

**Directorate of Tourism  
Government of Uttar Pradesh  
Uttar Pradesh Pro-Poor Tourism Development Project (UPPTDP)**

**Pre-proposal Meeting Minutes and Clarifications**

**Package No.: 39/Pro-Poor/UPT/CS/2019; Tender ID: 2019\_UPTDP\_362844\_1**

**Package No.: 40/Pro-Poor/UPT/CS/2019; Tender ID: 2019\_UPTDP\_364192\_1**

**Package No.: 41/Pro-Poor/UPT/CS/2019; Tender ID: 2019\_UPTDP\_366072\_1**

**Package No.: 42/Pro-Poor/UPT/CS/2019; Tender ID: 2019\_UPTDP\_367084\_1**

A pre-proposal meeting was held on 16<sup>th</sup> August 2019 at 02:30 PM at the conference hall of DoT, Lucknow. Representatives from the following potential bidders were present during the Pre-proposal meeting.

1. M/s Integrated Digital Solution Pvt. Ltd.
2. M/s Archohm Consults
3. M/s Node Urban Lab.
4. M/s Wapcos Ltd.
5. M/s KPMG India
6. M/s Architects Bureau
7. M/s Mukesh & Associates
8. M/s Shah Technical Consultants
9. M/s Tricolor India Schauspiel Private Ltd.
10. M/s Microsave Private Ltd.
11. M/s ANB Consultants.

Some of the key decisions/clarifications are provided below:

Sl	Ref/Text of the EoI	Bidders Query/ Suggestion	Department's Response
<b>Design and Development of Sound and Light Show at Agra Fort, Agra – Package No - 041</b>			
1.	Ref ToR Point no 5 CONSULTANCY QUALIFICATIONS	How are marks distributed? You have mentioned 40 marks for company but no clarification for the	EoI Provisions Prevail. The relative marking system will be adopted for

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	<p>The team members should have minimum 10 years of relevant work experience in respective fields and should have successfully completed three different projects.</p> <p>The criteria for short listing eligible consultancy firms at the EOI stage is as follows:</p> <table border="1" data-bbox="237 472 741 902"> <thead> <tr> <th data-bbox="237 472 279 516">SI</th> <th data-bbox="279 472 617 516">Description</th> <th data-bbox="617 472 741 516">Maximum Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="237 516 279 797">1</td> <td data-bbox="279 516 617 797">Minimum 5 years experience in the design and supervision of Sound and Light shows or in similar works, preferably in national monuments or tourist/ historical/ religious places</td> <td data-bbox="617 516 741 797">40</td> </tr> <tr> <td data-bbox="237 797 279 902">2</td> <td data-bbox="279 797 617 902">Team composition, expertise and experience (with CVs)</td> <td data-bbox="617 797 741 902">60</td> </tr> </tbody> </table>	SI	Description	Maximum Marks	1	Minimum 5 years experience in the design and supervision of Sound and Light shows or in similar works, preferably in national monuments or tourist/ historical/ religious places	40	2	Team composition, expertise and experience (with CVs)	60	<p>same, how will you decide the marks. Your minimum entry is three projects and 05 years of experience in similar field, is there any break of these 40 marks?</p>	<p>the evaluation and top scorer six (06) firms shall be shortlisted on the basis of evaluation criteria mentioned in EOI.</p> <p>Thus the more projects you have successfully completed, the higher you will score.</p> <p>Cut off qualifying marks at EOI level is 50.</p>
SI	Description	Maximum Marks										
1	Minimum 5 years experience in the design and supervision of Sound and Light shows or in similar works, preferably in national monuments or tourist/ historical/ religious places	40										
2	Team composition, expertise and experience (with CVs)	60										
2.	<p>Ref ToR Point no 5 CONSULTANCY QUALIFICATIONS</p> <p>The consultancy firm must assemble a multi-disciplinary team with proven experience in implementing in similar assignments in protected monuments or tourist/ historical/ religious places. Experience in protected monuments will be preferable.</p>	<p>Regarding 60 marks for team, how many team members are you looking for and who all do you need to be included in the team? How many marks for each team member?</p>	<p>EoI Provisions Prevail.</p> <p>Bidders are expected to suggest appropriate multi-disciplinary team for implementation of the SEL show.</p> <p>Bidders are suggested to refer point no 1 above for more details.</p>									
3.	<p>General</p>	<p>If we have more than 3 projects do we get more marks?</p>	<p>EoI Provisions Prevail.</p> <p>Please referee point no 1 and 2 above for more details.</p>									

