.92 Crore</p> <p>Note- The Bidder shall quote a capital grant ("Grant") that is within or below the specified Maximum Threshold. Any Financial Proposal quoting a Grant in excess of the Maximum Threshold shall be deemed non-responsive and shall be rejected. In such cases, the Bid Security submitted by the Bidder shall be forfeited.</p>
15.	Selected Bidder	The term "Selected Bidder" shall mean the technical qualified Bidder who is seeking the lowest Grant shall be the Selected Bidder.
16.	Financial Covenants (Refer Clause 3.21 for	<p><u>Non-Refundable Bid Document Fee (Payable online):</u></p> <p>INR 1,30,000/- (Rupees one lakh thirty thousand only)</p>

SI No	Parameters	Details
	details)	<p><u>Bid / Proposal Security:</u></p> <p>INR 13 Crore (Rupees thirteen crore only)</p> <p><u>Performance Security:</u></p> <p>The Selected Bidder shall furnish Performance Securities before signing the Concession Agreement in the manner as mentioned below:</p> <ul style="list-style-type: none"> ▶ From the date of execution of the Concession Agreement till COD: INR 26 Crores with validity of 60 (sixty) days beyond the Construction/Development period ▶ From COD till expiry of Concession Period: INR 10 Crore with validity of 60 (sixty) days beyond the Concession Period <p><i>Note: Performance Security of Concession Period shall be renewed and escalated every 5 years based on WPI of every fifth year.</i></p>
17.	Consideration to Authority	<p>Described in detail in Clause 2.7</p> <ul style="list-style-type: none"> ▶ The Concessionaire shall reserve the MICE Facilities for use by the Government of Meghalaya for a period of up to 30 (thirty) days in each Calendar Year during the Concession Period. The Government of Meghalaya shall be entitled to utilize such reserved days for conferences, meetings, exhibitions, official events, or other governmental purposes, free of cost. The scheduling and advance notice requirements for such utilization shall be governed in accordance with the provisions of the Concession Agreement. ▶ Annual Concession Fee - INR 1,00,000 per annum, with an escalation of 10% every three years. ▶ Annual Lease Rental - INR 80,25,000/- (INR eighty lakhs and twenty-five thousand only) per annum, with an escalation of 10% every three years. ▶ Revenue Share - The Concessionaire shall pay 10% of the Gross Revenue to the Authority annually, for each Accounting Year. <p><i>Note: Capital subsidy and various incentives under Meghalaya Industrial & Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</i></p>

1. INVITATION FOR PROPOSAL

1.1 Introduction

1.1.1 Meghalaya, the abode of clouds, is known to be one of the richest biodiversity areas in the world. The famed monsoons, the rich traditional festivals, and the dramatic terrain are just some of the many things the state is famous for. The state is endowed with lofty mountain ranges with interplay of lush green valley, cascading rivers, sprawling water bodies, waterfalls, caves, and living root bridges. Meghalaya has two national parks and three wildlife sanctuaries. Shillong is Meghalaya’s state capital and the main cultural hub. It is a microcosm of the entire North-East region with its status as a regional academic nerve centre – home to a young creative, and aspiring population. The charm of the old hill town still resonates, and its culture and landscape provide a perfect blend of modern world and deep tradition. Bustling cafes and restaurants dot its commercial centers, and the town is also a wonderful stop for avid shoppers. The city’s nightlife attracts revellers and live music venues provide the stage for many a famous local and international musician.

1.1.2 Tourism Department, Government of Meghalaya has the mandate to promote tourism in the state of Meghalaya by showcasing its natural beauty, rich culture, and unique attractions to visitors from around the world. As a part of the mandate Tourism Department is taking up the project for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP).

1.1.3 For this purpose, the Authority seek bids through the present RFP from interested and eligible entities (“the “Bidder(s)” which expression shall, unless repugnant to the context include the Members of the Consortium) for selection of a private player to whom the Project may be awarded through an open competitive bidding process.

This Request for Proposal (RFP) is for the selection of developer for **“Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP) (the “Project”)** basis for a **Concession Period of Sixty (60) years** from the Appointed Date. A brief of the Project is provided hereunder, for any further details of the Project refer Section 2 of this document:

Particulars	Description
Area	165 acres (approximately)
Location	Mawkhanu Knowledge City, New Shillong, Meghalaya
Land Ownership	Tourism Department, Govt. of Meghalaya

1.1.4 A **“Single-Stage Two-Envelope”** Bidding Process is to be followed for determining the Selected Bidder for the Project:

Step 1 – Qualification and Shortlisting

The Bidders are required to meet the Minimum Eligibility Criteria, as set out in Section 3.2.6 of this RFP document, to qualify for the Project (**“Technically Qualified”** Bidder).

Step 2 – Financial Proposal Evaluation and Selection

The Financial Proposal of the Technically Qualified Bidders would be opened and evaluated. The Technically Qualified bidder quoting the highest bid variable shall be declared as the Selected Bidder.

- 1.1.5 The Bid Document for the Project shall comprise of the Instruction to Bidders (ITB), Draft Concession Agreement (DCA), Schedules to Draft Concession Agreement and any subsequent addendum or corrigendum issued by the Authority thereof. This ITB contains information about the Project, bid evaluation process, proposal submission details and qualification requirements. All proposals would be evaluated in terms of financial and technical capability of the Bidder.
- 1.1.6 Interested Bidders may download the Bid Documents from <https://www.meghalayatourism.in/>. A **non-refundable fee of INR 1,30,000/- (Rupees one lakh thirty thousand only)** to be paid through online. Bids unaccompanied with the Bid Document Fee or a receipt of payment thereof shall be liable to rejection by the Authority.
- 1.1.7 The Technical Proposals shall be submitted in hard copy. The hard copy of Technical Proposals must be in the manner specified in the RFP document at the address given below:

To,

The Director
Department of Tourism, Govt of Meghalaya
3rd Secretariat Nokrek Building,
Lower Lachumiere, Shillong 793001,
Meghalaya, India
Phone No : +91 76400 03050
E-mail : info@meghalayatourism.in, technical.tourism@gmail.com

- 1.1.8 The Technical Proposal and the Financial Proposal are jointly termed as “Proposal/s in this RFP. The Authority shall not be responsible for any delay in receiving the Proposals and reserves the right to reject / accept any or all Proposals without assigning any reason thereof.
- 1.1.9 The Selected Bidder shall, prior to execution of the Concession Agreement (the **“Concession Agreement” or “Agreement”**), incorporate as per the terms of this RFP, an appropriate Special Purpose Vehicle (the **“SPV”**) under the Companies Act, 2013 to execute the Agreement and implement the Project and such SPV (the **“Concessionaire”**) shall be responsible for development, operation and maintenance of the Project under and in accordance with the provisions of the Concession Agreement to be entered into between the Concessionaire and the Authority.
- 1.1.10 The **Concession Agreement** will be drawn up between the “Authority” and the “Concessionaire” pursuant to issuance and acceptance of LOA by the Selected Bidder.

1.2 Schedule of Bidding Process

Authority shall endeavour to adhere to the following schedule:

Sl No	Event Description	Date
1.	Start date of Downloading of RFP document	26.02.2026
2.	Pre-Bid Conference	12:30 pm, 13.03.2026
3.	Last date for receiving queries	11:00 am, 13.03.2026
4.	Reply to pre-bid queries	20.03.2026
5.	Start Date of Bid Submission	26.02.2026
6.	End Date of Bid Submission / Bid Due Date	3.00 pm: 30.03.2026
7.	Opening of Technical Proposal	5:00 pm: 30.03.2026
8.	Opening of Financial Proposals	To be announced
9.	Letter of Award (LOA)	To be announced
10.	Acceptance of LOA	Within 7 days of Award
11.	Signing of Agreement between Authority & Selected Bidder	Within 60 days of issue of LOA
12.	Validity of Bids	180 Days from the Bid Due Date

Bid Due Date

Bid should be submitted on the Bid Due Date (Clause 1.2), at the address provided in Clause 1.1.7 in the manner and form as detailed in this RFP.

1.3 Pre-Bid Conference

1.3.1 The date, time and venue of the Pre-Bid Conference shall be:

- ▶ Date: 13.03.2026
- ▶ Time: 12:30 PM
- ▶ Venue:
Directorate of Tourism, Govt of Meghalaya
3rd Secretariat Nokrek Building,
Lower Lachumiere, Shillong 793001,
Meghalaya, India

The Bidders may attend the Pre -Bid Conference at the venue mentioned above or through Video Conference, the link of the VC shall be provided on request and also made available on the website <https://www.meghalayatourism.in/> 24 hrs prior to the scheduled date and time.

1.3.2 The minutes of the Pre-Bid Conference incorporating the clarifications shall be uploaded online only and shall form part of this RFP document. Queries raised after last date for receiving queries shall not be entertained.

1.4 Authority's Authorized Representative

1.4.1 The Bidders may, during the Bid process, contact the Authority's Authorized Representative as below, for any clarification. However, it may be noted, that only those clarifications, sought as per the procedure laid out in Clause 3.10, may be answered by the Authority. Neither the Authority, nor any of its representatives, shall be responsible for any other verbal clarifications / communications. The Authority may be contacted, for clarifications, at the following address through post.

To,

The Director

Department of Tourism, Govt of Meghalaya

3rd Secretariat Nokrek Building,

Lower Lachumiere, Shillong 793001,

Meghalaya, India

Phone No : +91 76400 03050

E-mail : info@meghalayatourism.in, technical.tourism@gmail.com

- 1.4.2 The Authority shall endeavour to respond to the questions raised or clarifications sought by the Bidders. However, the Authority reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring the Authority to respond to any question or to provide any clarification.
- 1.4.3 The Authority may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Bidders. All clarifications and interpretations issued by the Authority shall be deemed to be part of the Bidding Documents. Verbal clarifications and information given by Authority or its employees or representatives shall not in any way or manner be binding on the Authority.

2. PROJECT DETAILS

2.1 Project Overview

Meghalaya also known as “abode of clouds” in Sanskrit is one of India’s and a jewel for North East India. The state is part of the seven north eastern states (known as Seven Sisters), is bounded by Assam on the North and East and Bangladesh on the South and West. Spread over an area of 22,429 sq. kms, the state is one of the most picturesque states of India. The panoramic landscapes, foggy hills, cascading waterfalls, serpentine rivers and terraced slopes make the destination as a soulful tourist destination. Gifted with incredible natural beauty Meghalaya possesses great tourism potential.

Tura is a prominent town in the state of Meghalaya and serves as the district headquarters of West Garo Hills District. Nestled in the foothills of the Tura Hills, the town lies at an altitude of approximately 657 meters above sea level. Tura derives its name from the surrounding Tura peak, which holds cultural significance for the Garo tribe, the indigenous community of the region. The town is known for its lush greenery, rolling hills, and proximity to rich biodiversity, making it a gateway to several eco-tourism destinations such as Nokrek National Park, a UNESCO Biosphere Reserve.

Tura is also an important administrative and commercial center in western Meghalaya. It is home to several educational institutions and the Northeastern Hill University (NEHU) Tura Campus, contributing to its growing role as an educational hub for the Garo Hills region. The town reflects a unique blend of tribal traditions and modern development, making it a key cultural and economic node in Meghalaya.

With a view to develop necessary infrastructure and improve tourism in the state of Meghalaya, the administrators have been pro-active in identifying infrastructure gaps which may pose hinderance to the tourism landscape of the state. Tourism Development, Government of Meghalaya has the mandate to promote tourism in the state of Meghalaya by showcasing its natural beauty, rich culture, and unique attractions to visitors from around the world. As a part of the mandate **Tourism Department, Government of Meghalaya** is taking up the Project for “**Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)**”.

2.2 Business Potential: Tourism Industry

2.2.1 The global tourism industry: an overview

Tourism sector remains a key contributor to the global economy

The tourism sector globally has emerged as a key contributor to economic and social growth. As per World Travel and Tourism Council (WTTC), the travel and tourism industry accounted for nearly 10.3% of global GDP and 330 million jobs, or one in 10 people in 2019. The sector grew by 3.5% in 2019, a rate higher than that of the global economy for the ninth consecutive year, thereby enriching local communities at a faster rate than many other sectors.

Over the past five years, as many as one in four new jobs created across the world has been in travel and tourism. The tourism estimates for FY23 indicates strong rebound in terms of tourism arrivals as well as receipt.



Source: ASSOCHAM & EY published paper

Strong recovery from the set back of pandemic observed across continents.

The tourism industry was one of the key sectors to be severely hit by the pandemic situation. However, the sector is experiencing a recovery trend in 2023 which is expected to further strengthen in 2024. Latest data from UNWTO (nine months ending September 2023 tourism arrivals) indicates a strong recovery from the pandemic setbacks with most destinations reaching and some even exceeding the pre pandemic levels (see fig below).



Source: UNWTO Report

While the recovery of Asia and Pacific Region is slow, it is pertinent to note that South Asia has reached a level of 95% of the pre pandemic arrival. The relatively slow recovery in Asia/Pacific is largely attributable to West Asia. Overall, the 2023 tourism arrivals are expected to be to the tune of 95% of pre-COVID period.

2.2.2 The Indian tourism industry: an overview

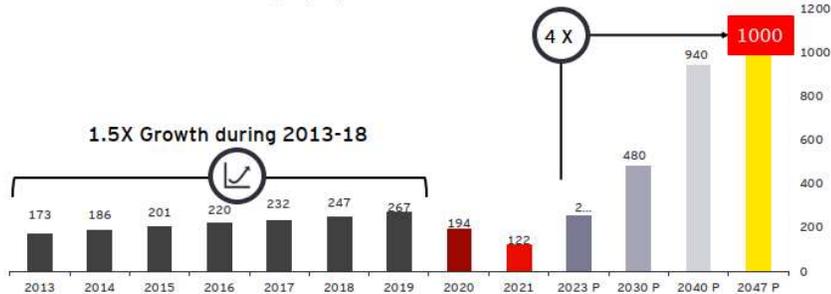
Tourism in India remains a key sector for growth.

In 2019, travel and tourism were one of the largest sectors in the country, accounting for 6.90% of the national GDP (US\$191.3 b). However, due to the COVID-19 pandemic, the sector contribution to GDP dropped to US\$121.9 b in 2020 reflecting a decline of 36.3%. As per WEF’s Travel and Tourism Development Index 2021, India is ranked 54th globally, while remaining a top performer in South Asia.

However, post pandemic the sector exhibited strong recovery trends with steady growth in tourism footfalls and spendings. As per the Draft National Tourism Policy 2022 (July 2022) targets, the industry’s GDP is projected to reach US\$1t by 2047. In 2019–20, the tourism sector contributed 15% to total jobs in India, with total jobs standing at approximately 80 million. This figure is projected to reach 400 million by 2047.



Tourism Gross Domestic Product (in \$Bn)



Tourism GDP of India is envisioned to contribute to 1 Trillion to economy by 2047

Source: pib.gov.in

2.2.3 NER tourism: key trends

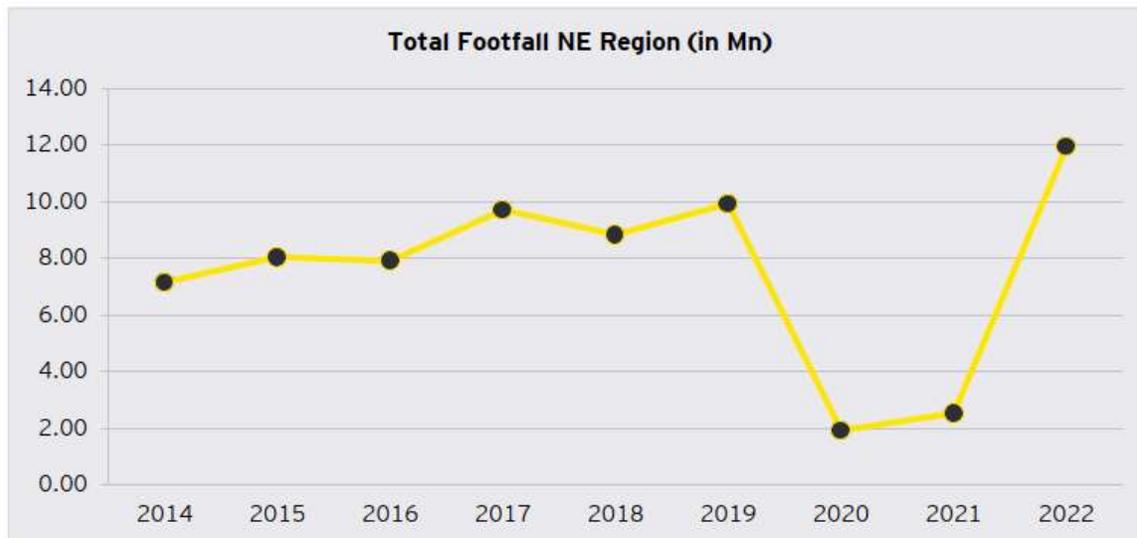
The North-East Indian States are blessed with a unique blend of tourism assets and a range of tourism offerings including wildlife tourism, tea and golf tourism, river tourism, religious and spiritual tourism, heritage tourism, cultural and culinary tourism, adventure tourism and agro and rural tourism.

The region is a melting pot of cultures and traditions, with each state having its unique identity. This diversity is reflected in the food, festivals, music, and dance of the region, making it a perfect destination for cultural tourism. Northeast India is also home to several historical monuments and temples, including Kamakhya Temple in Assam, which is one of the oldest and most revered shrines in India, and the living root bridges of Meghalaya, which are a unique attraction and a testament to the ingenuity of the local people.

The region is home to many wildlife sanctuaries like Kaziranga National Park famous for the one horned rhinoceros, Manas National Park, Nameri, Orang, Dibru Saikhowa in Assam, Namdhapha in Arunachal Pradesh, Balpakram in Meghalaya, Keibul Namjao in Manipur, Intanki in Nagaland, Khangchendzonga in Sikkim. The Brahmaputra flows through the length of Assam where tourists can enjoy memorable river cruises and the flowing rivers of Arunachal Pradesh which feed the Brahmaputra offering incredible white water rafting experiences.

The sector shows strong growth story and potential of the region:

Over the previous decade, there has been a consistent growth in the inflow of tourists into the Northeast States. Additionally, between 2014 and 2019, foreign tourist visits to the Northeast region grew at a record CAGR of 26%.



