



JHARKHAND TOURISM DEVELOPMENT CORPORATION LIMITED

(A GOVT. OF JHARKHAND UNDERTAKING)

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ISO 9001: 2015 Certified

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Letter No.: 875/2025
Date: 08.09.2025



Response to Queries Selection of Suitable Private Sector Player for Operation, Maintenance and Management of Hotel Prabhat Vihar at Netarhat and Hotel Sarovar Vihar & Paryatan Vihar at Patratu Jharkhand RFP No. 818/JTDCL dated 22.08.2025

SI No	Clause No/ Page No	Clause as per RFP	Queries/ Clarification	Response
1.	Page no. 15, Clause 2.1.2	Financial Contributions and Approvals • All revenues from the Project shall be deposited directly in a bank or banks designated by the Authority and in accounts established in the name of Owner and under the sole control of the Authority ("Project Revenue Accounts") as more particularly defined	Kindly provide a clear illustration for calculation of revenue in line with the clause stating that the Minimum Guarantee Revenue shall be increased by 10% every 3 years. • Please clarify whether the Minimum Guarantee Revenue is to be considered inclusive of GST or exclusive of GST. • Kindly confirm whether the revenue will remain fixed for the entire concession period of 10 years, except for the 10% escalation every 3 years? or it will get extended depending upon the escalation in every 3 years with 10%.	• Refer Annexure 1 & 2 below for illustration • All payment is exclusive of GST and GST shall be payable over and above the Minimum Guarantee Revenue. • Kindly refer Clause 2.15.4 of Volume I of the RFP.
2.	Page no. 57, clause no. 16.2, 16.2.1 a (ii)	(ii) Fee for Revenue from Associated Activities: the Authority shall pay the Operator 80% of the gross revenue (including revenue in cash generated and deposited from Associated Activities) generated from Associated Activities. b) Along with the Fee as mentioned above, the Authority shall also pay the GST at applicable rates to the Operator.	Please clarify whether the revenue to be quoted by the bidder (for sharing of 80%) should be considered inclusive of GST or exclusive of GST.	Clause is self-explanatory.



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3.	Page no. 14	Cost involved of INR 10,000 or more at one point of time in the replacement of fittings, fixtures & furniture's or replacement of any related items, civil maintenance works etc. However, the Major Maintenance cost does not includes cost of consumables required for day to day routine maintenance of the Project Facility	Kindly clarify the following: • What is the exact meaning of "at one point of time"? • In case replacement is required during the event, will the entire cost be borne by the Operator, or will the Authority extend support for such major maintenance? • The clause mentions reimbursement/claim of expenses by the Operator— please confirm whether reimbursement will be allowed only for expenses above ₹10,000 per instance , or for all such major maintenance expenses.	Replacement cost of a particular items (fittings, fixtures & furniture's or replacement of any related items, civil maintenance works etc.) is more than Rs 10,000.00, then only it will be eligible to be considered as major maintenance . For example, if there is a need to replace an AC and the AC cost is more than Rs 10,000, then it will be treated as major maintenance .
General	General		Kindly confirm whether we may use the same Technical Bid documents that were submitted in response to the first call of this RFP . Additionally, we request the Authority to kindly allow us to adjust/consider the Tender Fee and EMD already submitted for the first call against the reissued tender.	Since the tender has been changed, the Bidder is required to submit Technical Bid Documents afresh. The tender fee cannot be adjusted and the same is



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No	Clause No/ Page No	Clause as per RFP	Queries/ Clarification	Response
				required to be submitted again, however if the EMD (bid security) in the first call is submitted by way of demand draft, the same can be used.
5.			<p>Revenue Sharing with JTDC: The tender does not provide a clear explanation of the revenue sharing model with JTDC. I request you to kindly share the detailed structure of revenue sharing so that we can understand our responsibilities and commitments better.</p>	Kindly refer the Annexure 1 & 2 below for illustration.
6.			<p>Bidding & Selection Procedure: The tender does not adequately outline the detailed bidding procedure and the selection/evaluation criteria. It would be very helpful if JTDC could provide a transparent and step-by-step explanation of how the bidding and selection will be conducted.</p>	The Authority has adopted single stage two envelop, comprising of Technical and Financial Bid, towards selection of suitable private sector player for undertaking the project. Bidder having minimum eligibility criteria shall be evaluated in line with Clause 3.2 of the Volume 1 of the RFP.



