



Directorate of Tourism, Government of Maharashtra

Expression of Interest (EOI)

For

**Selection of Vendor for setting up Culinary/Home Dining Tourism in the state of
Maharashtra**

Directorate of Tourism, Government of Maharashtra.

Apeejay House, 4th Floor, 3 Dinshaw Vachha Road,

Near K.C College, Churchgate, Mumbai-400 020.

Tel No: (022) 62948817

Website: www.maharashtratourism.gov.in

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Contents

Disclaimer	3
Summary of Process and timelines of EOI.....	4
Definitions.....	6
1 Introduction	7
2 Objectives.....	8
3 Instructions to Applicant.....	8
4 Scope of Work	12
5 Short listing of EOI Proposals	13
6 Annexure:.....	14
6.1 Annexure I: Format of Application.....	14
6.2 Annexure II: Details of Applicant	16
6.3 Annexure III: Technical Capacity of the Applicant	18
6.4 Annexure IV: Financial Capacity of the Applicant.....	19
6.5 Annexure V: Concept Note.....	20
6.6 Annexure VI: Declaration: No Blacklisting.....	22
6.7 Annexure VII: Power of Attorney for signing the EOI	23
6.8 Annexure VIII: Checklist for EOI submission.....	25
6.9 Annexure IX: Experience in development of culinary tourism with mobile application and digital application.....	26

Expression of Interest (EOI)

Invitation to Applicants to submit Expression of Interest (EOI) for selection of vendor for setting up Culinary Tourism in the state of Maharashtra

Directorate of Tourism, Government of Maharashtra hereby invites Expression of Interest from reputed Applicants who meet the minimum eligibility criteria as specified in this EOI document for the "Selection of Vendor for setting up Culinary Tourism in the State of Maharashtra"

The selected vendor will be appointed for Five (5) years from the date of its selection. The Directorate of Tourism, Government of Maharashtra reserves the right to further extend the validity of the engagement of the vendor by suitable period as mutually finalised, keeping the terms of engagement same. Directorate of Tourism, Government of Maharashtra has the right to review the engagement at regular intervals on the basis of satisfactory performance in the contract period.

The complete EOI document shall be published on www.maharashtratourism.gov.in or <https://www.mahatenders.gov.in> for the purpose of downloading. The downloaded EOI document shall be considered valid for participation in the electronic bidding process (e-Procurement/ e-Tendering) subject to the submission of required EOI document fee through e-Tendering Online Payment Gateway mode only.

To participate in online bidding process, Applicants must procure a Digital Signature Certificate (Class - II) as per Information Technology Act-2000 using which they can digitally sign and encrypt their electronic bids. Applicants can procure the same from any CCA approved certifying agency, i.e. Safecrypt, Ncode, etc. Applicants who already have a valid Digital Signature Certificate (DSC) need not procure a new DSC.

Applicants are also advised to refer "Applicants Manual Kit" available at <https://mahatenders.gov.in> for further details about the e-Tendering process.

Applicant is advised to study the EOI document carefully before submitting their proposals in response to the EOI. Submission of proposal in response to this EOI shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its terms, conditions and implications.

The information contained in this EOI is selective and is subject to updating, expansion, revision and amendment at the sole discretion of Directorate of Tourism, Government of Maharashtra. It does not, and does not purport to, contain all the information that a recipient may require for the purpose for making a decision on participation in this process. Each Applicant must conduct its own analysis of the information contained in this EOI, to correct any inaccuracies therein and is advised to carry out its own investigation into the proposed Directorate of Tourism, Government of Maharashtra requirements.

Directorate of Tourism, Government of Maharashtra shall not be responsible for any direct or indirect loss or damage arising out of or for use of any content of the EOI in any manner whatsoever.

Directorate of Tourism, Government of Maharashtra shall be the sole and final authority with respect to qualifying an Applicant through this EOI. The decision of Directorate of Tourism, Government of Maharashtra in selecting the vendor who qualifies through this EOI shall be

final and Directorate of Tourism, Government of Maharashtra reserves the right to reject any or all the bids without assigning any reason thereof.

Directorate of Tourism, Government of Maharashtra may terminate the EOI process at any time without assigning any reason and upon such termination Directorate of Tourism, Government of Maharashtra shall not be responsible for any direct or indirect loss or damage arising out of such a termination.

Based on the evaluation of technical viability of proposals received for this EOI, TIA proposes to subsequently release a Request for Proposal (RFP) to shortlisted Applicants or an open RFP may be published. No pre-qualification of Applicants is proposed to be done as part of this EOI.

