Expression of Interest (EOI) for the operation and maintenance of TTDC hotels (9 nos.) on PPP mode

Tamil Nadu Tourism Development Corporation Ltd. (TTDC)
Tourism Complex, No. 2 Wallajah Road, Chennai – 600 002, Tamil Nadu

EOI NO. 0275/FH/2023, DATED 02-09-2023

Expression of Interest (EOI) for the operation and maintenance of TTDC hotels (9 nos.) on PPP mode at (1) Namakkal (2) Kodai Road (3) Mettupalayam (4) Tranquebar (5) Melmaruvathur (6) Salem (7) Youth Hostel at Gudalur (8) Sattur and (9) Virudhunagar

<table>
<thead>
<tr>
<th>Date of Release of EOI</th>
<th>03-09-2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-Bid</td>
<td>11-09-2023 @ 11:00 A.M</td>
</tr>
<tr>
<td>Proposal Due Date</td>
<td>18-09-2023 @ 3:00 P.M.</td>
</tr>
<tr>
<td>of the Proposal</td>
<td></td>
</tr>
</tbody>
</table>
DISCLAIMER

Information contained in this Expression of Interest ("EOI") document and/or subsequently provided to Applicants, whether verbally and/or in documentary form by or on behalf of Tamil Nadu Tourism Development Corporation Ltd. (TTDC) or any of its employees or advisors (collectively referred to as “TTDC Representatives”), is provided to the Applicants on the terms and conditions set out in this EOI document and any other terms and conditions subject to which such information is provided. This EOI document is not an agreement and is not an offer or invitation by TTDC to any other party. The purpose of this EOI document is to provide interested parties with information to enable formulation of their proposal.

This EOI document does not purport to contain all the information each Applicant may require. The Applicants should conduct their own due diligence, investigations and analysis and should check the accuracy, reliability and completeness of the information in this EOI document and obtain independent advice from appropriate sources. TTDC representatives make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the EOI document and concerned with any matter deemed to form part of the EOI document, award of the assignment, the information and any other information supplied by or on behalf of TTDC or otherwise arising in any way from selection process. The prospective Applicant will be responsible for all obligations to its staff, their payments, complying with the labour laws, minimum wages Act and any other Act relevant for the working of the Applicant’s staff.
Expression of Interest (EOI) for the operation and maintenance of TTDC hotels (9 nos.) on PPP mode

Contents
1 INTRODUCTION .................................................................................................................................................. 4
1.1 Background ................................................................................................................................................ 4
2 DETAILS OF EOI ............................................................................................................................................. 5
2.1 Release of EOI Document ......................................................................................................................... 5
2.2 Communications .......................................................................................................................................... 5
2.3 Cost of Proposal .......................................................................................................................................... 5
2.4 Right to reject any or all Proposals .......................................................................................................... 5
2.5 Language of Proposal .............................................................................................................................. 6
2.6 Submission of Proposal ............................................................................................................................ 6
2.7 Confidentiality ........................................................................................................................................... 6
2.8 Opening of Proposals .............................................................................................................................. 6
2.9 Call for Discussion ..................................................................................................................................... 7
3 ELIGIBILITY / QUALIFYING CRITERIA ....................................................................................................... 7
4 DOCUMENTS TO BE SUBMITTED ............................................................................................................... 7
5 General Conditions ....................................................................................................................................... 7-8
6 Details of the Applicant .............................................................................................................................. 9-11
7 Form 3 Covering Letter ............................................................................................................................. 12-13
8 Form 4 Power of Attorney for Signing of Application .............................................................................. 14-15
1. INTRODUCTION

1.1 Background

Tamil Nadu Tourism Development Corporation Ltd. (TTDC) was incorporated in 1971 with the main objective of promoting tourism in Tamil Nadu by building tourism related infrastructure on commercial basis and is engaged in development and maintenance of the various tourist locations of Tamil Nadu. In addition, Tamil Nadu Tourism Development Corporation Ltd., has owned 51 hotels. Among these, 28 hotels are run by TTDC directly and 23 hotels are franchised Units. Out of 23 franchised hotels, 9 hotels are vacant at present as detailed below:

The area and room details of the vacant hotels are detailed below:

