

CORRIGENDUM – 1

Tender / RFP No.:6 e-proc/ BETDS / ECOTOURISM/RFP/ 2026- 27/TA

Subject: Corrigendum for Selection of Transaction Advisor for development of Ecotourism Sites in Bihar vide **RFP No.:6 e-proc/ BETDS / ECOTOURISM/RFP/ 2026- 27/TA dated 11.08.2026.**

Due to a technical error during the initial upload of RFP No. 6 e-proc/BETDS/ECOTOURISM/RFP/2026-27/TA (dated 11.08.2026), the complete RFP document has now been successfully uploaded for prospective bidders. Bidders must review the updated document alongside any clarifications or addenda issued by the Society on the eProc2 portal, ensuring all details are considered during bid preparation and submission.

For further information, please contact:

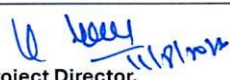
Email: - **biharecotourismsociety@gmail.com**

Mobile No.: +91-9934155458

12 Aug 11/5/2026

Project Director
Bihar State Ecotourism Development Society
Government of Bihar

 Government of Bihar Bihar Eco Tourism Development Society REQUEST FOR PROPOSAL (RFP) for Selection of Transaction Advisor For development of Ecotourism sites in Bihar			
Tender No.: RFP No.:6 e-proc/ BETDS / ECOTOURISM/RFP/ 2026- 27/TA			Date: 11/08/2026
1.	Bihar Eco Tourism Development Society , Government of Bihar (Authority) invites this RFP proposals from eligible and experienced agencies for Selection of Transaction Advisors for development of ecotourism sites in the State of Bihar		
	Particulars	Bid processing Fees inclusive of GST (Non-refundable)	Bid Document Cost (Non-refundable)
	Bid Security (EMD)		
	Selection of Transaction Advisors for development of ecotourism sites in the State of Bihar	Rs. 1180 (As applicable as per e-PROC Bid Processing Fee Structure)	INR 5,000/- (INR Five Thousand only)
			INR 1,00,000/- (INR One Lakh only)
2.	Date of downloading of bid document	:	From 12.08.2026 to 27.08.2026 up to 02.00 PM
3.	Place & Date of Pre-bid meeting (both online and in person attendance permitted)	:	17 th August 2026, 12:30 Hrs 4th Floor, Aranya Bhawan, Saheed Peer Ali Marg, Patna-800014, Bihar Hybrid mode- Online link will be shared a day before the interested agency seeking the link via email. (Need to send request on the specified email before 17 th August 10.AM.)
4.	Last Date for Submission of Pre-Bid Queries	:	18.08.2026 at 10.00 A.M.
5.	Last date and time for receipt of bids on eproc2.	:	Date 27.08.2026 Time 02:00 PM
6.	Time and Date of opening of technical bids	:	Date -27.08.2026 Time 3:00 PM, through website: www.eproc2.bihar.gov.in
7.	Time and Date of financial bids	:	To be Communicated later on
8.	Bid Submission	:	Through website: www.eproc2.bihar.gov.in
9.	Period of bids validity	:	180 days
10.	Officer inviting bids	:	Project Director, Bihar Eco Tourism Development Society, Bihar, 2nd Floor, Aranya Bhawan, Saheed Peer Ali Marg, Patna- 800014, Bihar.
11.	For participating in the e-tendering process, the bidder shall have to get themselves registered to obtain a User ID, Password and Digital Signature. This will enable them to access the website www.eproc2.bihar.gov.in and download/participate in the e-tender.		
12.	All tender-related queries shall be communicated at biharecotourismsociety@gmail.com		
13.	(i) Bid processing fees/ Bid document cost to be paid through online mode i.e., Internet payment gateway (Credit/Debit Card), Net Banking, NEFT/RTGS. (ii) Bids along with necessary online payments must be submitted through e-procurement portal www.eproc2.bihar.gov.in before the date & time specified in the NIT. The department does not take any responsibility for the delay/non availability of internet connection, Network Traffic/Holidays or any other reasons.		
14.	The detailed eligibility criteria can be seen in the tender document. The tender documents can be obtained through website www.eproc2.bihar.gov.in .		
15.	Bid security should be paid through online mode i.e. Internet payment gateway (Credit/Debit Card), Net Banking, NEFT/RTGS .		
16.	The bidders are requested to check their file size of uploaded documents at the time of submission & they should ensure that work file is uploaded. If they feel that the complete file is not uploaded, then they should click on cancel & update the same before submission. The bidders should satisfy themselves of downloadability/visibility of the scanned & uploaded file by them.		
17.	File size should be less than 5 MB and should be in PDF or JPEG formats.		
18.	No claim shall be entertained on account of disruption of internet service being used by bidders. Bidders are advised to upload their bids well in advance to avoid last hour's technical snags.		
19.	Bids that are rejected during the bid opening process shall not be considered for further evaluation, irrespective of the circumstances.		
20.	The bidders shall submit their eligibility and qualification details, technical bid, financial bid etc., in the online standard formats given for respective tenders in e-Procurement website (www.eproc2.bihar.gov.in) at the respective stage only. The bidders shall upload the legible scanned copies of all the relevant certificates, documents etc., in support of their eligibility criteria/ technical bids and other certificates/documents in the e-Procurement website. The bidder shall sign on the supporting statements, documents, certificates, uploaded by him, owning responsibility for their correctness/authenticity.		
21.	All the information/ corrigendum/addendum related to the project shall be published on the website www.eproc2.bihar.gov.in . The Authority shall have the right to reject the bid partially or fully without assigning any reason whatsoever.		
22.	For any information, Project Director, Bihar Eco Tourism Development Society Bihar, Aranya Bhawan, 2nd Floor, Peer Ali Marg, Patna- 800014 , biharecotourismsociety@gmail.com and Mob.- 9934155458 can be contacted.		
23.	For clarification regarding the e-tendering process, please contact the e-procurement Helpdesk at the following address: Mjunction Services Limited , R.J. Complex, 2nd Floor, Canara Bank Campus, Khajpura, Ashiana Road, P.S. – Shastri Nagar, Patna – 800014, Bihar. Working Hours: 8:00 AM to 7:00 PM (All days in a week except Sunday and a few selected State holidays) Mobile: 7605056831 / 7605056830		


Project Director,

Bihar Eco Tourism Development Society



Request for Proposal (RFP)
for
**Selection of Transaction Advisor for development of Ecotourism Sites
in Bihar**

Tender No.: RFP No.:6 e-proc/ BETDS / ECOTOURISM/RFP/ 2026- 27/TA

Issued By:

Bihar Ecotourism Development Society (BETDS)

Department of Environment, Forest and Climate Change

Government of Bihar, Patna

2nd Floor, Aranya Bhawan,

State Forest HQ , Shahid Pir Ali Khan Path

Patna, Bihar-800014

Website: <https://state.bihar.gov.in/forest>.

Email: biharecotourismsociety@gmail.com

Mobile: +91 9934155458

Government of Bihar Bihar Eco Tourism Development Society REQUEST FOR PROPOSAL (RFP) for Selection of Transaction Advisor For development of Ecotourism sites in Bihar			
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7.	Time and Date of financial bids : To be Communicated later on		
8.	Bid Submission : Through website: www.eproc2.bihar.gov.in		
9.	Period of bids validity : 180 days		
10.	Officer inviting bids : Project Director, Bihar Eco Tourism Development Society, Bihar, 2nd Floor, Aranya Bhawan, Saheed Peer Ali Marg, Patna- 800014, Bihar.		
11.	For participating in the e-tendering process, the bidder shall have to get themselves registered to obtain a User ID, Password and Digital Signature. This will enable them to access the website www.eproc2.bihar.gov.in and download/participate in the e-tender.		
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Project Director, *11/8/2026*