Yours sincerely,

The Director,
Directorate of Tourism, Government of Maharashtra.
Apeejay House, 4th Floor, 3 Dinshaw Vachha Road,
Near K.C College, Churchgate, Mumbai-400 020.
Tel No: (022) 62948817
Website: www.maharashtratourism.gov.in

Disclaimer

The information contained in this Expression of Interest (“EOI”) or subsequently provided to the prospective Applicants, whether verbally or in documentary or any other form by or on behalf of TIA or any of its employees or advisers, shall be considered confidential and is not to be reproduced/ adopted/ displayed for any purpose whatsoever.

This EOI is not an agreement or an offer or an invitation to offer by TIA to the prospective Applicants or any other person. The purpose of the EOI is to provide the interested parties with information and that may be useful to them in the formulation of their proposals pursuant to a specific Request for Proposal (“RFP”) which may be released subsequently by TIA, at its discretion.

This EOI includes statements, which reflect various assumptions, assessments and statements arrived at by TIA in relation to the Project. It is not possible for TIA, its employees or advisers to consider the objectives, technical expertise and particular needs of each Applicant who receives and/ or peruses this EOI. The assumptions, assessments, statements and information contained in this EOI, may not be complete, accurate, adequate or correct. Each Applicant should, therefore independently evaluate as per its own investigations and analysis whilst checking for the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this EOI and obtain independent advice from appropriate sources.

The information provided in this EOI is on a wide range of matters, some of which depends upon interpretation of law. Furthermore, the information provided in this EOI is not intended to be an exhaustive account of statutory or commercial requirements and should not be regarded as a complete or authoritative statement of law. TIA along with its directors, associates, employees, affiliates, consultants make no representation or warranty and shall have no liability to any person including the Applicant or the Applicant under any law, statute or by any rule and/or regulation made there under, tort, equity, principles of restitution, unjust enrichment or otherwise for any loss, damage, costs or expenses which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the EOI any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way in this subject.

TIA accepts no liability of any nature, resulting from negligence or howsoever otherwise caused arising from reliance of any Applicant upon the statements or information contained in this EOI.

This EOI Document is for informative purpose only and does not imply that TIA is bound to select or short list pre-qualified applications for bid stage or to appoint the selected Applicant for the Project as the case maybe and TIA further reserves its absolute right and discretion to terminate the process at any time without assigning any reasons or explanations thereof.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its EOI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by TIA or any other costs incurred in connection with or relating to its EOI. All such costs and expenses will remain with the Applicant and TIA shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation for submission of the EOI, regardless of the conduct or outcome of the EOI Process.

Summary of Process and timelines of EOI

Detail	Explanation
Release date of EOI	15/10/2020-11.00AM
Las date to submit EOI queries	20/10/2020-13.00PM
Pre-Bid Meeting	Submit Queries on publicity@maharashtratourism.gov.in
Reply to queries	23/10/2020 (if possible)
Last date of submission/ Due date of EOI	28/10/2020 13:00 PM
Opening of the EOI document	29/10/2020 15:00 PM (if possible)
Mode of submission	Online and hardcopy
EOI fees (tender form fees)	INR 1000
Mode of payment	Online

The complete EOI document has been published on <https://mahatenders.gov.in> for the purpose of downloading. The downloaded EOI document shall be considered valid for participation in the electronic EOI process (e-Tendering) subject to the submission of required e-Tender processing fee. Applicants who wish to participate in this process must register on <https://mahatenders.gov.in> for any type of clarifications, Applicants can visit www.mahatenders.gov.in or contact help desk contact no. 022 62948817, Email idiot@maharashtratourism.gov.in.

To participate in online application process, Applicants must procure a Digital Signature Certificate (Class - II) as per Information Technology Act-2000 using which they can digitally sign and encrypt their electronic application. Applicants can procure the same from any CCA approved certifying agency, i.e. TCS, Safe crypt, Ncode, etc. Applicants who already have a valid Digital Signature Certificate (DSC) need not procure a new DSC.

- (i) Applicant (authorized signatory) shall submit their offer online in electronic formats for preliminary qualification, technical and financial proposal. However, e-Tender processing fees should be paid as per instructions provided in the EOI document.
- (ii) TIA will not be responsible for delay in online submission due to any reason. For this, Applicants are requested to upload the complete EOI proposal, pay online Tender fee, well advance in time so as to avoid issues like slow speed, choking of web site due to heavy load or any other unforeseen problems.
- (iii) Applicants are also advised to refer Applicants Manual Kit available at <https://mahatenders.gov.in> for further details about the e-tendering process.

