

Letter No.: 319

Date: September 19, 2022

RFP Ref No.: 0004/UKCDP/RFP/2022

Title: **Selection of JV Partner/Consortium for development and management of Homestays through Co-operative Societies under UKCDP Project in the State of Uttarakhand**

CORRIGENDUM

Based on the queries raised in the Pre-Proposal Conference dated **September 12, 2022**, following amendments have been made in the Request for Proposal document Ref No.: **0004/UKCDP/RFP/2022**, Title: **Selection of JV Partner /Consortium for development and management of Homestays through Co-operative Societies under UKCDP Project in the State of Uttarakhand**.

| S. No | Queries / Issues | Para | Amendment/Clarification |
|-------|--|--|--|
| 1 | Replacement of turnover with Net Worth | 3.1.1 (b) | <p><u>This paragraph shall read as under:</u> Minimum financial capacity of the Applicant (“Financial Capacity”) The Applicant (JV Partner or Consortium) must have a net worth of at least INR 2 Crores (Indian Rupees Two Crores) as evidenced by its audited financial statements of last two years immediately preceding the Proposal Due Date. In case of a consortium, the financial credibility of both the corporate partners shall be taken into consideration jointly. Start-ups would be eligible for 50% relaxation in both technical & financial capacity.</p> |
| 2 | Modification | 3.1.3 | <p><u>This paragraph shall read as under:</u> UKCDP will adopt a two-stage selection process for evaluating the proposals. In the first stage, all proposals meeting minimum eligibility criterion shall be evaluated in accordance with Technical Criterion set out in the RfP. Once the minimum technical score set out in the RfP is met, the qualified applicants shall be eligible to apply for the second stage. In the second stage, financial bid of only the qualified applicants shall be evaluated in accordance with the financial criterion set out in the RfP. In case of a tie in the second stage, the bidder with the highest technical score would be finalized as selected applicant</p> |
| 3 | Deleted | 8.1 8.1.1 8.1.2 8.1.3 8.1.4 8.1.5 | <p><i>The mentioned clauses stand deleted</i></p> |
| 4 | Modification | 8.1.6 | <p><u>This paragraph shall read as under:</u> Evaluation Criterion</p> |

| | | | <table border="1"> <thead> <tr> <th>S. No.</th> <th>Criteria</th> <th>Weightage (in points)</th> <th>Maximum points which may be awarded by UKCDP</th> </tr> </thead> <tbody> <tr> <td colspan="3" style="text-align: center;">Technical Capability</td> <td style="text-align: center;">100</td> </tr> <tr> <td rowspan="4">1</td> <td>No. of Homestays/hotels/resorts to have worked with</td> <td></td> <td rowspan="4" style="text-align: center;">30</td> </tr> <tr> <td>a. More than 20 (in nos.)</td> <td style="text-align: center;">30</td> </tr> <tr> <td>b. >15- 20 (in nos.)</td> <td style="text-align: center;">20</td> </tr> <tr> <td>c. >10-15 (in nos.)</td> <td style="text-align: center;">15</td> </tr> <tr> <td></td> <td>d. 5-10 (in nos.)</td> <td style="text-align: center;">10</td> <td></td> </tr> <tr> <td rowspan="4">2</td> <td>Area of Operation</td> <td></td> <td rowspan="4" style="text-align: center;">30</td> </tr> <tr> <td>a. > 2 States including Himalayan State</td> <td style="text-align: center;">30</td> </tr> <tr> <td>b. >2 States excluding Himalayan State</td> <td style="text-align: center;">20</td> </tr> <tr> <td>c. 1-2 States including Himalayan State</td> <td style="text-align: center;">15</td> </tr> <tr> <td></td> <td>d. 1-2 States excluding Himalayan State</td> <td style="text-align: center;">10</td> <td></td> </tr> <tr> <td rowspan="4">3</td> <td>Number of direct employees and contractual staff proposed to be employed by the Project for homestay development, operations, maintenance, marketing, and administration.</td> <td></td> <td rowspan="4" style="text-align: center;">30</td> </tr> <tr> <td>a. >10</td> <td style="text-align: center;">30</td> </tr> <tr> <td>b. >5-10</td> <td style="text-align: center;">20</td> </tr> <tr> <td>c. <5</td> <td style="text-align: center;">10</td> </tr> <tr> <td>4</td> <td>Business Plan Presentation</td> <td style="text-align: center;">10</td> <td style="text-align: center;">10</td> </tr> <tr> <td colspan="3" style="text-align: center;">Financial Capability</td> <td></td> </tr> <tr> <td colspan="3">Amongst the applicants who qualify the first stage, whoever contributes the highest equity ranging between 20% (lowest) to 49% (highest) would be awarded the contract</td> <td></td> </tr> </tbody> </table> | S. No. | Criteria | Weightage (in points) | Maximum points which may be awarded by UKCDP | Technical Capability | | | 100 | 1 | No. of Homestays/hotels/resorts to have worked with | | 30 | a. More than 20 (in nos.) | 30 | b. >15- 20 (in nos.) | 20 | c. >10-15 (in nos.) | 15 | | d. 5-10 (in nos.) | 10 | | 2 | Area of Operation | | 30 | a. > 2 States including Himalayan State | 30 | b. >2 States excluding Himalayan State | 20 | c. 1-2 States including Himalayan State | 15 | | d. 1-2 States excluding Himalayan State | 10 | | 3 | Number of direct employees and contractual staff proposed to be employed by the Project for homestay development, operations, maintenance, marketing, and administration. | | 30 | a. >10 | 30 | b. >5-10 | 20 | c. <5 | 10 | 4 | Business Plan Presentation | 10 | 10 | Financial Capability | | | | Amongst the applicants who qualify the first stage, whoever contributes the highest equity ranging between 20% (lowest) to 49% (highest) would be awarded the contract | | | |
|--|--|--------------------------|--|--------|----------|-----------------------|--|-----------------------------|--|--|------------|---|--|--|----|---------------------------|----|----------------------|----|---------------------|----|--|-------------------|----|--|---|--------------------------|--|----|---|----|--|----|---|----|--|---|----|--|---|--|--|----|--------|----|----------|----|-------|----|---|-----------------------------------|----|----|-----------------------------|--|--|--|--|--|--|--|
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| 2 | Area of Operation | | 30 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 5 | Modification | 8.1.7 | <i>This paragraph shall read as under:</i> For qualifying technical criterion, applicants must score minimum 50 marks. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6 | Deleted | 8.1.8 8.1.9 8.1.10 | <i>The mentioned clauses stand deleted</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 8 | Clarification | | <i>Query regarding the rights of the selected JV Partner and composition & selection criterion for the Board of Directors:</i> It is to be clarified that due care would be taken of the rights of JV Partner so that the responsibilities under their scope of work is not affected due to any indecision or any adverse decision. The rights of the JV Partner and composition & selection criterion | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

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| | | | for the Board of Directors would be detailed out in the Joint Venture Agreement after finalization of JV Partner/Consortium. |
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