Source: Ministry of Tourism Statistics (FTV+DTV)

2.2.4 Meghalaya Tourism: Overview

According to the Economic Survey of India 2019-20, the Tourism Direct Gross Value Added (TDGVA) share in the Gross Value Added (GVA) in the state of Meghalaya was 5.22% (in the year 2015-16). The share of tourism employment in Meghalaya state employment was 10.44% (in the year 2015-16).

The total Capital Expenditure and Revenue Expenditure on Economic Development of Meghalaya and the Tourism share for the 8 financial years 2016-17, 2017-18, 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 were:

Meghalaya - Revenue Expenditure on Economic Development (Actuals)								
Particulars	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23 R.E.	2023-24 BE
Total Revenue Expenditure (in Lakh)	2,75,722	2,44,820	2,62,198	2,18,216	3,15,578	3,91,425	4,83,490	5,05,711
Tourism Expenditure (in Lakh)	1,724	1,359	1,189	1,621	2,059	6,568	2,795	4,809
Tourism Share (in %)	0.63	0.56	0.46	0.74	0.65	1.68	0.58	0.95

Source: Budget at a Glance Meghalaya 2022-24

Meghalaya - Capital Expenditure (Actuals)								
Particulars	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23 R.E.	2023-24 BE
Total Capital Expenditure (in Lakh)	1,73,501	1,43,511	1,90,271	1,40,416	2,30,346	5,25,333	7,13,079	4,83,615
Tourism Expenditure (in Lakh)	848	992	1100	168	624	1,166	1,915	4,300
Tourism Share (in %)	0.49	0.69	0.58	0.12	0.27	0.22	0.27	0.89

Source: Budget at a Glance Meghalaya 2022-24

Meghalaya is blessed with plethora of tourism assets and offers wide variety of experiences for all categories of tourists. The State has witnessed increasing tourist footfalls, and the unique opportunities of Meghalaya hold a lot potential waiting to be tapped. In 2019, the tourist footfall in the State stood at about 12.7 lakhs (including 25,000 foreigners) which decreased to 1.5 lakhs in 2021 due to COVID-19. Pre-pandemic, out of the total tourist visits in 2019, domestic tourist footfalls stood at 12,45, 633 while the number of foreign visitors reached 25,813.

Tourism in Meghalaya has shown an increasing trend, increasing tourist footfalls is an indicator of the achieved growth. This has been possible primarily due to:

- ▶ Proximity of Shillong from Guwahati – among one of the main contributors of footfall in Meghalaya
- ▶ The natural tourism assets of the state (more than 100 identified spots)
- ▶ Changing preferences of the tourists.

As per Meghalaya Tourism Policy 2023, the tourism sector plays a prominent role in providing livelihood opportunities to almost 50,000 people in the State. Since the ban on coal mining in 2014 which eventually resumed in 2019 (except the export of coal), tourism became one of the key contributors to the economy of Meghalaya. It has been estimated that the sector contributes about 4.1% to the State's GSDP. State's tourism budget has been steadily increasing which has led to an increase in tourist footfalls.

The state has an abundance of forest cover ~76% with rich biodiversity (wildlife, sacred forests etc.) - serene landscapes and nature experiences (falls, rivers, lakes etc.) with multiple adventure opportunities (trekking, caving, boating etc.). Additionally, the State's welcoming culture and low crime rate is an advantage compared to other national destinations. States rich tourism assets have created a strong pull factor for the tourists. Meghalaya has over 100 tourist spots almost half of which are in the East Khasi Hill district.

Owing to the rich assets, the tourism landscape of Meghalaya seems like an encouraging destination, even during COVID times. The states assets, combined with the changing preferences of tourists, of visiting off beat locations, not having too much of hustle and bustle, makes Meghalaya an important destination on the tourism map of India. The key drivers of the tourism potential of Meghalaya are as follows.

Connectivity - Tura, located in the western part of Meghalaya, has seen significant improvements in connectivity over recent years. Though more serene and less urbanized than Shillong, Tura is well connected by road and air. The Shillong–Tura Highway ensures smoother road travel, while the Baljek Airport, located about 30 km from the town, is being developed for future regional air connectivity. Presently, Tura is accessible via Guwahati and Shillong through well-maintained highways, making it an increasingly reachable destination while retaining its offbeat charm.

Recognition/ Recall Value – Tura is often referred to as the Cultural Heart of the Garo Hills, nestled at the foothills of the Tura Range. The town enjoys a growing identity as a gateway to eco-tourism and tribal cultural experiences. Surrounded by attractions like Nokrek National Park (a UNESCO Biosphere Reserve), Pelga Falls, and Siju Caves, Tura is increasingly being recognized among nature enthusiasts, wildlife lovers, and cultural tourists. The Wangala Festival, celebrated with traditional Garo music and dance, has also contributed to the town's rising cultural recall value, particularly among domestic and international travellers seeking authentic experiences.

Changing Preferences of Tourists: The post-pandemic shift in tourism trends has favoured destinations that offer offbeat experiences with meaningful engagement and minimal crowding—Tura fits this preference exceptionally well. With its rich natural heritage, opportunities for trekking, wildlife exploration, and community-based tourism, Tura provides a perfect blend of seclusion and accessibility. The peaceful environment and immersive cultural experiences make it a compelling choice for conscious travellers, digital nomads, and adventure seekers alike.

Safety & Welcoming Culture: Tura, like the rest of Meghalaya, is known for its safety, hospitality, and inclusive atmosphere. The Garo community's warm and communitarian lifestyle contributes to a secure and welcoming environment, particularly for women travelers and international tourists. The strong social fabric and respect for traditional values coexist harmoniously with modern sensibilities, making Tura an ideal destination for those seeking a safe, respectful, and enriching travel experience.

New Shillong Township: To address the pressing challenges of traffic congestion, unplanned urban growth, and associated pressures on infrastructure in Shillong city, the Government of Meghalaya has embarked on the development of New Shillong as a long-term and sustainable urban expansion initiative. The objective is to decongest the existing city while ensuring planned growth that enhances the overall well-being and quality of life of residents.

The development of New Shillong is being undertaken in two distinct phases, as outlined below:

- Phase I: New Shillong Township (NST)
- Phase II: New Shillong Knowledge City

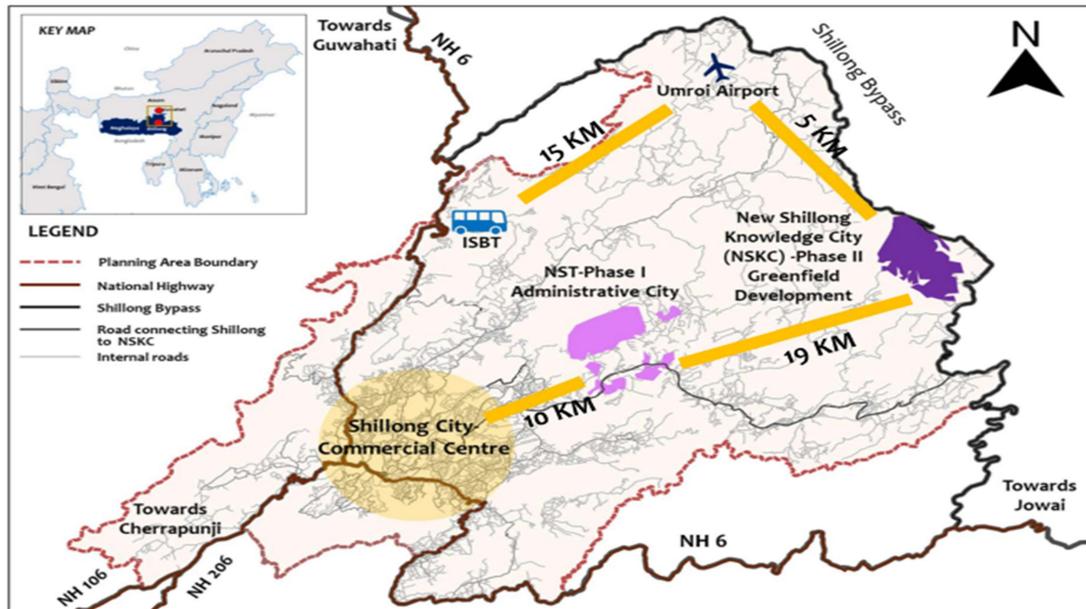
Phase I of New Shillong Township is currently at an advanced stage of development. Under this phase, the State Government has acquired approximately 914 acres of land at Mawdiangdiang, in multiple stages between 1995 and 2007, located about 8 kilometres from the main city of Shillong. Several key national and state-level institutions are already functional within Phase I of NST, including NEIGHRIMS, NIFT, and IIM Shillong, among others. These institutions have played a significant role in establishing NST as an important institutional and educational hub.

At present, the State Government is actively developing an Administrative City within NST. The primary objective of this initiative is to house the Main Secretariat, along with various State Government Departments and Directorates, in a single, well-planned precinct. This consolidation is intended to enhance inter-departmental coordination, improve administrative efficiency, facilitate timely decision-making, and streamline governance processes.

Under Phase II, the State proposes to develop New Shillong Knowledge City as a completely greenfield urban development, located in close proximity to the existing New Shillong Township. This phase aims to capitalize on the growth momentum generated by Phase I and further expand the city's role as a centre for knowledge-based institutions, innovation, education, and allied economic activities.

The development of New Shillong Knowledge City is envisioned as a planned, sustainable urban area that will complement NST and support the long-term socio-economic development of the State.

New Shillong Knowledge City (NSKC) – Proposed Greenfield Development



As part of Phase II of the New Shillong Township (NST) development to develop the New Shillong Knowledge City (NSKC) as a greenfield urban centre with a strong focus on knowledge-driven and sustainable economic growth, the State Government has acquired an additional approximately 807 acres of land at Mawpdang–Mawkanu. The proposed city enjoys excellent regional connectivity, including proximity to Shillong Airport (Umroi), which is located at a travel time of about 20 minutes by road. The airport is situated adjacent to the Shillong–Jowai Bypass, providing seamless connectivity to different parts of Meghalaya and the wider North-Eastern region.

The overarching vision of NSKC is to develop high-quality infrastructure that strengthens the State’s key economic growth drivers, with a multi-sectoral focus on Information Technology, Tourism, Agriculture, and Knowledge Services in sports and culture.

Economic Growth Drivers of New Shillong Knowledge City

1. Information Technology (IT)

Information Technology has been identified by the State as a priority sector for economic development and employment generation. In NSKC, approximately 15 acres of land have been earmarked for the development of an IT Park, envisaged to provide plug-and-play infrastructure for entrepreneurs, start-ups, and technology firms.

The proposed IT ecosystem is expected to:

- Encourage innovation and entrepreneurship
- Attract private investment in technology services
- Generate approximately 30,000 direct and indirect employment opportunities
- Contribute significantly to the State’s digital and knowledge economy

2. Tourism

Tourism remains a major economic accelerator for Meghalaya, having recorded a pre-pandemic CAGR of 7.34%, with projected growth of approximately 19% CAGR in the coming years.

Under NSKC, the State proposes to develop a high-value tourism destination comprising:

- An 18-hole Golf Course with an integrated tourism resort

- Two high-end hotels and mid-scale hotel developments
- An Experience Centre and Amusement Park

This integrated tourism development aims to address the current gap in premium hospitality and experiential tourism offerings in the State. The tourism projects under NSKC are expected to generate around 30,000 direct and indirect jobs, while significantly enhancing the State's tourism profile.

3. Knowledge Services (Education, Sports & Culture)

To position NSKC as a knowledge and institutional hub, about 82.6 acres of land have been earmarked for the development of educational and knowledge-based institutions. Proposed facilities include:

- National Judicial Academy
- Indian Institute for Tourism Management
- Music Academy
- Sports Academy
- Disability Sports Complex

These institutions are designed to cater to diverse segments of society, including students, athletes, artists, tourists, professionals, and persons with disabilities. The development of these facilities will help establish NSKC as a centre for excellence in education, sports, and culture, while generating approximately 1,500 direct and indirect employment opportunities.

4. Agri-Logistics

NSKC is strategically located at the confluence of the Ri-Bhoi, Khasi, and Jaintia Hills regions, which are known for the production of several high-value agricultural and horticultural crops.

To leverage this advantage, the State proposes to develop an Agri-Logistics Hub as a critical component of the city's development plan. The hub will:

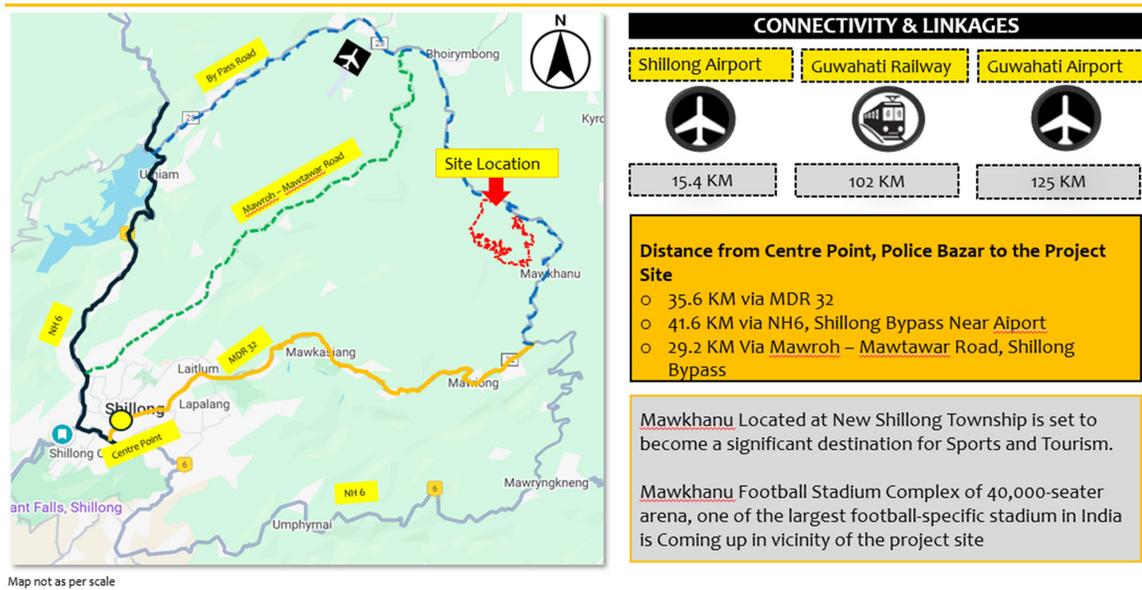
- Enable efficient transportation, storage, and processing of agricultural produce
- Reduce post-harvest losses and wastage

Project Description & Site Appreciation

2.4.1 Project Location

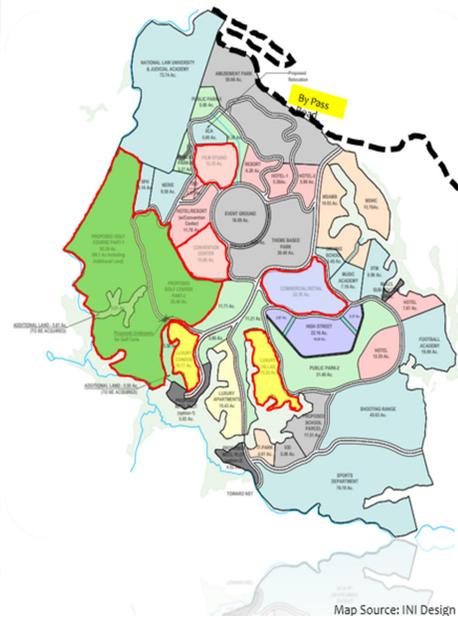
Mawkhanu is a strategically located area within the New Shillong Township, it forms an integral part of the planned expansion of Shillong city aimed at decongesting the existing urban core and promoting balanced regional development. The New Shillong Township, including Mawkhanu, has been identified by the Government of Meghalaya for the development of modern infrastructure, government institutions, commercial facilities, logistics hubs, and public utilities, in line with the long-term vision of sustainable urban growth. It is around 35.6 Km from Police Bazar. The site is flanked by the proposed Shooting Range and Football Stadium projects on the southern side, the proposed Public Park on the western and northern sides, and the proposed Football Academy project on the eastern side. The site enjoys direct connectivity to the proposed arterial road.

Regional Setting of the Project Site at Mawkhanu, New Shillong



Project Site Details - Mawkhanu, New Shillong

KEY FACTS	
PARAMETER	DETAILS
Land Area	165 Acres
Land Ownership	Tourism Department, Govt. of Meghalaya
Accessibility	The proposed site is well-connected by NH6, MDR 32, <u>Mawroh – Mawtawar</u> Road, Shillong By-Pass
Topography	The terrain of the site is uneven with natural undulations
Available infrastructure and utility component	Road, Water, Power
Site surrounding Upcoming Projects	Football Stadium Complex, Shooting Range, Warehousing Facility, National Law University etc.



2.4.2 Total Land Area and Ownership

Product Mix	Name of Facilities	Land Area (Acre)
MICE	Convention, Exhibition etc.	15.00
Hospitality	5- star Hotel	5.00

Hospitality	Service Apartment	6.00
Golf course	18 holes	125.00
Film studio	Film shooting, recording etc. (Outdoor & Indoor shooting)	10.00
Commercial	Office & warehouse	2.00
Commercial	Retail, theatres, f&b, well ness spa & retreat, café, hall of frame	2.00

2.4.3 Applicable Development Control Regulations

As per Meghalaya Building Bylaws 2021, ‘Special Projects’ – Means those projects / buildings with large scale activities such as Hotels, Public Institutions, Healthcare, shopping malls, Multiplexes, ICT / BPO’s, Educational Institution having a minimum plot area of 50,000 sq. ft and a minimum single covered area of 20,000 sq.ft.

The subject plot shall be permitted for use under commercial occupancy, and accordingly, the Floor Area Ratio (FAR) and Ground Coverage applicable to the site shall be as per the norms prescribed for commercial use, subject to compliance with the prevailing building bylaws, zoning regulations, and requisite approvals from the competent authority.

