

# EXPRESSION OF INTEREST (EOI)

FOR

Establishment of Telecom and Data connectivity  
Infrastructure

At MP Tourism Units

**MPSTDC**

**Madhya Pradesh State Tourism Development Corporation Ltd.**

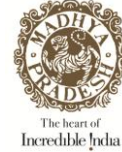
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The heart of  
Incredible India

**MADHYA PRADESH STATE TOURISM DEVELOPMENT CORPORATION LIMITED**  
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**"EOI for Establishment of Telecom and Data connectivity Infrastructure  
at MP Tourism Units "**

**Tender No: 2947**

**08<sup>th</sup> March 2016**

Proposals are invited for "EOI for Establishment of Telecom and Data connectivity Infrastructure at MP Tourism Units". Terms and Conditions can be downloaded from website [www.mpstdc.com](http://www.mpstdc.com). Last date for submission of proposals is 24<sup>th</sup> March 2016, **16:00 hrs.**

**Managing Director**

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## Acronyms

EOI	Expression of Interest
GoMP	Government of Madhya Pradesh
HO	Head Office
IT	Information Technology
ICT	Information and Communication Technology
MPSTDC	Madhya Pradesh Tourism Development Corporation
RFP	Request for Proposal

## CHAPTER - 1

### 1.1 Information Provided

The **Expression of Interest (EOI)** document contains statements derived from information that is believed to be true and reliable at the date obtained but does not purport to provide all of the information that may be necessary or desirable to enable an intending contracting party to determine whether or not to enter into a contract or arrangement with MPSTDC in relation to the provision of services. Neither MPSTDC nor any of its directors, officers, employees, agents, representative, contractors, or advisers gives any representation or warranty (whether oral or written), express or implied as to the accuracy, updating or completeness of any writings, information or statement given or made in this EOI document.

### 1.2 Disclaimer

Subject to any law to the contrary, and to the maximum extent permitted by law, MPSTDC and its officers, employees, contractors, agents, and advisers disclaim all liability from any loss or damage (whether foreseeable or not) suffered by any person acting on or refraining from acting because of any information, including forecasts, statements, estimates, or projections contained in this EOI document or conduct ancillary to it whether or not the loss or damage arises in connection with any negligence, omission, default, lack of care or misrepresentation on the part of MPSTDC or any of its officers, employees, contractors, agents, or advisers.

### 1.3 Costs Borne by Respondents

All costs and expenses incurred by Recipients / Respondents in any way associated with the development, preparation and submission of responses, including but not limited to attendance at meetings, discussions, demonstrations, etc. and providing any additional information required by MPSTDC , will be borne entirely and exclusively by the Recipient / Respondent.

### 1.4 No Legal Relationship

No binding legal relationship will exist between any of the Recipients / Respondents and MPSTDC until execution of a contractual agreement.

## **1.5 Recipient Obligation to Inform Itself**

The Recipient must conduct its own investigation and analysis regarding any information contained in the EOI document and the meaning and impact of that information.

## CHAPTER – 2

MPSTDC invites **Expression of Interest (EOI)** for Establishment of Telecom and Data connectivity Infrastructure

### 2.1 Background

Madhya Pradesh the one of the best state of the nation, in terms of richness and diversity of tourism destinations. The state has three world heritage sites namely Sanchi, Bhimbetka and Khajuraho etc. In the last few years, the Government of Madhya Pradesh has initiated a number of measures to position the state as the leading tourism state of the nation. While considerable work has been done and the state is now being recognized as one of the leading tourism states of the nation, much more still needs to be done. All the tourism related initiatives of the Government of Madhya Pradesh (GoMP) are executed through Madhya Pradesh State Tourism Development Corporation (MPSTDC), the nodal agency of GoMP.

The Mission of MPSTDC is “To promote balanced and sustainable tourism which enables socio-economic development and to establish Madhya Pradesh as a destination that provides a complete tourism experience“

### **3. Project Requirement**

#### **3.1 Scope of Work**

##### **Objectives**

The main objective of the project is to establish infrastructure facilities for mobile and data (Internet) connectivity for tourists and unit's operation at MPSTDC units.

1. Infrastructure facilities for better voice quality and tourist experience
2. Data Connectivity for Wi-Fi facility for tourists.

##### **Key Project Requirements**

1. Creation of infrastructure Facilities.
2. Tower Infrastructure will be shared to all telecom providers.
3. Fix rent value for each location that is to be submitted to MPSTDC.
4. Data connectivity for MPSTDC unit
5. Infrastructure will be established at priority locations as attached in Annex-IV
6. Company shall explore the possibility of maximum sharing of the Telecom Infrastructure, so that maximum coverage can be provided to that location by major Telecom operator.