Bihar Eco Tourism Development Society

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DISCLAIMER

1. This Request for Proposal (RFP) has been prepared in good faith to assist prospective Bidders in preparing their Proposals. Bihar Ecotourism Development Society (BETDS), its officers, employees, representatives, consultants, advisors and agents make no representation or warranty, express or implied, regarding the accuracy, adequacy, completeness, reliability or suitability of the information provided in or in connection with this RFP.
2. This RFP is issued only to invite proposals from eligible and experienced agencies for empanelment as Transaction Advisors for development of ecotourism sites in Bihar. Its issuance does not constitute any offer, commitment or assurance by BETDS to award work, select or empanel any Bidder, or proceed with any project described herein.
3. Each Bidder shall independently examine the assignment, project requirements, applicable laws, site conditions, ecological sensitivities, restrictions, stakeholder considerations, market potential, financial viability, risks and other relevant matters before submitting its Proposal, and shall not rely solely on this RFP.
4. BETDS reserves the right, at its sole discretion and without assigning reasons, to modify, clarify, extend, suspend, cancel, withdraw or reissue this RFP; change its scope, criteria, methodology, timelines, deliverables or terms; reject any or all Proposals; waive minor deviations; or annul the process at any stage without liability.
5. The information in this RFP is preliminary guidance. Any addendum, corrigendum, clarification, query response, modification or official communication issued by BETDS shall form part of the RFP and bind all Bidders. Bidders must monitor the notified portal, website and official channels regularly for updates.
6. All Proposal submissions shall become the property of BETDS and will not be returned. BETDS shall not be liable for any cost, expense, loss, damage or liability incurred by any Bidder in relation to the RFP process, regardless of its outcome.
7. BETDS shall not be responsible for errors, omissions, ambiguities or deficiencies in information furnished by Bidders, or for consequences arising from a Bidder's interpretation of this RFP. Each Bidder is solely responsible for submitting a complete, accurate, compliant and timely Proposal.
8. No oral communication or representation by BETDS or its representatives shall be binding unless confirmed in writing through an official clarification, addendum, corrigendum or communication issued by the authorized officer.
9. Participation in the RFP process constitutes acceptance of its terms, conditions, limitations and reservations. Submission of a Proposal creates no right to shortlisting, qualification, empanelment, award, compensation or reasons for non-selection, except as expressly provided by law or this RFP.
10. Each Bidder shall comply with all applicable laws, rules, regulations, guidelines, procurement procedures, wildlife and forest requirements, tax obligations, labour laws, professional standards and statutory approvals. BETDS shall not be responsible for any Bidder's failure to understand or comply with such requirements.
11. To the fullest extent permitted by law, BETDS and its officers, employees, consultants and advisors shall not be liable for any loss, damage, claim, cost or expense arising from this RFP, the empanelment process, reliance on its information, rejection of Proposals, cancellation, delay or non-award.
12. This Disclaimer applies in addition to, and without limiting, any other rights, reservations, protections, limitations of liability or discretion available to BETDS under this RFP, applicable procurement rules, Government guidelines, contract law or other applicable law.

Glossary

Abbreviation/ Terms	Details
Authorized Signatory	The bidder's representative / officer vested (explicitly, implicitly, or through conduct) with the powers to commit the authorizing organization to a binding agreement. Also called signing officer/ authority having the Power of Attorney (POA) from the competent authority of the respective Bidding firm.
Bid	A formal offer made in pursuance of an invitation by a procuring entity and includes any tender, proposal or quotation in electronic format
Bid Security/ Earnest Money Deposit (EMD)	A security provided to the procuring entity by a bidder for securing the fulfilment of any obligation in terms of the provisions of the bidding documents.
Bidder	Any person/ firm/ agency/ company/ contractor/ vendor participating in the bidding process with the procurement entity
Bidding Document	Documents issued by the procuring entity, including any amendments thereto, that set out the terms and conditions of the given procurement and includes the invitation to bid
Tender Fee/ Cost of Bid document	Cost of RFP document non-refundable in nature
Competent Authority	An authority or officer to whom the relevant administrative or financial powers have been delegated for taking decision in a matter relating to procurement. Project Director, BETDS Limited in this bidding document.
Contract	"Contract" means a legally enforceable agreement entered between the Procuring entity and the selected bidder(s) with mutual obligations.
LD	Liquidated Damages
Lol	Letter of Intent
Notification	A notification published in the Official Gazette
PAN	Permanent Account Number
Procurement Process	The process of procurement extending from the issue of invitation to Bid till the award of the procurement contract or cancellation of the procurement process, as the case may be
Project Period	The Contract shall remain valid with effect from the date of award of the contract/ tender till the end of 1 years of operation.

Purchaser/ Tendering Authority/ Procuring Entity	Person or entity that is a recipient of a good or service provided by a seller (bidder) under a purchase order or contract of sale, also called buyer. BETDS Limited in this BID document.
Services	Any subject matter of procurement other than goods or works and includes physical, maintenance, professional, intellectual, consultancy and advisory services or any service classified or declared as such by a procuring entity
State Government	Government of Bihar (GOB)
TA	Transaction Advisor
GST	Goods and Services Tax
WO/ PO	Work Order/ Purchase Order

Selected Agency/ Service Provider	Selected Bidder/ Agency selected for award of project
BETDS/ "Authority"	Bihar Ecotourism Development Society (BETDS)
COD	Commercial operation Date

Fact Sheet

Activity	Scheduled Date
Non-refundable cost of RFP document	INR 5,000/- (INR Five Thousand only)
Earnest Money Deposit (EMD)	INR 1,00,000 (INR one Lakh only)

1.	Date of downloading of bid document	:	From 12.08.2026 to 27.08.2026 up to 02.00 PM
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6	Time and Date of financial bids	:	To be Communicated later on
7	Bid Submission	:	Through website: www.eproc2.bihar.gov.in
8	Period of bids validity	:	180 days
9	Technical Presentation		Date to be decided
10	Opening of Financial Bids		Date to be decided

1. REQUEST FOR PROPOSAL

BETDS invites detailed proposals (Technical and Financial proposals referred to as "RFP") from capable agencies. The bids comprising mandatory compliance along with technical and financial bids shall be submitted on the e-procurement portal: www.eproc2.bihar.gov.in. The Scope of Services forming part of the Assignment has been set out here under in this document. The Proposals would be evaluated on the basis of the evaluation criteria set out in this RFP ("Evaluation Criteria") to identify the successful Bidders for selection under the Assignment ("Successful Bidder").

1.1 Structure of the RFP

This RFP sets out the background, instructions to Bidders, eligibility criteria, evaluation methodology, broad scope of services, terms of empanelment and prescribed formats for submission of proposals.

The document is organized to guide Bidders through the entire proposal process. The initial sections provide the disclaimer, definitions and key tender particulars. The subsequent sections describe the background of the ecotourism initiatives, the instructions for preparation and submission of proposals, the eligibility and technical evaluation criteria, and the broad terms under which empanelled Transaction Advisors may be engaged. The annexures contain standard formats for proposal submission, bidder particulars, financial capacity, legal capacity, eligible assignments, key personnel details, CVs, declarations, power of attorney and financial proposal, wherever applicable.

1.2 Obtainability of RFP Document

The RFP would be available at the website www.eproc2.bihar.gov.in. It may be noted that all subsequent notifications, changes, and amendments in the assignment/documents shall be posted only on www.eproc2.bihar.gov.in. It can be viewed on departmental website:- <https://state.bihar.gov.in/forest>.

2. Background Information

Bihar is endowed with a diverse and extensive natural resource base with significant untapped potential for adventure, nature-based and eco-tourism. The State is drained by the River Ganga and its major tributaries — including the Sone, Gandak, Kosi, Punpun, Falgu, Bagmati and Kamla-Balan — creating an extensive network of rivers, riverine islands, oxbow lakes, wetlands, floodplains and riparian landscapes. It is also home to important ecological and nature-based destinations such as the Valmiki Tiger Reserve and Gandak riverine landscape in West Champaran, Kanwar Jheel (Kabar Tal) wetland in Begusarai, Vikramshila Gangetic Dolphin Sanctuary near Bhagalpur, Kaimur Wildlife Sanctuary and the associated hills, plateaus and waterfalls in the Kaimur-Rohtas belt, Barabar and Nagarjuni hill caves in Jehanabad, and the forested hills around Rajgir. These assets, together with reservoirs, minor irrigation dams, community ponds, forest fringes and rural landscapes across the State, provide a strong foundation for low-impact tourism products including guided nature trails, bird

watching, interpretation centres, camping, cycling, water-based recreation, wildlife viewing, trekking, wellness experiences and community-led tourism services.

3. INSTRUCTIONS TO BIDDERS

3.1 SUBMISSION PROCEDURE

A. TECHNICAL BID

Bidders must submit their bids through www.eproc2.bihar.gov.in within the due date and time.

The bidders MUST ALSO SUBMIT Bid Security (EMD) & RFP Document Fee (Tender Fee) shall be submitted as provided in the Fact Sheet. Copies of the Tender Fee and EMD must be uploaded along with technical proposal.

B. FINANCIAL BID

- i. Bidder must submit the FINANCIAL Bid through the online mode on www.eproc2.bihar.gov.in.
- ii. Once quoted, the Bidder will not be allowed to make any subsequent price changes, whether resulting or arising out of any technical/commercial clarifications sought regarding the bid, even if any deviation or exclusion may be specifically stated in the bid. Such price changes shall render the bid liable for rejection.
- iii. Bidder must quote the prices valid for 120 days from the last date of submission of proposals.

3.2 NUMBER OF PROPOSALS

- Each Bidder must submit only one (1) Proposal, in response to this RFP. Any Bidder who submits or participates in more than one Proposal for the same tender package shall be disqualified.
- Bidder submitting their bid shall not be under liquidation, court receivership or similar proceeding.

3.3 PROPOSAL PREPARATION COST

The Bidder shall be responsible for all costs associated with the preparation of its Proposal and its participation in the bidding process. BETDS will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the bidding process.