Director

Directorate of Tourism, Government of Maharashtra.
Apeejay House, 4th Floor, 3 Dinshaw Vachha Road,
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Definitions

Term	Meaning
Applicant	means and includes a Firm, Consortium, Lead Member
Authorized representative/signatory	Shall mean the person who is duly authorized by the Firm in its EOI submission to sign on the Expression of Interest. This designated person shall be authorized to perform all the tasks including, but not limited to providing information, responding to enquiries, entering into commitments on behalf of the firm
Consortium	means the Applicant may be a group of Firms/entities
Consultants	shall mean Consultants to TIA engaged by TIA
EOI	means the submission or application made by the Applicants in response to this EOI Document;
EOI process	means the entire process from issue of EOI document to the finalization of concept
EOI Due Date/Bid Due date	means the date and time before which the EOI/ Expression of Interest Submission should be submitted by Applicants to TIA
Firm	means public or private limited company incorporated under the Companies Act, 2013 (and its subsequent revisions in force at the time of EOI Due Date) Or registered under Indian Partnership Act, 1932 or incorporated under LLP Act, 2008 or incorporated entity under similar legislation, in case of foreign entities
FSI	Floor Space Index
Goi	Government of India
MTDC	Maharashtra Tourism Development Corporation Limited
RFP stage	means and includes the next stage (Request for Proposal) of the bidding process, after the EOI process
TIA	means the Directorate of Tourism, Government of Maharashtra

1 Introduction

1.1 Background

- 1.1.1 The Department of Tourism has set up a Directorate of Tourism (hereafter referred to as the Tender Inviting Authority) to assist the department with the implementation of the key priority projects, initiatives and programs pertaining to the tourism sector in Maharashtra and promote tourism in the State. One such project is to set up culinary tourism in the state of Maharashtra. TIA intends to set up culinary tourism in the state of Maharashtra and has decided to invite out the proposals from interested parties.
- 1.1.2 TIA proposes to identify a private partner, the details of which are mentioned below. TIA invites Expressions of Interest ("EOI") from interested parties for the purpose of assessing the interest among parties in the market.
- 1.1.3 The TIA seeks the services of a reputed, well established and financially sound Agencies for promoting Culinary Tourism in the state of Maharashtra. This document provides information to enable the Applicants to understand the broad requirements to submit their bids.
- 1.1.4 The TIA intends to select Applicant/ applicants for awarding the Project through an open competitive bidding process in accordance with the procedure set out herein.

No	Key Information	Details
1	Download of EOI Documents from web site	15/10/2020 AT 11.00AM
2	Submission of EOI Online Date and Time	28/10/2020 AT 13.00 PM
3	EOI fees (Tender form fee-Online payment only)	INR 1000 /- only
4	EOI Validity	120 days

2 Objectives

2.1 Purpose

- 2.1.1 The objective of the EOI is to seek the services of a reputed, well established and financially sound Agencies for Promoting Medical Tourism in Maharashtra. This document provides information to enable the Applicants to understand the broad requirements to submit their bids.

3 Instructions to Applicant

3.1 General Instructions

- 3.1.1 TIA proposes to adopt a two-stage process (collectively referred to as the “Bidding Process”) for selection of the Applicant. The first stage (“EOI Stage”) involves submission of EOIs by interested Applicants. In the second stage (“RFP Stage”), TIA will issue an RFP for selection of the preferred Applicant/ applicants based on the Terms & condition and Evaluation Criteria sets out in the RFP document.
- 3.1.2 As part of the EOI Stage, TIA invites EOI from Applicants who meet the Eligibility Criteria (“Eligibility Criteria”) as provided in sub-section 3.2 and interested in participating in the Project.
- 3.1.3 Applicants are required to carefully read all the contents of this EOI Document and thereafter to provide the required information, as per the checklist provided in this EOI.

3.2 Eligibility

- 3.2.1 Applicants should fulfill the Eligibility Criteria provided below:

No	Criteria	Minimum requirement	Document(s) to be submitted
1	Existence of Applicant	Should have been in existence for a period of 5 years	Certificate of Incorporation/ Partnership deed
2	Net Worth (Financial Capacity)	A firm or consortium of firms must have a positive net worth in the last five consecutive financial years i.e. 2014-2015 to 2018-2019.	Auditor certified copy (Please refer Annexure IV)
3	Average Annual Turnover (Financial Capacity)	A firm or consortium of firms must collectively have a minimum average Gross Annual Turnover of INR 1 Crore in last five consecutive financial years i.e. 2014-2015 to 2018-2019.	CA certified copy (Please refer Annexure IV)
4	Projects (Technical Capacity)	Applicant should have been engaged in providing food aggregator services ¹ during the last five financial years (i.e. 2014-15 to 2018-19)	Work Order Copy/Completion Certificate (Please refer Annexure III)
		Applicant should have been engaged in implementing at least one large Project involving services to Govt / PSU for Project of value above INR 1 crores during the last	Work Order Copy/Completion Certificate (Please refer Annexure III)

¹ Food aggregator services shall mean services including but not limited to onboarding of food vendors, preparation of an app/website portraying the vendors and their offerings and carrying out logistics operations in the food space.