Type of Occupancy	Maximum permissible F.A.R	Maximum permissible Plot Coverage	Maximum no. of Permissible Floors (Inclusive of Basement / Lower Ground Floor / Underground Floor / Cellar)	Maximum Building Height in metres (Inclusive of Basement / Lower Ground Floor / Underground Floor / Cellar/mezzanine floor / Service Floor)
Special Project	3	40% (subject to max. 20,000 sqft floor plate)	7	27
Commercial	2.25	60%	6	21

2.3 Implementation Schedule

The Concessionaire shall undertake all necessary activities to completely operationalise the Hotel, including procuring equipment, necessary civil work, marketing, etc., **within 60 (sixty) months of Appointed Date.**

2.4 Key Terms

The following shall apply to the Concessionaire:

- a) The Concessionaire shall hold lease title to the land and built-up area provided by the Authority along with its right of way for the entire Concession Period.
- b) The Concessionaire shall develop the Project in accordance with the prescribed product mix as approved in the Detailed Project Report (DPR). The development shall strictly comply with all applicable building bye-laws, statutory approvals, zoning regulations, and other laws and regulations in force and applicable to the Project Site.

- c) The Concessionaire shall have the exclusive right to determine, levy, revise, and collect revenue, user charges, tariffs, fees, and other applicable charges from the various facilities developed under the Project, at its sole discretion
- d) The Concessionaire shall be responsible for obtaining all applicable permits, incl. building permits other approvals, licenses etc. required for development, operation and management of the Project.

2.5 Bid Variable

- a. The Technically Qualified Bidder quoting the lowest Grant shall be selected as the Selected Bidder. The quoted Grant shall constitute the Bid Variable for evaluation and selection.
- b. The Bidder shall quote a Grant that is equal to or below the specified Maximum Threshold of 16.25% of the Estimated Project Cost. Any Financial Proposal quoting a Grant in excess of the Maximum Threshold shall be treated as non-responsive and shall be rejected. In such event, the Bid Security submitted by the Bidder shall be liable to forfeiture.
- c. The Bidders shall quote the Grant in their Financial Proposal as a percentage of the Estimated Project Cost in accordance with Appendix-K: Format for Financial Proposal.
- d. The Estimated Project Cost is indicative in nature. The actual Total Project Cost shall be determined based on the Detailed Project Report (DPR) to be prepared by the Concessionaire and approved by the Authority in accordance with the provisions of the Concession Agreement.
- e. In the event that the actual Total Project Cost is equal to or exceeds the Estimated Project Cost, the maximum Grant payable shall be limited to the quoted Grant amount, subject to an overall cap of INR 210.92 crore.
- f. In the event that the actual Total Project Cost is lower than the Estimated Project Cost, the Grant payable shall be calculated by applying the quoted percentage to the actual Total Project Cost, in accordance with the provisions of the Concession Agreement.
- g. The Grant shall be provided to the Concessionaire for construction of the Project in accordance with the terms and conditions of the Concession Agreement. The Grant shall be funded by the Authority.

2.6 Pay-outs to the Authority

In consideration to the award of the Project, the Concessionaire would pay the following to the Authority:

- a. **Annual Concession Fees ("ACF")** – INR 1,00,000 (Indian Rupee One Lakh only) p.a., payable on or before the Appointed Date and subsequently upon the commencement of new Accounting Year with an escalation @ 10% in every three years
 - i. Annual Concession Fee ("ACF"): In consideration of the grant of the Concession, the Concessionaire shall during the Concession Period, pay to the Authority by way of Concession Fee a sum of Rs. 1,00,000/- (Rupees One Lakh) per annum, payable on or before the Appointed Date and subsequently paid upon the commencement of the new Accounting Year throughout the Concession Period.
 - ii. The ACF will be escalated @ 10% in every three years
 - iii. First payment of ACF shall be made on a pro-rata basis (calculated as the number of days between the Appointed Date and 31st March of the following year). The payment shall be due

on or before the 1st Anniversary of the Appointed Date, i.e. due date for the first payment of ACF. Every subsequent payment of ACF shall be due and payable within 15 (fifteen) days of the commencement of the Accounting Year.

For the purpose of illustration, if the Appointed Date is 15th May 2025, then:

- ▶ The first payment of ACF shall be due on or before 15th May, 2025.
- ▶ ACF payable on that date would be $321/365 * ACF$;
- ▶ ACF for the next year shall be, and shall be payable on or before 1st April, 2026.
- ▶ Subsequent payments of ACF shall be made on or before 1st April of each year post escalation for the financial year, as applicable.

b. Annual Lease Rental (ALR)-

- i. Annual Lease Rental - INR 80,25,000/- (Indian Rupee eighty lakhs and twenty-five thousand only) p.a.,
- ii. The Annual Lease Rent shall become due and payable with effect from the Commercial Operation Date (COD) of the respective component of the Product Mix, as and when such component commences commercial operations.
- iii. Annual Lease Rental will be escalated @ 10% in every three years
- iv. First payment of Annual Lease Rental shall be made on a pro-rata basis (calculated as the number of days between the end of the Construction Period (i.e. which shall be a period of 3 (three) years from the Appointed Date) or COD, whichever is earlier and 31st March of the year or following year, which ever applicable and payment to be made within 15th April of the year concerned.
- v. Every subsequent payment of Annual Lease Rental shall be due and payable within 15 (fifteen) days of the closure of the subsequent Accounting Year. The subsequent payments shall be due and payable within 15 (fifteen) days of every subsequent accounting year.

Lease Moratorium: No Annual Lease Rent shall be payable during the Construction Period, which shall be (i) three (3) years from the Appointed Date in respect of the MICE, Golf Course and Hotel components, and (ii) five (5) years from the Appointed Date in respect of the Service Apartment, Film Studio, Commercial Office and Retail components (the “Lease Moratorium Period”).

The Lease Moratorium Period applicable to each component shall not be extended beyond the aforesaid three (3) years or five (5) years, as the case may be, even if the Construction Period extends beyond such period.

In the event the Commercial Operation Date (COD) of any respective component is achieved prior to the expiry of its applicable Lease Moratorium Period, such Lease Moratorium Period for that component shall automatically conclude on its COD, and the Annual Lease Rent and applicable Revenue Share shall become due and payable from such COD.

c. Revenue Share amount (“Revenue Share”) for the Project shall be calculated at **10% of Gross Revenue** from the Project.

- i. The Concessionaire agrees to pay to the Authority, for every year of the Concession Period, commencing from the Project COD, 10% (ten per cent) of the Gross Revenue as its share in the revenues earned from the Project (the “**Revenue Share**”). The Revenue Share shall be calculated and payable in the following manner:

- ii. The Revenue Share shall be **payable in monthly instalments**. Within 7 (seven) days of the end of each month, the Concessionaire shall pay to the Authority against the Revenue Share, a provisional amount calculated on the basis of Gross Revenue of the immediately preceding month and final settlement thereof, based on audited accounts of the Concessionaire, shall be made within 120 (one hundred and twenty) days of completion of the respective Accounting Year.

"Gross Revenue" for any Financial Year shall mean the total amount of Project revenue and receipts of every kind (from both cash and credit transactions computed prior to payment of any commission or service charge or fee thereon) derived by the Concessionaire/ or any agency appointed by the Concessionaire for operation and maintenance of the Project ("Operating Partner") from the operation of the Project Facilities / Project and its facilities, as certified by the statutory auditors of the Concessionaire, including but not limited to receipts from golf course, MICE, service apartment, room occupancy charges, telephone, telefax and telex charges, laundry, sale of food, beverages, liquor, recreational amenities (outdoor pool, health club, spa, sauna, fitness facility etc.), outdoor catering, receipts from vending machines; parking, commercial or other spaces on account of rent and fee of every description and kind, and the recovery in respect of any other service or facility provided by the Concessionaire/ Operating Partner to the users / guests of the said Project, which are availed/ realized by the Concessionaire from outside party(ies) at a consideration but shall exclude and be arrived at after deducting the following:-

- a) all statutory applicable indirect taxes such as luxury tax, sales tax, entertainment tax, expenditure tax, service tax, goods & services tax and the like by whatever name called now or in future, which the Concessionaire has agreed to pay or is bound to pay;
- b) revenue on sale of assets of capital nature owned by the Concessionaire; and
- c) interest income from investments made.

For the avoidance of doubt, Gross Revenue shall also include any amount received by any Affiliate/third party agency to whom the Concessionaire has contracted any associated services, hospitality services and/or any other activity related to the Project, and any amount received by the Concessionaire/ Operating Partner from a third party to whom it has contracted any associated services, hospitality services and/or any other activity related to the Project;

d. MICE reserved for Govt. of Meghalaya

The Concessionaire shall reserve the MICE Facilities for use by the Government of Meghalaya for a period of up to 30 (thirty) days in each Calendar Year during the Concession Period. The Government of Meghalaya shall be entitled to utilize such reserved days for conferences, meetings, exhibitions, official events, or other governmental purposes, free of cost. The scheduling and advance notice requirements for such utilization shall be governed in accordance with the provisions of the Concession Agreement.

3. INSTRUCTIONS FOR BIDDING

A. General

3.1 General Terms of Bidding

- 3.1.1 No Bidder shall submit more than one Bid for the Project. A Bidder bidding individually or as a member of a Consortium shall not be entitled to submit another Bid either individually or as a member of any Consortium, as the case may be. In the event, multiple Bids received by the Authority from the same Bidder bidding individually or as a member of a Consortium, all such Bids shall not be considered and shall be summarily rejected.
- 3.1.2 The information contained in Bidding Documents about the Project is being provided only as a preliminary reference document by way of assistance to the Bidders who are expected to carry out their own surveys, investigations and other detailed examination of the Project before submitting their Bids. Nothing contained in the Bidding Documents shall be binding on the Authority nor confer any right on the Bidders, and the Authority shall have no liability whatsoever in relation to or arising out of any or all contents of the Bidding Documents.
- 3.1.3 Notwithstanding anything to the contrary contained in this RFP, the detailed terms specified in the Concession Agreement shall have overriding effect; provided, however, that any conditions or obligations imposed on the Bidder hereunder shall continue to have effect in addition to its obligations under the Concession Agreement.
- 3.1.4 The Bidder shall deposit a Bid / Proposal Security, in accordance with the provisions of this RFP. The Bidder shall provide the Bid / Proposal Security in the form of **Demand Draft (DD) or online transfer through Real Time Gross Settlement (RTGS) / National Electronic Funds Transfer (NEFT) to the account set out below or through an irrevocable and unconditional Bank Guarantee as per format H.**

Beneficiary Name	DIRECTOR OF TOURISM DBFOT PPP
Bank's name	HDFC
Account Number	50200113745801
Branch	Meghalaya Secretariat Branch
Address	Shillong, Meghalaya
IFSC	HDFC0004727

- 3.1.5 The Bidder should submit a Power of Attorney as per the format in Format D-1, authorizing the signatory of the Bid to commit the Bidder. In case the Bidder is a Consortium, the Members thereof should furnish a Power of Attorney in favour of the Lead Member in the format provided in Format-D-2.
- 3.1.6 Any condition or qualification or any other stipulation contained in the Bid shall render the Bid liable to rejection as a non-responsive Bid.
- 3.1.7 The Bid and all communications in relation to or concerning the Bidding Documents and the Bid shall be in English language.

- 3.1.8 The document, including this RFP and all attached documents, provided by the Authority are and shall remain or becomes the property of the Authority and are transmitted to the Bidders solely for the purpose of preparation and the submission of a Bid in accordance herewith. Bidders are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and submission of their Bid. The provisions of this Clause 3.1 shall also apply mutatis mutandis to Bids and all other documents submitted by the Bidders, and the Authority will not return to the Bidders any Bid, document or any information provided along therewith.
- 3.1.9 A Bidder shall not have a conflict of interest (the “**Conflict of Interest**”) that affects the Bidding Process. Any Bidder found to have a Conflict of Interest shall be disqualified. In the event of disqualification, the Authority shall be entitled to forfeit and appropriate the Bid Security or Performance Security, as the case may be, as mutually agreed genuine pre-estimated loss and damage likely to be suffered and incurred by the Authority and not by way of penalty for, inter alia, the time, cost and effort of the Authority, including consideration of such Bidder’s proposal (the “**Damages**”), without prejudice to any other right or remedy that may be available to the Authority under the Bidding Documents and/ or the Concession Agreement or otherwise. Without limiting the generality of the above, a Bidder shall be deemed to have a Conflict of Interest affecting the Bidding Process, if:
- i. the Bidder, its Member or Associate (or any constituent thereof) and any other Bidder, its Member or any Associate thereof (or any constituent thereof) have common controlling shareholders or other ownership interest; provided that this disqualification shall not apply in cases where the direct or indirect shareholding of a Bidder, its Member or an Associate thereof (or any shareholder thereof having a shareholding of more than 25% (five per cent) of the paid up and subscribed share capital of such Bidder, Member or Associate, as the case may be) in the other Bidder, its Member or Associate, is less than 25% (five per cent) of the subscribed and paid up equity share capital thereof; provided further that this disqualification shall not apply to any ownership by a bank, insurance company, pension fund or a public financial institution referred to in Section (72) of Section 2 of the Companies Act, 2013. For the purposes of this Clause 3.1.9, indirect shareholding held through one or more intermediate persons shall be computed as follows:
 - a. where any intermediary is controlled by a person through management control or otherwise, the entire shareholding held by such controlled intermediary in any other person (the “**Subject Person**”) shall be taken into account for computing the shareholding of such controlling person in the Subject Person; and
 - b. subject always to sub-clause(a) above, where a person does not exercise control over an intermediary, which has shareholding in the Subject Person, the computation of indirect shareholding of such person in the Subject Person shall be undertaken on a proportionate basis; provided, however, that no such shareholding shall be reckoned under this sub-Clause (b) if the shareholding of such person in the intermediary is less than 26% of the subscribed and paid up equity shareholding of such intermediary; or
 - ii. a constituent of such Bidder is also a constituent of another Bidder; or

- iii. such Bidder, its Member or any Associate thereof receives or has received any direct or indirect subsidy, grant, concessional loan or subordinated debt from any other Bidder, its Member or Associate, or has provided any such subsidy, grant, concessional loan or subordinated debt to any other Bidder, its Member or any Associate thereof; or
 - iv. such Bidder has the same legal representative for purposes of this Bid as any other Bidder; or
 - v. such Bidder, or any Associate thereof, has a relationship with another Bidder, or any Associate thereof, directly or through common third party/ parties, that puts either or both of them in a position to have access to each other's information about, or to influence the Bid of either or each other; or
 - vi. such Bidder or any Associate thereof has participated as a consultant to the Authority in the preparation of any documents, design or technical specifications of the Project.
- 3.1.10 A Bidder shall be liable for disqualification and forfeiture of Bid Security if any legal, financial or technical adviser of the Authority in relation to the Project is engaged by the Bidder, its Members or any Associate thereof, as the case may be, in any manner for matters related to or incidental to such Project during the Bidding Process or subsequent to the (i) issue of the LOA or (ii) execution of the Concession Agreement. In the event any such adviser is engaged by the Selected Bidder or Concessionaire, as the case may be, after issue of the LOA or execution of the Concession Agreement for matters related or incidental to the Project, then notwithstanding anything to the contrary contained herein or in the LOA or the Concession Agreement and without prejudice to any other right or remedy of the Authority, including the forfeiture and appropriation of the Bid Security or Performance Security, as the case may be, which the Authority may have thereunder or otherwise, even after the issuance of the LOA or execution of the Concession Agreement, as the case may be, shall be liable to be withdrawn or terminated without the Authority being liable in any manner whatsoever to the Selected Bidder or Concessionaire for the same. For the avoidance of doubt, this disqualification shall not apply where such adviser was engaged by the Bidder, its Member or Associate in the past but its assignment expired or was terminated 6 (six) months prior to the date of issue of RFP for the Project. Nor will this disqualification apply where such adviser is engaged after a period of 3 (three) years from the date of commercial operation of the Project.

Explanation:

- ▶ ***In case a Bidder is a Consortium, then the term Bidder as used in this Clause 3.1.9, shall include each Member of such Consortium.***
 - ▶ In the event of disqualification of a Bidder due to Conflict of Interest found during the Bidding Process, the Authority shall be entitled to forfeit and appropriate the Bid Security.
 - ▶ In the event such Conflict of Interest is discovered after signing of Concession Agreement with the Selected Bidder, the Authority has a right to initiate termination proceedings under Concessionaire Default. The provisions of the Draft Concession Agreement shall apply.
- 3.1.11 While qualification is open to persons from any country, the following provisions shall apply:
Any Bidder from a country which shares a land border with India will be eligible to bid in this tender only if the Bidder is registered with the Competent Authority as provided in the Order (Public Procurement No. 1) dated 23rd July 2020 (as amended from time to time) issued by the Ministry of Finance, Department of Expenditure Public Procurement Division. Provided further that the Selected Bidder shall not be allowed to sub-contract works to any contractor from a country which shares a land border with India unless such contractor is registered with the

Competent Authority as provided in the aforesaid Order.

"Competent Authority" for the purpose of this clause means the Authority defined in Annex 1 of the Order (Public Procurement No. 1) dated 23rd July 2020 issued by the Ministry of Finance, Department of Expenditure Public Procurement Division.

"Bidder from a country which shares a land border with India" for the purpose of this clause means: -

- a. An entity incorporated, established or registered in such a country; or
- b. A subsidiary of an entity incorporated, established or registered in such a country, or
- c. An entity substantially controlled through entities incorporated, established or registered in such a country; or
- d. An entity whose beneficial owner is situated in such a country; or
- e. An Indian (or other) agent of such an entity; "agent" for the purposes of this RFP shall mean a person employed to do any act for another, or to represent another in dealings with third person; or
- f. A natural person who is a citizen of such a country, or
- g. A consortium or joint venture where any member of the consortium or joint venture falls under any of the above categories.

The "beneficial owner" for the purpose of (d) above will be as under:

1. In case of a company or Limited Liability Partnership, the beneficial owner is the natural person(s), who, whether acting alone or together, or through one or more juridical person, has a controlling ownership interest or who exercises control through other means.
Explanation –
 - a. "Controlling ownership interest" means ownership of or entitlement to more than twenty-five per cent. of shares or capital or profits of the company,
 - b. "Control" shall include the right to appoint majority of the directors or to control the management or policy decisions including by virtue of their shareholding or management rights or shareholders agreements or voting agreements,
2. In case of a partnership firm, the beneficial owner is the natural person(s) who, whether acting alone or together, or through one or more juridical person, has ownership of entitlement to more than fifteen percent of capital or profits of the partnership.
3. In case of an unincorporated association or body of individuals, the beneficial owner is the natural person(s), who, whether acting alone or together, or through one or more juridical person, has ownership of or entitlement to more than fifteen percent of the property or capital or profits of such association or body of individuals.
4. Where no natural person is identified under (1) or (2) or (3) above, the beneficial owner is the relevant natural person who holds the position of senior managing official.
5. In case of a trust, the identification of beneficial owner(s) shall include identification of the author of the trust, the trustee, the beneficiaries with fifteen percent or more interest in the trust and any other natural person exercising ultimate effective control over the trust through a chain of control or ownership.