3.4 RIGHT TO ACCEPT OR REJECT

- i. BETDS may reject a proposal at any stage if it is found that the firm recommended forward has indulged in corrupt or fraudulent activities in competing for the RFP/Bid/contract in question, and may also declare a firm ineligible or blacklist the firm, either indefinitely or for a stated period of time, if at any time it is found that the firm has engaged in corrupt or fraudulent practices in competing for, or in executing the contract.
- ii. Notwithstanding anything contained in this RFP, BETDS reserves the right to accept or reject any Proposal and to annul the bidding process and reject all Proposals at any time, without any liability or any obligation for such acceptance, rejection, or annulment, without assigning any reasons.
- iii. BETDS reserves the right to reject any Proposal if, at any time, a material misrepresentation made by a Bidder at any stage of the bidding process is discovered.

3.5 CLARIFICATIONS

A prospective Bidder requiring any clarification on the RFP must notify BETDS in writing to Project Director, BETDS within such date as specified in RFP Time Schedule. At its sole discretion, BETDS will upload its response to such queries received on the email: **biharecotourismsociety@gmail.com**.

Bidders requiring specific points of clarification may communicate with BETDS during the specific period using the following format. The queries can be submitted by email at **biharecotourismsociety@gmail.com** with name of assignment as the subject, in the following format:

Bidders Request for Clarification		
Name of Organization submitting request	Name and position of person submitting request	Details of person and organization
		Address: Tel: E-mail: Mobile:

S.NO	Bidding document Reference (Number/Page)	Content of RFP Requiring clarification	Points of clarification Required	Suggestions (If Any)
1				
2				
3				

3.6 AMENDMENTS TO RFP

- i. At any time prior to the Proposal Due Date, as indicated in the RFP Time Schedule, BETDS may, for any reason, whether at its own initiative or in response to clarifications requested by a bidder, amend the RFP by the issuance of Addendum/ Corrigendum. Such Addendum/ Corrigendum would be posted only on the website www.eproc2.bihar.gov.in. It can be view on departmental website:- <https://state.bihar.gov.in/forest> as well.
- ii. In order to afford Bidders reasonable time to take the Addendum into account, or for any other reason, BETDS may, at its discretion, extend the Proposal Due Date.

3.7 LANGUAGE

The Proposal and all related correspondence and documents must be written in English language. Supporting documents and printed literature furnished by the Bidder with the Proposal may be in any other language if they are accompanied by an appropriate translation in English language. Supporting materials that are not translated into English shall not be considered. For the purpose of interpretation and evaluation of the Proposal, the English language translation shall prevail.

3.8 VALIDITY OF PROPOSAL

- i. The Proposal must be valid for a period not less than 120 days from the Proposal Due Date ("Proposal Validity Period"). BETDS reserves the right to reject any Proposal that does not meet this requirement.
- ii. Prior to expiry of the Proposal Validity Period, BETDS may request the Bidders to extend the period of validity for a specified additional period.
- iii. The Successful Bidder shall, where required, extend the validity of the Proposal till the date of execution of the Agreement.

3.9 BID SECURITY

- i. Proposals must be accompanied by a (EMD) for the amount mentioned in the 'Factsheet'. The Bid Security must be kept valid throughout the Proposal Validity Period and shall be required to be extended if required by BETDS.
- ii. The Bid Security shall be returned to the unsuccessful Bidders within a period of two (2) weeks from the date of signing of Agreement between BETDS and the Successful Bidder.
- iii. The bid security of the successful bidder will be returned to the successful bidder on the submission of the Performance Security as specified in the RFP document.
- iv. The Bid Security shall be forfeited in the following cases:
 - a. If the Bidder withdraws its Proposal during the interval between the Proposal Due Date and expiration of the Proposal Validity Period; and
 - b. If any information or document furnished by the Bidder turns out to be misleading or untrue in any material respect.
 - c. If the bidder, after the award of work order, fails to submit the performance security within the stipulated time or fails to start the work within stipulated time.

3.10 BIDDER'S RESPONSIBILITY

- i. The Bidder is expected to carefully examine the contents of all the documents provided. Failure to comply with the requirements of RFP shall be at the Bidder's own risk.
- ii. It shall be deemed that prior to the submission of Proposal, the Bidder has:
 - Made a complete and careful examination of terms & conditions/ requirements, and other information set forth in this RFP document.
 - Received all such relevant information as it has requested from BETDS; and
 - Made a complete and careful examination of the various aspects of the Assignment.
- iii. BETDS shall not be liable for any mistake or error or neglect by the Bidder in respect of the above.
- iv. All taxes payable to government must be paid by the service provider as per applicable norms and procedure. BETDS is nowhere liable and responsible for payment of such taxes.

3.11 CONFLICT OF INTEREST

Conflict of interest exists in the event of

- (i) Agencies or institutions having a business or family relation with the Client directly or indirectly; and

- (ii) practices prohibited under the anti- corruption policy of the Government of India and Government of Bihar.

3.12 CORRESPONDENCE/ENQUIRY

All correspondence/enquiries must be submitted to the following in writing by email/ registered post with name of assignment as the subject. The details are:

Project Director,
Bihar Eco Tourism Development Society,
Aranya Bhawan, 2nd Floor, Saheed Peer Ali Marg, Patna- 800014, Bihar,
biharecotourismsociety@gmail.com
 Mob.- 8986153336

3.13 FORMAT AND SIGNING OF PROPOSAL

- i. Bidders must provide all the information as per this RFP and in the specified format. BETDS reserves the right to reject any Proposal that is not in the specified format.
- ii. The Proposal must include submissions to be made on the respective Proposal Due Date as set out in RFP Time Schedule.
- iii. No hard copy submissions of Proposal are required. Bidders must upload their Technical and Financial proposals on the website www.eproc2.bihar.gov.in.
- iv. BETDS shall consider only the uploaded document for evaluation.
- v. The person(s) signing the Proposal must initial all the alterations, omissions, additions, or any other amendments made to the Proposal prior to uploading the proposal.

3.14 MODIFICATION/SUBSTITUTION/WITHDRAWAL OF PROPOSAL

- i. The Bidder may modify, substitute, or withdraw its Proposal after submission in compliance with the process laid down in the eproc2 portal.
- ii. Withdrawal of a Proposal during the interval between the Proposal Due Date and expiration of the Proposal Validity Period will result in forfeiture of the Bid Security in accordance with this RFP.

3.15 PROPOSAL DUE DATE

- i. Proposals must be submitted as per information provided in this RFP.
- ii. BETDS at its sole discretion may accept any Proposal(s) after Proposal Due Date. Any such Proposal/s accepted shall be deemed to have been received by the Proposal Due Date.
- iii. The Successful Bidder shall, where required, extend the validity of the Proposal till the date of execution of the Agreement.

3.16 TEST OF RESPONSIVENESS

- i. A proposal shall be considered responsive if:
 - a. It is submitted on or before the respective Proposal Due Date.
 - b. The proposal is accompanied with the 'Cost of RFP Document/ Tender Fee' and 'Bid Security' amount as set out in RFP Document.
 - c. It is signed, sealed, and marked as stipulated in RFP Document.
 - d. It contains the information and documents as requested in the RFP.
 - e. It contains information in the form and formats specified in the RFP.

- f. It mentions the validity period as set out in this document.
 - g. It provides the information in reasonable detail. ("Reasonable Detail" means that, but for minor deviations, the information can be reviewed and evaluated by BETDS). BETDS reserves the right to determine whether the information provided is in reasonable detail or not.
 - h. There are no inconsistencies between the Proposal and the supporting documents.
- ii. A Proposal that is responsive is one that conforms to the preceding requirements without material deviation or reservation.
 - iii. A material deviation or reservation is one which,
 - a. Affects in any substantial way, the scope, quality, or performance of the Assignment, or
 - b. Limits in any substantial way, inconsistent with the RFP document, BETDS's rights or the Bidder's obligations under the Agreement, or
 - c. Unfairly affects the competitive position of other Bidders presenting substantially responsive Proposals.
 - iv. BETDS reserves the right to seek clarification or reject any Proposal which in its opinion is non-responsive and no request for modification or withdrawal shall be entertained by BETDS in respect of such Proposal.

3.17 CONFIDENTIALITY

Information relating to the examination, clarification, evaluation, and recommendation for the Qualified Bidders shall not be disclosed to any person not officially concerned with the process. BETDS will treat all information submitted as part of the Proposal in confidence and will ensure that all those who have access to such material to treat it in confidence. BETDS shall not divulge any such information unless ordered to do so by any statutory authority that has the power under law to require its disclosure.

3.18 CLARIFICATIONS

To assist in the process of evaluation of Proposals, BETDS may, at its sole discretion, ask any Bidder for clarification on its Proposal or substantiation of any of the submission made by the Bidder.

3.19 PROPOSAL EVALUATION

The Qualification Submissions of the Bidders would be checked for responsiveness with the requirements of the RFP and shall be evaluated as per the Criteria set out in this RFP

3.20 DECLARATION OF SUCCESSFUL BIDDER

Upon acceptance of the Proposal of the Shortlisted Bidder, the bidder whose bid is found to be best as per the terms of evaluation shall be declared as the selected Bidder.