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the unit</th>
<th>Vacant from</th>
<th>Lease proposal approved by G.O</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Hotel Tamil Nadu, Namakkal</td>
<td>25.07.2016</td>
<td>G.O.Ms.No.101, Information &amp; Tourism (T-1) Department, dt.03.06.1998</td>
</tr>
<tr>
<td>2</td>
<td>Hotel Tamil Nadu, Kodai Road</td>
<td>23.10.2018</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Hotel Tamil Nadu, Mettupalayam</td>
<td>16.11.2018</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Hotel Tamil Nadu, Tranquebar</td>
<td>28.07.2016</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Hotel Tamil Nadu, Melmaruvathur</td>
<td>10.03.2021</td>
<td>G.O.Ms.No.88, Information &amp; Tourism (T-2) Department, dt.12.06.2002</td>
</tr>
<tr>
<td>6</td>
<td>Hotel Tamil Nadu, Salem</td>
<td>24.04.2023</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Youth Hostel, Gudalur</td>
<td>30.09.2020</td>
<td>TTDC constructed under HADP Fund during 1997-98 &amp; approved to franchise vide 182nd Board meeting held on 25.03.1999</td>
</tr>
<tr>
<td>8</td>
<td>Hotel Tamilnadu, Sattur</td>
<td>05.05.2022</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Hotel Tamilnadu, Virudhunagar</td>
<td>01.05.2022</td>
<td>G.O.Ms.No.101, Information &amp; Tourism (T-1) Department, dt.03.06.1998</td>
</tr>
</tbody>
</table>

TTDC invites Expression of Interest (EoI) for the operation and maintenance of TTDC hotels (9 Nos.) on PPP mode (1) Namakkal (2) Kodai Road (3) Mettupalayam (4) Tranquebar (5) Melmaruvathur (6) Salem (7) Youth Hostel at Gudalur (8) Sattur and (9) Virudhunagar
2. DETAILS OF EOI

2.1 Release of EOI Document

1. The EOI document will be made available on the website of TTDC (http://www.tamilnadutourism.tn.gov.in) from the date of publication of EOI notification in the News Papers.

2. The Proposal should be accompanied by a Processing Fee to the value of INR 5,900 (INR 5,000 + 9% CGST + 9% SGST) in the form of a Demand Draft only drawn on any Indian Nationalized/Scheduled Commercial Bank in favour of “Tamil Nadu Tourism Development Corporation Ltd.”, payable at Chennai. It is a non-refundable payment.

3. Interested parties may seek clarification through E-mail: hotelsection@gmail.com

2.2 Communications

1. The Applicants shall confirm their participation in the pre-bid meeting by sending their participants details and queries to Assistant Chief Manager (Hotels), TTDC at least one day prior to the date of Pre-Bid meeting. The Pre-Bid meeting will be conducted at Tourism Complex, No. 2 Wallajah Road, Chennai – 600 002, Tamil Nadu. The link for the VC shall be shared in response to request emails received from the Applicants to the email id hotelsection@gmail.com.

2. The Applicants shall submit the soft copy of the Proposal to the email id hotelsection@gmail.com.

3. Proposals received after the date and time stipulated in this EOI shall be summarily rejected. Any proposal received after the closing time for submission of proposals shall not be considered. TTDC shall not be responsible for any delay in receipt of proposals at their end.

2.3 Cost of Proposal

The Applicants shall be responsible for all of the costs associated in the preparation of their Proposals and their participation in any of the subsequent processes. TTDC will not be responsible or liable for such costs, regardless of the conduct or outcome of the Selection Process.

2.4 Right to reject any or all Proposals

1. Notwithstanding anything contained in this EOI, TTDC reserves the right to accept or reject any proposal and the Selection Process and reject all proposals, at any time without any
liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.

2. The proposal received without Bid Processing Fee or other requisite documents shall be rejected.

3. Misrepresentation/ improper response by the Applicant may lead to the disqualification of the Applicant.

4. Receipt of Proposal beyond the proposal Due Date shall result in summary rejection.

5. Corrupt or Fraudulent Practices - In the event of the Applicant indulges in corrupt or fraudulent practices during the proposal process, as per the judgement of TTDC, the same will be rejected. Any decision in this regard will be final and binding on the Applicant.

6. For the purpose of this clause: “Corrupt Practice” means the offering, giving, receiving or soliciting of anything of value to influence the action of TTDC in the selection process. It also includes bringing undue influence through any quarter or interfering directly or indirectly in the selection process to affect its outcome.

2.5 Language of Proposal

The Proposal with all accompanying documents and all communications in relation to or concerning the Selection Process shall be in English language and strictly on the forms provided in this EOI. No supporting document or printed literature shall be submitted with the Proposal unless specifically called for and in case any of these Documents is in another language, it must be accompanied by an accurate translation of the relevant passages in English, in which case, for all purposes of interpretation of the Proposal, the translation in English shall prevail.

2.6 Submission of Proposal

The Applicants shall submit the Proposal online through www.tenders.tn.gov.in. Each page of the submission shall be initialled by the authorized representative of the Applicant as per the terms of the EOI.