A certificate shall be required to be submitted by the Bidders in the format prescribed at

Appendix- L. It may be noted that in case the above certification is found to be false, this would be a ground for immediate rejection of the Bid/termination and further legal action in accordance with law.

In respect of RFP, registration should be valid at the time of submission of bids and at the time of acceptance of bids. If the Bidder was validly registered at the time of acceptance, registration shall not be a relevant consideration during contract execution.

3.2 Qualification / Shortlisting of Bidders

3.2.1 The Bidder may be a single entity OR a group of members (subject to maximum of **3 Consortium Members**) coming together to implement the Project (the “**Consortium**”). However, no Bidder applying individually or as a member of a Consortium, as the case may be, can be member of another Bidder. The term ‘Bidder’ used herein would apply to both a single entity and a Consortium.

A Bidder may be Sole Proprietorship, Partnership firm, LLP under the Limited Liability Partnership Act, 2008 or a Company (Public or Private Ltd.) incorporated under the Companies Act 1956/2013 or any combination of them with a formal intent to enter into an agreement or under an existing agreement to form a Consortium. All the entities shall be required to submit proof of their statutory registration/ incorporation as per their respective governing Statutes/ Acts. Consortium shall be eligible for consideration subject to the conditions set out in Clause 3.1.9.

3.2.2 An individual Bidder or a Consortium member shall not be allowed to be a member of any other Consortium.

3.2.3 The Bidder should be legally competent to enter into a contract as per prevailing Indian Laws. This RFP is not transferable.

3.2.4 Only those Bidders meeting Minimum Eligibility Criteria as per Clause 3.2.6 and other provisions of Volume-I: ITB of the RFP Document will be considered “Technically Qualified” for the Project.

3.2.5 Any entity which has been blacklisted or barred by the [Central/ State Government, PSUs or any entity controlled by it,] from participating in any project (PPP or otherwise), and the bar subsists as on the date of Application, would not be eligible to submit an Application, either individually or as member of a Consortium. **An undertaking / Affidavit in respect of this shall be enclosed.**

An Applicant including any Consortium Member or Associate should, in the last 3 (three) years, have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, Consortium Member or Associate, as the case may be, nor has been expelled from any project or contract by any public entity nor have had any contract terminated any public entity for breach by such Applicant, Consortium Member or Associate. **An undertaking / Affidavit in respect of this shall be enclosed.**

3.2.6 Eligibility Criteria

A Bidder should satisfy both **A. Technical Capacity** and **B. Financial Capacity**, as per this Clause 3.2.6, in order to meet and satisfy the minimum eligibility criteria ("Minimum Eligibility Criteria").

A. Technical Capacity

For demonstrating technical capacity and experience (the "Technical Capacity"), the Applicant (including its Associates) shall, over the past 10 (ten) financial years (the last financial year for determining the eligibility shall be financial year 2024 – 2025) preceding the Application Due Date, have paid for execution or received payments or received revenues of more than or equal to **INR 700 Crores from** any one or collectively from any of the below mentioned eligible projects: ("Eligible Projects")

- i. Have paid for execution or received payments or received total proceeds/revenues from its client(s)/ self – owned project(s) for the construction, development, maintenance and/or operations of filming facilities including VFX, CGI, studios, backlots. and/or
- ii. Have paid for execution or received payments or received total proceeds/revenues from its client(s)/ self – owned project(s) for the construction, development, maintenance and/or operations of golf course, golf townships and/or
- iii. Have paid for execution or received payments or received total proceeds/revenues from its client(s)/ self – owned project(s) for the construction, development, maintenance and/or operations of commercial buildings such as hotels, conventions, offices, retails space, service apartments and/or
- iv. Have paid for execution or received payments or received total proceeds/revenues from its client(s)/ self – owned project(s) for pre/post-production and/or of distribution of entertainment media content (including entertainment broadcasting) in India and/or
- v. Have paid for execution or received payments or received total proceeds/revenues from its client(s)/ self – owned project(s) from or through OTT platform (domestically and abroad) fully or partially, from one or multiple projects.

B. Financial Capacity

For the purpose of Financial Capacity, the Bidder shall be required to satisfy the Financial Capacity conditions as mentioned below ("Financial Capacity") :

- I. **NET WORTH** – The Bidder shall have a Net Worth of INR 350 Crores (Indian Rupees three fifty crores only) at the closing of the preceding Financial Year (2024-25) before the Bid Due Date.

For the purposes of this RFP the term Net Worth means following:

"Net Worth" for company shall mean the sum of subscribed and paid-up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity shareholders.

“Net Worth” for Partnership Firm would mean: [Fixed Assets +Trade Receivables + Current Assets] – [Firms Loan +Current Liabilities]

“Net Worth for Sole Proprietorship” would mean: Total Assets- Total Liabilities

Format for Submission

The Bidder should furnish details of Financial Capacity as per **Appendix E** and submit proofs specified therein.

NOTE:

- I. The credentials of a Bidder’s (or Consortium member’s) **Associate(s)** shall also be considered for the purpose of satisfying Eligibility Criteria as per Clause 3.2.6.

For purposes of this RFP, **“Associate”** means, in relation to the Bidder/ Consortium Member, a person who controls, is controlled by, or is under the common control with such Applicant/ Consortium Member (the “Associate”). As used in this definition, the expression “control” means, with respect to a person which is a company or corporation, the ownership, directly or indirectly, of more than 50% (fifty per cent) of the voting shares of such person, and with respect to a person which is not a company or corporation, the power to direct the management and policies of such person by operation of law.

It is clarified that a certificate from a qualified external auditor who audits the book of accounts of the Bidder shall be provided to demonstrate that a person is an Associate of the Bidder.

II. In case of a Consortium

- ▶ Technical Capacity of Consortium shall be calculated as a sum of Technical Capacities of individual Consortium Members who hold at least 26% equity stake in the consortium.
- ▶ Financial Capacity of Consortium shall be calculated as a sum of Financial Capacities of individual Consortium Members who hold at least 26% equity stake in the consortium.

O & M Experience

The Applicant shall, in the case of a Consortium, include a Member who shall subscribe and continue to hold at least 10% (ten percent) of the subscribed and paid up equity of the SPV for a period of 5 (five) years from the date of commercial operation of the Project, and has either by itself or through its Associate, experience of 7 (seven) years or more in operation and maintenance (O&M) of Eligible Projects specified in Clause 3.6.2 A, which have an aggregate capital cost equal or greater than to the Technical Capacity (i.e. INR 700 Crores from eligible projects). In case the Applicant is not a Consortium, it shall be eligible only if it has equivalent experience of its own or through its Associates. In the event that the Applicant does not have such experience, it should furnish an undertaking that if selected to undertake the Project, it shall for a period of at least 7 (seven) years from the date of commercial operation of the Project, enter into an agreement for entrusting its operations & maintenance (O&M) obligations to an entity having the aforesaid experience, failing which the Concession Agreement shall be liable to termination.

The Bidders meeting the aforesaid eligibility criteria shall be considered as “Eligible Bidders” and shall be marked as per the following technical marking criteria.

Note: Minimum 30 marks will be required for technical qualification and financial bid will be opened only of those bidders who will qualify with minimum 30 marks after evaluation of technical presentation. The marking system of the technical presentation is as mentioned below

Sl No	Criteria	Maximum Marks
A. Firm’s Experience (Maximum Marks= 10)		
1	<p>The Bidder shall have, over the last ten (10) years preceding the Bid Due Date, paid for execution, or received payments, or generated revenues from any one Eligible Project or collectively from multiple Eligible Projects, as defined under Clause 3.2.6(A), as follows:</p> <ul style="list-style-type: none"> Minimum INR 700 Crore – 5 Marks <p>Additional 1 Mark for every incremental INR 50 Crore above INR 700 Crore</p>	10
B. Financial Capacity (Maximum Marks= 10)		
1	<p>Net worth (as on 31st March 2025):</p> <ul style="list-style-type: none"> Minimum Net Worth of INR 350 Crore -5 Marks Additional 1 Mark shall be awarded for every incremental INR 50 Crore of Net Worth above INR 350 Crore, 	10
C. Technical Presentation including Project Concept and Implementation Plan, Business Plan, O & M Plan and Market Linkages (Maximum Marks= 30)		30
TOTAL		50

3.3 Proposal submitted by a Consortium

3.3.1 There can be a maximum of 3 (three) members in a Consortium.

3.3.2 In case of a Consortium, the combined (aggregate) Technical capacity & Financial capacity of those members, who shall have an equity share of at least 26% (twenty six percent) each in the SPV, should satisfy the above conditions of eligibility under clause 3.2.6; provided that each such member shall for a period of 5 (five) years from the date of commercial operations (COD), hold equity share capital not less than 26% of the subscribed and paid up equity of the SPV. However, the Lead Member nominated at the time of submission of the Proposal, shall continue to hold for the Concession Period with a minimum shareholding of 26% till the 10th anniversary of COD.

3.3.3 Any material changes in the membership of a Bidder will be rejected by the Authority. Proposals submitted by a Consortium must provide a written agreement (“**Consortium Agreement**”/ “**Joint Bidding Agreement**”) to be signed by each member in that Consortium which describes the responsibilities of each member in the Consortium. One of the Consortium members would be required to be nominated as Lead Member and the same shall also be mentioned in the Consortium/Joint Bidding Agreement.

- 3.3.4 Members of the Consortium shall be liable jointly and severally for the execution of the Project in accordance with the terms of the Agreement and a statement to this effect shall be included in the Consortium Agreement mentioned under this section, as well as in the Proposal and in the Agreement. The Authority may require such documents / undertakings / indemnities as it may deem fit from Consortium members before or at the time of issuance of Letter of Award / Signing of Agreement.
- 3.3.5 The representative of the Lead Member shall hold authorization in the form of Power of Attorney. The Proposal must designate one or more person(s) to represent the Bidder in its dealings with the Authority. Unless specifically advised to the contrary, Authority will assume that the person(s) designated is authorized to perform all tasks, including, but not limited to, providing information, responding to inquiries and entering into contractual commitments on behalf of the Company or the Consortium as the case maybe. Any and all limitations on the Authority of the designated person(s) should be detailed in the Proposal.
- 3.3.6 Members of the Consortium shall enter into a binding Joint Bidding/ Consortium Agreement, substantially in the form specified at Appendix-I (the **“Consortium Agreement”/ Joint Bidding Agreement**), for the purpose of making the Application and submitting a Bid in the event of being short-listed. The Jt. Bidding Agreement, to be submitted along with the Application, shall, inter alia:
- i. convey the intent to form an SPV with shareholding/ ownership equity commitment(s) in accordance with this RFP, which would enter into the Concession Agreement and subsequently perform all the obligations of the Concessionaire in terms of the Concession Agreement, in case the Project is awarded to the Consortium;
 - a) clearly outline the proposed roles and responsibilities, if any, of each member;
 - b) commit the minimum equity stake to be held by each member;
 - c) commit that each of the members, whose experience will be evaluated for the purposes of this RFP, shall subscribe to 26% (twenty six per cent) or more of the paid up and subscribed equity of the SPV and shall further commit that each such member shall, for a period of 5 (five) years from the date of commercial operation of the Project, hold equity share capital not less than: (i) 26% (twenty six per cent) of the subscribed and paid up equity share capital of the SPV;
 - d) commit that the Lead Member nominated at the time of submission of the Proposal, shall continue to hold for the Concession Period with a minimum shareholding of 26% till the 10th anniversary of COD.
 - e) include a statement to the effect that all members of the Consortium shall be liable jointly and severally for all obligations of the Concessionaire in relation to the Project until the Financial Close of the Project is achieved in accordance with the Concession Agreement; and
 - f) except as provided under this RFP and the Bidding Documents, there shall not be any amendment to the Jt. Bidding Agreement without the prior written consent of the Authority.

3.3.7 Change in composition of the Consortium

- 3.3.7.1 Where the Bidder is a Consortium, change in composition of the Consortium may be permitted by the Authority during the Bid Stage, only where:
- a) the Lead Member continues to be the Lead Member of the Consortium;
 - b) the substitute is at least equal, in terms of Technical Capacity or Financial Capacity, to the Consortium Member who is sought to be substituted and the modified Consortium shall continue to meet the pre-qualification and short-listing criteria for Applicants; and
 - c) the new Members) expressly adopts) the Application already made on behalf of the Consortium as if it were a party to it originally and is not an Applicant/Member/ Associate of any other Consortium bidding for this Project.
- 3.3.7.2 Approval for change in the composition of a Consortium shall be at the sole discretion of the Authority and must be approved by the Authority in writing. The Bidder must submit its application for change in composition of the Consortium no later than 15 (fifteen) days prior to the Bid Due Date.
- 3.3.7.3 The modified/ reconstituted Consortium shall submit a revised Jt. Bidding Agreement and a Power of Attorney, substantially in the format as per Appendix, prior to the Bid Due Date.

3.4 Change in Ownership

- 3.4.1 Subject to Clause 3.2, by submitting the Bid, the Bidder acknowledges that it was pre-qualified and short-listed on the basis of Technical Capacity and Financial Capacity of those of its Consortium Members who shall, hold equity share capital of not less 26% of the subscribed and paid-up equity of the Concessionaire for a period of 5 years from COD, and thereafter the Lead Member must hold a minimum equity share capital of 26% of the subscribed and paid-up equity of the Concessionaire till the 10th anniversary of COD.
- 3.4.2 By submitting the Bid, the Bidder shall be deemed to have acknowledged and agreed that in the event of a change in control of an Associate whose Technical Capacity and/or Financial Capacity was taken into consideration for the purposes of short-listing and pre-qualification under and in accordance with this RFP, the Bidder shall be deemed to have knowledge of the same and shall be required to inform the Authority forthwith along with all relevant particulars about the same and the Authority may, in its sole discretion, disqualify the Bidder or withdraw the LOA from the Selected Bidder, as the case may be. In the event such change in control occurs after signing of the Concession Agreement, it would, notwithstanding anything to the contrary contained in the Concession Agreement, be deemed to be a breach of the Concession Agreement, and the same shall be liable to be terminated without the Authority being liable in any manner whatsoever to the Concessionaire. In such an event, notwithstanding anything to the contrary contained in the Concession Agreement, the Authority shall be entitled to forfeit and appropriate the Bid / Proposal Security or Performance Security, as the case may be, as Damages, without prejudice to any other right or

remedy that may be available to the Authority under the Bidding Documents and/ or the Concession Agreement or otherwise.

3.5 Number of Bids and costs thereof

3.5.1 Each Bidder shall submit only 1 (One) Bid/ Proposal. Violation of this shall lead to disqualification of the Bidder. A Bidder applying individually or as a member of a Consortium shall not be entitled to submit another Bid either individually or as a member of any Consortium, as the case may be.

3.5.2 All Bidders are required to submit a detailed Proposal in accordance with the guidelines set forth in this RFP Document. The cost of preparation of Proposal and related expenses shall be borne by the Bidders themselves.

3.6 Site visit and verification of information

3.6.1 Bidders are encouraged to submit their respective Applications after visiting the Project site and ascertaining for themselves the site conditions, traffic, location, surroundings, climate, availability of power, water and other utilities for construction, access to site, handling and storage of materials, weather data, applicable laws and regulations, and any other matter considered relevant by them.

3.6.2 It shall be deemed that by submitting a Bid, the Bidder has:

- a. made a complete and careful examination of the Bidding Documents;
- b. received all relevant information requested from the Authority;
- c. accepted the risk of inadequacy, error or mistake in the information provided in the Bidding Documents or furnished by or on behalf of the Authority relating to any of the matters referred to in this RFP;
- d. satisfied itself about all matters, things and information including matters referred to in Clause 3.6 hereinabove necessary and required for submitting an informed Bid, execution of the Project in accordance with the Bidding Documents and performance of all of its obligations thereunder;
- e. acknowledged and agreed that inadequacy, lack of completeness or incorrectness of information provided in the Bidding Documents or ignorance of any of the matters referred to in Clause 3.6 hereinabove shall not be a basis for any claim for compensation, damages, extension of time for performance of its obligations, loss of profits etc. from the Authority, or a ground for termination of the Concession Agreement by the Concessionaire;
- f. acknowledged that it does not have a Conflict of Interest; and
- g. agreed to be bound by the undertakings provided by it under and in terms hereof.

3.6.3 The Authority shall not be liable for any omission, mistake or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to RFP, the Bidding Documents or the Bidding Process, including any error or mistake therein or in any information or data given by the Authority.

3.7 Verification and Disqualification

3.7.1 The Authority reserves the right to verify all statements, information and documents submitted by the Bidder in response to the RFP and the Bidder shall, when so required by the Authority, make available all such information, evidence and documents as may be necessary for such verification. Any such verification or lack of such verification, by the Authority shall not relieve the Bidder of its obligations or liabilities hereunder nor will it affect any rights of the Authority thereunder.

3.7.2 The Authority reserves the right to reject any Bid and appropriate the Bid Security if:

(a) at any time, a material misrepresentation is made or uncovered, or

(b) the Bidder does not provide, within the time specified by the Authority, the supplemental information sought by the Authority for evaluation of the Bid.

Such misrepresentation/ improper response shall lead to the disqualification of the Bidder. If the Bidder is a Consortium, then the entire Consortium and each Member may be disqualified / rejected. If such disqualification / rejection occurs after the Bids have been opened and the Lowest Bidder gets disqualified / rejected, then the Authority reserves the right to:

i) invite the remaining Bidders to submit their Bids in accordance with Clauses 4.3; or

(ii) take any such measure as may be deemed fit in the sole discretion of the Authority, including annulment of the Bidding Process.