3.21 NOTIFICATIONS

BETDS will notify the Successful Bidder by a Letter of Intent/ Award (LoI/ LoA) that their Proposal has been accepted.

3.22 BETDS'S RIGHT TO ACCEPT OR REJECT PROPOSAL

- i. BETDS reserves the right to accept or reject any or all the Proposals without assigning any reason and to take any measure as it may deem fit, including annulment of the

bidding process, at any time prior to award of the Assignment, without liability or any obligation for such acceptance, rejection, or annulment.

ii. BETDS reserves the right to invite revised Proposals from Bidders with or without amendment of the RFP at any stage, without liability or any obligation for such invitation and without assigning any reason.

iii. BETDS reserves the right to reject any Proposal if at any time:

a. A material misrepresentation made at any stage in the bidding process is uncovered; or

b. The Bidder does not respond promptly and thoroughly to requests for supplemental information required for the evaluation of the Proposal.

3.23 PERFORMANCE BANK GUARANTEE (PBG)

a. The successful bidder must furnish an unconditional and irrevocable bank guarantee/FD, in a format acceptable to BETDS valid for a period of 12 months from the Date of issue of 'Letter of Intent (LOI)', of a value equivalent to 5% of the Project value as evaluated by BETDS and agreed upon by both parties. The PBG must be deposited within 3 weeks of award of Letter of Intent (LOI). The same will be renewed as required during the project period, by the successful bidder.

b. Failure to submit the PBG within the time stipulated in the LoI may lead to cancellation/ withdrawal of LOI and, in such case, BETDS reserves the right to declare the 2nd ranked bidder as the successful tenderer and proceed with the contractual process or take any such measure as may be deemed fit by BETDS, including annulment of the bidding process.

3.24 Proposals by Consortium

Not allowed

4. CRITERIA FOR EVALUATION

The proposals shall be submitted online on the e-proc portal. The proposal must be submitted in the required format and as per the forms required to be submitted along with relevant documentary evidence. Following details are mandatory and must be submitted by the agency along with the application.

1. Letter of Submission (Annexure 1)
2. Name and address of firm/ individual along with Registration No. (Annexure 2)
3. List of projects undertaken by the agency in the prescribed proforma attached (Annexure 3 and 4) for each category of projects
4. Power of Attorney/ Board Resolution for authorized representative
5. All the documentary evidence as directed in Section 4.1 — "Evaluation of Pre-Qualification Criteria". The documents should be attached in the proper designated place.
6. Turn over details with Copy of audited Financial Statement (Annexure 5)

4.1 Evaluation of Pre-Qualification Criteria

The bids shall be evaluated for evaluation of the pre-qualification criteria mentioned below. Applicants who fulfil pre-qualification criteria shall be shortlisted for technical evaluation which will also comprise of Technical Presentation. For a bid to be considered eligible, the bidder must meet following pre-qualification criteria:

Pre-Qualification/ Eligibility Criteria

Sl.No	Evaluation Criteria	Documents Required
1.	Legal Entity - The bidder should be a Company/ Partnership firm/ LLP registered under the Indian Companies Act and must be in operation since last 07 years as on date of submission of Bid Note: For legal Services, the bidders are allowed to engage a reputed legal firm/expert on behalf of the authority to address such parts of the scope of work which require to be addressed from the legal perspective. The consultant would be allowed to play the role of coordination between such law firm and the authority. Consortium/ Joint Ventures are not allowed	• Copy of the certificate of incorporation/ Registration certificate under the Registrar of firms and copy of the partnership deed • GST Registration Certificate • Copy of PAN
2.	Turnover — The Bidder must have Average annual turnover of 25 Crores in any three out of preceding five financial years i.e. (FY 2020-21, 2021-22, 2022-23, 2023-24, 2024-25 / 2025-26) (FY 2025-26 is optional)	Audited Financial statement along with Certificate from the statutory auditor/ Chartered Accountant. The UDIN details must be mentioned on the Certificate.
3	Net worth - The net worth of the Bidder as on 31st March 2025 should be Positive	
4.	Experience of Transaction Advisory (TA) Services - The bidder should have provided Transaction Advisory Services for at least 5 (Five) PPP projects each with a minimum fee of Rs 25 lakhs in which contract has been awarded to the private player and transaction was completed/ awarded/ongoing in the last Seven (7) years from PDD. • These services must have been provided to any Central/ State Government or other Government agencies in India • Out of the above, at least One projects must be of Tourism/ Ecotourism/ Hospitality /Adventure Tourism sectors.	• Work Order/ Completion Certificate/ Contract Agreement. • Only the experience of working with/for Central /State /Local Governments and PSUs will be considered for evaluation.

5.	Human Resource - The applicant must have at least 10 (Ten) sound, full time experienced professional staffs comprising of technical and financial professionals providing transaction advisory services preceding the proposal due date	• Declaration from HR. • Professional Personnel details to be certified & verified by the Head of Human Resources Department of the Applicant and counter certified by the Authorized Signatory of the bidder. • Documents related to PF or other Statutory Contributions made on behalf of the employees may be asked • Firm level PF challan also considered
6.	Blacklisting/ Debarring - The bidder must submit a Self-declaration duly signed by authorized bid signatory for the bidder, stating that it has not been blacklisted by any Department / Agency / PSU in any State/ Government of India or its agencies/ PSUs as on date of submission of bid	Self-declaration on bidder's letter head duly signed by authorized bid signatory for the bidder
7.	The Bidder or its Associate should have, during the last three years, neither failed to perform on any agreement, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant or its Associate, nor been expelled from any project or agreement nor have had any agreement terminated for breach by such Applicant or its Associate	Self-Declaration on bidder's letter head duly signed by authorized bid signatory for the bidder

- The Proposals/Bids received will be scrutinized to assess their eligibility based on the prequalification criteria. Those Proposals/Bids which do not meet the eligibility criteria will be rejected and shall not be considered for technical evaluation.



4.2 Technical Evaluation Criteria

The proposals meeting the pre-qualification criteria shall be evaluated on the following criteria:

Technical Evaluation (100 marks)	
1	Turnover of the Bidder-10 marks The Bidder must have Average annual turnover of 25 Crores in any three out of preceding five financial years i.e. (FY 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25/2025-26) • 25 crores to 50 Cr —6 marks • More than 50 Cr to 75 Cr—8 marks • More than 75 Cr — 10 marks
2	Experience of Transaction Advisory (TA) Services — 40 Marks The bidder should have provided Transaction Advisory Services for at least 5 (Five) PPP projects each with a minimum fee of Rs 25 lakhs in which Letter of Intent/ Notice of Award has been issued to the private player in the last Seven (7) years. Out of the above, at least two projects must be of Tourism/Ecotourism/Hospitality sectors. • Tourism/Ecotourism/Hospitality /Adventure Tourism sectors. -5 Marks per project (maximum 20 marks) • Projects other than Tourism/Ecotourism/Hospitality Tourism/Ecotourism/Hospitality /Adventure Tourism —4 Marks per project (maximum 20 marks) Documents required • Copy of work order/ Contract and Experience Certificate/ Completion Certificate • Details of these projects shall be explained as part of Technical Presentation.
3	Human Resource — 5 marks The applicant must have at least 10 (Ten) sound, full-time experienced professional staffs comprising of technical and financial professionals providing transaction advisory services preceding the proposal due date. • 10 to 15 —2 marks • 15 to 20-3 Marks • More than 20 — 5 marks Documents required • Declaration from HR. • Professional Personnel details to be certified & verified by the Head of Human Resources Department of the Applicant and counter certified by the Authorized Signatory of the bidder. • Documents related to PF or other Statutory Contributions made on behalf of the employees may be asked
4	Experience of the Team (20 marks) Team Leader (10marks) The candidate must be Master in Tourism/Ecotourism/Post graduate in Management/Urban Planner/Master in Architecture and landscape design/Similar with minimum 10 years of experience as on PDD. The candidate must have experience in minimum 5 (five) Transaction Advisory Projects, where contract has been awarded in any PPP project • Minimum 5 completed projects — 7 marks • 1 Mark for every additional project subject to maximum 3 additional marks Finance Cum Procurement Expert (5 marks) MBA in Finance / Master of Commerce (M. Com) / Master's in Financial Management (MFM), chartered Accountant (CA) / Postgraduate in Management with more than 8 years of Experience. Experience of undertaking financial feasibility analysis for at least 03 infrastructure projects implemented on PPP basis Experience of undertaking bid process management including preparation of Request for Proposal and Draft Concession Agreement documents etc. • Minimum 3 completed projects — 3 marks • 1 Mark for every additional project subject to maximum 2 additional marks Investment Promotion & Outreach Expert (5 marks) MBA (Finance or Marketing)/ Master's in Economics/ Master of Mass Communication/Public Relation. Experience of more than 8 years in communication, public outreach, media relationship, stakeholder engagement.

- Minimum 3 completed projects — 3 marks
- 1 Mark for every additional project subject to maximum 2 additional marks

Documents required for Team leader and All Team Members

- Detailed CV with project details

Note:

- For evaluating Transaction Advisory Experience of the bidder and the Team Leader/ All Team Members, only the experience of working with/for Central /State /Local Governments and PSUs will be considered for evaluation.