No	Criteria	Minimum requirement	Document(s) to be submitted
		five financial years immediately preceding the bid due date	
5	Experience in development of culinary tourism with mobile application and digital application	<p>The Applicant shall have been engaged in any of the following activities with the support of mobile application and digital application in the last five financial years:</p> <ul style="list-style-type: none"> • Development and operation of food aggregator business in the state of Maharashtra • Development of network of home chefs/hosts across the state of Maharashtra 	<ul style="list-style-type: none"> • Please refer Annexure IX

The Applicant shall also submit self-declaration that it is not blacklisted and not declared ineligible for reasons other than corrupt and fraudulent practices by any State/ Central Government/ PSU on the date of Application Submission as per the format prescribed in Annexure VI. In case of a Consortium, each member shall submit the declaration

3.3 Submissions in the EOI

3.3.1 Applicants should submit the following as part of their EOI submission:

- Letter comprising application for EOI as per Annexure I;
- Details of Applicant as per Annexure II
- Technical capacity of Applicant as per Annexure III
- Financial capacity of Applicant as per Annexure IV
- Concept Note as per Annexure V
- Declaration of no blacklisting as per Annexure VI
- Power of attorney as per Annexure VII

3.3.2 The following to also be noted during the submission of EOI:

- The EOI must be signed by duly authorized person holding the power of attorney in case of limited company, corporation or consortium. A certified copy of the power of attorney shall accompany the EOI;
- The EOI should include a brief description of the roles and responsibilities of individual members, particularly with reference to technical obligations;
- Applicants may form a Consortium/ joint venture to enhance their qualification during the RFP Stage;
- In case of a consortium, following criteria must be noted by the Applicants
 - Number of members allowed in a Consortium during the RFP Stage shall not exceed 3 (three). Further details and information in this regard will be provided at the RFP Stage;
 - Members of the Consortium shall nominate one member as the lead member (the "Lead Member");

- An individual Applicant cannot at the same time be member of a Consortium applying for the EOI. Further, a member of a particular applicant Consortium cannot be member of any other applicant Consortium.

3.4 Number of Applications and costs thereof

- 3.4.1 No Applicant shall submit more than one EOI. The Applicants shall be responsible for all costs associated with the preparation and submission of EOI documents. TIA shall not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Bidding Process.

3.5 Acknowledgement by Applicant

- 3.5.1 It shall be deemed that by submitting the application, the Applicant has made a complete and careful examination of the EOI, and accepted the risk of inadequacy, error or mistake in the information provided in the EOI or furnished or on behalf of TIA. TIA shall not be liable for any omission, mistake or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to the EOI or the Bidding Process, including any error or mistake therein or in any information or data given by TIA.

3.6 Right to accept or reject any or all of the Applications

- 3.6.1 It shall be deemed that by submitting the application, the Applicant has made a complete and careful examination of the EOI, and accepted the risk of inadequacy, error or mistake in the information provided in the EOI or furnished or on behalf of TIA. TIA shall not be liable for any omission, mistake or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to the EOI or the Bidding Process, including any error or mistake therein or in any information or data given by TIA.

3.7 Preparation and submission of EOI

- 3.7.1 By submitting an EOI the prospective Applicants who shall be deemed to acknowledge that they have carefully read all provisions of this EOI Document including the disclaimer, terms and conditions and annexures hereto, and have fully informed themselves about all existing conditions and limitations.
- 3.7.2 Applicants should submit a soft copy needs to be submitted through E-mail on diot@maharashtratourism.gov.in.
- 3.7.3 All the notifications and detailed terms and conditions regarding, this EOI notice hereafter will be published on line on web site: <https://mahatenders.gov.in>.

3.8 Language

- 3.8.1 The EOI prepared by the Applicant and all correspondence and documents relating to the EOI exchanged by the Applicant and TIA, shall be in English language, provided that any printed literature furnished by the Applicant in another language shall be accompanied by an English translation in which case, for purposes of interpretation of the application, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Applicant

3.9 Deleted

3.10 Submission Due Date

The Applicant shall submit the hardcopy of the EOI on or before the date mentioned in clause 1.1.4 , till 03:00 PM in sealed envelopes to the office of Director, Directorate of Tourism, Government of Maharashtra, Apeejay House, 4th Floor, 3 Dinshaw Vachha Road, Near K.C College, Churchgate, Mumbai-400 020. Tel No: (022) 62948817. Website: www.maharashtratourism.gov.in and shall upload the soft copy at www.mahatenders.gov.in. EOI received by TIA after the specified time mentioned above shall not be eligible for consideration.