3.7.3 In case it is found during the evaluation or at any time before signing of the Concession Agreement or after its execution and during the period of subsistence thereof, including the Concession thereby granted by the Authority, that one or more of the pre-qualification conditions have not been met by the Bidder, or the Bidder has made material misrepresentation or has given any materially incorrect or false information, the Bidder shall be disqualified forthwith if not yet appointed as the Concessionaire either by issue of the LOA or entering into of the Concession Agreement, and if the Selected Bidder has already been issued the LOA or has entered into the Concession Agreement, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this RFP, be liable to be terminated, by a communication in writing by the Authority to the Selected Bidder or the Concessionaire, as the case may be, without the Authority being liable in any manner whatsoever to the Selected Bidder or Concessionaire.

In such an event, the Authority shall be entitled to forfeit and appropriate the Bid Security or Performance Security, as the case may be, as Damages, without prejudice to any other right or remedy that may be available to the Authority under the Bidding Documents and/ or the Concession Agreement, or otherwise.

3.8 Right to accept or reject any or all Bids/ Bids

3.8.1 Notwithstanding anything contained in this RFQ, the Authority reserves the right to accept or reject any Application and to annul the Bidding Process and reject all Applications/ Bids, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons therefor. In the event that the Authority rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Bids hereunder.

B. Documents

3.9 Contents of the RFP

3.9.1 This RFP comprises the Disclaimer set forth hereinabove, the contents as listed below, and will additionally include any Addenda issued in accordance with Clause 3.11.

Instruction to Bidders (ITB)

- Section 1: Invitation for Proposal
- Section 2: Project Details
- Section 3: Instructions for Bidding
- Section 4: Evaluation of Bids
- Section 5: Fraud and Corrupt Practices
- Section 6: Pre-Bid Conference
- Section 7: Miscellaneous

Appendices

- A – Letter of Bid & Interest
- B – General Information of the Bidder
- C – Affidavit
- D1 – Format for Power of Attorney for Authorized Signatory
- D2 – Format of Power of Attorney by each Member of Consortium in favour of Lead Member
- E – Minimum Eligibility Criteria
- F – Acknowledgement Letter (to be submitted by each Member of Consortium)
- G – Statement of Legal Capacity
- H – Format of Bank Guarantee towards Bid / Proposal Security
- I – Draft Consortium Agreement
- J – Format for O & M Undertaking
- K – Format for Financial Proposal
- L – Certificate regarding Compliance with Restrictions under Rule 144 (xi) of the General Financial Rules (GFRs)

The draft Concession Agreement, DPR/ feasibility report along with Schedules, provided by the Authority as part of the Bidding Documents shall be deemed to be part of this RFP.

3.10 Clarifications

3.10.1 Bidders requiring any clarification on the RFP may notify the Authority in writing by speed post/ courier/ e-mail at the address provided in Clause 1.4. They should send in their queries on or before the date mentioned in the Schedule of Bidding Process specified in Clause 1.2. The responses will be published online on the website only. The Authority will publish all the queries and its responses thereto on the website without identifying the source of queries.

3.10.2 The Authority shall endeavour to respond to the questions raised or clarifications sought by the Bidders. However, the Authority reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring the Authority to respond to any question or to provide any clarification.

3.10.3 The Authority may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Bidders. All clarifications and interpretations issued by the Authority shall be deemed to be part of the Bidding Documents. Verbal clarifications and information given by Authority, or its employees or representatives shall not in any way or manner be binding on the Authority.

3.11 Amendment of RFP

3.11.1 At any time prior to the Bid / Proposal Due Date, Authority may for any reason, whether at its own initiative or in response to clarifications requested by a Bidder, modify the RFP Document through the issuance of Addenda.

3.11.2 Any Addendum and Corrigendum thereto, thus issued shall be part of the RFP and shall be published online only.

3.11.3 To give Bidders reasonable time to take any Addendum and/or Corrigendum into account in preparing their Bids, the Authority may, at its sole discretion, extend the Due Date.

C. Preparation and Submission of Bid

3.12 Language

3.12.1 The Application and all related correspondence and documents in relation to the Bidding Process shall be in English language. Supporting documents and printed literature furnished by the Applicant with the Application may be in any other language provided that they are accompanied by translations of all the pertinent passages in the English language, duly authenticated and certified by the Applicant. Supporting materials, which are not translated into English, may not be considered for evaluation purpose. For the purpose of interpretation and evaluation of the Application, the English language translation shall prevail.

3.12.2 Any currency for the purpose of the Proposal / Bid shall be in form of Indian National Rupee (INR).

3.13 Format and signing of Bid

3.13.1 The Bidder shall provide all the information sought under this RFP. The Authority will evaluate only those Bids that are received in the required formats and complete in all respects.

3.13.2 The Bid shall be typed or written in indelible ink and signed by the authorized signatory of the Bidder who shall also initial each page, in blue ink. In case of printed and published documents, only the cover shall be initialled. All the alterations, omissions, additions or any other amendments made to the Bid shall be initialled by the person(s) signing the Bid.

3.14 Sealing, Marking and Submission Proposals /Bids

The proposal shall be submitted in 2 (Two) parts in 2 (Two) separate envelopes/packages put together in 1 (one) single outer envelope. The outer envelope should be superscribed with the Bidder Name and Bid Number.

3.14.1 Submission of Bid

The Proposals shall be sealed, marked and submitted as explained below:

The 2 parts (collectively referred to as 'Proposal') shall be:

Part-A: Technical Proposal.

Part 1, the "Technical Proposal" should have the following documents.

- a. Bid / Proposal Security and the receipt of online payment of Bid Document Fee
- b. Letter of Application and Interest (As per Format A);
- c. General Information of the Bidder (As per Format B);
- d. Affidavit (As per Format C);
- e. Power of Attorney for Authorized Signatory (As per Format D1);
- f. Power of Attorney by each Member of the Consortium in favour of Lead Member (As per Format D2), if applicable.
- g. Minimum Eligibility Criteria (As per Format E);
- h. Acknowledgement (As per Format F);
- i. Statement of Legal Capacity (As per Format G);
- j. Consortium Agreement (As per Format I), if applicable.
- k. O & M undertaking (As per format J), if applicable
- l. Supporting documents (duly signed) such as:
 - i. Certificate of Registration / Incorporation
 - ii. Annual Reports and Audited financial statements for last 5 financial years (FY 25, FY24, FY23, FY22 and FY21)
 - iii. Supporting documents to support Technical Capacity (as per Clause 3.2.6)

Part 2- Financial Proposal

The Part 2, the "Financial Proposal" should be submitted as per the format for Financial Bid given in APPENDIX-K: Format for Financial Proposal.

Note:

- a. **Financial Proposal shall not be submitted with Part-1, and if submitted, the bid will be rejected.**
- b. All the above envelopes shall be enclosed in an outer cover / envelope marked as ***"Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)"***.
- c. The Envelope shall be addressed to:

The Director
Department of Tourism, Govt of Meghalaya

3rd Secretariat Nokrek Building,
Lower Lachumiere, Shillong 793001,
Meghalaya, India
Phone No : +91 76400 03050

E-mail : info@meghalayatourism.in, technical.tourism@gmail.com

The hard copies / physical bid shall be submitted to the above address on or above the Bid Due Date as per Clause 1.2. It is being clarified here that the information as asked from the Bidder should be in the format as provided.

If the envelope is not sealed and marked, as instructed above, the Authority assumes no responsibility for the misplacement or premature opening of the Proposal submitted. In that case, the prematurely opened Proposals will be rejected.

Any Proposal received by the Authority after the Proposal / Bid Due Date will be liable for rejection.

3.14.2 Submission Formats

- a) The Technical proposal (Part A) and Financial Proposal (Part B) must be inserted in separate sealed envelopes, along with bidder's name and address on the envelope and clearly marked as follows:

Part-A:

Technical proposal for

**“DEVELOPMENT, OPERATION AND MAINTENANCE OF MICE PLUS AT MAWKHANU KNOWLEDGE CITY,
NEW SHILLONG, MEGHALAYA UNDER DESIGN, BUILD, FINANCE, OPERATE AND TRANSFER (DBFOT)
MODE ON PUBLIC PRIVATE PARTNERSHIP (PPP)”**

Part-B:

Financial proposal for

**“DEVELOPMENT, OPERATION AND MAINTENANCE OF MICE PLUS AT MAWKHANU KNOWLEDGE CITY,
NEW SHILLONG, MEGHALAYA UNDER DESIGN, BUILD, FINANCE, OPERATE AND TRANSFER (DBFOT)
MODE ON PUBLIC PRIVATE PARTNERSHIP (PPP)”**

Both the envelopes i.e. envelope for Part-A and Envelope for Part-B must be packed in a separate sealed outer cover and clearly super scribed with the following:

Proposal for

**“DEVELOPMENT, OPERATION AND MAINTENANCE OF MICE PLUS AT MAWKHANU KNOWLEDGE CITY,
NEW SHILLONG, MEGHALAYA UNDER DESIGN, BUILD, FINANCE, OPERATE AND TRANSFER (DBFOT)
MODE ON PUBLIC PRIVATE PARTNERSHIP (PPP)”**

The Bidder's Name & address shall be mentioned in the left-hand corner of the outer envelope. The inner and outer envelopes shall be addressed to the following address:

The Director

Department of Tourism, Govt of Meghalaya
3rd Secretariat Nokrek Building,
Lower Lachumiere, Shillong 793001,
Meghalaya, India
Phone No : +91 76400 03050
E-mail : info@meghalayatourism.in, technical.tourism@gmail.com

Note:

- i. If the outer envelope and the financial proposal envelope is not sealed and marked as mentioned above, then Authority will assume no responsibility for the tender's misplacement or premature opening. Telex, cable or facsimile tenders will be rejected.
- ii. Any deviation from the prescribed procedures / information / formats / conditions shall result in outright rejection of the proposal. All the pages of the proposal have to be signed by the authorized representative of the bidder. Bids with any conditional offer shall be deemed to be a non-responsive bid and shall be liable to be outright rejected. All pages of the proposal must have to be sealed and signed by the authorized representative of the bidder. Any conditional bids will be rejected.

3.15 Late Bids

Bids received by the Authority after the specified time on the Bid Due Date shall not be eligible for consideration and shall be summarily rejected.

3.16 Modifications/ Substitution/ Withdrawal of Bids

The Bidder may modify, substitute or withdraw its Bid after submission, provided that written notice of the modification, substitution or withdrawal is received by the Authority prior to the Bid Due Date. No Bid shall be modified, substituted or withdrawn by the Bidder on or after the Bid Due Date.

The modification, substitution or withdrawal notice shall be prepared, sealed, marked, and delivered in accordance with Clause 3.14, with the envelopes being additionally marked "MODIFICATION", "SUBSTITUTION" or "WITHDRAWAL", as appropriate.

Any alteration/ modification in the Bid or additional information supplied post the Bid Due Date, unless the same has been expressly sought for by the Authority, shall be disregarded.

3.17 Rejection of Bids

Notwithstanding anything contained in this RFP, the Authority reserves the right to reject any Bid or to annul the Bidding Process and reject all Bids at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof. In the event that the Authority rejects or annuls all the Bids, it may, in its sole discretion, invite all eligible Bidders to submit fresh Bids hereunder.

The Authority reserves the right not to proceed with the Bidding Process at any time, without notice or liability, and to reject any Bid without assigning any reasons thereof.

3.18 Validity of Bids

The Proposal shall remain valid for a period not less than 180 (one hundred and eighty) days from the Proposal Due Date (the "Proposal Validity Period"). The Authority reserves the right

to reject any Proposal that does not meet this requirement. Validity of Bid Security shall be extended for a specified additional period at the request of the Authority to the Bidder.

A Bidder agreeing to the request will not be allowed to modify his Proposal but would be required to extend the validity of his Bid / Proposal Security for the period of extension.

Upon the extension, the Proposal Validity Period for the Proposal / Bid Security submitted by the Selected Bidder shall be extended till the date of execution of the Concession Agreement.

3.19 Confidentiality

Information relating to the examination, clarification, evaluation, and recommendation for the short-listed pre-qualified Applicants shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising the Authority in relation to, or matters arising out of, or concerning the Bidding Process. The Authority will treat all information, submitted as part of Application, in confidence and will require all those who have access to such material to treat the same in confidence. The Authority may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/ or the Authority or as may be required by law or in connection with any legal process.

3.20 Correspondence with the Bidder

Save and except as provided in this RFP, the Authority shall not entertain any correspondence with any Bidder in relation to acceptance or rejection of any Bid.

D. Bid / Proposal Security

3.21 Bid / Proposal Security

The Bid / Proposal shall be accompanied by a Bid / Proposal Security for a value of **INR 13 Crore (Rupees Thirteen Crore Only) issued by a Nationalised Bank** or a Scheduled Bank in India having a net worth of at least Rs. 1,000 crores (Rs. one thousand crore), in favour of [] and payable at [], in the format at Appendix–A (the “**Bank Guarantee**”). The Bid / Proposal Security shall have a validity period of not less than 180 (one hundred eighty) days from the Bid Due Date, inclusive of a claim period of 60 (sixty) days, and may be extended as may be mutually agreed between the Authority and the Bidder from time to time.

Any Proposal submitted without the Bid / Proposal Security or not in the form as specified in the RFP Document shall be declared as non-responsive and shall be summarily rejected.

The Authority shall not be liable to pay any interest on the Bid / Proposal Security.

The Bid Security shall be forfeited as Damages without prejudice to any other right or remedy that may be available to the Authority under the Bidding Documents and/ or under the Concession Agreement, or otherwise, under the following conditions:

- a) If a Bidder submits a non-responsive Bid;
- b) If a Bidder engages in a corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice as specified in Clause 4 of this RFP;

- c) If a Bidder withdraws its Bid during the period of Bid validity as specified in this RFP and as extended by mutual consent of the respective Bidder(s) and the Authority;
- d) In the case of Selected Bidder, if it fails within the specified time limit -
 - i. to sign and return the duplicate copy of LOA;
 - ii. to sign the Concession Agreement; or
 - iii. to furnish the Performance Security within the period prescribed therefor in the Concession Agreement; or
- e) In case the Selected Bidder, having signed the Concession Agreement, commits any breach thereof prior to furnishing the Performance Security.

Note:

Bid / Proposal Security of only L1, L2 & L3 Bidders would be retained till the Concession Agreement is signed between the Selected Bidder and the Authority. The Bid / Proposal Security of other Bidders would be returned, without interest, within 60 (Sixty) day of opening of Financial Proposals.

The Bid / Proposal Security of the Selected Bidder will be retained till the later of

- i. signing of Concession Agreement between the Selected bidder and the Authority, or*
- ii. submission of Performance Security.*

3.22 Performance Security

The Selected Bidder, for due and faithful performance of its obligations under the Concession Agreement, shall be required to provide “**Performance Security**” as per Article 9 of the Draft Concession Agreement.

3.23 Proprietary data

All documents and other information supplied by the Authority or submitted by an Applicant to the Authority shall remain or become the property of the Authority. Applicants are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and submission of their Application. The Authority will not return any Application or any information provided along therewith.

4. EVALUATION OF BIDS

4.1 Opening and Evaluation of Bids

The received Technical Proposals shall be opened, by the tender opening committee of the Authority, in presence of the Bidders at scheduled time on the Bid Due Date, unless intimated otherwise. The date for opening of Financial Proposals shall be intimated in advance to the Technically Qualified Bidders.

The Authority, reserves the right to reject any Proposal, if

- a) It is not signed, sealed and marked as stipulated in Clause 3.14.
- b) The information and documents have not been submitted as requested and in the formats specified in the RFP Document.
- c) There are inconsistencies between the Proposal and the supporting documents.
- d) It does not mention the Proposal Validity Period as set out in Clause 3.18.
- e) There are conditions proposed with the Proposal.
- f) It provides the information with material deviations.

For avoidance of doubt, a material deviation or reservation is one:

- a) Which affects in any substantial way, the scope, quality, or performance of the Project, or
- b) Which limits in any substantial way, inconsistent with the RFP Document, the Authority's rights or the Bidder's obligations, or
- c) Which would affect unfairly the competitive position of other Bidders' presenting substantially responsive bids.

To facilitate evaluation of Bids, the Authority may, at its sole discretion, seek clarifications in writing from any Bidder regarding its Bid.

No request for modification or withdrawal shall be entertained by the Authority in respect of such Proposals.

The evaluation and award shall be done in 3 (three) steps as explained below:

Step 1 – Qualification and Shortlisting

Step 1A: Proposals shall be tested for responsiveness as per Test of Responsiveness in Clause 4.2.

Step 1B: The Bid / Proposal Security in Envelope–1 shall be checked. Proposals without Bid / Proposal Security shall be rejected.

Step 1C: The submission(s) in Envelope–2 shall be checked.

- ▶ The Technical Capacity and Financial Capacity of the Bidder should be sufficient as per Clause 3.2.6 of this RFP.
- ▶ The bidders meeting the minimum eligibility conditions shall be evaluated based on the technical marking criteria laid down under clause 3.2.6 of this RFP wherein a technical presentation of the proposed Project shall be made by the respective bidders to the Authority.
- ▶ The Proposals not meeting the prescribed criteria as per Clause 3.2.6 will be rejected outright. All Bidders passing Step–I of the evaluation by meeting the minimum

eligibility criteria and with technical marking above the threshold limit will be considered as Technical Qualified Bidders and shall be considered for the next stage.

All Bidders passing Step–I of the evaluation will be considered as Technical Qualified Bidders and shall be considered for the next stage.

Step – 2: Financial Proposal Evaluation and Selection

The Financial Proposals of only those Bidders who have passed Step–1 shall be opened in presence of the nominees of the Authority and Bidders. The Lowest Bidder shall be declared as the Selected Bidder. Financial Proposals of Bidders who do not qualify the Step–I of evaluation shall not be opened. In this RFP, the term “Lowest Bidder” shall mean the Bidder who is seeking the lowest Grant as Bid Variable. Bidders shall be ranked L1, L2, L3, etc. in decreasing order of their financial offers, with L1 being the Bidder quoting the lowest Bid Variable. In case two Bidders quote the same Bid Variable, the Bidder having highest technical score will be considered as the Lowest Bidder.