Technical Presentation (25 Marks)

Technical Presentation should cover the following areas:

- Experience Details in relevant Transaction Advisory Projects — **5 marks**
- Proposed Team and Experience -**5 marks**
- Project understanding—**5 marks**
- Approach and Work Plan- **10 Marks**

- The final technical score shall be based out of 100 marks as detailed out under section 4.2 and 4.1
- To be eligible for opening of financial bids, the minimum technical score required is 70 marks out of 100 marks.

4.3 Method of Selection

QCBS procedure shall be adopted in evaluating of the Bids with 70% weight to technical score and 30% weight to financial score.

4.4 Evaluation of Financial Bids

- The Financial Bids of only those Bidders, who fulfil the pre-qualification criteria and score 70% or more marks in the Technical Evaluation shall be opened
- The bid price shall be in Indian Rupees and mentioned separately in letters and words. If there is a discrepancy between words and figures, the amount in words will prevail. The amount quoted should not have any decimal values.
- Any conditional bid would be rejected
- Errors & Rectification** - Arithmetical errors will be rectified on the following basis: "If there is a discrepancy between the unit price and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail, and the total price shall be corrected. If there is a discrepancy between words and figures, the amount in words will prevail".
- Formula to determine the scores for the Financial Bids shall be as follows:

$$SF = (FL/L) * 100$$

where;

- SF is the Financial Score
- FL is the value of lowest Commercial Bid
- F is the price quoted in the bid under consideration.

4.5 Final Evaluation of Bids

The Total score of the Bidder will be determined as under

- Total Score (TS) = (0.70 x ST) + (0.30 x SF)
- ST is the Technical Score
- SF is the Financial Score

- The Bidder, who secures the highest Total Score based on QCBS method of evaluation shall be rated as the best Bid. In the event of a tie, the bid with the higher technical score (ST) will be rated as the best bid. Beyond that, Tendering Authority will decide the matter in its full discretion.

b. The bidder with highest TS shall be invited for negotiation and finalization of agreement and shall be declared as the successful bidder.

c. In the event that two or more Bidders secure the same TS and same ST ("Tie Bidders"), the Authority shall identify the Selected Bidder by draw of lots, which shall be conducted, with prior notice, in the presence of the tied Bidders.

4.6 NOTIFICATION OF AWARD

1. Prior to the expiration of the validity period, Authority will notify the successful Bidder in writing or by email, that its proposal has been accepted (Letter of Intent "LOI").
2. The Agency shall, within 7 (seven) days of the receipt of the LOI, sign and return the duplicate copy of the LOI in acknowledgement thereof.
3. In the event the duplicate copy of the LOI duly signed by the Agency is not received by the stipulated date, the Authority may, unless it consents to extension of time for submission thereof, appropriate the EMD of such Bidder as loss and damage suffered by the Authority on account of failure of the Agency to acknowledge the LOI.

4.7 TERMINATION

1. **Termination for defaults** - The client may without prejudice to any other remedy for breach of agreement, by written notice of default sent to the consultants, terminate the agreement in whole or in part:

- a. If the agency fails to deliver any or all of the services within the time period(s) specified in the agreement or any extension thereof granted by the client in writing.
- b. If the agency fails to perform any other obligations under the agreement, Or
- c. If the agency refuses to accept and perform the assignment given by the client.

2. Termination for insolvency

- a. The client may at any time also terminate the agreement by giving written notice to the agency without any compensation to the agency, if the agency becomes bankrupt or otherwise insolvent, provided that such termination will not prejudice or affect any right of action or remedy which has accrued or will accrue thereafter to the client.
- b. No change shall be made in approved plan and specifications at event site without the consent of the client.
- c. The client shall have the liberty to postpone or not to execute any work and the agency shall not be entitled to any compensation for non-execution of the work.
- d. The agreement shall be governed by the Indian laws in force from time to time and the courts at Patna shall alone have exclusive jurisdiction to entertain and try any or all matters arising out of this agreement.
- e. Any disputes or differences in connection with the agreement shall be to the extent possible, settled amicably between the parties. If it cannot be reached then all disputed issues shall be settled by arbitration as proposed hereafter, subject to termination clause mentioned in this agreement.

4.8 ARBITRATION

- Any Dispute which is not resolved amicably by conciliation, as provided, shall be decided by reference to arbitration. Any dispute between the parties as to matters arising pursuant to this contract which cannot be settled amicably within thirty (30) days after receipt by one party of the other party's request for amicable settlement will be placed before the office of Additional Chief Secretary /Principal Secretary / Secretary, Department of Environment, forest and climate change
- Decision of Additional Chief Secretary /Principal Secretary / Secretary, Environment, forest and climate change shall be final and binding on the Parties as from the date it is made.

4.9 INDEMNIFICATION

- The selected agency shall keep BETDS indemnified and harmless against all claims, damages, dues, payments, fines, penalties, compensations, liabilities other losses etc. which may incur on account of non-compliance or violation by the selected agency or otherwise.

5. Terms of Response

5.1 About the Project

Bihar Ecotourism Development Society (BETDS), a Society formed under the Department of Environment Forest and Climate change, intends to select Transaction Advisors for development of Ecotourism sites in Bihar.

5.2 Project Objectives

The Government of Bihar, through BETDS, intends to promote ecotourism development in a manner that balances visitor experience, conservation imperatives, community participation and financial sustainability. The project context arises from the need to convert identified natural destinations into well-planned, safe, accessible and environmentally responsible tourism assets without compromising ecological integrity or local cultural values.

The proposed Transaction Advisors is intended to provide BETDS with ready access to specialized professional support for concept development, feasibility assessment, PPP structuring, procurement documentation, bid process management and post-award support. Since ecotourism projects may vary significantly in scale, location, environmental sensitivity, revenue potential and implementation model, the empanelment mechanism will enable BETDS to mobilize suitable advisory expertise quickly for project-specific requirements.

The broad objective is to develop a pipeline of ecotourism projects that are technically feasible, legally compliant, environmentally sustainable, commercially viable and capable of attracting qualified developers, operators, service providers and investors. The Transaction Advisors shall assist BETDS in examining site constraints, market demand, access and infrastructure requirements, project components, risk allocation, revenue models, institutional arrangements and safeguards required for implementation.

The specific objectives of this initiative include preparation of robust feasibility and transaction documentation; identification of suitable PPP, concession, lease, management, operation and maintenance or hybrid models; incorporation of conservation, safety, visitor management and community benefit provisions; and facilitation of transparent, competitive and accountable procurement processes for project implementation.

The initiative also seeks to ensure that ecotourism development contributes to local livelihood opportunities through participation of local communities, guides, self-help groups, local entrepreneurs and service providers wherever feasible. The Transaction Advisors shall therefore be expected to consider socio-economic impacts, stakeholder consultations, benefit-sharing possibilities, training needs and mechanisms for responsible operations while preparing project-specific advisory outputs.

Priority ecotourism destinations included Bhimbandh, Kharagpur Jheel, Kukurjhap Dam, and Chormara Forest in Munger district, each offering opportunities for nature tourism, adventure tourism, wellness tourism, wildlife experiences, and water-based recreation.

Proposed developments included:

- Eco-resorts and nature lodges.
- Tree houses and eco-accommodation facilities.
- Water sports and recreational infrastructure.
- Zip-line and adventure tourism facilities.
- Wellness and nature therapy centres.
- Interpretation galleries and visitor centres.
- Nature trails and viewing decks.
- Sustainable visitor amenities.

The plan has been envisaged to assess investor's interest in identified reservoir sites and ponds/pokhars, refine project structures, identify credible development partners, and gather stakeholder feedback on commercial viability, sustainability, community participation, and implementation frameworks. BETDS also Initiated process for Bihar's emerging Adventure Tourism Investment Platform, showcasing opportunities in water sports, cruises, glamping, outdoor recreation, leisure tourism, and experiential tourism and untapped tourism demand, diverse revenue streams, government facilitation, and commitment to safety, sustainability, and responsible tourism.

