



GOA FOREST DEVELOPMENT CORPORATION LTD.

(a Government of Goa undertaking)

III Floor, Van Bhawan, Altinho, Panaji, Goa

Phone: 0832-2421728

E-mail: mdgfdc@gmail.com

No:-2/SBER-26/E-tender/GFDCL/2026-27/

Date: 18/06/2026

TENDER NOTICE

(E-tendering mode only)

The Managing Director, Goa Forest Development Corporation Ltd, Van Bhawan, Panaji, invites online Tender to manage and control all aspects of promotion, marketing, management and operations of Sylvan-Bondla Ecotourism Cottages, Dormitories and Restaurant on revenue sharing basis vide Tender Notice no. 02/ SBER-26/ E-tender / GFDCL/ 2026-27/ dated 18/06/2026 from reputed and eligible registered hotel management companies. The property comprises twelve spacious double-bedded air-conditioned cottages with attached toilet and two air-conditioned dormitories comprising 24 beds each, one air-conditioned reception and foyer area and one air-conditioned spacious Bar and restaurant with separate kitchen facility and is located in Bondla Wildlife Sanctuary.

For details of tender notices, terms and conditions and for participation, please visit the website: <https://www.eprocure.goa.gov.in>.

Managing Director, GFDCL



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Tender Notice No. 02/SBER-26/E-tender /GFDCL/2026-27/

Dated 18/06/2026

TENDER SCHEDULE:

1. The last date of online submission of e-tender is on or before **10/08/2026 upto 13.00 hrs.**
2. The Pre-Bid meeting is on **30/06/2026 at 11.00 hrs** at O/o GFDCL, Van Bhawan, Panaji.
3. The date & time of **Technical Bid opening** of online tender is **10/08/2026 after 13.30 hrs** in the office of the Goa Forest Development Corporation Ltd., Panaji Goa.
4. The date and time of Presentation is **14/08/2026 at 11.00 hrs** at Conference Hall, Van Bhawan, Altinho, Panaji.
5. The date & time of **Financial Bid opening** of online tender will be **17/08/2026 at 11.00 Hrs.**
6. Please login to see Tender Notice published on website <https://eprocure.goa.gov.in> for details. Interested Agencies may request for tender documents through the web site mode only.

Mode of Payment

Cost of the Tender Document: Rs. 5,000/-

EMD & Tender Processing Fee: Rs. 5,00,000/-

To be paid online through e-payment mode via NEFT/ RTGS/ Net Banking with pre-printed challans available on e-tendering website and directly credit the amount to ITG account as generated by challan and upload the scanned copy of NEFT/ RTGS/ net banking challan along with the bid.

The application of the intending bidders should accompany the following documents:

1. Attested copy of the valid company/ Firm Registration Certificate.
2. Attested copy of the PAN CARD.
3. Attested copy of Certificate of GST Registration
4. Acknowledgement of up to date filed returns along with copy of Application Reference Number (ARN) as per GST Law.



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1. Name of work: Proposal to manage and control all aspects of promotion, marketing, management and operations of Sylvan-Bondla Ecotourism Cottages, Dormitories and Bar & Restaurant on revenue sharing basis.

1.1 Goa Forest Development Corporation Limited (GFDCL) has been appointed as the Nodal Agency by the Government of Goa to create, maintain and operate ecotourism sites and activities in Government Forest and Protected Areas on behalf of the Forest Department.

“Sylvan-Explore the Forest” is the registered trademark of ecotourism services provided by the Goa Forest Development Corporation Ltd (A Government of Goa Undertaking).

The word Sylvan evokes association with nature, tranquility, and natural beauty. Sylvan as a brand of Goa Forest Development Corporation Ltd. provides services related to outdoor recreation, eco-friendly goods, and educational services focused on environmental awareness. The name "Sylvan" conveys a sense of harmony with nature, attracting those who value sustainability and the outdoors.

1.2 Sylvan – Bondla Ecotourism Resort

Bondla Wildlife Sanctuary is a treasure trove of biodiversity, and the Sylvan – Bondla Ecotourism Resort serves as a gateway to its wonders. From waking up to the sound of chirping birds and embarking on a guided nature trail to explore the forest, every moment in the Resort is a step closer to nature.

The property comprises twelve spacious double-bedded air conditioned cottages with attached toilet and two air-conditioned dormitory comprising 24 beds each, one reception and foyer area and one spacious Bar & Restaurant with kitchen facility and is located in Bondla Wildlife Sanctuary.

Located about 40 km from Margao and its railway station, and 50 km from Dabolim Airport, the sanctuary is easily accessible by road. The journey from Margao takes approximately one hour, while from Dabolim Airport, it takes around 1.5 hours.