4.2 Tests of responsiveness

Prior to evaluation of Bids, the Authority shall determine whether each Bid is responsive to the requirements of this RFP. A Bid shall be considered responsive if:

- a) it is received as per the formats attached in Appendices;
- b) it is received by the Bid Due Date including any extension thereof pursuant to Clause 1.2;
- c) it is signed, sealed, bound together in hard cover and marked as stipulated in Clause 3.14;
- d) it is accompanied by the Bid / Proposal Security as specified in Clause 3.21;
- e) it is submitted as required in the RFP;
- f) it contains all the information (complete in all respects) as requested in this RFP and/or Bidding Documents (in formats same as those specified);
- g) it does not contain any condition or qualification; and
- h) it is not non-responsive in terms hereof.

The Authority reserves the right to reject any Bid which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by the Authority in respect of such Bid. Provided, however, that the Authority may, in its discretion, allow the Bidder to rectify any infirmities or omissions if the same do not constitute a material modification of the Bid.

4.3 Selection of Bidder

Subject to the provisions of Clause 3.13, the Bidder whose Bid is adjudged as responsive in terms of Clause 4.2, who meets the Eligibility Criteria as per Section 3.2.6 and who is declared as the Lowest Bidder as per Section 2.5., shall ordinarily be declared as the selected Bidder (the “Selected Bidder”). In the event that the Authority rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Bids hereunder

In the event that two or more Bidders quote the same amount of Bid Variable (the “Tie Bidders”), the Authority shall select the Bidder basis process outlined in Clause 4.1. In the event that the Lowest Bidder withdraws or is not selected for any reason in the first instance

(the “first round of bidding”), the Authority may either cancel the bid process or alternately, invite all the remaining Bidders to revalidate or extend their respective Bid / Proposal Security, as necessary, and match the Bid of the aforesaid Lowest Bidder (the “second round of bidding”). If in the second round of bidding, only one Bidder matches the Lowest Bidder, it shall be the Selected Bidder. If two or more Bidders match the said Lowest Bidder in the second round of bidding, then the Bidder whose Bid was lower as compared to other Bidder(s) in the first round of bidding shall be the Selected Bidder. For example, if the third and fifth lowest Bidders in the first round of bidding offer to match the said Lowest Bidder in the second round of bidding, the said third lowest Bidder shall be the Selected Bidder.

In the event that no Bidder offers to match the Lowest Bidder in the second round of bidding as specified above, the Authority may, in its discretion, invite fresh Bids (the “third round of bidding”) from all Bidders except the Lowest Bidder of the first round of bidding, or annul the Bidding Process, as the case may be. In case the Bidders are invited in the third round of bidding to revalidate or extend their Bid / Proposal Security, as necessary, and offer fresh Bids, they shall be eligible for submission of fresh Bids provided, however, that in such third round of bidding only such Bids shall be eligible for consideration which are higher than the Bid of the second lowest Bidder in the first round of bidding.

After selection, a Letter of Award (the “LOA”) shall be issued, in duplicate, by the Authority to the Selected Bidder and the Selected Bidder shall, within 7 (seven) days of the receipt of the LOA, sign and return the duplicate copy of the LOA in acknowledgement thereof. In the event the duplicate copy of the LOA duly signed by the Selected Bidder is not received by the stipulated date, The Authority may, unless it consents to extension of time for submission thereof, appropriate the Bid / Proposal Security of such Bidder as Damages on account of failure of the Selected Bidder to acknowledge the LOA, and the next eligible Bidder may be considered.

After acknowledgement of the LOA as aforesaid by the Selected Bidder, the Authority shall cause the Concessionaire to execute the Concession Agreement within the period prescribed in Clause 1.2. [seems to be arbitrary. Advisable to be removed. The Authority will always have the authority for seeking amendments]

4.4 Avoidance of Contact during Bid Evaluation

Bids shall be deemed to be under consideration immediately after they are opened and until such time the Authority makes official intimation of award/ rejection to the Bidders. While the Bids are under consideration, Bidders and/ or their representatives or other interested parties are advised to refrain, save and except as required under the Bidding Documents, from contacting by any means, the Authority and/ or their employees/ representatives on matters related to the Bids under consideration.

4.5 Bids of other Bidders

The Authority shall return the Bid/ Proposal Security received from the Bidders who have not qualified in Step-I of the evaluation, within 60 (sixty) days of opening of the Technical Proposal. The Bid / Proposal Security shall be returned without payment of any interest.

5. FRAUD AND CORRUPT PRACTICES

5 Fraud and Corrupt Practices

The Bidders and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Bidding Process and subsequent to the issue of the LOA and during the subsistence of the Concession Agreement. Notwithstanding anything to the contrary contained herein, or in the LOA or the Concession Agreement, the Authority may reject a Bid, withdraw the LOA, or terminate the Concession Agreement, as the case may be, without being liable in any manner whatsoever to the Bidder or Concessionaire, as the case may be, if it determines that the Bidder or Concessionaire, as the case may be, has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice in the Bidding Process. In such an event, the Authority shall be entitled to forfeit and appropriate the Bid / Proposal Security or Performance Security, as the case may be, as Damages, without prejudice to any other right or remedy that may be available to the Authority under the Bidding Documents and/ or the Concession Agreement, or otherwise.

Without prejudice to the rights of the Authority under Clause 5 hereinabove and the rights and remedies which the Authority may have under the LOA or the Concession Agreement, or otherwise if a Bidder or Concessionaire, as the case may be, is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Bidding Process, or after the issue of the LOA or the execution of the Concession Agreement, such Bidder or Concessionaire shall not be eligible to participate in any tender or RFP issued by the Authority during a period of 2 (two) years from the date such Bidder or Concessionaire, as the case may be, is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practices, as the case may be.

For the purposes of this clause, the following terms shall have the meaning hereinafter respectively assigned to them:

- a) “corrupt practice” means the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the actions of any person connected with the Bidding Process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of the Authority who is or has been associated in any manner, directly or indirectly, with the Bidding Process or the LOA or has dealt with matters concerning the Concession Agreement or arising therefrom, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the Authority, shall be deemed to constitute influencing the actions of a person connected with the Bidding Process);
- b) “fraudulent practice” means a misrepresentation or omission of facts or suppression of facts or disclosure of incomplete facts, in order to influence the Bidding Process;
- c) “coercive practice” means impairing or harming, or threatening to impair or harm, directly or indirectly, any person or property to influence any person’s participation or action in the Bidding Process;

- d) “undesirable practice” means (i) establishing contact with any person connected with or employed or engaged by the Authority with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Bidding Process; or (ii) having a Conflict of Interest; and
- e) “restrictive practice” means forming a cartel or arriving at any understanding or arrangement among Bidders with the objective of restricting or manipulating a full and fair competition in the Bidding Process.

6. PRE-BID CONFERENCE

Pre-Bid Conference for the interested Bidders shall be convened at the designated date, time and place. A maximum of two representatives of each Bidder shall be allowed to participate on production of authority letter from the Bidder.

During the course of Pre-Bid Conference, the Bidders will be free to seek clarifications and make suggestions for consideration of the Authority. The Authority shall endeavour to provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive Bidding Process.

The Bidders should send in their queries prior to the Pre-Bid Conference date specified in the Schedule 1.2 of the RFP. Authority shall endeavour to respond to the queries within the period specified therein. Any query received after the Pre-Bid Conference shall not be entertained.

“Queries concerning RFP Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP) ”

Sl No	Clause/Page No.	Content of the RFP requiring clarifications	Change/clarification Requested
1			
2			
3			

Authority shall endeavor to respond to the questions raised or clarifications sought by the Bidders. However, Authority reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring Authority to respond to any question or to provide any clarification.

Authority may, on its own, if deemed necessary, issue interpretations and clarifications to all Bidders. All clarifications and interpretations issued by Authority shall be deemed to be part of the RFP. Verbal clarifications and information given by Authority or its employees or representatives shall not in any way or manner be binding on Authority.

7. MISCELLANEOUS

7.1 The Bidding Process shall be governed by, and construed in accordance with, the laws of India and the Courts in Shillong shall have exclusive jurisdiction over all disputes arising under, pursuant to and/or in connection with the Bidding Process.

The Authority, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to;

- a) suspend and/ or cancel the Bidding Process and/ or amend and/ or supplement the Bidding Process or modify the dates or other terms and conditions relating thereto;
- b) consult with any Bidder in order to receive clarification or further information;
- c) retain any information and/ or evidence submitted to the Authority by, on behalf of, and/ or in relation to any Bidder; and/ or
- d) independently verify, disqualify, reject and/ or accept any and all submissions or other information and/ or evidence submitted by or on behalf of any Bidder.

7.2 It shall be deemed that by submitting the Bid, the Bidder agrees and releases the Authority, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/ or performance of any obligations hereunder, pursuant hereto and/ or in connection with the Bidding Process and waives, to the fullest extent permitted by applicable laws, any and all rights and/ or claims it may have in this respect, whether actual or contingent, whether present or in future.

7.3 The Concession Agreement and RFP are to be taken as mutually explanatory and, unless otherwise expressly provided elsewhere in this RFP, in the event of any conflict between them the priority shall be in the following order:

- a. the Concession Agreement;
- b. the RFP.

i.e. the Concession Agreement at (a) above shall prevail over the RFP at (b) above.

8. APPENDICES

APPENDIX-A. Letter of Bid & Interest

(To be signed and submitted by the Bidder's authorized signatory on Bidder's Letter Head)

To,

The Director
Department of Tourism, Govt of Meghalaya
3rd Secretariat Nokrek Building,
Lower Lachumiere, Shillong 793001,
Meghalaya, India
Phone No : +91 76400 03050

E-mail : info@meghalayatourism.in, technical.tourism@gmail.com

Subject: **RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP).**

Dear Sir,

1. With reference to your RFP document dated *****, I/we, having examined the Bidding Documents and understood their contents, hereby submit my/our Bid(s) for the aforesaid Project. The Bid(s) is(/are) unconditional and unqualified.
2. I/We offer a Bid Security of (Rupees) to the Authority.
3. I /We acknowledge that **Tourism Department, Government of Meghalaya** , hereinafter called 'the Authority' will be relying on the information provided in the Bid and the documents accompanying the Bid for selection of the Concessionaire for the aforesaid Project, and we certify that all information provided therein is true and correct: nothing has been omitted which renders such information misleading; and all documents accompanying the Bid are true copies of their respective originals.
4. This statement is made for the express purpose of our selection as Concessionaire for the aforesaid Project.
5. I/We shall make available to the Authority any additional information it may find necessary or require to supplement or authenticate the Bid.
6. I/We acknowledge the right of the Authority to reject our Bid without assigning any reasons or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
7. I/We certify that in the last three years, we / any of our Consortium Members or our/ their Associates have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award, nor been expelled from any project of contract by any public authority nor have had any contract terminated by any public authority for breach on our part.

8. I/We declare that:
- a. *I/We have examined and have no reservations to the Bidding Documents, including any Addendum issued by the Authority; and*
 - b. *I/We do not have any conflict of interest in accordance with the RFP document; and*
 - c. *I/We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in Section 5 of the RFP document, in respect of any tender or request for Proposal issued by or any agreement entered into with the Authority or any other public-sector enterprise or any government, Central or State; and*
 - d. *I/We confirm that I/we are not blacklisted with any Ministry or Department of the Central Government, or by any of the State Governments / UT as on date. We further confirm that we will inform the Authority immediately in case of any change in this situation.; and*
 - e. *I/We hereby certify that we have taken steps to ensure that in conformity with the provisions of Section 5 of the RFP, no person acting for us or on our behalf has engaged or will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice; and*
 - f. the undertakings given by us along with the Application in response to RFP for the Project were true and correct as on the date of making the Application and are also true and correct as on the Bid Due Date and I/we shall continue to abide by them
9. I /We understand that you may cancel the Bidding Process at any time and that you are neither bound to accept any Bid that you may receive nor to invite the Bidders to Bid for the Project, without incurring any liability to the Bidders, in accordance with the terms and conditions of the RFP.
10. The Authority and its authorized representatives are hereby authorized to conduct any inquiries / investigation to verify the statements, documents and information submitted in connection with the Bid and to seek clarification from our banker regarding any financial and technical aspects. This letter of Bid will also serve as authorization to any individual or authorized representative of any institution referred to the supporting information, to provide such information deemed necessary as requested by yourselves to verify statements and information provided in the Bid or with regard to the resources, experience and competence of the Bidder.
11. I/We believe that I/we satisfy the Technical Capacity and Financial Capacity for the Project, and meet the requirements as specified in the RFP document.
12. I /We declare that we/any Member of the Consortium, or out/its Associates are not a Member of a/any other Consortium submitting a Bid for the Project.

13. I/We certify that in regard to matters other than security and integrity of the country, we/any Member of the Consortium or any of our/their Associates have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which could cast a doubt on our ability to undertake the Project or which relates to a grave offence that outrages the moral sense of the community.
14. I/We further certify that in regard to matters relating to security and integrity of the county, we/any Member of the Consortium or any of our/their Associate have not been charge-sheeted by any agency of the Government or convicted by a Court of Law.
15. I/We further certify that no investigation by a regulatory authority is pending either against us or against our Associates or against our CEO or any of our directors/managers/employees.
16. I/We undertake that in case due to any change in fact or circumstances during the Bidding Process, we are attracted by the provisions of disqualification in terms of the guidelines referred to above, we shall intimate the Authority of the same immediately.
17. {I/We acknowledge and undertake that our Consortium will be selected based on the basis of Technical Capacity and Financial Capacity of those of its Members who shall hold equity share capital of not less than 26% (Lead Member and Non-Lead Member respectively) of the subscribed and paid-up equity of the Concessionaire for a period of 5 years from COD, and thereafter the Lead Member must hold a minimum equity share capital of 26% of the subscribed and paid-up equity of the Concessionaire till the 10th anniversary of COD.} We further agree and acknowledge that the aforesaid obligation shall be in addition to the obligations contained in the Concession Agreement in respect of Change in Ownership
18. I /We acknowledge and agree that in the event of a change in control of Associates whose Technical Capacity and/or Financial Capacity was taken into consideration for the purposes of selection under and in accordance with the RFP, I/We shall inform the Authority forthwith along with all relevant particulars and the Authority may, in its sole discretion, disqualify us or withdraw the Letter of Award, as the case may be. I/We further acknowledge and agree that in the event such change in control occurs after signing of the Concession Agreement but prior to Financial Close of the Project, it would, notwithstanding anything to the contrary contained in the Agreement, be deemed a breach of thereof and the Concession Agreement shall be liable to be terminated without the Authority being liable to us in any manner whatsoever.
19. I/We understand that the Selected Bidder shall either be an existing Company incorporated under the Indian Companies Act, or shall incorporate prior to execution of the Concession Agreement.
20. I/We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the

- Bidding Process itself, in respect of the above-mentioned Project and the terms and implementation thereof.
21. In the event of my/our being declared as the Selected Bidder, I/we agree to enter into a Concession Agreement in accordance with the draft that has been provided to me/us prior to the Bid Due Date. We agree not to seek any changes in the aforesaid draft and agree to abide by the same.
 22. I /We have studied all the Bidding Documents carefully and also visited the Project. We understand that except to the extent as expressly set forth in the Concession Agreement, we shall have no claim, right or title arising out of any documents or information provided to us by the Authority or in respect of any matter arising out of or relating to the Bidding Process including the award of Concession.
 23. The Bid / Proposal Security is enclosed in the Envelope–1 marked “Bid / Proposal Security”.
 24. I/We agree and understand that the Bid is subject to the provisions of the Bidding Documents. In no case, I /We shall have any claim or right of whatsoever nature if the Project/Agreement is not awarded to me/us or our Bid is not opened or rejected.
 25. The Bid Variable has been quoted by me/us after taking into consideration all the terms and conditions stated in the RFP, draft Concession Agreement, our own estimates of cost and demand and after a careful assessment of the site and all the conditions that may affect the project cost and implementation of the Project.
 26. I/We agree and undertake to abide by all the terms and conditions of the RFP document.
 27. I/We shall keep this offer valid for 180 (one hundred and eighty) days from the Bid Due Date specified in the RFP or extension thereof as per the RFP.
 28. We, the Consortium Members agree and undertake to be jointly and severally liable for all the obligations of the Concessionaire under the Concession Agreement till occurrence of Financial Close in accordance with the Concession Agreement.

Authorized signatory

Date:

Name and seal of Bidder

Place:

Note: In case the Bidder is not a consortium, please delete the applicable clauses related to Consortium.

APPENDIX-B. General Information of the Bidder

(To be printed on A4 paper and signed by the Bidder's authorized signatory)

1. Details of Bidder (To be given separately by each Consortium member, in case the Bidder is a Consortium)
 - a. Name:
 - b. Legal Status:
 - c. Country of incorporation:
 - d. Address of the corporate headquarters (if any) in India:
 - e. Year of Incorporation:

2. Details of individual(s) who will serve as the point of contact / communication for the Authority within the Company:
 - a. Name:
 - b. Designation:
 - c. Company:
 - d. Address:
 - e. Telephone Number and Fax Number:
 - f. E-Mail Address:

3. Brief description of the entity including details of its main lines of business and proposed role and responsibilities in this Project:

4. In case of Consortium:
 - a. Information above (1 -3) should be provided for all the members of the Consortium.
 - b. Information regarding role of each member should be provided:

SI No	Name of Member	Equity Stake	Role*
1			
2			
3			
4.			

* Specify whether Lead Member / Ordinary Member

5. Details of Associates, whose credentials are counted as part of Minimum Eligibility Criteria:

6. The following information shall also be provided for Bidder/each member of the Consortium/ Associates:

SI No	Criteria	Yes	No
1	Has the Bidder/ Consortium Member/Associate been barred by the [Central/ State Government, or any entity controlled by it,] from participating in any project (PPP or otherwise), and the bar subsists as on the date of Application,		
2	If the answer to 1 is yes, does the bar subsist as on the date of Bid?		

SI No	Criteria	Yes	No
3	Applicant including any Consortium Member or Associate should, in the last 3 (three) years, have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, Consortium Member or Associate, as the case may be, nor has been expelled from any project or contract by any public entity nor have had any contract terminated any public entity for breach by such Applicant, Consortium Member or Associate.		