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No	Clause No/ Page No	Clause as per RFP	Queries/ Clarification	Response
				<p>Only Bidder who qualifies the minimum eligibility criteria and whose bids are found responsive as per clause 2.23 of the Volume 1 of the RFP will be eligible for opening of their financial bid. The Bidder shall submit its financial bid in the format as attached at appendix II. Bidder who quotes the lowest Annual Authorization Fee to the Authority shall ordinarily be declared as the selected Bidder.</p>
7.			<p>Revenue Data of Existing Hotels: In order to properly assess the viability of investing efforts and resources, I request you to share the annual revenue details of Hotel Prabhat Vihar, Netarhat, which is already operational under JTDC. This data will help us evaluate whether the opportunity is commercially feasible.</p>	<p>Bidder are advised to visit JTDC office to see the revenue details.</p>
8.			<p>No Bank Guarantee. Please remove it</p>	<p>RFP provisions to stay</p>



Sl No	Clause No/ Page No	Clause as per RFP	Queries/ Clarification	Response
9.			10 CR turn over to be removed	RFP provisions to stay
10.			15% Management fee of the gross revenue	RFP provisions to stay
11.			No minimum guarantee. Please remove it.	RFP provisions to stay
12.			Technical support fee of 1.5 lakh Per month during renovation plus	RFP provisions to stay
13.			Renovation cost is of the government	RFP provisions to stay

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Annexure 1

Illustration of Revenue Adjustments in case of Minimum Guarantee Revenue of INR 1.41 crore to the Authority for the First year of Operations.

Location: Prabhat Vihar at Netarhat, Jharkhand

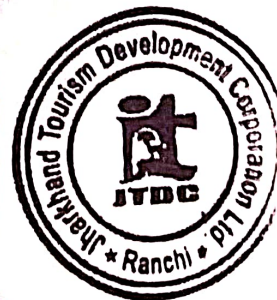
Case 1: Surplus Revenue

Description	Annual Revenue (in Lacs)	Bidders Quote	Revenue to Operator (from JTDCL) (in Lacs)	Revenue to JTDCL (in Lacs)
Revenue from Core Activity	180	30%	54	126
Revenue from Associated Activity	100	80%	80	20
Total Revenue	280	-	134	146
Payment by Operator to compensate Revenue deficit of JTDCL (Minimum Guarantee Revenue) of 141 lacs	-	-	-	-
Total Revenue earned by Respective Party after Payment	280	-	134	146

Case 2: Deficit Revenue

Description	Annual Revenue (in Lacs)	Bidders Quote	Revenue to Operator (from JTDCL) (in Lacs)	Revenue to JTDCL (in Lacs)
	Annual Revenue (in Lacs)	Bidders Quote	Revenue to Operator (from JTDCL)	Revenue to JTDCL
Revenue from Core Activity	160	30%	48	112
Revenue from Associated Activity	80	80%	64	16
Total Revenue	240	-	112	128
Payment by Operator to compensate Revenue deficit of JTDCL (Minimum Guarantee Revenue of 141 lacs)	-	-	-13	+13
Total Revenue earned by Respective Party after Payment	240	-	99	141

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Annexure 2

Illustration of Revenue Adjustments in case of Minimum Guarantee Revenue of INR 3.10 crore to the Authority for the First year of Operations.

Location: Hotel Sarovar Vihar and Paryatan Vihar at Patratu, Jharkhand

Case 1: Surplus Revenue				
Description	Annual Revenue (In Lacs)	Bidders Quote	Revenue to Operator (from JTDCL) (In Lacs)	Revenue to JTDCL (In Lacs)
Revenue from Core Activity	400	30%	120	280
Revenue from Associated Activity	200	80%	160	40
Total Revenue	600	-	280	320
Payment by Operator to compensate Revenue deficit of JTDCL (Minimum Guarantee Revenue) of 310 lacs	-	-	-	-
Total Revenue earned by Respective Party after Payment	600	-	280	320
Case 2: Deficit Revenue				
Description	Annual Revenue (in Lacs)	Bidders Quote	Revenue to Operator (from JTDCL) (in Lacs)	Revenue to JTDCL (in Lacs)
Revenue from Core Activity	350	30%	105	245
Revenue from Associated Activity	200	80%	160	40
Total Revenue	550	-	265	285
Payment by Operator to compensate Revenue deficit of JTDCL (Minimum Guarantee Revenue of 310 lacs)	-	-	-25	+25
Total Revenue earned by Respective Party after Payment	550	-	240	310

