

**RFP for Empanelment of Event Management Agencies with Department of Tourism, Government of Bihar**

**RESPONSE TO PRE-BID QUERIES**

<b>Tender Number:</b> TDRT/50010/01-2022/11
<b>Date and Place:</b> 17-05-2022, Directorate of Tourism, Extension Building, Old Secretariat, Patna

No.	RFP document reference	Content of RFP requiring clarification(s)	Points of clarification	Draft response
<b>A. Pyramid Fabcon Event Manager Pvt. Ltd.</b>				
1	Section 3.4, Page 4 - Eligibility Criteria – Turnover(Refer Annexure 7)	The bidder must have minimum Total Annual Turnover of INR 10 Crores in the 5 consecutive financial years between the period 1st April 2017 to 31st March 2022 i.e., FY 2017-18, 2018-19, 2019-2020, 2020-21 and 2021-22	The business was shut due to covid pandemic for last 2 years. Hence it is requested to change the requirement from "Minimum Annual Turnover of INR 10 Crore" to "Minimum Average Annual Turnover of INR 10 Crore"	Criteria revised as follows:  "The bidder must have minimum Total Turnover of INR 10 Crores in the 5 consecutive financial years between the period 1st April 2017 to 31st March 2022 i.e., FY 2017-18, 2018-19, 2019-2020, 2020-21 and 2021-22"  Please refer to corrigendum 1 for changes
<b>B. Sparsh Events</b>				
2	Section 3.6, Page 5 - Eligibility Criteria – National Presence (Office)(Refer Annexure 2)	The agency should have at least 3 (Three) of its own offices in any of the following cities of India: Patna**, Delhi-NCR, Mumbai, Kolkata, Chennai, Hyderabad, Pune, Bengaluru, Ahmedabad, Bhubaneshwar.	Sir as we all know that events are held on for a short span of time, so it is very difficult to set up a local office at every location onto which the event is going to be conducted, so if a Company is having their local office at that particular state, then also it serves the purpose, is convenient for both the department	As per RFP

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			<p>&amp; the agency as well.</p> <p><b>Suggestion:</b>            1) If a bidder is having a local office in that particular state (i.e in Bihar) , he should be considered &amp; allowed to participate in the tender.            2) The Department can also take the undertaking from the Bidder for opening up a local office in Patna within 10-15 days after award of contract.</p>	
3	Section – Fact Sheet	<p>Non-refundable cost of RFP document INR 5000/- (INR Five Thousand Only)            Earnest Money Deposit (EMD) INR 100000/- (INR One Lakh only).</p>	<p>Sir in your tender document you have not provided any provision for MSME Exemption , while as per the directions given by our Government of India &amp; Honourable PM it is advised to all Mistry's/Government Department to provide benefits to the companies registered under MSME for Employment Growth .</p> <p><b>Suggestion:</b>            Therefore we request you to please consider exemption of Tender Document Fee and EMD for MSME registered companies as per MSME, Govt. of India Norms.</p>	<p>Exemption of EMD for MSME registered companies as per MSME, Govt. of India Norms is allowed under the provisions of Bihar Financial Rules (Rule 1310 – “Bid Security) the bidders registered with Central Purchase Organization/ State Purchase Organization/ National Small Industries Corporation (NSIC) are exempted from payment of Bid Security”. However, the bidders are required to submit copy of the registration certificate, valid on the date of submission, for availing this exemption.</p>
4	Section – Fact Sheet	<p>Date and Time: 17-05-2022; 03:00 PM            Place: Directorate of Tourism, 1st Floor, B Block, Extension Bhawan, Main</p>	<p>Sir as we all know that we are going through pandemic &amp; cases have started to surge up , so in larger prospect keeping safety in</p>	<p>As per RFP</p>

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		Secretariat, Patna 800015	mind of the organisation & the bidders.  <b>Suggestion:</b> It is a Humble Request from our side to kindly allow the bidders to attend Pre-bid Meeting Online.	
<b>C. M/s Alica Purple Advertising Pvt Ltd.</b>				
5	Section 3.4, Page 4 - Eligibility Criteria – Turnover(Refer Annexure 7)	The bidder must have minimum Total Annual Turnover of INR 10 Crores in the 5 consecutive financial years between the period 1st April 2017 to 31st March 2022 i.e., FY 2017-18, 2018-19, 2019-2020, 2020-21 and 2021-22	Make it average annual turnover of 6 crores for the last 5 years as due to social distancing and Gov't SOPS not many events were permitted OR 10 CRORES IN ANY 3 YEARS OF 5 YEARS	Criteria revised as follows:  “The bidder must have minimum Total Turnover of INR 10 Crores in the 5 consecutive financial years between the period 1st April 2017 to 31st March 2022 i.e., FY 2017-18, 2018-19, 2019-2020, 2020-21 and 2021-22”  Please refer to corrigendum 1 for changes
6	Section 3.6, Page 5 - Eligibility Criteria – National Presence (Office)(Refer Annexure 2)	The agency should have at least 3 (Three) of its own offices in any of the following cities of India: Patna**, Delhi-NCR, Mumbai, Kolkata, Chennai, Hyderabad, Pune, Bengaluru, Ahmedabad, Bhubaneshwar.	Office in any one city and if empaneled to open Patna office within one month of receipt of empanelment  WE WERE FORCED TO SHUT DOWN OFFICES IN OTHER CITIES AS OVERHEADS WERE VERY HIGH AND DUE TO LACK OF WORK. NORMALLY WORK IN OTHER CITIES ARE MANAGED EITHER BY SATELLITE OFFICE OR VENDOR NETWORK.	As per RFP
<b>D. Enjin Experiences Pvt Ltd</b>				