7. A statement by the Bidder and each of the members of its Consortium (where applicable) or any of their Associates disclosing material non-performance or contractual noncompliance in past projects, contractual disputes and litigation/ arbitration in the recent past is given below (Attach extra sheets, if necessary):

Signed by:

(Name of the Authorised Signatory) For and on behalf of

(Name of the Bidder)

Designation

Place:

Date:

APPENDIX-C. Affidavit

(To be executed on a Stamp Paper of INR 100; To be Notarized)
(To be given separately by each Consortium member, in case the Bidder is a Consortium)

I, _____, s/o _____, resident of _____, the _____ (insert designation) of the _____ (insert name of the Bidder), do solemnly affirm and state as follows:

1. That I am the authorized signatory of _____(insert name of Company/ Consortium) (hereinafter referred to as **“Bidder / Consortium Member”**) and I am duly authorized by the bidder organization / Consortium to swear and depose this Affidavit on behalf of the bidder organization / Consortium.
2. That I have submitted information with respect to our eligibility for the Request for Proposal (RFP) for **RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)** (hereinafter referred to as **“Project”**) and I further state that all the said information submitted by us is accurate, true and correct and is based on our records available with us.
3. That, we hereby also authorize and request any bank, authority, person or firm to furnish any information, which may be requested by the Authority to verify our credentials / information provided by us under this tender and as may be deemed necessary by the Authority.
4. That if any point of time including the Concession Period, in case of the Authority, requests any further / additional information regarding our Financial and / or Technical capabilities, or any other relevant information, we shall promptly and immediately make available such information accurately and correctly to the satisfaction of the Authority.
5. That, we fully acknowledge and understand that furnishing of any false or misleading information by us in our RFP shall entitle us to be disqualified from the tendering process for the said Project. The costs and risks for such disqualification shall be entirely borne by us.
6. That all the terms and conditions of the Request for Proposal (RFP) Document have been duly complied with.

DEPONENT

(Name, Designation and Address)

VERIFICATION:

I, the above-named deponent, do verify that the contents of paragraphs 1 to 6 of this affidavit are true and correct to my knowledge. No part of it is false and nothing material has been concealed.

Verified at _____, on this _____ day of _____, 2025.

DEPONENT

(Name, Designation and Address)

APPENDIX-D. Power of Attorney

APPENDIX-D-1: Format for Power of Attorney for Authorized Signatory

(To be executed on a Stamp Paper of INR 100; To be Notarized)

Know all men by these presents, We _____ (name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorize Mr/ Ms (name), _____ son/daughter/wife _____ and presently residing at _____, who is [presently employed with us/ the Lead Member of our Consortium and holding the position of _____], as our true and lawful attorney (hereinafter referred to as the "Attorney") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Bid to Tourism Department, Government of Meghalaya ("Authority") for "RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)." (the "Project") proposed or being developed by the Authority including but not limited to signing and submission of all Bids and other documents and writings, participate in Pre-Bids and other conferences and providing information/ responses to the Authority, representing us in all matters before the Authority, signing and execution of all contracts including the Concession Agreement and undertakings consequent to acceptance of our Bid, and generally dealing with the Authority in all matters in connection with or relating to or arising out of our Bid for the said Project and/ or upon award thereof to us and/or till the entering into of the Concession Agreement with the Authority.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, _____, THE ABOVE NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS ____ DAY OF _____, 2025

For.....

Accepted

..... (Signature)

(Name, Title and address) of the Attorney

Note:

- i. *To be executed by the sole Bidder or the Lead Member in case of a Consortium as the case may be.*
- ii. *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.*
- iii. *Wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a resolution/ power of attorney in favor of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.*
- iv. *For a Power of Attorney executed and issued in India, the notarization is to confirm that the document was executed in the presence of a notary.*
- v. *For a Power of Attorney executed and issued overseas, the document will also have to be legalized by the Indian Embassy. However, the Power of Attorney provided by Bidders from countries that have signed the Hague Legislation Convention 1961 are not required to be legalized by the Indian Embassy if it carries conforming Apostille certificate.*

APPENDIX-D-2: Format for Power of Attorney for Lead Member of the Consortium

(To be executed on a Stamp Paper of INR 100; To be Notarized)

Dated -----

POWER OF ATTORNEY TO WHOMSOEVER IT MAY CONCERN

Whereas Tourism Department, Government of Meghalaya, (the “**Authority**”) has invited Bids from interested parties for “**RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP).**” (the “**Project**”).

Whereas, _____, _____, _____ and _____ (collectively the “**Consortium**”) being Members of the Consortium are interested in bidding for the Project in accordance with the terms and conditions of the Request for Proposal document (RFP) and other connected documents in respect of the Project, and

Whereas, it is necessary for the Members of the Consortium to designate one of them as the Lead Member with all necessary power and authority to do for and on behalf of the Consortium, all acts, deeds and things as may be necessary in connection with the Consortium’s bid for the Project and its execution.

NOW THEREFORE KNOW ALL MEN BY THESE PRESENTS

We, _____ having our registered office at _____, [the name and address of the registered office], M/s _____ having our registered office at _____, [the name and address of the registered office] _____ having our registered office at _____, [the name and address of the registered office], _____ having our registered office at _____, [the name and address of the registered office], (hereinafter collectively referred to as the “**Principal**”) do hereby irrevocably designate, nominate, constitute, appoint and authorize M/s _____ having its registered office at _____, being one of the Members of the Consortium, as the **Lead Member** and true and lawful attorney of the Consortium (hereinafter referred to as the “**Attorney**”). We hereby irrevocably authorize the Attorney (with power to sub delegate) to conduct all business for and on behalf of the Consortium and any one of us during the Bidding Process and, in the event the Consortium is awarded the Concession/Contract, during the execution of the Project and in this regard, to do on our behalf and on behalf of the Consortium, all or any of such acts, deeds or things as are necessary or required or incidental to the submission of its bid for the Project, including but not limited to signing and submission of all Bids, bids and other documents and writings, participate in bidders and other conferences, respond to queries, submit information/ documents, sign and execute contracts and undertakings consequent to acceptance of bid of the Consortium and generally to represent the Consortium in all its dealings with MTDC and/ or the Authority, and/ or any other Government Agency or any person, in all matters in connection with or relating to or arising out of the Consortium’s bid for the Project and/ or upon award thereof till the Concession Agreement is entered into with the Authority.

AND hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Attorney pursuant to and in exercise of the powers

conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us/ Consortium.

IN WITNESS WHEREOF WE THE PRINCIPALS ABOVE NAMED HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS _____ DAY OF _____ 20**

By _____ [the Authorising Company]
Signature _____ [Signature of Authorised signing officer]
Name _____ [Name of Authorised signing officer]
Title _____ [Title of Authorised signing officer]

By _____ [the Authorising Company]
Signature _____ [Signature of Authorised signing officer]
Name _____ [Name of Authorised signing officer]
Title _____ [Title of Authorised signing officer]

By _____ [the Authorising Company]
Signature _____ [Signature of Authorised signing officer]
Name _____ [Name of Authorised signing officer]
Title _____ [Title of Authorised signing officer]

By _____ [the Authorising Company]
Signature _____ [Signature of Authorised signing officer]
Name _____ [Name of Authorised signing officer]
Title _____ [Title of Authorised signing officer]

(Executants)

Witness 1
Signature _____
Name _____
Address _____

Witness 2
Signature _____
Name _____
Address _____

Note:

- i. To be executed by all the Members of the Consortium.
- ii. The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.

- iii. *Wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a resolution/ power of attorney in favor of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.*
- iv. *For a Power of Attorney executed and issued in India, the notarization is to confirm that the document was executed in the presence of a notary.*
- v. *For a Power of Attorney executed and issued overseas, the document will also have to be legalized by the Indian Embassy. However, the Power of Attorney provided by Bidders from countries that have signed the Hague Legislation Convention 1961 are not required to be legalized by the Indian Embassy if it carries conforming Apostille certificate.*

APPENDIX-E: Minimum Eligibility Criteria

GUIDELINES

1. The Statutory Auditor / Chartered Accountant issuing the certification for Experience of the Bidder must hold a valid Certificate of Practice. The CA Certificate shall be accompanied with a valid UDIN.
2. For conversion of US Dollars to INR, the rate of conversion shall be INR 91 (Ninety One) to a US Dollar. In case of any other currency, the same shall first be converted to US Dollars as on the date 60 (sixty) days prior to the Bid Due Date, and the amount so derived in US Dollars shall be converted into INR at the aforesaid rate. The conversion rate of such currencies shall be the daily representative exchange rates published by the International Monetary Fund for the relevant date.
3. Documentary evidence must be submitted along with the Proposal, to support Technical and Financial Capacity claim, as per Clause 3.2.6.
4. Refer to the following format for establishing experience of Bidder.

APPENDIX-E-1: Bid Response Sheet 1

Format for Technical Capacity

(To be submitted on A4 paper | To be signed by both Authorized Signatory and Statutory Auditor)

Technical Capacity

The Bidder needs to submit the following:

- ▶ **Table 1:** To be submitted separately for each Consortium Member / Associate and certified by the statutory auditor of the consortium member / Associate, Authorized Signatory, and the authorized signing officer of the respective consortium member / Associate.
- ▶ **Table 2:** To be a summary form for all consortium members / Associates and certified by Authorized Signatory.

TABLE- 1: Details of Eligible Projects: To be filled compulsorily in all cases

Sl No	Details	Project-1	Project-2	Project-3	Project-n
1	Member Code (SE / LM / NLM-1 /NLM-2)				
2	Name and nature of the Project				
3	Type: (Real Estate/ Core Sector)				
4	Role-Developer/Prime contractor/ Subcontractor / Owner				
5	Type of Project – PPP / EPC / Own Development				
6	Project Location				
7	Total Project cost (i.e. Construction Cost / CAPEX) (INR crore), excluding cost of land				
8	Value of Contract awarded to the entity claiming experience (INR crore)				
9	Total amount: a) Payments made/ received for construction of Eligible Projects in as per clause 3.6.1 A b) Payments made for development of Eligible Projects in as per clause 3.6.1 A c) Revenues appropriated from Eligible Projects in as per clause 3.6.1 A. by the entity claiming experience, over last 10 financial years (i.e. starting from 1st April 2014)				
I	FY15-16				
ii	FY16-17				
iii	FY17-18				
iv	FY18-19				
V	FY19-20				
Vi	FY20-21				
Vii	FY21-22				
Viii	FY22-23				
Ix	FY23-24				
X	FY24-25				
	TOTAL (A)				
11	Date of commencement of Construction works				

Sl No	Details	Project-1	Project-2	Project-3	Project-n
12	Date of Completion of construction works (Expected date in case of ongoing projects)				
13	Date of commencement of operations				
14	Authority / Client for whom the project is carried out, applicable				
15	Equity holding at the time of execution/ construction, in case the project is undertaken as part of a consortium or partnership (with period during which the equity was held)				
16	Details of Proof Submitted				

Note:

1. Member code: SE- Single Entity, LM – Lead Member of Consortium, NLM – Non-Lead Member of Consortium
2. All the currency numbers are to be given in INR.
3. In case of the use of credentials of an Associate of a Bidder / Consortium Member, a certificate from a qualified external auditor who audits the book of accounts of the Bidder, or the Consortium Member shall be provided to demonstrate that the person is an Associate of the Bidder or the Consortium Member, as the case may be.
4. The following documentary evidence must be submitted along with the Proposal, to support Technical Criteria claim:

a. PROOF OF PROJECT COST (As per ROW 7 of Table-1 above)

- i. A certificate from appropriate authorities / clients certifying project cost. **OR**
- ii. In case of owned projects, certificate from statutory auditor.

AND

b. PROOF OF EXPERIENCE AND ROLE (As per ROW 4,5 & 8 of Table-1 above)

- i. Letter of Award / Contract AND a certificate from appropriate authorities / clients certifying other details not given in Letter of award / contract. **OR**
- ii. In case of owned projects, certificate from statutory auditor. **OR**
- iii. In case of Eligible Projects awarded under PPP / EPC mode:

Relevant pages of the work order / letter of award / contract / agreement. Relevant pages shall mean the Preamble of such contract / agreement detailing the parties, section containing information on project details like size / cost, and the last pages detailing the signatories.

AND

c. PROOF of AMOUNTS PAID FOR OR RECEIVED FOR DEVELOPMENT AND/OR CONSTRUCTION (As per ROW 9 of Table-1 above)

- ▶ Certificate from statutory auditor along with UDIN and membership details **OR**
- ▶ Certificate from Client / project owning authority.

AND

d. AUDITED FINANCIAL STATEMENTS FOR EACH FINANCIAL YEAR.

(Signature of Authorized signing officer of the consortium member / Associate)

Company seal & stamp

(Signature of Authorized Signatory)

Company seal & stamp

Signature, Name, Address and Membership number of Statutory Auditor

TABLE- 2A: If the Bidder/ Consortium fulfil CRITERIA B

Sl No	Particulars	Single Entity/ Consortium Lead Member	Consortium Member-2	Consortium Member-3
1	Proposed shareholding in the Consortium, if applicable			
2	Total number of Eligible Projects, as per Table 1			
3	Sum total of amount a) Payments made/ received for construction of Eligible Projects in as per clause 3.6.1 A b) Payments made for development of Eligible Projects in as per clause 3.6.1 A c) Revenues appropriated from Eligible Projects in as per clause 3.6.1 A. (i.e. sum of Row [9] in Table 1 above			
4	Sum total for the Bidder, across all Consortium members (INR crore)			

Note: Special Conditions for a Consortium

- 1) The Technical Capacity of the Bidder would be taken as aggregate of all members of the Consortium, who hold and shall continue to hold at least 26% equity shareholding till 5 years from COD.
- 2) The Technical Capacity of Associates can be taken into account while calculating Technical and Financial Capacity of Bidders / member of Consortium.

(Signature of Authorized Signatory)

Company seal & stamp

Signature, Name, Address and Membership number of Statutory Auditor

APPENDIX-E-2: Bid Response Sheet 2

Format for Financial Capacity

(To be submitted on A4 paper | To be signed by both Authorized Signatory and Statutory Auditor)

Financial Capacity

To be mentioned separately for each Consortium Member / Associate of Bidder

Financial Capacity	Single Entity/ Consortium Lead Member	Consortium Member-2	Consortium Member-3	Associates, if any
1.4.3.1 NET WORTH				
Net Worth as of 31 st March 2025				
Aggregate Net Worth				

Note:

1. All the Financial numbers are to be given in Indian Rupees.
2. In case of the use of credentials of an Associate of a Bidder, a certificate from a qualified external auditor who audits the book of accounts of the Bidder shall be provided to demonstrate that the person is an Associate of the Bidder.
3. The form may also be submitted separately for the Consortium Members, with certification by the respective statutory auditor of each of the Consortium Members. In such case, the Bidder must also submit a summary sheet, with aggregate average turnover and net worth of all Consortium Members, signed and verified by the Lead Member.
4. The following documentary evidence must be submitted along with the Proposal, to support Financial Capacity claim:
 - a) The Bidder, or each Consortium Member / Associate claiming experience, shall attach copies of the P&L, Balance sheet and Annual Reports for 5 (five) years preceding the Bid Due Date. The financial statements must be:
 - a. be audited by a statutory auditor **AND**
 - b. be complete, including all notes to the financial statements.
 - b) It may be noted that in the absence of any detail in the above certificates, the information would be considered inadequate and could lead to exclusion of the relevant experience.
5. In case the annual accounts for the latest financial year are not audited and therefore the Bidder cannot make it available, the Bidder shall give an undertaking to this effect, and the statutory auditor shall certify the same. In such a case, the Bidder shall provide the Audited Annual Reports for 5 (five) years preceding the year for which the Audited Annual Report is not being provided.

(Signature of Authorised Signatory)

Company seal & stamp

Signature, Name, Address and Membership No. of Statutory Auditor

APPENDIX-E-3: Bid Response Sheet 3

Certificate from the Statutory Auditor regarding Associate

OPTIONAL – IN CASE THE BIDDER HAS USED CREDENTIALS OF ITS ASSOCIATES TO MEET TECHNICAL / FINANCIAL CAPACITY

(To be printed on Letter Head)

Based on the authenticated record of the Company, this is to certify that more than 50% (fifty per cent) of the subscribed and paid-up voting equity of _____ (name of the Bidder/ Consortium Member/Associate) is held, directly or indirectly¹, by (name of Associate/ Bidder/ Consortium Member). By virtue of the aforesaid shareholding, the latter exercises control over the former, who is an Associate in terms of Clause 3.2.5 of the ITB.

A brief description of the said equity held, directly or indirectly, is given below:

.....

{Describe the shareholding of the Bidder/ Consortium Member and the Associate. In the event the Associate is under common control with the Bidder/ Consortium Member, the relationship may be suitably described and similarly certified herein.}

Signature of Statutory Auditor of Bidder / Consortium Member

Signature of Authorized signing officer of the consortium member, whose Associate is certified herein.

Signature of Authorized Signatory

¹ In the case of indirect shareholding, the intervening companies in the chain of ownership should also be Associates i.e., the shareholding in each such company should be more than 50% in order to establish that the chain of "control" is not broken

APPENDIX-F: Acknowledgement Letter

(To be submitted on Company's Letter Head by Single Bidder / each Consortium members separately))

I _____ (full name), s/o _____, the
_____ (insert designation) of the
_____ (insert name of the single Bidder / Consortium member,

in case of a Consortium), state as follows :

- a. Have reviewed the entire Proposal.
- b. Proposal submitted is in accordance with each key element of the Proposal, including, but not limited to, its Technical and Financial components, description of the member's responsibilities and commitments to the Project, and the designated person(s) who will represent the Consortium during the negotiation process.
- c. Have participated in only one Proposal for a given Project.
- d. Each of the Consortium members will be jointly and severally liable to the Authority.
- e. Acknowledges that the Authority reserves the right to reject any / all Proposals including the highest Proposal or withdraw the invitation of the Proposal at any stage without citing any reason.

Authorised signatory

Date:

Name and seal of the Bidder

Place:

APPENDIX-G: Acknowledgement Letter

(To be submitted on Company's Letter Head by Single Bidder / Lead Member of the Consortium)

Ref.

Date:

To,

The Director
Department of Tourism, Govt of Meghalaya
3rd Secretariat Nokrek Building,
Lower Lachumiere, Shillong 793001,
Meghalaya, India
Phone No : +91 76400 03050
E-mail : info@meghalayatourism.in, technical.tourism@gmail.com

Dear Sir,

We hereby confirm that we/ our members in the Consortium (constitution of which has been described in the Proposal) satisfy the terms and conditions laid out in the RFP document.