2.7 Confidentiality

The selected firms and their personnel shall not, either during the term or after expiration of this assignment, disclose any proprietary or confidential information relating to the services, contract or business or operations of TTDC, without prior written consent from TTDC.

2.8 Opening of Proposals

The Proposals shall be opened on the day of proposal due date at IST 15:00 hours at the following address:
2.9 Call for Discussion

The applicants may be intimated in writing (within 15 (Fifteen) days of opening of the proposal) to attend the proposal discussion and brainstorming session with respect to details provided.

3. ELIGIBILITY / QUALIFYING CRITERIA

1. The applicant must be a Registered company / Partnership firm / Proprietorship firm. Kindly attach Certificate of Incorporation.
2. The Applicant must have a minimum of 5 years experience in Operation and Maintenance of Hotels.
3. The applicant must be a profit-making concern for the last two financial years with minimum Average Annual turnover of at least INR 50.00 lakh during the preceding two financial years (i.e) 2020-21 and 2021-22 (CA Certificate to be submitted).
4. The Applicant must have valid GST.

4. DOCUMENTS TO BE SUBMITTED

1. Details of Applicant as per the format provided in Form 1.
2. Details of past projects as per the format provided in Form 2.
3. Covering Letter as per Form 3.
5. Certificate of Incorporation
6. CA certified Annual Turnover certificate
7. A brief note on how each of the proposed projects can be implemented on PPP mode. The note shall include the following aspects
   a. Selected Site Name and Location. (The parties may pick any/more than one of these locations)
   b. Consideration: Revenue Sharing, Upfront Lease, etc.
   c. Time required for implementation
   d. O&M period to ensure viable PPP project
   e. Alternate sources of revenue generation that are possible
   f. Interest to participate for the particular site.

5. General Conditions

1. The Unit will be handed over on ‘AS IS WHERE IS CONDITION’. Any improvements need to be done by the applicants only at their own cost. The words ‘AS IS WHERE IS CONDITION’
means that the land and buildings and other assets available in the hotels on the date of the release of EOI. No additions / alterations will be carried out in the land or building by TTDC after the EOI Notice is published.

2. The Hotel unit shall be run in the name of ‘FRANCHISEE’, but the fact that the property belongs to TTDC shall be indicated in the Name Board prominently. Name of Company/Firm should be below the name of TTDC.

3. The Successor should utilize the property only for the purpose of running of Hotel and not for any other purpose.

4. No political meeting/banner shall be allowed within the premises, which has been allotted to him.

5. No unlawful activities like betting, gambling, etc. shall be allowed inside the campus.

6. Anti-Government activities shall not be allowed inside the premises

7. By participating in the selection process all participants shall agree in full to these Terms and Conditions

8. The decision of the Committee for the selection process shall be final and binding on all participants firms and no disputes of any manner shall be entertained.

9. Information furnished in the EOI Document will be kept confidential.

10. Application duly filled with all the requisite information, supporting documents and covering letter duly signed by Authorized Representative/Signatory of the firms shall be indexed, bound (hard/ spiral) and submitted in a sealed envelope by the time and date as specified in the Notice.
Form 1: Details of the Applicant

a. Basic Details

<table>
<thead>
<tr>
<th>State the Status of the Applicant's Organization, viz., Public Limited Company/Private Limited Company/Partnership Firm/Proprietary Firm, etc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of the Company / Firm</td>
</tr>
<tr>
<td>Address of the Registered Office</td>
</tr>
<tr>
<td>Address of the Branch / Office quoting against EOI</td>
</tr>
<tr>
<td>Residential Address</td>
</tr>
<tr>
<td>Names and addresses of the Proprietors / Partners / Directors</td>
</tr>
<tr>
<td>Year of Establishment /Incorporation</td>
</tr>
<tr>
<td>Registration No. &amp; Date</td>
</tr>
<tr>
<td>Registered under (give details under which Act the Company is registered)</td>
</tr>
<tr>
<td>Brief description of the Company including details of its main lines of business details of authorized signatory of the Applicant</td>
</tr>
<tr>
<td>Annual Turnover in the last 2 years</td>
</tr>
<tr>
<td>GST Registration No.</td>
</tr>
<tr>
<td>PAN No.</td>
</tr>
<tr>
<td>Names of the Banker</td>
</tr>
</tbody>
</table>

b. Financial Capacity of the applicant

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Financial Year</th>
<th>Annual Turnover</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**ANNUAL AVERAGE TURNOVER**

Note: Please do not attach any printed Annual Financial Statement.