2. DEFINITIONS:

In this tender document, the following words and expressions have the meaning here by assigned to them.



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- 2.1 **Authority:** means the Managing Director, Goa Forest Development Corporation Ltd., and the General Manager, GFDCL.
- 2.2 **Bidder:** means the individual, proprietary firm, firm in partnership, Limited company, private or public or corporation participating for this tender.
- 2.3 **Year:** Means “Financial year” unless stated otherwise.
- 2.4 **GFDCL** Means Goa Forest Development Corporation Ltd.,
- 2.5 **Government** Means Government of Goa
- 2.6 The ‘**Contract**’ means the documents forming the tender and acceptance thereof and the formal agreement executed between Goa Forest Development Corporation Ltd., and the Contractor, together with the documents referred to therein including these conditions, the specification, designs, and instructions, issued from time to time by GFDCL and all these documents taken together, shall be deemed to form one contract and shall be complementary to one another.
- 2.7 In the contract the following expression shall, unless the context otherwise requires, have the meanings, hereby respectively assigned to them:
- i) In the expressions ‘**Works**’ or ‘**Work**’ shall, unless there be something either in the subject or context repugnant to such construction, be construed and taken to mean the works by or by virtue of the contract contracted to be executed whether temporary or permanent, and whether original, altered, substituted or additional.
 - ii) The ‘**Site**’ shall mean the land and/or other places on, into or through which work is to be executed under the contract or any adjacent land, path or street through which work is to be executed under the contract or any adjacent land, path or street which may be allotted or used for the purpose of carrying out the contract.
 - iii) The ‘**Contractor**’ shall mean the individual or firm or company whether corporate or not, undertaking the works and shall include its legal personal representative or such individual or the persons composing such firm or company, or the successors of such firm or company and the permitted assignees of such individual or firm or company.
 - iv) The **M.D.** means, Managing Director, Goa Forest Development Corporation Ltd., Government of Goa.
 - v) **The Accepting Authority** shall mean the authority mentioned in para 2.1.
 - vi) **Excepted Risk** or risks due to riots (other than those on account of contractor’s employees), war (whether declared or not) invasion, act of foreign



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enemies, hostilities, civil war, rebellion revolution, insurrection, military or usurped power, any acts of Government, damages from aircraft, acts of God, such as earthquake, lightening and unprecedented floods, and other causes over which the contractor has no control and accepted as such by the Accepting Authority or causes solely due to use or occupation by Corporation on the part of the Works in respect of which a certificate of completion has been issued or a cause solely due to faulty design of works.

vii) **Tendered value** means the value of the entire work as stipulated in the letter of award.

3. INTENDING BIDDERS SHOULD SATISFY FOLLOWING ELIGIBILITY CRITERIA AND UPLOAD DOCUMENTS ON THE E-TENDER WEBSITE:

1. The technical proposal should clearly demonstrate the AGENCY'S understanding of the requirements of the WORK and the proposal should include the information in Annexure hereto to be filed in and mandatory uploaded on Tender website (if documentary Annexure as required are not uploaded, the tender bid shall be summarily rejected).
2. The Agency shall be an individual or legal entity duly registered in India. The proof of registration shall be appended to '**Annexure-I**'.
3. The Agency should have an annual average turnover of minimum of Rs. 8 Crores in the last 3 financial years '**Annexure-II**'.
4. The Agency shall submit only acknowledgement copy of Income Tax Returns in ITR-V for last three Assessments Years (i.e. 2022-23, 2023-24, 2024-25) as '**Annexure-III**'.
5. The agency shall submit PAN CARD as '**Annexure-IV**'.
6. The Agency shall submit Valid Goods and Services Tax (GST) Registration Certificate and as '**Annexure-V**'.
7. The Agency should have a registered office in India (Should be supported by relevant documentation) as '**Annexure-VI**'.
8. The Bidder should be managing at least one ecotourism resort in India as '**Annexure-VII**'.
9. The agency shall upload the presentation of the concept design as '**Annexure-VIII**'.
10. The Agency shall submit an undertaking as per '**Annexure-IX**' on Rs. 100 /- non judicial stamp paper and duly notarized.



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11. Employees, members of Tender Committee, Technical Audit Committee or any other committee constituted by GFDCL are not eligible to bid for the tender.
12. If the bidder is a public limited Company or private limited or partnership firm, the bidder shall produce the copy of the Board members/ partners duly self-certified as '**Annexure-X**'.
13. Qualifying Criteria: Similar work shall mean managing of at least one ecotourism resort in India (Should be supported by relevant documentation i.e. work order/ lease agreement etc.)