<b>Sl</b>	<b>Ref/Text of the EoI</b>	<b>Bidders Query/ Suggestion</b>	<b>Department's Response</b>
4.	General	Do you also need presentation along with EOI Documents? Or do you just need submission requirement documents?	No, presentation is not required at EoI stage.
5.	General	Will you need a presentation on this in future? If yes then can you provide an estimated timeline for the same.	Yes, presentation will be required at RFP level. Presentation timeline, will be communicated to the shortlisted bidders.
6.	General	What are the next steps in this process after the consultant is appointed.	EoI Provisions Prevail. In this process top scorer six (06) firms will be shortlisted for next stage. Bidders are suggested to refer point no 1 above for more details.
7.	General	Will the consultant work on RFP and financial documents only or will the consultant do the design and execution of the entire project?	EoI Provisions Prevail. The query is not clear. Please refer scope of work mentioned in the ToR.
8.	Ref: Submission Requirement point no 2.	Which documents are required to be submitted with EOI ?	EoI Provisions Prevail. Kindly refer submission requirement.
<b>Design and Supervision of Subprojects Package No 039, Package No 040 &amp; Package No 042</b>			
9.	General	There are 4 separate RFP's as per the NIT. Can one firm apply for more than one? If yes, then will the application be different for different RFPs?	EoI Provisions Prevail. Consultancy firm can apply to more than one. The EOI has to be submitted separately for each package.
10.	SUBMISSION REQUIREMENTS Point No 2 2. Agency's last 10 years' experience of similar nature of assignment: <b>1.</b> Proven 10 years of experience in the design and supervision of inclusive	SUBMISSION REQUIREMENTS RFP No:39: Point no.2 Agency's last 10 years' experience. The projects listed under category 1 may be repeated in 2, 3, 4?	EoI Provisions Prevail. Yes, the projects listed in category 1 may be repeated in 2, 3, 4.

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	<p>development projects in India</p> <p><b>2.</b> Proven experience in working on creative industries and/or culturally sensitive business development at community level</p> <p><b>3.</b> Proven experience in working with central, state and/or local governments in India</p> <p><b>4.</b> Proven experience in working on externally aided projects and having prepared social and environmental safeguard assessments and mitigation plans</p>		
11.	<p>ToR ref no 6. CONSULTANCY QUALIFICATIONS</p> <p>The team members should have <b>minimum 10 years</b> of relevant work experience in at least three different successfully completed projects.</p>	<p>As per the TOR Point no 6 (Consultancy Qualifications) 10-15 years of relevant work experience in at least three different successfully completed related projects.</p> <p>Information to be submitted with EOI.</p> <p>Is this point the same as the submission requirements?</p> <p>Can a compiled EOI be submitted for all RFP's or individually attached EOI for all RFP's?</p>	<p>EoI Provisions Prevail.</p> <p>Consultancy firm can apply to more than one. The EOI has to be submitted separately for each package.</p>