3.11 Confidentiality

- 3.11.1 Information relating to the examination, clarification, and assessment etc. for the applicants shall not be disclosed to any person not officially concerned with the process. TIA will treat all information submitted as part of EOI in confidence and would require all those who have access to such material to treat the same in confidence. TIA will not divulge any such information unless it is ordered to do so by any authority pursuant to applicable law or order of a competent court or tribunal, which requires its disclosure.

3.12 Accuracy and completeness of EOI document

- 3.12.1 This EOI Document includes statements, which reflect various assumptions, which may or may not be correct. This EOI Document does not purport to contain all the information each applicant may require. This EOI Document may not be appropriate for all persons, and it is not possible for TIA to consider the investment objectives, financial situation and particular needs of each applicant who reads or uses this EOI Document. Certain Applicants may have a better knowledge than the others for the Project. Each Applicant should conduct its own investigations and analysis and should check the accuracy, reliability and completeness of the information in this EOI Document and obtain independent advice from appropriate sources.
- 3.12.2 Neither TIA nor its employees or its consultants make any representation or warranty as to the accuracy, reliability or completeness of the information in this EOI Document.

3.13 Liability

- 3.13.1 Neither TIA nor its employees or its Consultants will have any liability to any Applicant or any other person under the law of contract, or, the principles of restitution or unjust enrichment or otherwise for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI Document, any matter deemed to form part of this EOI Document, the award of the Project and any other information supplied by or on behalf of TIA or its employees, any of its consultants or otherwise arising in any way from the selection process for the Project.

3.14 Right to extend the validity of the EOI document

- 3.14.1 TIA in its absolute discretion and prerogative may extend the validity of the EOI submitted by the Applicants by according proper reasons thereof.

3.15 No obligation to issue RFP

- 3.15.1 TIA shall be under no obligation to issue a Request for Proposal (RFP) for the Project described in this EOI Document.

3.16 Right to cancel the EOI Process

- 3.16.1 TIA may cancel this EOI Process at any stage without assigning any reasons whatsoever and will not be liable to compensate any Applicant on any grounds whatsoever. The Applicants shall not be entitled to refund of cost of documents or other costs in case the EOI is cancelled for whatsoever reason or without assigning any reason

3.17 Validity of Applications

- 3.17.1 The EOI submitted by the Applicants shall be valid for a period of 120 days from the EOI due date

4 Scope of Work

4.1.1 The scope of work envisaged under this EOI is as follows:

I. Scope of Work of Applicant

- Create a strong ecosystem of hosts in every Maharashtra Tourism site to support the tourist with an outstanding food experience. The Applicant shall build a minimum of 10 hosts (but not limited to) in varied Maharashtra food category
- Build a network of 10,000 Maharashtra home chefs over the next 3 years across the entire geography of the state and collaborate with Maharashtra Tourism to build areas / geographies of focus. The envisaged targets shall be equally divided in 3 years for measuring the performance of the Applicant
- Create a local / regional food option in the Maharashtra Tourism website so that tourists can browse Maharashtra food and enjoy local delicacies while traveling in Maharashtra
- Promote Maharashtra food in all modes of media
- Run Tourism theme-based food options for the tourists
- Be a partner organization and shall participate in various outreach programs in India and across the world organized or participated by the Directorate of Tourism
- Responsible to create various social media branding campaigns related to culinary tourism and shall use Maharashtra state tourism logo
- Develop an integrated mobile application (app) specifically for highlighting Maharashtra food culture and shall detail out the listing of the Maharashtra home chef's ecosystem and with features such as user reviews, depiction of GIS location of the vendor/home chef, cuisine wise listing of food, etc. The Applicant shall present the detailed features envisaged to be built into the mobile application in the concept note as mentioned in Annexure-V.

II. Facilitation by Directorate of Tourism

- Provide advertiser rights at various Maharashtra tourism events, including stalls, hoardings, banners, screen displays and speaker options to the Applicant
- Provide the Applicant with brand inclusion (logo and context) in Print media and TV media for culinary and food tourism
- Provide branding to the Applicant at MTDC run properties (resorts, restaurants, wellness centers, etc.)

III. The above-mentioned scope of work is indicative and may be modified at the RFP stage based on the concept notes received from the Applicants.

4.1.2 This EOI is for selection of vendor for setting up culinary tourism across the State of Maharashtra. The Applicant will have to propose their idea about setting up the culinary tourism centers at prominent cities across the State along with what civil & other infrastructure be provided in each center.

