

E.O.I No. - 01 / EOI / DD(HD-IV) / DIR (HORT-SE) /DDA/2021-22



Expression of Interest (EOI)

For

Design, Development, Operations and Maintenance

of

Nature based tourism at Sanjay Van

under

Public Private Partnership Model



IssuedBy:

Dy. Director Horticulture HD-IV,
Delhi Development Authority
New Delhi

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DISCLAIMER

The information contained in this Expression of Interest document (the “EOI”) or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of Delhi Development Authority (DDA), or any of their employees or advisors, is provided to Applicant(s) on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

This EOI is not an agreement and is neither an offer nor invitation by DDA to the prospective Applicants or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their application for expressing their interest pursuant to this EOI (the “Application”). This EOI includes statements, which reflect various assumptions and assessments arrived at by DDA in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. This EOI may not be appropriate for all persons, and it is not possible for DDA, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this EOI. The assumptions, assessments, statements and information contained in this EOI may not be complete, accurate, adequate or correct. Each Applicant should therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources.

Information provided in this EOI to the Applicant(s) is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. DDA accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

DDA, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Applicant, under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI.

DDA also accepts no liability of any nature whether resulting from negligence otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this EOI.

DDA may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

The issue of this EOI does not imply that DDA is bound to select and/or short-list Applications rather it is just to envisage the interest of Applicants in the Project. DDA reserves the right to reject all or any of the Applications without assigning any reasons whatsoever.

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

1. INTRODUCTION AND DETAILS

1.1. BACKGROUND

- 1.1.1 Delhi Development Authority intends to develop Nature based tourism activities in Sanjay Van, New Delhi. This facility is being established with the objective of developing Nature based tourism & Adventure activities/ tourism in Sanjay Van to utilise the facility for environmental awareness and recreation. The baseline idea is to create an economically self- sustainable system, making best use of local resources. Components of the project could include identifying scenic zones for Nature-based tourism to provide substantial active spaces for activities like Rock climbing, Paragliding, Aerial trails (Canopy tour, Zip line, Valley Crossing, Rope Course-High and low and Burma bridge crossing), Forest Safari, Forest leisure cycling, Camping, Picnic and play (Archery, crossbows), star gazing activities, Bird watching, Guided Nature tour, Flora and fauna observation trips, Delhi's fairs and festivals for sustainability of local traditions, etc.
- 1.1.2 The objective of Authority under the PPP model is to ensure optimum utilization of upcoming Nature based tourism infrastructure through sustainable development and operations model, which will help in sensitizing the community towards environmental awareness via knowledge dissemination, further enhancing the quality of forest through their engagement in the Nature based tourism activities.
- 1.1.3 The Authority proposes to invite Expression of Interest (“EOI”) from interested Applicants leading to commencement of open and competitive bidding process to select a suitable Private entity. The primary objective of EOI is to obtain interest of Applicants from Nature based tourism Infrastructure or similar background and also incorporate best practices for development and operations of Nature based tourism Activities under suitable PPP model (DBFOT/DBOT/DBOM etc) on long term Concession Period basis.
- 1.1.4 The Authority may appoint a Transaction advisor for Bid preparation and also assisting The Authority during the bidding process, if required.

1.2. PROJECT DETAILS

- 1.2.1 Project involves development of integrated Nature based tourism Facilities, Key Components of the project could include identifying scenic zones for Nature based tourism to provide substantial active spaces for following activities:
- a) Rock climbing
 - b) Paragliding
 - c) Aerial trails (Canopy tour, Zip line, Valley Crossing, Rope Course-High and low and Burma bridge crossing)
 - d) Forest Safari
 - e) Forest leisure cycling
 - f) Camping, Picnic and play (Archery, crossbows)
 - g) Star gazing activities (through use of telescopes)
 - h) Bird Trail/Bird watching
 - i) Nature walk (Guided Tour), Wildflower trail
 - j) Flora and fauna observation trips
 - k) Heritage walks
 - l) Nature Haat

The list is non-exhaustive.

1.3 DEVELOPMENT, OPERATIONS AND REVENUE OPTIMISATION

- 1.3.1 The objective of DDA for PPP model is not limited to development and operations of the facility by private entity for long term concession period but to also ensure that development, Operations & Maintenance and usage of the facility is planned and implemented through sustainable business model. CAPEX of which may be on DBO model or can be on a sharing basis.
- 1.3.2 Broad project components proposed includes various revenue generating sources for financial viability and sustainability of the project. However, DDA is also encouraging interested Applicants for EOI to submit their suggestion on projects components, estimated project cost, PPP Structure and necessary modification required to achieve sustainable business model. Suggestion can be submitted as part of EOI submission document under EOI Application format.
- 1.3.3 Key revenue sources from the Eco tourism facility will include income from activities proposed and operated by the bidder. Public will be allowed to use the premises for daily Leisure activities, as done presently. A mechanism for managing the same will be suggested by the bidder.