Certificate from the Statutory Auditor

This is to certify that (name of the Applicant) has Annual Turnover stated as in the above table. Name of the audit firm: Seal of the audit firm: Date: (Signature, name and designation of the authorized signatory with seal)
(a) Information from Balance Sheet

<table>
<thead>
<tr>
<th>Year</th>
<th>2020-21</th>
<th>2021-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Worth</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Liabilities</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(b) Information from Income Statement

<table>
<thead>
<tr>
<th>Year</th>
<th>2020-21</th>
<th>2021-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profit before Tax</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profit after tax</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Attached copies of financial statements (balance sheets including schedules and income statements) for the last three years, as indicated above, complying with the following conditions:

All such documents reflect the financial situation of the bidder. Historical financial statements must be audited by a certified Chartered accountant. Historical financial statements must be completed, including all schedules to the financial statements.
Form 2: Summary List of Eligible Assignments

(Min. of 5 assignments to be listed, preferably outdoor based)

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Hotel</th>
<th>Client</th>
<th>O&amp;M Start Date (In Months)</th>
<th>O&amp;M end Date</th>
<th>Fee per year</th>
<th>Current Status*</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
<td>(4)</td>
<td>(5)</td>
<td>(6)</td>
<td>(7)</td>
</tr>
</tbody>
</table>

*The Current Status may be classified under Handed over to Client or under O&M*

*Proof of each assignment to be attached*
Form 3 : Covering Letter

To
The Managing Director,
Tamil Nadu Tourism Development Corporation,
Tourism Complex,
No. 2, Wallajah Road, Triplicane,
Chennai - 600 002

Sub: Response to Expression of Interest for operation and maintenance of TTDC Hotels on PPP mode.

Sir,
With reference to your EOI Document dated .............., I/We, having examined all relevant documents and understood their contents, hereby Express our Interest for operation and maintenance of TTDC hotels on PPP mode.

1. All information provided in the Proposal and in the Forms is true and correct and all documents accompanying such Proposal are true copies of their respective originals.

2. This statement is made for the express purpose of getting the aforesaid EOI

3. I/We shall make available to the TTDC any additional information it may deem necessary or require for supplementing or authenticating the Proposal.

4. I/We acknowledge the right of the TTDC to reject our Proposal without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.

5. I/We certify that in the last three years, we or any of our 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 against the Applicant, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.

6. I/We understand that you may cancel the Selection Process at any time and that you are neither bound to accept any Proposal that you may receive nor to select the applicant, without incurring any liability to the Applicants
7. I/We certify that in regard to matters other than security and integrity of the country, we or any of our Associates have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the Consultancy for the Projector which relates to a grave offence that outrages the moral sense of the community.

8. I/We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a Court of Law for any offence committed by us or by any of our Associates.

9. I/We agree and understand that the Proposal is subject to the provisions of the EOI document. In no case, shall I/We have any claim or right of whatsoever nature if me or our Proposal is not opened or rejected.

10. I/We agree and undertake to abide by all the terms and conditions of the EOI Document. In witness thereof, I/We submit this Proposal under and in accordance with the terms of the REOI Document.

Yours faithfully,

(Signature, name and designation of the authorized signatory)
(Name and seal of the Applicant)
Form 4 : Power of Attorney for Signing of Application

(On Non – judicial stamp paper of Rs 100/- or such equivalent document duly attested by notary public)

Know all men by these presents, We,(name of Firm and address Of the registered office) do hereby constitute, nominate, appoint and authorize Mr./Ms. ........................................ (name and residential address) who is presently employed with/ retained by us and holding the position of ........................ as our true and lawful attorney (hereinafter referred to as the “Authorized Representative”) 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 Application for (“Expression of Interest”) including but not limited to signing and submission of all documents and providing information/responses to Tamil Nadu Tourism Development corporations (“TTDC”), representing us in all matters before TTDC, and generally dealing with TTDC in all matters in connection with or relating to or arising out of our application for Empanelment.

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

INWITNESS WHEREOF WE,............................................... THE ABOVE NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS ..........................DAYOF......................,20......

For................................................
(Signature, name, designation and address)

Witnesses:
1.  
2.  Notarised

Accepted ........................................
(Signature, name, designation and address of the Attorney)
Note:

- 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 executants(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.

- Wherever required, the Applicant should submit for verification the extract of the charter documents and other documents such as a resolution/power of attorney in favour of the person executing this Power of Attorney for the delegation of power here under on behalf of the Applicant.

- In case the Application is signed by an authorized Director of the Applicant, a certified copy of the appropriate resolution/document conveying such authority maybe enclosed in lieu of the Power of Attorney.

- For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Applicants from countries that have signed the Hague Legislation Convention, 1961 are not required to be legalised by the Indian Embassy if it carries a conforming A pastille certificate.

SD
MANAGING DIRECTOR