#### 4. Eligibility Criteria

1. The Bidder should be company registered under the Indian Companies Act, 1956 since last 3 (three) years. Incorporation certificate should be furnished as documentary proof.
2. The bidder should be a profit making company having earned profits, for last 3 years, with a minimum turnover of Rs. 5 Cr. in each of the last 3 years (12-13, 13-14, 14-15). The bidder should have positive net worth of Rs. 2 Cr. for the last 3 years. As documentary proof, Audited Balance Sheet & Profit & Loss A/c is to be submitted.
3. The bidder should have minimum 3 years experiences in Implementation of **telecom infrastructure (tower with all facilities to establish mobile and data connectivity)**.
4. The bidder shall not have been black listed by any State Government, Central Government or any other Public Sector undertaking or a Corporation as on the date of EOI. An undertaking to this effect should be submitted by the bidder on its letter head.
5. Bidder should have authorization from hardware / networking principles for supply installation and post warranty support i.e. platform proposed by bidder. Undertaking to this effect should be submitted with proposal.

## 5. General

1. This is not a **Request for proposal (RFP)** and **commercial bids** SHOULD NOT be submitted with EOI.
2. **MPSTDC** reserves the right to examine / verify the supportive documents / reports furnished by the bidders.
3. MPSTDC shall shortlist the vendors based on the requirements and the responses submitted. MPSTDC reserves the right to call only short listed vendors for a **technical presentation** of their proposed solution on the date, time as decided by MPSTDC.
4. The **Technical presentation** should have following contents:
  - a. Challenge in implementation
  - b. Expected time for implementation
  - c. Implementation methodology & Timeline
  - d. Fiscal and no fiscal benefits to bidder and MPSTDC.
5. The presentation shall be held at **MPSTDC, Bhopal**.
6. If any information or document provided in the response to this EOI is found to be misleading subsequently, the bidder will be disqualified.
7. MPSTDC may reject any or all the responses received / cancel the entire process at any stage without assigning any reason whatsoever.
8. MPSTDC shall have absolute discretion to issue **Request of Proposal** to eligible bidders shortlisted under EOI or go for open tender later. The decision taken by the MPSTDC in this regard is final and binding on all the bidders of EOI.
9. The applicants who wish to submit responses to this EOI should note that they should abide by all the terms and conditions contained in the EOI. If the responses contain any extraneous conditions put in by the respondents, such responses may be disqualified and may not be considered for the empanelment / selection process.

10. The information exchanged between the bidders and MPSTDC as part of this EOI shall be confidential and shall not be disclosed without the prior written consent of the MPSTDC .
11. Notwithstanding anything contained herein above, in case of any dispute, claim and legal action arising out of this EOI, the parties shall be subject to the jurisdiction of courts at Bhopal, Madhya Pradesh State, India only.

## **6. Submission of Proposal**

Bidders qualifying as per the criteria mentioned above and who are interested in providing the services detailed above may submit their response to this EOI as per formats given in annexure along with relevant documentary evidence latest by 24 March **2016** till **4 PM**. Any response not containing information for all the parts of Annexure may be rejected.

The response should be submitted in a sealed cover duly superscripted "**EXPRESSION OF INTEREST (EOI) FOR Establishment of Telecom and Data connectivity Infrastructure At MP Tourism Units**" at the following address:

**Madhya Pradesh State Tourism Development Corporation Ltd.  
Paryatan Bhawan, Bhadbhada Road,  
Bhopal 462 003. INDIA.**

## **Annexure-1 Format of Application Form**

(On Applicant Organization's Letterhead)

**To,**

**Managing Director,**

**Madhya Pradesh State Tourism Development Corporation Ltd**

**Paryatan Bhawan, Bhadbhada Road,**

**Bhopal 462 003.**

**Subject:** Expression of Interest for EXPRESSION OF INTEREST (EOI) FOR Establishment of Telecom and Data connectivity Infrastructure at MP Tourism Units

**Dear Sir,**

This has reference to the advertisement pertaining to the above captioned subject.

We are interested in submitting our Expression of Interest for the same. We would like to clearly state that we qualify for this work as our organisation meets all the pre-qualifying criteria indicated by you and our organisation is not under a declaration of ineligibility for corrupt or fraudulent practices.

We understand that if the details given in support of claims made by us are found to be untenable or unverifiable or both our EOI will be rejected without any reference to us. We further clearly understand that MPSTDC is not obliged to inform us of the reasons of rejection of our bid.