4.1.3 The Directorate of Tourism will provide only their name and marketing of these services through their existing media. Applicant will have to arrange the space along with the required infrastructure.

4.1.4 The State of Maharashtra serves a huge platter of lip-smacking food catering to the likes of various savory and sweet taste buds such as Vada Pav, Misal Pav, Kolhapur cuisine, Malvani cuisine, etc. This gives the immense opportunity for culinary tourism in the State and the Directorate of Tourism will like to explore this untapped business potential. In this regard, as a part of the EOI, the Applicant will also have to present a concept note as per the format mentioned in Annexure V. all licenses vendors-responsibility of the bidder.

The Applicant will have to detail their complete financial investment plan and will have to offer % of revenue sharing with the Directorate of Tourism during the Project period.

5 Short listing of EOI Proposals

Bid Process Criteria **(EOI Stage)** for Selection of Applicants for Expression of Interest (EOI) for Selection of Vendor for setting up Culinary Tourism in the state of Maharashtra. TIA further reserves its absolute right and discretion to terminate the process at any time without assigning any reasons or explanations thereof.

5.1 Stage I: Invitation of EOI and Short listing of Applicants

Expression of Interest (EOI) is invited in prescribed format for understanding the response from the investors. Interested agencies shall submit their offer to TIA online on or before 13:00 hours dated 28/10/2020 and in hard copy on or before 13:00 hours dated _28/10/2020 and shall remain valid for at least 120 days from the date of submission.

Verification of documents submitted online for Eligibility criteria shall be carried out. Qualifying agencies shall be asked to make presentation of their proposals. The presentation date shall be intimated separately to the qualifying agencies.

Scoring Criteria for the presentation shall be based on

1. Conceptual design including aesthetics, product mix covering the whole Maharashtra state cuisine, potential food attraction for public, marketing and branding and other similar parameters.
2. Project feasibility analysis

Agencies with incomplete or conditional presentation shall be rejected. Based on the scoring criteria, applicants shall be shortlisted. **Subsequently, TIA shall issue an open/closed² Request for Proposal (RFP) Document.**

TIA reserves the right not to proceed with the proposal at any time and also reserves the right to decline to discuss the proposal further with any party submitting its proposal. TIA reserves the right to reject all or any of the Applications/ bids without assigning any reasons whatsoever and thereof.

5.2 Stage II: Call for Technical and Financial Bid

Shortlisted Applicant(s) shall submit its response to the Tender Issuing Authority in prescribed format as detailed in the terms of issued RFP.

² TIA shall decide on the mode RFP i.e. open or closed at the time of issuance of such RFP to the shortlisted Applicants

6 Annexure:

6.1 Annexure I: Format of Application

(To be submitted on the letterhead of Prospective Applicant)

To
The Director,
Directorate of Tourism, Government of Maharashtra.
Apeejay House, 4th Floor, 3 Dinshaw Vachha Road,
Near K.C College, Churchgate, Mumbai-400 020.
Tel No: (022) 62948817
Website: www.maharashtratourism.gov.in

Sub: Expression of Interest (EOI) for Selection of Vendor for setting up Culinary Tourism in the state of Maharashtra

Dear Sir,

Having examined the EOI, the receipt of which is hereby duly acknowledged, I/We offer to submit the EOI for the Project.

I/We agree and understand that this EOI is non-binding and non-committal. TIA or its directors, employees, associates, affiliates or its agents shall not be liable to me/us for any liability arising directly or indirectly from our participation in the EOI Process.

I/We further agree, understand and fully comprehend that TIA may in its absolute and exclusive discretion at any time change, alter, replace, remove and/or cancel any or all part of this EOI or the Project. TIA may also abandon, call-off, alter, replace, and revise the Project. Furthermore, TIA is under no obligation or compulsion in any manner whatsoever to release or publish the RFP, it may also change or replace or cancel any or all part of the bidding process.

We submit hereto my/our EOI as per the requirements and details specified in the EOI Document. I/We confirm that the information contained in these submissions or any part thereof, including the annexure, and other documents and instruments delivered or to be delivered to TIA, are true, accurate, verifiable and complete. These submissions include all information necessary to ensure that the statements therein do not in whole or in part mislead TIA in its EOI Process.

I/We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the EOI Process, I/we are liable to be disqualified from the EOI Process, if selected to do so.

I/We agree for unconditional acceptance of all the terms and conditions set out in the EOI Document and also agree to abide by this EOI for a period of 120 days from the date of submission.

We agree that you are not bound to accept any EOI you may receive. I/We also agree that you reserve the right in absolute sense to reject all or any of the EOI received as per the EOI Document.