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7	Section – Fact Sheet	Date and Time: 17-05-2022; 03:00 PM Place: Directorate of Tourism, 1st Floor, B Block, Extension Bhawan, Main Secretariat, Patna 800015	we are keen to attend the pre- bid meeting for the same in virtual mode and request that the link for the same may be shared. We have 1-2 basic queries which we can share during pre bid as agency is keen to participate in that empanelment process.  Kindly do facilitate virtual pre bid meeting mode/ share the link for the same	As per RFP
<b>E. Concept India</b>				
8	Section 3.5, Page 5 - Eligibility Criteria – Experience(Refer. Annexure 4)	c) Tourism Sector Experience in the last 5 years*: • Minimum 5 Tourism/ Hospitality events managed • Minimum Management fee/ Project Cost of INR 50 lakhs	Please amend / relax following point: • Minimum 5 Tourism/ Hospitality events managed • Minimum Management fee/ Project Cost of INR 50 lakh	As per RFP
<b>F. Deepali Designs &amp; Exhibits Pvt. Ltd</b>				
9	Section 8.A3, Page 9 - Selection and Evaluation Criteria– Specific Experience	Tourism/ Hospitality events managed in the last 5 years	TO get the full marks for this particular section, more than 10 events needs to be organized in last five years. But due to COVID, for two years i.e. 2020 & 2021, no event has been organized by any of the department. We request you to kindly relax this criteria and decrease the number of events to 5 instead of 10.	As per RFP

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10	Section 9.4, Page 10 - Method of Selection	This empanelment does not bind DOT from taking recourse to open bidding for specific projects, and in such cases, empaneled bids may participate along with other bidders in the competitive bidding process.	Our humble suggestion in that is not to consider outside agencies for events otherwise there is no benefit for agencies to get empanelled.	As per RFP
<b>G. Suman Industries Pvt Ltd</b>				
11	Section 3.4, Page 4 - Eligibility Criteria – Turnover (Refer Annexure 7)	The bidder must have minimum Total Annual Turnover of INR 10 Crores in the 5 consecutive financial years between the period 1st April 2017 to 31st March 2022 i.e., FY 2017-18, 2018-19, 2019-2020, 2020-21 and 2021-22	Is it the total turnover required 10 cr in 5 years ?	Criteria revised as follows:  “The bidder must have minimum Total Turnover of INR 10 Crores in the 5 consecutive financial years between the period 1st April 2017 to 31st March 2022 i.e., FY 2017-18, 2018-19, 2019-2020, 2020-21 and 2021-22”  Please refer to corrigendum 1 for changes
12	Section 3.5, Page 5 - Eligibility Criteria – Experience (Refer Annexure 4)	Minimum Management fee/ Project Cost of INR 1 Crore for any 5 events in the last 5 years*	Is it the total project cost required 10 cr in 5 events in the last 5 years ?	As per RFP - Minimum Management fee/ Project Cost of INR 1 Crore for any 5 events in the last 5 years*
13	Section 3.5, Page 5 - Eligibility Criteria – Experience (Refer Annexure 4)	c) Tourism Sector Experience in the last 5 years*: • Minimum 5 Tourism/ Hospitality events managed • Minimum Management fee/ Project Cost of INR 50 lakhs	Is it the total project cost required in 5 events of 50 lakh in the last 5 years ?	Minimum Management fee/ Project Cost of INR 50 lakhs for each of the minimum 5 tourism/ hospitality events managed
14	Section 8.A1, Page 8 - Selection and Evaluation Criteria – Turnover	Total Turnover in the 5 consecutive financial years between the period 1st April 2017 to 31st March 2022 — Minimum 10 Cr to 15 Cr – 10.5 marks — More than 15 Cr and up to 20 Cr –	Is it the total turnover required 10 cr in 5 years ?	Total Turnover in the 5 consecutive financial years between the period 1st April 2017 to 31st March 2022 should be minimum 10 Crores

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		12 marks — More than 20 Cr – 15 marks		
15	Section 8.A2, Page 9 - Selection and Evaluation Criteria– General Experience	(ii) Minimum Event Billing/ Project Cost of INR 1 Crore in the last 5 years • Minimum 5 and up to 7 projects – 7 marks • Minimum 8 and up to 10 projects – 8 marks • More than 10 projects – 10 marks	Is it the total project cost required 10 cr in 5 years in 10 projects ?	Under this criteria the bidder has to provide experience of events with a minimum Event Billing/ Project Cost of INR 1Crore per event. The bidder shall be eligible for marks for a minimum 5 such projects in the last 5 years
16	Section 8.A3, Page 9 - Selection and Evaluation Criteria– Specific Experience	(ii) Tourism/ Hospitality events managed in the last 5 years* with minimum management fee/ project cost of INR 50 lakhs: • Minimum 5 and up to 7 events – 10.5 marks • Minimum 8 and up to 10 events – 12 marks • More than 10 events – 15 marks	Is it the total project cost required 50 lakh in 5 years in 10 projects ?	Under this criteria the bidder has to provide experience of Tourism/ Hospitalityevents with a minimum Event Billing/ Project Cost of INR 50 Lakhs per event. The bidder shall be eligible for marks for a minimum 5 such projects in the last 5 years
17	Section 8.B2, Page 10 - Selection and Evaluation Criteria– Approach & Methodology	Approach & Methodology	Need Clarification on what basis we will prepare the approach & methodology - Event Base , Tourism Marketing Base , Media Base , digital marketing or etc	The A&M should discuss the possibility of holding events in the state based on tourist destinations and important religious and historical events