**Yours sincerely**

**Signature**

<<Name, designation, contact address, telephone number, email & seal of authorized signatory >>

## Annexure -2 Bidder Profile

S/N	Particulars	Response
1	Company Name	
2	Date of incorporation	
3	Company Head Office Address	
4	Registered office address	
5	Contact person Name	
6	Address	
7	Telephone no.	
8	Mobile No.	
9	Fax No.	
10	e-mail ID	
11	Number of year experience	
12	Whether company has been blacklisted for service deficiency in last 3 years. If yes, details thereof.	
13	Turnover for Financial Years 2012-13	
14	Turnover for Financial Years 2013-14	
15	Turnover for Financial Years 2014-15	
16	Net Profit (after Tax / Depreciation) for 2012-13	
17	Net Profit (after Tax / Depreciation) for 2013-14	
18	Net Profit (after Tax / Depreciation) for 2014-15	
19	Any other detail	

### Annexure -3 Experience

Submit the details of existing clients

### Annexure - 4 Unit Locations

Regions	Site Name and address	Latitude	Longitude
Indore	Choral Resort, Choral	22°24'58.42"N	75°45'12.42"E
Indore	Malwa Retreat Mandu	22°21'20.71"N	75°23'47.35"E
Gwalior	Sheesh Mahal Orchha	25°20'59.89"N	78°37'60.00"E
Gwalior	Betwa Retreat Orchha	25°20'50.65"N	78°38'11.71"E
Gwalior	Tourist Villages Shivpuri	25°25'20.49"N	77°41'39.55"E
Bhopal	Kerwa Resort Kerwa Bhopal (Kerwa Dam)	23° 9'56.63"N	77°22'21.83"E
Jabalpur	Baghira Log Huts Kisli	22.304483	80.549816
Jabalpur	Baghira Jungle Resort Mocha	22.318489	80.479927

Khajuraho	Tourist Bungalow Chitrakoot	25.173806	80.868677
Khajuraho	Mandakani Resort Chitrakoot	25.166945	80.869022
Indore	Highway Trate Handia	22°45'09.9"N	78°21'17.6"E
Khajuraho	Jungle Camp Madla (Panna)	24° 43' 48.64" N	80° 0' 39.01" E
Jabalpur	Kiplings Court PENCH	---NA---	---NA---
Jabalpur	Highway Trate Rookhad	---NA---	---NA---
Khajuraho	Parsuli Resort Parsuli	24.16341	81.501204
Pachmarhi	Tawa Resort Tawa	22.559183	77.961102
Bhopal	High Treat Dodi	23.007721	77.593873
Jabalpur	Gawa Kanha Resort Malajkhand	22.075577	80.698367
Jabalpur	Kanha Safari Lodge Mukki	---NA---	---NA---
Indore	Malwa Resort Mandu	---NA---	---NA---
Pachmarhi	Champak Bungalow Pachmarhi	22.458711	78.41655
Pachmarhi	Amaltas	22.468335	78.432319

Pachmarhi	Panchvati Pachmarhi	22.468335	78.432319
Pachmarhi	Hotel Highland Pachmarhi	22.468252	78.432319
Pachmarhi	Glen View Pachmarhi	22.470064	78.424208
Pachmarhi	Clubview Pachmarhi	---NA----	---NA----
Pachmarhi	Devdaru Bungalow Pachmarhi	---NA----	---NA----
Pachmarhi	Hiltop Bungalow Pachmarhi	22.463467,	78.428127
Pachmarhi	Rock End Manor Pachmarhi	22°27'52.6"N	78°25'18.8"E
Khajuraho	Hotel Jhankar Khajuraho	24.831826,	79.919834
Khajuraho	Hotel Payal Khajuraho	24°51'28.6"N	79°55'37.5"E
Indore	Tourist Motel Jhabua	22°45'36.5"N	74°36'32.7"E
Jabalpur	Tourist Hostel ,Kisli	22°19'60.0"N	80°36'43.0"E



Khajuraho	Tourist village Khajuraho	24°51'36.5"N	79°55'34.2"E
Gwalior	Jungle Resort Kuno palpur	---NA----	---NA----
Khajuraho	Highway Treat Nowgaon	---NA----	---NA----
Jabalpur	Highway Treat Rookhad	21°52'24.9"N	79°31'40.2"E
Bhopal	Gateway Retreat Sanchi	23°29'03.5"N	77°44'06.1"E
Jabalpur	Maikal Resort Bargi	22°57'08.2"N	79°56'24.4"E
Jabalpur	Motel Marble Rocks Bhedaghat	23°07'49.3"N	79°47'56.4"E
Indore	Tapti Retreat Burhanpur	---NA----	---NA----
Gwalior	Tana Bana Chanderi	24°42'49.0"N	78°08'59.3"E
Gwalior	Tourist Motel Datia	25.669934	78.445194
Indore	Indra sagar Water sports complex hanumantia	22.145099	76.587538

Bhopal	Midway Treat Dodi	23°00'36.5"N	76°35'15.7"E
Jabalpur	Kalchuri Huts Dumna	23°09'55.2"N	79°56'43.6"E
Indore	Pipaliya Pala Regional Park Indore	22.677602	75.857928
Madla ( Panna)	Jungle Camp_Madla ( Panna)	24.59156	79.944058
Mandla	Tourist Motel_Mandla	22.34728	78.69061
Katni	Tourist Motel_Katni	22.34728	78.69061

**End of Document**