It is hereby confirmed that I/We am/are entitled to act on behalf of my/our firm and empowered to submit this document as well as such other documents, which may be required in this connection.

I/We declare that the information stated hereinabove is accurate.

Authorised Signatory

Vide Board Resolution dated:

Signature:

Full Name:

Designation:

Organization:

Address:

Date:

6.2 Annexure II: Details of Applicant

(To be submitted on the letterhead of Prospective Applicant)

Details

a. Name of Applicant:

b. Type of firm (Private Company/ Public Limited/ Partnership/Consortium) :

c. Country of incorporation:

d. Address of the corporate headquarters and its branch office(s), if any, in India:

e. Date of incorporation and/ or commencement of business:

f. Firm registration details/ number:

g. GST registration number:

2. Brief description of the Company including details of its main lines of business and proposed role and responsibilities in this Project including number of years of operations in India.

3. Particulars of the Authorised Signatory of the Applicant

a. Name:

b. Designation:

c. Address:

d. Telephone Number:

e. Email Address:

f. Fax Number:

4. Is the Applicant interested in participating in the Project as a single Applicant or a consortium?

a. If the Applicant would prefer participating in a consortium, what role would the Applicant be performing (Lead member, Technical Member, Financial Member, Operations & Maintenance Member, any other Member)

Yours sincerely,

Signature of Authorized Signatory (with official seal)

Vide Board Resolution dated [----] (as applicable)

Name: _____

Designation: _____

Address: _____

Expression of Interest (EOI) for Selection of Vendor for setting up Culinary Tourism in the state of Maharashtra

Telephone and Fax: _____

E-mail address: _____

6.3 Annexure III: Technical Capacity of the Applicant

(To be printed on the Applicant's letterhead and signed by Authorised Signatory)

Item	Particulars
Title and nature of project	
Category as per experience as per 3.2	
Applicant should have been engaged in providing food aggregator services during the last five financial years	
Applicant should have been engaged in implementing at least one large Project involving services to Govt / PSU for Project of value above INR 1 crores during the last five financial years immediately preceding the bid due date	
Country and location within country	
Project cost *	
Entity for whom the project was developed	
Whether PPP project or not	
If project was developed through a special purpose company/ vehicle, please indicate the equity shareholding	
Narrative description of project with details of infrastructure and facilities developed, development period, current status etc.	
Role of applicant in the overall development and names of major associated partner firms, if any, with description of their roles	

Firms Name:

Authorised Signatory:

*Applicants may also submit in addition, capabilities statement and project brochures for relevant projects undertaken in the last five years preceding the EOI Due Date.

6.4 Annexure IV: Financial Capacity of the Applicant

(To be printed on the Applicant's letterhead and signed by Authorised Signatory)

1. Applicant shall provide its turnover for the last five years.

Sr. No	Financial Year	Turnover (INR)
1	2014-15	
2	2015-16	
3	2016-17	
4	2017-18	
5	2018-19	

2. Applicant shall provide its net worth for the last five years.

Sr. No	Financial Year	Net Worth of the firm (INR)
1	2014-15	
2	2015-16	
3	2016-17	
4	2017-18	
5	2018-19	

* Net Worth shall mean (Subscribed and Paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders).

Firm's Name:

Authorised Signatory:

Note: Applicants are required to either provide a certificate from the statutory auditor certifying the above net worth.

6.5 Annexure V: Concept Note

To
The Director,
Directorate of Tourism, Government of Maharashtra.
Apeejay House, 4th Floor, 3 Dinshaw Vachha Road,
Near K.C College, Churchgate, Mumbai-400 020.
Tel No: (022) 62948817
Website: www.maharashtratourism.gov.in

Sub: Expression of Interest (EOI) for Selection of Vendor for setting up Culinary Tourism in the state of Maharashtra

In response to the EOI Document Reference No. _____/2020 dated _____ for captioned subject, we have prepared a concept note which is attached herewith. The concept note is prepared in good faith, after understanding the EOI document and requirements of TIA.

Name of the Applicant: _____

Authorized Signatory: _____

Seal of the Organization: _____

Business Address: _____

Date: _____

Place: _____

Vide Board Resolution dated _____

Note: The concept note to be prepared and submitted by the Applicants should not be more than 20 pages and should include the following:

- Project information in brief
- Complete solution and approach for setting up culinary tourism in the State
- Nature of services to be provided by the Applicants to the potential customers who would come to the State for culinary tourism purpose,
- Proposed destinations, sample itinerary covering the entire state and the financials
- Strategy for development of the Project including mix of asset class, i.e. various sources of culinary tourism envisaged, business model, marketing and branding of culinary tourism, revenue generating options and technical concept.
- Details on proposed mobile application (including but not limited to features, design, ease of use, listing of the Maharashtrian home chef's ecosystem, user reviews, depiction of GIS location, etc.
- Support & facilitation required from TIA by the applicant.