We have agreed that (insert member's name) will act as the Lead Member of our Consortium.

We have agreed that (insert individual's name) will act as our representative/ will act as the representative of the Consortium on its behalf and has been duly authorized to submit the RFP. Further, the authorized signatory is vested with requisite powers to furnish such letter and authenticate the same.

Thanking you,

Yours faithfully,

(Signature, name and designation of the authorised signatory)

For and on behalf of.....

APPENDIX-H: Format for Bid Security (Bank Guarantee)

BID / PROPOSAL SECURITY

UNCONDITIONAL AND IRREVOCABLE BANK GUARANTEE

Bank Guarantee No.: _____

Dated: _____

ISSUER OF BANK GUARANTEE:

_____ (Name of the Bank)

(Hereinafter referred to as the “Bank”)

BENEFICIARY OF BANK GUARANTEE:

To,

The Director

Department of Tourism, Govt of Meghalaya

3rd Secretariat Nokrek Building,

Lower Lachumiere, Shillong 793001,

Meghalaya, India

Phone No : +91 76400 03050

E-mail : info@meghalayatourism.in, technical.tourism@gmail.com

NATURE OF BANK GUARANTEE:

Unconditional and irrevocable Bank Guarantee.

CONTEXT OF BANK GUARANTEE:

In pursuance of Clause 4.4 of Volume-I of the Request for Proposal Document dated _____ 2024 (hereinafter referred to as the “RFP” inclusive of draft Concession Agreement) for the **RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)** (hereinafter referred to as the “Project”), provided however, such context of the Bank Guarantee or reference to the contract in this Bank Guarantee shall in no manner to be relied upon at any stage to adversely affect or dilute the unconditional and irrevocable nature of this Bank Guarantee.

Operative part of the Bank Guarantee:

1. At the request of the _____ (name and address of the Bidder), we _____, _____ (name and address of the bank), (hereinafter referred to as the “Bank”), do hereby unconditionally and irrevocably affirm and undertake that we are the Guarantor and are responsible to **Tourism Department, Government of Meghalaya (TDGOM) (the “Authority”)** i.e. the beneficiary on behalf of the Bidder, up to a total sum of **INR _____ (Rupees _____ Only)**, such sum being payable by us to the Authority immediately upon receipt of first written demand from the Authority.
2. We unconditionally and irrevocably undertake to pay to the Authority on an immediate basis, upon receipt of first written demand from Authority and without any cavil or argument or delaying

tactics or reference by us to Bidder and without any need for the Authority to convey to us any reasons for invocation of the Guarantee or to prove the failure on the part of the Bidder to repay the amount of INR _____ (Rupees _____ Only), or to show grounds or reasons for the demand or the sum specified therein, the entire sum or sums within the limits of INR _____ (Rupees _____ Only).

3. We hereby waive the necessity of the Authority demanding the said amount from Bidder prior to serving the Demand Notice upon us.
4. We further agree and affirm that no change or addition to or other modification to the terms of the contract, shall in any way release us from any liability under this unconditional and irrevocable Guarantee and we hereby waive notice of any such change, addition or modification. We further agree with the Authority shall be the sole and the exclusive judge to determine that whether or not any sum or sums are due and payable to him by Bidder, which are recoverable by the Authority by invocation of this Guarantee.
5. This Guarantee will not be discharged due to the change in constitution of the Bank or the Contractor. We undertake not to withdraw or revoke this Guarantee during its currency/validity period, except with the previous written consent of the Authority.
6. We unconditionally and irrevocably undertake to pay to the Authority any amount so demanded not exceeding INR _____ (Rupees _____ Only), notwithstanding any dispute or disputes raised by Bidder or anyone else in any suit or proceedings before any dispute review expert, arbitrator, court, tribunal or other authority, our liability under this Guarantee being absolute, unconditional and unequivocal. The payment so made by us under this Guarantee to the Authority shall be a valid discharge of our liability for payment under this Guarantee, and the Bidder shall have no claim against us for making such payment.
7. This unconditional and irrevocable Guarantee shall remain in full force and effect and shall remain valid until _____ <180 days from the Proposal Due Date>.
8. This Bank Guarantee is issued by the Bank having its office at _____ but as per the Authority's requirement, this Guarantee can be encashable / negotiable at the Bank's branch at Shillong having address at _____.

Notwithstanding any contained herein:

- 1) Our liability under this Bank Guarantee shall not exceed Indian INR _____ (Rupees _____ only).
- 2) This unconditional and irrevocable Bank Guarantee shall be valid w.e.f. _____ (Date of Submission of Bid) to _____.

We are liable to pay the guaranteed amount or any part thereof under this unconditional and irrevocable Bank Guarantee only and only if the Authority, serves upon us a written claim or demand on or before _____.

Authorized Signatory (Bank)

APPENDIX-I: Draft Consortium/ Joint Bidding Agreement

(To Be Made on Stamp Paper of Requisite Value and Notarized)

This Consortium Agreement (the “AGREEMENT”) made at _____ on this __ day of _____, (Year)

BY AND BETWEEN

M/s _____ {Lead Member (Consortium Member 1)}, a _____ incorporated under _____ (name of the relevant act/law of under which registered in the Country of Registration) and having its registered office / a company incorporated under the Laws of _____ (hereinafter referred to as “_____”, which expression shall unless repugnant to the context or meaning thereof be deemed to mean and include its successors in interest, subsidiaries and assigns) of the **ONE PART**;

AND

M/s _____ (Consortium Member 2), a _____ incorporated under the _____ and having its registered office / a company incorporated under the Laws of _____ (hereinafter referred to as “_____”, which expression shall unless repugnant to the context or meaning thereof be deemed to mean and include its successors in interest, subsidiaries and assigns) of the **SECOND PART**;

AND

M/s _____ (Consortium Member 3), a _____ incorporated under the _____ and having its registered office / a company incorporated under the Laws of _____ (hereinafter referred to as “_____”, which expression shall unless repugnant to the context or meaning thereof be deemed to mean and include its successors in interest, subsidiaries and assigns) of the **THIRD PART**;

(_____ and _____ and _____ shall be individually referred to as the “Party” and jointly referred to as the “Parties” or “Consortium Members”).

WHEREAS:

- A. Tourism Department, Government of Meghalaya (TDGOM) (hereinafter referred to as the “**Authority**”), invited Bids/ Proposals for the work of “**RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP)**” (hereinafter referred to as the “**Project**”).
- B. M/s _____, M/s _____ and M/s _____ have agreed to consolidate their resources and experience and apply jointly as a Consortium (hereinafter referred to as the “**Consortium**”), vide this Consortium Agreement, for the purpose of developing and completing the Project, within time frame stipulated in the Request for Proposal Document (hereinafter referred to as the “**RFP document**”).
- C. M/s _____, M/s _____ and M/s _____ have therefore agreed to enter into this Consortium Agreement in respect of the submission of the Bid/ Proposal for the Project on the terms set out below.

NOW IT IS HEREBY AGREED as follows:

1. Definitions and Interpretations In this Agreement, the capitalised terms shall, unless the context otherwise requires, have the meaning ascribed thereto under the RFP.

2. Consortium

- a) The Parties do hereby irrevocably constitute a consortium (the “Consortium”) for the purposes of jointly participating in the Bidding Process for the Project.
- b) The Parties hereby undertake to participate in the Bidding Process only through this Consortium and not individually and/ or through any other consortium constituted for this Project, either directly or indirectly or through any of their Associates.

3. Covenants

The Parties hereby undertake that in the event the Consortium is declared as the selected Bidder and awarded the Project, it shall incorporate a special purpose vehicle (the “SPV”) under the Indian Companies Act, 2013 for entering into a Concession Agreement with the Authority and for performing all its obligations as the Concessionaire in terms of the Concession Agreement for the Project.

4. Role of the Parties

The Parties hereby undertake to perform the roles and responsibilities as described below:

- a) Party of the First Part shall be the Lead member of the Consortium and shall have the Power of Attorney from all Parties for conducting all business for and on behalf of the Consortium during the Bidding Process and until the Appointed Date under the Concession Agreement when all the obligations of the SPV shall become effective;
- b) The role of role and the responsibility of each Party for the “Project” shall be as follows:

Name of the Member	Type of Member	Shareholding	Role & Responsibility
	Consortium Member-1 (Lead Member)		
	Consortium Member-2		
	Consortium Member-2		

5. Joint and Several Liability

The Parties do hereby undertake to be jointly and severally responsible for all obligations and liabilities relating to the Project and in accordance with the terms of the RFP and the Concession Agreement, till such time as the Financial Close for the Project is achieved under and in accordance with the Concession Agreement.

6. Shareholding in the SPV

- a. The Parties agree that the proportion of shareholding among the Parties in the SPV shall be as follows:
 First Party (Lead Member): ...%
 Second Party:%
 Third Party:..... %

- b. The Parties undertake that the First Party (Lead Member) shall hold the above-mentioned shareholding of the subscribed and paid-up equity share capital of the SPV for a period of 5 years from COD and, thereafter, Lead Member shall hold at least 26% (twenty-six per cent) of the subscribed and paid-up equity share capital of the SPV till the 10th Anniversary of COD
- c. The Parties undertake that the Non-Lead Member nominated at the time of submission of the Proposal, whose credentials are counted for evaluation of Technical Capacity and Financial Capacity, shall hold a minimum shareholding of 26% (twenty-six per cent) respectively for a period of 5 years from COD.
- d. The Parties undertake that they shall comply with all equity lock-in requirements set forth in the Concession Agreement.

7. Representation of the Parties

Each Party represents to the other Parties as of the date of this Agreement that:

- a. Such Party is duly organised, validly existing and in good standing under the laws of its incorporation and has all requisite power and authority to enter into this Agreement;
- b. The execution, delivery and performance by such Party of this Agreement has been authorised by all necessary and appropriate corporate or governmental action and a copy of the extract of the charter documents and board resolution/ power of attorney in favour of the person executing this Agreement for the delegation of power and authority to execute this Agreement on behalf of the Consortium Member is annexed to this Agreement, and will not, to the best of its knowledge:
 - i. require any consent or approval not already obtained.
 - ii. violate any Applicable Law presently in effect and having applicability to it;
 - iii. violate the memorandum and articles of association, by-laws or other applicable organizational documents thereof;
 - iv. violate any clearance, permit, concession, grant, license or other governmental authorization, approval, judgement, order or decree or any mortgage agreement, indenture or any other instrument to which such Party is a party or by which such Party or any of its properties or assets are bound or that is otherwise applicable to such Party; or
 - v. create or impose any liens, mortgages, pledges, claims, security interests, charges or encumbrances or obligations to create a lien, charge, pledge, security interest, encumbrances or mortgage in or on the property of such Party, except for encumbrances that would not, individually or in the aggregate, have a material adverse effect on the financial condition or prospects or business of such Party so as to prevent such Party from fulfilling its obligations under this Agreement
- c. this Agreement is the legal and binding obligation of such Party, enforceable in accordance with its terms against it; and
- d. there is no litigation pending or, to the best of such Party's knowledge, threatened to which it or any of its Associates is a party that presently affects, or which would have a material adverse effect on the financial condition or prospects or business of such Party in the fulfilment of its obligations under this Agreement

8. Termination

This Agreement shall be effective from the date hereof and shall continue in full force and effect until the Financial Close of the Project is achieved under and in accordance with the Concession Agreement in case the Project is awarded to the Consortium. However, in case the Consortium is either not prequalified for the Project or does not get selected for award of the Project, the Agreement will stand terminated in case the Applicant is not pre-qualified or upon return of the Bid / Proposal Security by the Authority to the Bidder, as the case may be.

9. Miscellaneous

- a. This Joint Bidding Agreement shall be governed by the laws of India.
- b. **Confidentiality** – All information, document, etc. exchanged between the Parties related to this agreement or the preparation of any Bid or the performance of the Project shall remain confidential and shall not be revealed to third parties for a certain time period to be agreed upon. Unless otherwise required by law, the Parties undertake not to disclose to any third party or any else and / or use any Information, without prior consent of the other Party.
- c. **Term and Duration** – This Agreement shall come into effect on the date of submission of the Bid/Proposal for the Project. This Agreement shall terminate upon the successful completion of the Project and may be extended further for such period as may be required by the Authority. This Agreement can be terminated only upon Consortium's Bid for the Project is conclusively rejected by the Authority.
- d. **Costs/Expenses** – All out-of-pocket expenses/costs of and incidental to this Agreement including stamp duty and registration fees, if any shall be borne and paid by the Parties. Each Party shall pay and bear their own advocated/solicitors fees in the preparation of this Agreement.
- e. **Governing Law** – This Agreement shall in all respect be governed, construed and interpreted in accordance with laws of Republic of India.
- f. **Settlement of Disputes** – Any disputes arising out of this Agreement shall be amicably settled by the Authorised representatives of the Parties; failing which, any such disputes shall be resolved by Arbitration in accordance with the Arbitration and Conciliation Act, 1996, by one or more arbitrators appointed in accordance with the said Act. This Clause shall survive the termination of this Agreement.
- g. **Language of Arbitration** shall be English. The venue of the Arbitration proceedings shall be in Dehradun, India. The Parties jointly and severally undertake that the Project shall not be affected during the dispute(s) or the settlement of dispute(s) period.
- h. The Award rendered by the Arbitral Tribunal shall be final and binding upon the Parties.
- i. In the event of a dispute between the Parties over the subject of this Agreement, the prevailing party shall be entitled to reasonable advocates/solicitors' fees and costs incurred in the resolution of such dispute.
- j. The Parties acknowledge and accept that this Agreement shall not be amended by the Parties without the prior written consent of the Authority.

- k. **Amendments** – This Agreement can be amended or suppressed by further agreement made in writing at the request of any of the Parties after unanimous approval by the Parties and by obtaining prior consent and written approval from the Authority.
- l. **Notices** – Any notices, requests, demands or any communications from any party to the other party under this Agreement shall be by Regd. / Speed mail or facsimile transmission sent to the addresses as indicated in this Agreement. Any party may change its address but shall promptly inform the Authority and the other Parties/ Consortium Members of any such change.
- m. **Assignment** – None of the Parties to this Agreement shall have the right to assign its benefits or liabilities under this Agreement to any other company, firm or person without obtaining prior consent and written approval of the Authority.
- n. **Entire Agreement** – This Agreement constitutes the entire agreement between the Parties and supersedes all prior writings, agreements or understandings relating to the subject matter thereof.

IN WITNESS WHEREOF the Parties hereto have caused this Agreement to be executed by their duly authorized representatives the day and year first above written.

SIGNED AND DELIVERED BY _____

By: _____

Title: _____

Date: _____

SIGNED AND DELIVERED BY _____

By: _____

Title: _____

Date: _____

Witness:

1. _____

2. _____

APPENDIX-J: O & M Undertaking

(Affidavit on Non-Judicial Stamp Paper duly Notarised)

I/ We, the undersigned, do hereby declare and undertake that I / We shall in the event of getting selected to undertake the Project, shall; no later than 6 (six) months prior to the Commercial Operations Date ("COD" as defined under the Concession Agreement); onboard [name of the O&M Member/Entity proposed at time of bid submission] for minimum period of at least 10 (ten) years from COD with 5 Star/ 5 Star Equivalent Hotel Brand/ Chain/Operator possessing necessary experience and qualified personnel for operation, maintenance and management of the Project and discharging all O&M obligations, in accordance with the requirements of the Concession Agreement, failing which the Concession Agreement shall be liable for termination. The submission of the O&M Agreement will be condition precedent of the Concession Agreement.

Signature of Bidder with Seal

Date:

Location:

Note : The Bidder has to attach Tie up letter of O & M Operator of Hospitality Sector

APPENDIX-K: Format for Financial Proposal

To,
The Director
Department of Tourism, Govt of Meghalaya
3rd Secretariat Nokrek Building,
Lower Lachumiere, Shillong 793001,
Meghalaya, India
Phone No : +91 76400 03050
E-mail : info@meghalayatourism.in, technical.tourism@gmail.com

Sub: Financial Proposal for Request for Proposal for RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP).

Sir,

With reference to the subject RFP document dated I/ we have examined the Bidding Documents and understood their contents,

I/ we offer to upgrade / develop, operate, maintain, and manage the MICE PLUS, located at Mawkhanu Knowledge City, New Shillong, Meghalaya, in accordance with the stipulated terms and conditions and other particulars therein as defined in this RFP.

I / we hereby seeking the following as Grant for the below mentioned Property:

Name of the Project	Maximum "Grant" (% of the Project Cost)	Quoted "Grant" (% of the Project Cost)
RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP).	16.25%	

I/ we agree that my/ our Financial Bid shall remain valid for a period as mentioned in this RFP from the Bid Due Date prescribed for submission of Proposal. I / we confirm that our Financial Bid is unconditional and that we accept all terms and conditions specified in the RFP. I / we agree to be bound by this offer if we are the Selected Bidder for the aforementioned Project.

Yours sincerely,

Signed by:
(Name of the Authorised Signatory) For and on behalf of
(Name of the Bidder)
Designation
Place:
Date:

APPENDIX L-: Certificate regarding Compliance with Restrictions under Rule144 (xi) of the General Financial Rules (GFRs)

To,
*****Designation
Name of Authority
Address

Sub: RFP for Development, Operation and Maintenance of MICE PLUS at Mawkhanu Knowledge City, New Shillong, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership (PPP).

Dear Sir,

With reference to your RFP document dated, I/we, having examined the Bidding Documents and understood their contents, hereby undertake and confirm as follows:

I/We have read the Clause regarding restrictions on procurement from a bidder of a country which shares a land border with India and on sub-contracting to contractors from such countries;

I certify that this Bidder is not from such a country or, if from such a country, has been registered with the Competent Authority and will not sub-contract any work to a contractor from such countries unless such contractor is registered with the Competent Authority.

I hereby certify that this bidder fulfils all requirements in this regard and is eligible to be considered.

Date:

Yours faithfully,

Place:

(Signature of the Authorised signatory)
(Name and *****Designation of the of the
Authorised signatory)
Name and seal of Bidder/Lead Member

Notes: {Where applicable, evidence of valid registration by the Competent Authority shall be attached} In case the above certification is found to be false, this would be a ground for immediate rejection of Bid/termination and further legal action in accordance with law.