5.3 Scope of work

The scope of work for the Transaction Advisor is as follows:

A. Inception Report and Project Components

- Compilation of Key facts
- Pre-feasibility study on assessment of potential revenue, investments, legal framework
- Suggestive project Development Options in the identified thematic areas and locations
- Enumeration of Transaction methods and options. These options shall be placed before the authority for review and approval and the approved option shall be used for development of the project.
- Work plan

B. Project Development and Feasibility Report

- Based on the project concept approved by the authority, the Transaction Advisor must prepare a detailed concept development and feasibility report including necessary analysis & projections required for the project feasibility studies, assess PPP options, conduct financial modelling and project structuring.
- The report should bring out the options available for the project development, the revenue expected and the term of the concession as well as other aspects of the proposed development models.
- The selected bidder shall take into consideration the Regulatory and statutory requirements, Risk, Role & Responsibility Allocation among stakeholders under various phases, Concession/Contract Period, Suitable PPP Model. The proposed Financial Models should be inclusive of Investments, Revenue, Cost, Financing.
- Consultation with Authority and Stakeholders

C. Preparation of Bid Documents

- Drafting of Bid Documents - Expression of Interest (EoI)/ Request for Qualification (RFQ), Request for Proposal (RFP), Draft Concession Agreement (DCA).
- Ensure documents clearly outline project requirements, evaluation criteria, and bid submission guidelines.
- Review and revise documents based on stakeholder feedback and legal review.
- Outreach to potential investors / bidders including roadshows and events.
- Create a database of potential, investors, developers, Tourism, Adventure /Eco tourism operators,
- Conduct preliminary meeting and follow-up meetings in Patna and other major locations in the country

D. Bid Process Management

- Provide support during the pre-bid and bid submission stages, including responding to bidder queries and organizing pre-bid meetings.
- Assist in preparing Addendum/ Corrigendum.
- Manage the bid receipt, opening, and evaluation process.
- Ensure compliance with bid evaluation criteria and procedures.
- Facilitate the selection of the preferred bidder and prepare bid evaluation reports.
- Assist in Bid process and Bid evaluation.
- Assist in issue of Letter of Award.
- Retender the Bid in case bid fails. The retender to be done up to a maximum of 3 times.

E. Assistance in Onboarding the Concessionaire

- Assist in finalizing and signing the concession agreement.
- Coordinate with legal, financial, and technical advisors to ensure all conditions precedent are met.
- Support the concessionaire in mobilization and initial project setup.
- Facilitate initial project meetings and handover processes.

F. Support to BETDS till COD

- Ensure condition precedent are fulfilled by both government and concessionaire
- Assists in Escrow account setup, guarantees, insurance, etc
- Support in review of implementation process
- Contract management Support.
- Support in Issuance of Provision Completion certificate.

G. Duration of the Engagement

The duration of the engagement shall be 1 year from the date of issue of Letter of Intent and its acceptance. This can be further extended for a period at the discretion of the Authority for the purpose of completion of the project deliverables. In case of time extension granted, the transaction advisor shall not be entitled to any additional Consultancy Fee over the fee quoted by the selected agency in their financial proposals.

5.4 Payment Terms

- The Service Provider/consultation agency shall submit a monthly invoice along with the prescribed monthly deliverables and supporting documents for the services rendered during the respective month.
- The invoice shall be submitted after completion of the services for the relevant billing period.
- Payment shall be released on a monthly basis, subject to certification by the Employer that the services have been performed satisfactorily in accordance with the terms and conditions of the Contract.
- Payments shall be made after adjustment of applicable taxes, penalties, recoveries, and any other deductions, if applicable, in accordance with the provisions of the Contract.
- Release of payment shall not prejudice the Employer's right to recover any amount subsequently found due or to enforce any other contractual remedies available under the Contract.

5.5 Team

Position	Qualification & Experience
Team Leader	• The team lead must be Master in Tourism/Ecotourism/Post Graduate in Management/ Urban Planner/ Masters in Architecture and landscape design/ with minimum 10 years of Experience as on PDD. • Experience in minimum 5 (five) Transaction Advisory Projects, where contract has been awarded in any PPP project
Finance -cum- Procurement Expert	• MBA/PGDM or equivalent in Finance / Master of Commerce (M. Com) / Master's in Financial Management (MFM) chartered Accountant (CA) / Postgraduate in Management with more than 8 years of Experience. • Experience of undertaking financial feasibility analysis for at least 03 infrastructure projects implemented on PPP basis • Experience of undertaking bid process management including preparation of Request for Proposal and Draft Concession Agreement documents etc.
Investment Promotion & Outreach Expert	MBA/PGDM or equivalent, MBA (Finance or Marketing)/ Master's in Economics/ Master of Mass Communication/Public Relation. Experience of more than 8 years in communication, public outreach, media relationship, stake holder engagement.

The client shall seek all interaction with the Team Leader and shall hold the Team Leader accountable on a regular basis for the quality and timeliness of the deliverables. The Team Leader must be present during important meetings and discussions with BETDS and Department officials and meetings with other Government officials for approval of concept plan, bid documents and other deliverables. The other experts may be available for discussion during discussion related to their area of work.

The Transaction Advisor may appoint nodal person for day-to-day coordination and communication for the duration of the project. The Consultant may use the services of other experts/ resources to complete the tasks. No additional payment shall be made for such resources

5.6 Penalty Clause

- In case of default in performance on the part of the agency, BETDS may penalize the agency based on its internal review and decision of Project Director, BETDS. The penalty will be applicable @1% per week of delay but shall be subject to maximum penalty levied equal to 10% of contract value.
- In case the agency fails to render the services as per the terms and conditions of the RFP and subsequent work order and if the services are not to the satisfaction of BETDS, BETDS shall be at liberty to terminate the contract and forfeit the Bank/performance security and get the amount credited to BETDS accounts. In case of any breach of terms of the contract agreement/work order the selected bidder shall be liable to penalty/ legal actions as the circumstances warrant as assessed by BETDS.

Annexure I - Letter of Proposal

(On the letterhead of the Bidder / Lead Bidder)

Date:

To,

The Project Director,

Bihar State Ecotourism Development Society, Patna, Bihar

Subject: Submission of Technical Proposal for selection of Transaction Advisors for Development of Ecotourism Sites in Bihar

Ref:- **Request for Proposal (RFP) for "Selection of Transaction Advisors for Development of Ecotourism Sites in Bihar"**

Sir/Madam,

I / We, the undersigned, offer to provide the consulting services for the above in accordance with your Request for Proposal dated ----- . We are hereby submitting our Proposal as per the prescribed formats .

Being duly authorized to represent and act on behalf of..... (hereinafter referred to as the "Bidder") and having reviewed and fully understood all of the requirements of the Proposal document and information provided, the undersigned hereby apply for the tender referred above.

We are enclosing our Proposal including Technical Proposal in original and Financial Proposal with the details as per the requirements of the Proposal Documents, for your evaluation.

Details regarding the Terms of Reference (TOR) and instructions to submit Proposal is provided in the Appendices (Annexures and Schedules) provided with this letter. I/ We declare that:

1. I/ We have examined and have no reservations to the RFP document, including any Addendum and Corrigendum issued by the Authority.
2. I/ We do not have any conflict of interest in accordance with Clause 3.11 of the RFP document; and
3. I/We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice in respect of any tender or request for proposal issued by or any agreement entered into with the Authority or any other public sector enterprise or any government, Central or State; and
4. I/ We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf has engaged or will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
5. Our Proposal is binding upon us and subject to the modifications resulting from contract negotiations.
6. I/We acknowledge that the Tender Inviting Authority will be relying on the information provided in the Proposal and the documents accompanying the Proposal for selection of the Consultant, and we certify that all information provided in the Proposal is true and correct, nothing has been omitted which renders such information misleading; and all documents accompanying such Proposal are true copies of their respective originals.
7. This statement is made for the express purpose of appointment as the Consultant for the aforesaid engagement.
8. I/we shall make available to the Tender Inviting Authority any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
9. I/We acknowledge the right of the Tender Inviting Authority to reject our Proposal without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
10. I/We declare that:
11. I/We have examined and have no reservations to the RFP Documents, including any Addendum issued by the Tender Inviting Authority;

12. I/We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, in respect of any tender or request for proposal issued by or any agreement entered into with the Tender Inviting Authority or any other public sector enterprise or any government, Central or State; and
13. I/We hereby certify that, no person acting for us or on our behalf will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
14. 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 Consultant, without incurring any liability to the selected consulting firms.
15. 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 work or which relates to a grave offence that outrages the moral sense of the community.
16. 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.
17. I/We further certify that no investigation by a regulatory authority is pending either against us or against our Associates or against our CEO or any of our Directors/Managers/employees.
18. I/We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the Tender Inviting Authority in connection with the selection of consultant or in connection with the Selection Process itself in respect of the above-mentioned Project.
19. I/We agree and understand that, in no case, shall I/we have any claim or right of whatsoever nature if the Consultancy work is not awarded to me/us or our proposal is not opened or rejected.
20. I/We agree to keep this offer valid for 120 (One Hundred Twenty) days from the PDD.
21. In the event of my/our firm being selected as the Consultant, I/we agree to enter into an Agreement.

We hereby declare that our Proposal response is made in good faith and the information contained is true and correct to the best of our knowledge and belief.