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12.	<p>ToR ref no 7. The criteria for shortlisting eligible consultancy firms at the EOI stage is as follows:</p> <table border="1" data-bbox="237 334 741 1044"> <thead> <tr> <th data-bbox="237 334 632 402">Description</th> <th data-bbox="632 334 741 402">Maximum Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="237 402 632 532">Proven 10 years of experience in the design and supervision of inclusive development projects in India (5 marks per project)</td> <td data-bbox="632 402 741 532">30</td> </tr> <tr> <td data-bbox="237 532 632 691">Proven experience in working on creative industries and/or culturally sensitive business development at community level (10 marks per project)</td> <td data-bbox="632 532 741 691">50</td> </tr> <tr> <td data-bbox="237 691 632 821">Proven experience in working with central, state and/or local governments in India (5 marks per project)</td> <td data-bbox="632 691 741 821">10</td> </tr> <tr> <td data-bbox="237 821 632 1008">Proven experience in working on externally aided projects and having prepared social and environmental safeguard assessments and mitigation plans (2.5 marks per project)</td> <td data-bbox="632 821 741 1008">10</td> </tr> <tr> <td data-bbox="237 1008 632 1044"><b>Total</b></td> <td data-bbox="632 1008 741 1044"><b>100</b></td> </tr> </tbody> </table>	Description	Maximum Marks	Proven 10 years of experience in the design and supervision of inclusive development projects in India (5 marks per project)	30	Proven experience in working on creative industries and/or culturally sensitive business development at community level (10 marks per project)	50	Proven experience in working with central, state and/or local governments in India (5 marks per project)	10	Proven experience in working on externally aided projects and having prepared social and environmental safeguard assessments and mitigation plans (2.5 marks per project)	10	<b>Total</b>	<b>100</b>	<p>No.7 Compliance with Regulatory Requirements. The criteria for short listing eligible consultancy firms at the EOI Stage. Is there a cut-off score for eligibility?</p>	<p>EoI Provisions Prevail. The relative marking system will be adopted for the evaluation and top scorer six (06) firms shall be shortlisted on the basis of evaluation criteria mentioned in EOI. Thus the more projects you have successfully completed, the higher you will score. Cut off qualifying marks at EOI level is 50.</p>
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13.	<p>ToR ref no 3 3.1 Development of Centre for Living Traditions (Nand Mahal), Vrindavan Development of the Nand Mahal complex into a Center for Living Traditions, including areas for incubation of businesses, display of products, lectures, classes, performances, children activities, landscaping and alike, as defined in the</p>	<p>Point No. 3.1 Development of Centre for Living Traditions (Nand Mahal), Vrindavan. Development of the Nand mahal complex for living traditions. Does it mean refurbishing and renovation of existing spaces to suit the required areas?</p>	<p>Yes It is proposed to renovate the existing building to suit the requirement of Centre for Living Traditions.</p>												

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	business plan.		
14.	ToR ref no 3 3.4 Development of Jait Model Artisanal Village, Vrindavan	Point No. 3.4 Development of Jait Model Artisanal Village, Vrindavan Is the Artisan Centre required to develop in the existing building?	Existing building has to be demolished. New building is proposed to be constructed to develop Jait as a model artisan village.
15.	SUBMISSION REQUIREMENTS Point No 2 4. Experience in Environmental and Social Safeguard Assessments and Mitigation Plans:	In Point no 4 Submission Requirements. Experience in Environmental and Social Safeguard Assessments and Mitigation Plans. Is point no 4 required for all the RFPs.	EoI Provisions Prevail. Yes, This is required for all packages.
16.	General	Is soft components is part of detail project report?	Yes, soft components are an integral and critical part of all Detail Project Reports (DPRs).
17.	Ref REoI Point no 4 Consultants may associate with other firms in the form of a joint venture or a sub consultancy to enhance their qualifications. The EOI submitted by consultants in association should clearly indicate the nature of the association if it is a joint venture or a sub-consultancy. In case of Joint venture, the name of the lead firm should be clearly stated, and it should not have more than three members including the Lead.	Are any criteria for lead partner in case of joint venture?	EoI Provisions Prevail. The EOIs will be evaluated based upon the strength of the proposed consortium/ JVs as a whole.
18.	General	Is there soft component in Museum?	Yes. Please refer to the ToR for detail.
19.	Ref ToR Point No 7 The criteria for shortlisting eligible	Are ongoing projects considered under experience?	Yes All projects ongoing for a period of at least one

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<b>Total</b>	<b>100</b>														
20.	General	Since these sub-projects require multi-disciplinary team and forming of consortiums / JV the EOI submission date may kindly be extended by two weeks.	Agreed, The revised EOI submission deadline date is 16 <sup>th</sup> September 2019.												