1.3.4 INFORMATION AND INSTRUCTION TO APPLICANTS

- 1.4.1 DDA has adopted a single step two-stage process (collectively referred to as the "Bidding Process") for selection of the bidder[s] for award of the Project. The first stage (the "EOI Stage") of the process involves envisaging interest in the Project by submitting an Application in accordance with the provisions of this EOI (the "Applicants"). At the end of this stage, DDA shall issue the Request for Proposal (the "RFP") documents which shall seek Price Bids with detailed Technical Qualification (the " Bid Stage").
- 1.4.2 In this EOI stage, Applicants are required to submit documents as specified in clause 2 against the standard formats as provided.
- 1.4.3 EOI documents can only be downloaded free of cost from www.dda.org.in Any queries pertaining to the project can be addressed to:
- (a) For queries
- Dr. Rameshwar Dayal
Deputy Director Hort HD-IV.
Contact No: 9599923772
Email id: rameshwar.d923@dda.gov.in
Email id: ddhortiv@gmail.com
- (b) Contact person for Site visit
- Mr. Mahendra Singh
Asstt. Director Hort. IV
Contact No: 9873126993
- 1.4.4 Prior to submission of EOI documents, DDA shall organize an "Applicant Summit". The date and time will be as provided in Clause 1.5.

- 1.4.5 Applicants having any query regarding the EOI and the Project, can discuss the same in the Applicant Summit or can write to DDA, as per details provided in Clause 1.4.3. DDA reserves the right not to provide answers to any or all queries raised by Applicants.
- 1.4.6 The EOI can be submitted by any company incorporated in India or the consortium. Foreign Applicant interested in submission of EOI can be part of the consortium led by Applicant incorporated in India. Details of consortium and members will be provided during Bid Stage.
- 1.4.7 In the second stage of Bidding i.e., the RFP stage, DDA shall issue RFP document to the interested Bidder. This RFP document will contain information about the Project, Bidding Process, Bid submission, Qualification and Financial Proposal requirements. The RFP shall have detailed Technical and Financial Criteria required for qualification. The RFP shall also have format for Price Bids in which the interested Bidder shall furnish its Financial Proposal. The Price Bid of only those bidders who qualify in the Technical Bid evaluation shall be opened for evaluation and selection of the successful Bidder.
- 1.4.8 The Criteria on which the selection will be based shall be detailed out in the RFP stage.
- 1.4.9 Any entity which has been blacklisted / barred by the Central/ State Government, or any entity controlled by them, from participating in any project (BOT or otherwise), and the bar subsists as on the date of Application, would not be eligible to submit an Application.
- 1.4.10 Applicants are encouraged to submit their respective Applications after visiting the Project site and ascertaining for themselves the site conditions and the prevalent guidelines as per the Delhi Master Plan and any other relevant guidelines, and/or any other matter considered relevant by them.
- 1.4.11 Notwithstanding anything contained in this EOI, DDA reserves the right to accept or reject any Application and to annul the Bidding Process and reject all Applications, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.
- 1.4.12 At any time prior to the deadline for submission of Application, DDA may, for any reason, whether at its own initiative or in response to clarifications requested by an Applicant, modify the EOI by the issuance of Addendum.
- 1.4.13 The Application shall be in English language. Supporting documents and printed literature furnished by the Applicant with the Application may be in any other language provided that they are accompanied by appropriate translations of the pertinent passages in the English language. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Application, the English language translation shall prevail.
- 1.4.14 Applications should be submitted in hard copy inside a sealed envelope before 1500 hours IST on the Application Due Date, at the address provided in Clause 1.5 in the manner and form as detailed in this EOI.
- 1.4.15 DDA may, in its sole discretion, extend the Application Due Date by issuing an Addendum.