Authorized Signatory:

Signature:

Full Name:

Designation:

Name of the Bidder:

Date:-

Place:-

Mobile No:

E-mail:

Address:



Annexure-II Particulars of the Bidder

1	Title of Work:
2.	State the following: Name of Firm: Legal status (e.g. sole proprietorship or partnership or Others): Country of incorporation: Registered address: Year of Incorporation: Year of commencement of business: Principal place of business: Name, designation, address and phone numbers of authorised signatory of the Bidder: Name: Designation: Company: Address: Phone No.: E-mail address:
2.	State the following information: (a) In case of non-Indian Firm, does the Firm have business presence in India? - Yes/ No If so, provide the office address(es) in India. (b) Has the Bidder been penalised by any organization for poor quality of work or breach of contract in the last five years? - Yes/ No (C) Has the Bidder/ or any of its Associates ever failed to complete any work awarded to it by any public authority/ entity in last five years? - Yes/ No (d) Has the Bidder been blacklisted by any Government department/Public Sector Undertaking in the last five years? - Yes/ No (e) Has the Bidder or any of its Associates, suffered bankruptcy/insolvency in the last five years? - Yes/ No Note: If answer to any of the questions at (b) to (e) is yes, the Bidder is not eligible for this consultancy assignment.
3.	Signature Full Name: Designation: Name of the Bidder: Mobile No: E-mail: Address: (Signature, name and designation of the authorised signatory)

Annexure III - Financial Capacity of the Bidder

The Bidder shall furnish in the format given below details of its Annual Financial Turnover and Net Worth during the last five financial years with supporting documents.

Financial Year	Annual financial Turnover (INR Crore)	Status of Net worth
2021-22		
2022-23		
2023-24		
2024-25		
2025-26		

Certificate from Statutory Auditor / Statutory Auditor

This is to certify that (name of the Bidder) has received the payments shown above against the respective years on account of professional fees from Consultancy and Advisory Services.

Unique Document Identification Number (UDIN):

Signature of Authorized Signatory:

Name of Authorized Signatory:

Designation:

Signatory's ICAI Membership No:

Name of firm:

Firm ICAI Registration No.:

Date:

Seal of Audit firm:

Notes:

- i. The Bidder shall submit the financial turnover attested by the Statutory Auditor or a Chartered Accountant in case it does not have any Statutory Auditor
- ii. **The Bidder shall provide an Auditor's/ CA Certificate having Unique Document Identification Number (UDIN) specifying the Annual Turnover from Consultancy and Net Worth of the Bidder and also specifying the methodology adopted for calculating such net worth in accordance with the RFP document.**
- iii. In case the Bidder does not have a statutory auditor, it shall provide the certificate from its chartered accountant that ordinarily audits the annual accounts of the Bidder.

Annexure- IV Statement of Legal Capacity

Statement of Legal Capacity
(To be forwarded on the letter head of the Bidder)

Ref. Date:

The Project Director,
Bihar State Ecotourism Development Society,
Aranya Bhawan,
Patna, Bihar.

Sub: Request for Proposal (RFP) for "Selection of TA for Development of Ecotourism Sites in Bihar"

Sir/ Madam

I/We hereby confirm that we, the Bidder, satisfy the terms and conditions laid down in the RFP document. I/We have agreed that (Insert individual name) will act as our Authorised Representative/ will act as the Authorised Representative of the Bidder on our behalf and has been duly authorized to submit our Proposal. Further, the authorised signatory is vested with requisite powers to furnish such proposal and all other documents, information or communication, attend meetings and authenticate the same , provide clarifications and represent the Bidder before BETDS.

Yours faithfully,

Authorized Signatory:

Signature:

Full Name:

Designation:

Name of the Bidder:

Mobile No:

E-mail:

Address:

Date:

Place:



Annexure V - Abstract of Eligible Assignments of The Bidder

Details of Works executed during the last seven years preceding the PDD ending on last day of month previous to the month in which the proposal is invited:

1.	Name of Bidder:	
2.	Name of the Project:	
3.	Sector/industry of the Project:	
4.	Type of Project	
5.	Description of services performed by the Bidder firm:	
6.	Name of client:	
7.	Address of the Client (including Phone and Email):	
8.	Name, telephone no. of client's representative:	
9.	Estimated capital cost of Project (in INR Crore):	
10.	Contract Value/ Payment received by the Bidder as professional fees (in INR crore):	
11.	Start date of the services (month/ year):	
12.	Finish date of the services (month/ year):	
13.	Brief description of the Project:	

Notes:

- i. The Bidder should provide details of only those assignments that have been undertaken by it under its own name as permitted in the RFP.
- ii. Use separate sheet for each eligible assignment.

Annexure VI - Summary of Eligible Assignments of the Bidder

Sl. No.	Name of Project	Name of Client	Sector	Estimated Capital Cost of the Project in Rs. Crore	Professional Fee received by the bidder in Rs. Crore
1					
2					
3					
4					
5					
6					
7					
8					

Certificate from the Statutory Auditor/Chartered Accountant.

This is to certify that the information contained above is correct as per the accounts of the Bidder and/or client certificates submitted with the Proposal.

Signature, name and designation of the authorised signatory

Authorized Signatory / Auditor: _____

Name: _____

Designation: _____

Date: _____

Name and seal of the audit firm: _____

Notes:

- i. The Bidder should provide details of only those assignments that have been undertaken by it under its own name.
- ii. The names and chronology of projects included here should conform to the project-wise details submitted in Annexure V.
- iii. In case the Bidder does not have a statutory auditor, it shall provide the certificate from its chartered accountant that ordinarily audits the annual accounts of the Bidder.

Annexure VII - Particulars of Key Personnel

Bidder shall furnish in the format given below details of qualification and experience of technical personnel proposed for the subject assignment. Resumes of the key personnel shall be enclosed separately.

Sl. No.	Designation of Key Personnel	Name	Educational qualification	Length of Professional Experience	Present Employment		No. of Eligible Assignments
					Name of Firm	Employed Since	
1	Team Leader						
2	Finance-cum-Procurement Expert						
3	Investment Promotion & Outreach Expert						

Note:- The Bidder shall enclose detailed CVs of all key personnel in Annexure VIII. Replacement of key personnel after selection shall be subject to approval of BETDS, wherever required.

Annexure VIII - CV of Key Personnel

Sl. No.	Details	Response
1.	Proposed Position	
2.	Name of Firm	
3.	Name of Key Personnel [Insert full name]	
4.	Date of Birth	
5.	Education Qualifications	Indicate college/university and other specialized education of staff member, giving names of institutions and location, degrees obtained, duration of course and dates of obtainment]
6.	Membership of Professional Associations / Societies	
7.	Summary of key Training and Certifications	
8.	Countries of Work Experience: [List countries where staff has worked in the last ten years]	
9.	Language Proficiency	(Read/ Write/ Speak) - (Excellent/ Good/ Fair)
10.	Employment Record	From [Year]: To [Year]: _____ Employer: Positions held: [Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment as per format provided]
11.	Detailed Tasks Assigned	[List all tasks to be performed under this assignment]
12.	Highlights of assignments handled and significant accomplishments. [Among the assignments in which the staff has been involved, indicate the following information for those assignments that best illustrate staff capability to handle the tasks listed under point 11]	
	Name of assignment or project: Duration/Period: Location: Client: Main project features: Positions held: Activities performed:	

Certification:

- I am willing to work on the Project and I will be available for entire duration of the Project assignment as required.
- I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes my qualifications, my experience and me.

(Signature and name of the Professional Personnel)

Date:

Place:

Authorized Signatory:

Full Name:



Designation:

Date:

Place:

Notes:

- Use separate form for each Key Personnel.

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Annexure IX - Format for Bank Guarantee for Performance Security

KNOW ALL BY THESE PRESENT that (The name _____ of Bank) a banking corporation carrying on banking business including Guarantees at Patna and other places and having its office at

_____ (hereinafter called the "Bank" which expression shall unless excluded by or repugnant to the context or meaning thereof be deemed to include its successors and assigns);

WHEREAS, Bihar Ecotourism Development Society (BETDS), Government of Bihar (hereinafter called the Authority) which expression shall unless repugnant to the context of meaning thereof be deemed to include its successors and assigns) had invited _____ proposals for: RFP Ref. No. _____ for "Selection of TA for Development of Eco tourism sites in Bihar" (Hereinafter called the "Assignment") as per conditions and Terms of Reference covered under the 'Proposal Document'.

AND WHEREAS (Name of Consultant (hereinafter called the

_____ "Consultant") has offered to carry out the assignment as specified in Terms of Reference and Conditions included in the "Proposal Document".

AND WHEREAS the Board has accepted the Proposal of

M/S. _____ (Name of Consultant) (vide its letter _____ No. dated _____ day of _____ 2026. AND WHEREAS it is one of the conditions of the accepted proposal that the _____ (Name of the Consultant) M/S. _____ should inter alia furnish a guarantee of a Nationalized Bank/Schedule Bank having its branch in Patna/ Location ----- for a sum of INR(Rupees _____ only) being 5% of the Award price as security for the due performance of terms and conditions subject to which the said 'Proposal' has been accepted by the Board.

AND WHEREAS, the M/S. (Name of Consultant) have requested the

_____ Bank to give the said guarantee and the Bank has agreed to do so on the manner hereafter appearing. NOW THIS

INDENTURE WITNESSETH THAT the Bank doth hereby stand surety for the said _____ sum of INR (Rupees _____ only).