All requirements mentioned in the EOI Document with respect to the concept note are to be fully covered.

Expression of Interest (EOI) for Selection of Vendor for setting up Culinary Tourism in the state of Maharashtra

Each of the Applicants will be invited for the presentation on their proposed concept to TIA and its representatives, schedule for which will be intimated subsequently.

6.6 Annexure VI: Declaration: No Blacklisting

(To be submitted individually by each Member of consortium)

To

The Director,

Directorate of Tourism, Government of Maharashtra.

Apeejay House, 4th Floor, 3 Dinshaw Vachha Road,

Near K.C College, Churchgate, Mumbai-400 020.

Tel No: (022) 62948817

Website: www.maharashtratourism.gov.in

Sub: Expression of Interest (EOI) for Selection of Vendor for setting up Culinary Tourism in the state of Maharashtra

Dear Sir,

In response to the EOI Document Reference No. _____/2020 dated _____ for captioned subject, as an owner/ partner/ Director of _____, I/ We hereby declare that presently our firm _____ is having unblemished record and is not declared ineligible for corrupt and fraudulent practices either indefinitely or for a particular period of time by any State/ Central Government/ PSU.

We further declare that presently our Firm (name of the Firm) is not blacklisted and not declared ineligible for reasons other than corrupt and fraudulent practices by any State/ Central Government/ PSU on the date of Application Submission.

If this declaration is found to be incorrect then without prejudice to any other action my/our application may be rejected and TIA may take any other action that may deem fit to it.

Name of the Applicant: _____

Authorized Signatory: _____

Seal of the Organization: _____

Business Address: _____

Date: _____

Place: _____

6.7 Annexure VII: Power of Attorney for signing the EOI

[To be printed on Non-Judicial Stamp Paper of INR 500/- and duly attested by notary public] [Please Note Stamp Duty payable for Power of Attorney in the State of Maharashtra as per the Maharashtra Stamp Act of 1958 is INR 500/-]

EOI Ref.: _____

KNOW ALL MEN BY THESE PRESENTS that the undersigned [name], [title] of [name of the Company] (hereinafter referred to as the "Company"), is lawfully authorised to represent and act on behalf of the Company, whose registered address is [Company's address], and does hereby appoint [name], [title], of [firm] of _____, whose signature appears below, to be the true and lawful attorney, and authorised the said attorney to sign the EOI, related documents, conduct negotiations, sign any agreement related to the EOI and execute all the necessary matters related thereto, and to do all such acts, deeds, things and matters in the name and on behalf of the Company in connection with the execution thereof, pertaining to the Expression of Interest (EOI) for Selection of Vendor for setting up Culinary Tourism in the state of Maharashtra.

We hereby agree to ratify all acts, deeds, and things lawfully done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall and always be deemed to have been done by us.

OFFICIAL STAMP AND SIGNATURE OF THE COMPANY:

Name of the Legal Representative:

Signature of the Legal Representative:

Printed Name of the Attorney:

Signature of the Attorney:

In the capacity of:
designation]

[Insert title or other appropriate

Company's seal:

Name of the Witness:

In the capacity of:

[Insert title or other appropriate designation]

Signature of the Witness:

6.8 Annexure VIII: Checklist for EOI submission

Content	Forms	Remark (Yes/No)
EOI submitted by <i>[Applicant's Name]</i>	NA	
Certificate of Incorporation/partnership deed	NA	
Formats as specified in the EOI including supporting documents.	<ol style="list-style-type: none"> 1. Annexure I 2. Annexure II with any supporting documents 3. Annexure III with any supporting documents 4. Annexure IV with any supporting documents 5. Annexure V 6. Annexure VI 7. Annexure VII 8. Annexure IX 	

6.9 Annexure IX: Experience in development of culinary tourism with mobile application and digital application

Sr. No	Parameters	Details
1)	Nature of food aggregation business	< Indicate the nature of food aggregation business with relevant documents>
2)	Link of the mobile application developed by the Applicant	<provide the relevant link>
3)	Link of the digital application developed by the Applicant	<provide the relevant link>
4)	Total number of vendors onboarded in the state of Maharashtra (Block wise)	<provide the block wise list of vendors onboarded in the state of Maharashtra along their communication address and contact number>
5)	Block wise presence of the Applicant in the state of Maharashtra	<indicate the block wise presence of the Applicant in the state of Maharashtra>