1.5 IMPORTANT TIME LINES

Sl. No	Particulars	Date and Time (IST)	
1.	Date of issue of EOI Documents	16.09.2021	
2.	Applicant Summit Meet and Address (Pre-Bid meeting)	30.09.2021 upto 11:00 am	Venue: Conference Hall, Vikas Sadan. <i>If required, Web conference meeting can also be organized for Application Summit Meet</i>
3.	Last date of receipt of queries	07.10.2021 upto 03:00 pm	
4.	Response to queries	14.10.2021 upto 6:00PM	
5.	Date, Time & Location of EOI Submission	21.10.2021 at 3:00 pm	Dr. Rameshwar Dayal Deputy Director Hort. IV Contact No : 9599923772 Email id : Email id: ddhortiv@gmail.com

2 EOI APPLICATION FORMATS

Form-1- Letter of Application

(On Letterhead, including full postal address, telephone, e-mail addresses)

Date:

To,

Dr. Rameshwar Dayal
Deputy Director Hort. IV
Contact No : 9599923772
Email id : rameshwar.d923@dda.gov.in

Sub: EOI for Design, Development, Operations and Maintenance of Nature based tourism activities at Sanjay Van under Public Private Partnership Model

Sir,

- (a) With reference to your EOI document dated *****, we, having examined the EOI document and understood its contents, hereby submit our Application showing our interest in the Project. The Application is unconditional and unqualified.
- (b) Attached to this letter is a duly filled format for the Expression of Interest as prescribed by Delhi Development Authority (DDA), New Delhi along with copies of original documents defining:
 - (i) The Applicant's legal status;
 - (ii) The principal place of business;
 - (iii) All documents as specified in EOI
- (c) The DDA and its authorised representatives are hereby authorised to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and client regarding any financial and technical aspects. This letter of Application will also serve as authorisation to any individual or authorised representative of any institution, to provide such information deemed necessary to verify statements and information provided in this application, or with regard to the resources, experience, and our competence.
- (d) This application is made in the full understanding that:
 - (i) The DDA, reserves the right to reject or accept any application, cancel the process, and reject all applications; and
 - (ii) The DDA shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for them.
- (e) The undersigned declare that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail.

Expression of Interest for Design Development, Operations and Maintenance of Ecotourism activities at Sanjay Van by DDA under PPP model

Signed and Dated by Authorised Signatory

Name of the Company

Form-2 - Details of the applicant

- a) Company/Applicant Details
- (i) Name:
 - (ii) Country of incorporation:
 - (iii) Country/Place of Operations
 - (iv) Address of the corporate headquarters and its branch office(s), if any, in India:
 - (v) Date of incorporation and/ or commencement of business:
 - (vi) Nature of Applicant (whether public or private company, proprietorship firm, partnership)
- b) Brief description of the Company including details of its main lines of business
- c) Details of individual(s) who will serve as the point of contact/ communication for the DDA:
- (i) Name:
 - (ii) Designation:
 - (iii) Company:
 - (iv) Address:
 - (v) Telephone Number:
 - (vi) E-Mail Address:
- d) Previous experience in Nature based tourism Infrastructure Development and operations projects similar allied OR PPP Projects of similar nature

Please include details such as

- (i) Nature of Project
- ii) Client Name
- (iii) Project Cost
- (iv) Strategic Tie-ups (name the partner and role of each partners)
- (v) Location and Total Area
- (vi) Capital investment in project
- (vii) Years of operation and Current Status

Please attach supporting documents for above mentioned project

Signed and Dated by Authorised Signatory

Name of the Company

Form-3 - Financial Capacity

Turnover and Net worth of the Applicant in last Three Financial Year

Expression of Interest for Design Development, Operations and Maintenance of Ecotourism activities at Sanjay Van by DDA under PPP model

Year	Net Worth*	Turnover
FY-18-19		
FY-19-20		
FY-20-21		

*Net Worth shall mean (Subscribed and Paid-up Equity+ Reserves) less (Revaluation reserves + miscellaneous expenditure not written off)

Signed and Dated by Authorised Signatory

Name of the Company

Form-4 - Suggestion on project by Applicant

S.No	Heads	Suggestion as Annexures
a	Project cost (CAPEX)	Annexure A
b	Project key component and Program	Annexure B
c	PPP Structure / Development and operations model (OPEX)	Annexure C
d	Broad level approach for Revenue optimization and Operations & maintenance plan for the Nature based tourism Activities	Annexure D
e	Proposed changes, if any, in the Master Plan for Delhi – 2021	Annexure E
f	Any other suggestion	Annexure F

- Applicant should submit their brief suggestion only under heads mentioned above in Word document or Power Point format only.

3 PROJECT INFORMATION MEMORANDUM

3.1 Location

The site earmarked for development of Nature based tourism Activities at Sanjay Van, New Delhi is bound as under :

North: Along New Mehrauli Road adjacent to Qutub Institutional residential area along the boundary.

East: Along the Aurobindo Marg adjacent to Qutub Minar.

South: Adjacent to Mehrauli and Kishangarh Settlement Area.

West: Along Aruna Asaf Ali marg with Jawaharlal Nehru university area across it.