AND BOTH HEREBY GUARANTEE TO AND COVENANT WITH AND irrevocably undertake to pay the Board upon demand in writing whenever required by it from time to time so to do without referring to the (Consultants name) _____ and without questioning the right of the Board to make such demand or the propriety or the legality of such demand such _____ sum or sums not exceeding in the whole a sum of INR(Rupees only) as may become payable to the Board by the Consultant by virtue or arising out of the above mentioned 'Proposal' or by reason of any breach of non-performance of the same or by the negligence or neglect or _____ failure or omission to comply with any of the terms of the Assignment by M/S.(Name of Consultant) in respect of which the decision of the BETDS shall be final and legally binding and this indenture further witnessed that the liability of the Bank shall _____ not in any manner be released, relaxed or diminished by reason of any time or other latitude being given by the Board to M/S.(Name of Consultant) with regard to the performance of the Assignment but this indenture shall remain in full force and effect until all the dues of the Board under or by virtue of the said Assignment have been fully paid and the M/S.

_____ (Name of Consultant) has/have duly fulfilled all his/their obligations under the Assignment and the terms and conditions of the Assignment has been fully _____ complied with and that M/S.(Name

of Consultant) has executed the Assignment to the satisfaction of the BETDS. AND THIS INDENTURE FURTHER WITNESSETH that the Bank further agrees with the Board that the BETDS shall have the fullest liberty _____ without the Bank's consent and without affecting in any manner its obligations hereunder to vary any of the terms and conditions of the said Assignment or to extend the time of performance by BETDS or from time to time or to postpone for any time or from time to time any of the powers exercisable by the BETDS against M/S. _____ (Name of Consultant) and to bear or enforce any of the terms and conditions relating to the said Assignment and the Bank shall not be relieved from its liability by reasons of any such variation or extension being granted to the M/S. (Name of Consultant) or for any in forbearance indulgence by the BETDS to the

M/S. _____ (Name of Consultant) or by any such matter or thing whatsoever which under the law relating to sureties would but for this provision have effect of so relieving them.

And the said Bank doth further covenant and declare that this Guarantee is irrevocable and shall remain in force up to and inclusive of theday of -----subject to the valid invocation of the guarantee by the beneficiary before the date of expiry if the contract is not executed in accordance with the terms and conditions thereof, the said Bank undertake to renew this Guarantee from year to year until 12 months after the date of completion certificate to be issued by the BETDS and the said Bank doth hereby further covenant and declare that if the said.....do not obtain and furnish renewals ofthis Guarantee for a further period of one year to the BETDS not less than 30 days prior to the expiry of the period of this Bank Guarantee or renewal or renewals there of as to keep the same valid and subsisting till the date of completion certificate to be issued by the BETDS and for 3 months thereafter the entire amount of this Bank Guarantee in default of obtaining and furnishing the renewals of this Bank Guarantee in the manner and within the time aforesaid shall become forthwith due and payable to the BETDS.

And the Bank further declares that notwithstanding anything to the contrary contained hereinabove the Bank's Liability under this Guarantee is restricted to INR..... (Rupees only) and unless a demand in writing under this Guarantee is made with the Bank within 6 months from the date of completion certificate to be issued by the BETDS all the rights of the BETDS under the guarantee shall be forfeited and the Bank shall be relieved and discharged from all liability.

Notwithstanding anything to the contrary contained herein:

Our liability under this Bank Guarantee shall not exceed INR.....(Rupees..... only)

This bank guarantee shall be valid up _____ to and We are liable to pay the guarantee amount or any part thereof under this Bank Guarantee only and only if you serve upon us a claim or demand on or before_____.

SIGNED SEALED AND DELIVERED:

by the with namedthrough its duly constituted Attorney/s in..... the presence of. this [.....] day of [.....].

For [Bank Name]: _____

Authorized Signatory: _____ Designation: _____

Seal: _____

Witness 1: _____

Witness 2: _____

Annexure X - Power of Attorney (POA) for Authorized Signatory

(To be executed on Non-Judicial Stamp Paper of Rs 100/- and Notarised)

Power of Attorney

Dated:

To Whomsoever It May Concern

Know all men by these presents, _____ We (name of Firm and address of the registered office) do hereby constitute, nominate, appoint and authorise Mr / Ms _____ son/daughter/wife and presently residing at _____, who is presently employed with/ retained by us and holding the position of..... as our true and lawful attorney (hereinafter referred to as the "Authorised 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 Proposal for and selection as the Consultant for Financial and Transaction Services for the Project, proposed to be developed by the _____ (the "Authority") including but not limited to signing and submission of all applications, proposals and other documents and writings, participating in pre-bid and other conferences and providing information/ responses to the Authority, representing us in all matters before the Authority, signing and execution of all contracts and undertakings consequent to acceptance of our proposal and generally dealing with the Authority in all matters in connection with or relating to or arising out of our Proposal for the said Project and/or upon award thereof to us till the entering into of the Agreement with the Authority. AND, we do hereby agree to ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Authorised 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 Authorised Representative in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE.....THE ABOVE-NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS.....DAY OF....., 20.....

For

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

Witnesses:

- 1.
- 2.

Accepted

.....

(Signature, name, designation and address of the Attorney)

Annexure XI Format for Declaration of Bankruptcy / Insolvency

(to be submitted on the letterhead of the Bidder)

The Bidder should not have suffered bankruptcy / insolvency in the last five years

Letter No:

Date:

UNDERTAKING**The Project Director,**

Bihar State Ecotourism Development Society,

Aranya Bhawan,

Patna, Bihar.

Sub: Request for Proposal (RFP) for "Selection of TA for Development of Ecotourism Sites in Bihar"**Sir/ Madam**

We, [Firm Name], having registered office at [address], are submitting the proposal for abovementioned assignment. We do hereby declare that [Firm Name] has not been suffered bankruptcy/ insolvency in the last five years.

We remain,

Yours sincerely,

Authorised Signatory

Name of Authorized Signatory:

Designation:

Name of firm:

Date:

Seal of firm:



Annexure XII Format for Declaration of Blacklisting

(to be submitted on the letterhead of the Bidder/ each Consortium Member)

The Bidder should not have been blacklisted by any Government/ Public Sector Organization

Letter No:

Date:

UNDERTAKING**To,****The Project Director,**

Bihar State Ecotourism Development Society,

Aranya Bhawan,

Patna, Bihar.

Sub: Request for Proposal (RFP) for "Selection of TA for Development of Ecotourism Sites in Bihar"**Sir/ Madam**

We, [Bidder Name], having registered office at [address], are submitting the proposal for above mentioned assignment. We do hereby confirm that we have not been currently blacklisted by any government (Central, State, ULBs)/ Public Sector Undertaking.

We remain,

Yours sincerely,

Authorised Signatory

Name of Authorized Signatory:

Designation:

Name of firm:

Date:

Seal of firm:

Fin Form I - Letter of Financial Proposal

(To be submitted on the letterhead of the Lead Bidder. Financial cost to be mentioned in the online form ONLY))

Form — 1

Covering Letter

(Date and Reference)

To,

The Project Director,

Bihar State Ecotourism Development Society, Patna, Bihar

Subject: Submission of Financial Proposal for Transaction Advisory Assignment.

Dear Sir/Madam,

I/We,(Bidder's name) herewith enclose my/ our firm's Financial Proposal for Selection Process of the referred assignment, in accordance with your Request for Proposal dated <date> i.e. the date of publication, and our Proposal (Technical and Financial Proposals).

Our attached Financial Proposal is provided in the online submission form. This amount is exclusive of Goods and Service Tax (GST) as applicable.

I/We agree that this offer shall remain valid for a period of 120 (one hundred and twenty) days from the Proposal Due Date or such further period as may be mutually agreed upon.

Yours faithfully,

Authorized Signatory:

Signature:

Full Name:

Designation:

Name of the Bidder:

Mobile No:

E-mail:

Address:

Date:

Place:

Notes:

- i. The Financial Proposal is to be submitted in online mode only. This form should not have the value of financial proposal.
- ii. Please note that the financial proposal does not contain any conditions and is submitted as per the prescribed format. In case of any discrepancy, our firm will be solely responsible for the same. Our Financial Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations, up to expiration of the validity period of the Proposal.

Fin Form II - Financial Offer for Transaction Advisor /consultancy Services Fee

Sl.No	Manpower	Amount (INR) (Per month)	Total project Duration (12 moths)
1	Team Leader		
2	Finance-cum- Procurement Expert		
3	Investment Promotion & Outreach Expert		
Total Consultancy fee for the Transaction Advisor for development of Ecotourism Sites in Bihar			
4	Add: GST as applicable		
Grand Total including GST (for 12 Months)			
Grand Total Inclusive of GST (In words)			

Notes:

- i. GST would remain effective as per the Government Guidelines which shall be paid as per the provisions effective at the time of release of payments.
- ii. No conditions should be attached to the Financial Proposal.
- iii. In case of any discrepancies in the prices mentioned in the figures and words, the prices mentioned in the words would be considered as final price.
- iv. Amount mentioned in Grand Total for Consultancy Services Fee shall be considered for the purpose of Financial Proposal evaluation.