

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

Corrigendum 4: Response to Pre-Bid Queries

Gujarat State Aviation Infrastructure Company Limited

Project Name: Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

1. Response / Clarifications/ Remarks to the Queries raised by the prospective Bidders

Sl. No.	Queries	Response / Clarifications / Remarks
1.	Regarding minimum days of operations Minimum Days of operations should be linked with the Number of Operational Days for the SOU.	The previous corrigendum is amply clear in this regard.
2.	Regarding Sales & Marketing b. Aspects of the bid like Sales & Marketing, etc. which we cannot manage, will be taken up by GUJSAIL at a cost. Bidder has to specify these aspects with the bid submission. And after this GUJSAIL will provide the exact costs. The bid and the agreement will move forward only after both GUJSAIL and Bidder have agreed on the terms for these aspects.	Further to the clarification provided in the previous corrigendum - 3 in this regard, it is also being clarified that : The Preferred Bidder shall be free to outsource certain components of operations, in interest of providing improved services (within the various terms and conditions of the RFP and Agreement). GUJSAIL shall provide all non-financial support in this regard on best efforts basis. In light of the above-mentioned details, Bidders shall be required to adhere to the format of financial bid and estimate costs of all components of the operations including the ones it intends to outsource.
3.	Regarding Bid Processing Fee & EMD	Bidders may also pay the Bid Processing fee and Earnest Money Deposit (EMD) through RTGS. The account details are as below:

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	Bidder being an international entity with zero Operations in India, can't provide Demand Drafts from an Indian Bank. Please suggest any alternatives that can work for an international bidder.	<p>Account Name: Gujarat State Aviation Infrastructure Company Limited Account Number: 911020011503849 Bank Name: Axis Bank Limited IFSC Code: UTIB0000449</p> <p>Bidders choosing to exercise this option of payment are required to upload (online) as well as enclose (along with hardcopy submission) the proof towards respective payments.</p>
4.	<p>Regrading NOC from MoCA What is the scope of this NOC? Is it required for Bidder to procure this before Bid Submission? As Bidder is not familiar with the MoCA, we require guidance from GUJSAIL on reaching out to the concerned authority in MoCA and gaining this NOC.</p>	<p>The various clauses in the tender and the corrigendum are amply clear in this regard. It is also being clarified that GUJSAIL shall provide all non-financial assistance towards getting various clearances from various agencies on a best effort basis.</p>
5.	<p>Clause of the tender "We have provided Seaplane Operations for _____(name of the client), for a period of DD/MM/YYYY to DD/MM/YYYY The work order, agreement and completion certificate is attached in the Bid at page number ____."</p> <p>Bidder's query / suggested amendment Point 13: This will be modified to state the operational experience of Bidder instead of addressing any one particular client.</p>	<p>Bidders are requested to take note that in an event the Bidder holds "an Equivalent Operator's Permit from the National Aviation Government Authority (Equivalent) from a Foreign Country, with an experience of providing seaplane operations as on the Bid Due Date," they shall be required to provide a certification of their Seaplane Operations from the respective regulatory Authority in their country.</p>
6.	<p>Clause of the tender "In the event of my / our being declared as the Preferred Bidder, I/We agree to enter into the 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."</p>	<p>The Draft Agreement is expected to be uploaded shortly.</p>

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	<p>Bidder's query / suggested amendment Point 13: Point 14: This point mentions a "document draft" that has been provided to us before the Bid Due Date. Which draft is this?</p>	
7.	<p>Bidder's query / suggested amendment Points 15 & 16 – Bidder being a foreign entity does not have a PAN and GST in India.</p>	<p>Such bidders may submit an equivalent of PAN and GST of their respective country. It is further clarified that in an event the Sole Bidder is a Foreign Entity and emerges as the Preferred Bidder, they shall be required to incorporate an Indian entity, within 30 days of issuance of LoA, which shall be a 100% subsidiary of the Preferred Bidder and shall form the counterpart to signing of the Agreement.</p>
8.	<p>Bidder's query / suggested amendment Form i. It is stated that a resolution must be passed at the Board Meeting to appoint a nominee who can participate on behalf of Bidder and submit the bid and sign the necessary documents. However, we feel such an approval is not necessary and instead, we can provide a letter from Bidder Management with the company Seal nominating one of our staff to act on behalf of Bidder to execute the bid.</p>	<p>Bidders are requested to take note that in absence of Board Resolution towards the same, the Bidder is free to submit a Power of Attorney / Equivalent Legal Document of the Bidder's country, authorizing the Bid Signatory, duly signed by the Chairman / Managing Director / Equivalent, as per the format placed in the RFP.</p>
9.	<p>Bidder's query / suggested amendment Modified Form 4. i. Bidder, being a Private Equity owned company, cannot divulge confidential information regarding our financials, at least at this stage of the bid process. ii. We suggest holding this for now and if Bidder is selected as the Preferred Bidder, we can revisit this and try to arrive at a suitable alternative that can work for both GUJSAIL and Bidder.</p>	<p>No change</p>

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10.	Bidder's query / suggested amendment Firstly as already stated that by Bidder being an international bidder, we cannot submit any Bank Guarantees from an Indian Bank (as mentioned in Annexure 2) to GUJSAIL at this stage. ii. We suggest holding this for now and if Bidder is selected as the Preferred Bidder, we can revisit this and try to arrive at a suitable alternative that can work for both GUJSAIL and Bidder.	Please refer to the clarification provided at point number 3 above.
11.	Bidder's query / suggested amendment i. Under the VGF calculations, the RFP asks for the breakup of the costs and estimated revenues from Ticket sales, etc. However, Bidder can only provide a total figure for the costs (Monthly Expense Sub Total), and since we might not be taking up the Ticket sales our revenue will be zero. ii. We can provide the VGF per seat as asked in Annexure 1 only with these two line items.	Please refer to the clarification provided at point number 2.