4. INSTRUCTIONS TO BIDDERS/ CONTRACTORS/ AGENCY:

1. The intending bidder must read the terms and conditions above carefully. He should only submit his bid if he considers himself eligible and he is in possession of all the documents required.
2. Information and Instructions for bidders posted on website shall form part of bid document.
3. The bid document and the set of terms and conditions of the contract to be complied with and other necessary documents can be seen and downloaded from website <https://eprocure.goa.gov.in>.
4. Those bidders not registered on the website mentioned above, are required to get registered beforehand.
5. The intending bidder must have/ obtain a valid digital signature with signing and encryption components to submit the bid.
6. Bidder must ensure to quote rate of each item.
7. The excel sheet provided is just for the reference purpose only, no quotes will be accepted via excel sheet. The financial bid must be provided in the forms provided in the e-tendering system.
8. At the time of tender opening, the scanned copies of the Documents uploaded at the time of submission of tender will be verified.
9. Incomplete applications shall be summarily rejected and right to reject any or all the tenders including the lowest without assigning any reason thereof is reserved.
10. Any payments made through NEFT/ RTGS will take 24 hours for its reconciliation. Hence, the payments through NEFT/ RTGS should be made at least 2 BANK WORKING DAYS IN ADVANCE. The bidder will only be able to proceed with submission after the amount has been credited into ITG's account.



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5. PROPOSED PROJECT:

- a. GFDCL has decided to call for proposals from interested parties for managing, control all aspects of promotion, marketing, management and operations of Sylvan-Bondla Ecotourism Cottages, Dormitories, Ayurveda Centre and Bar & Restaurant on revenue sharing basis. The operations will include maintenance expenses along with associated amenities and facilities.
- b. The land ownership lies with the Forest Department and is inside the boundary of Bondla Wildlife Sanctuary and Goa Forest Development Corporation Limited (GFDCL) has been appointed as the Nodal Agency by the Government of Goa to create, maintain and operate ecotourism sites and activities in Government Forest and protected areas on behalf of the Forest Department.
- c. The inventory of infrastructure and materials project facility will be handed over on as-is-where-is basis to the successful bidder after signing of the Agreement.

6. SCOPE OF WORK:

- a. The term of contract shall be initially be for a period of five years and will be renewable after this period for another five years subject to approval of Board of Directors of GFDCL and Government.
- b. The Contractor shall operate the facility as a Forest Ecotourism Resort abiding by the rules governing a forest resort inside a wildlife protected area.
- c. The Contractor shall be handed over the property on as-is-where-is and shall carry out further operational requirements at his own cost.
- d. The Contractor may revise the room tariffs and may provide rebates, discounts and credits, or use it in time share or may advertise for the same at his own cost.
- e. The Contractor must incur at his own cost, the cost of operationalizing the resort for launch, training of personnel, and upgrade or equip service standards, photography, videography or advertising, designing and launching web pages, online booking systems, etc.
- f. The Contractor shall maintain the property including the landscape at his own cost and shall not carry out any structural additions to the property without approval of the Competent Authority.



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- g. The Contractor shall abide by the Revenue Sharing terms of this Agreement.

7. BRIEF DESCRIPTION OF BIDDING PROCESS & EVALUATION OF TECHNICAL/ FINANCIAL BID

1. The Authority has adopted a two-stage competitive bid process (collectively called as the “Bidding Process”) for selection of the bidder for award of the Project. Only the bidders who qualify as per the criteria mentioned earlier in this RFP shall be allowed to participate in the bidding process.
2. The bidders shall submit financial proposals (the “Financial Proposal”) made in accordance with “Revenue sharing” and upload them on the tendering website.
3. The Bidder will also be required to submit the RFP document, each page of which shall be duly signed by its authorized signatory.
4. The Authority shall evaluate the Approach and Methodology (A&M) in the form of technical presentation to be presented by all Bidders. The Committee will view the presentation and award marks for the A&M content. The Bidder will have to score minimum 55 marks in Technical Evaluation (including presentation) out of 100 to be eligible for opening of financial bids. Financial bids of only those bidders will be opened who score 55 marks and above (“Eligible Bidder”).
5. The financial bids would be ranked in ascending order of the quoted Revenue Share Percentage, with the Eligible Bidder quoting the highest Revenue Share Percentage being ranked “Highest Ranked Bidder” and the shortlisted Bidder quoting the second highest Revenue Share Percentage as “Second Highest Ranked Bidder” and so on.
6. The Bidder must achieve a minimum of 55 marks in Technical Evaluation including presentation (overall for to be eligible for opening of the Financial Proposal. The formula for determining the financial scores is the following:
$$Sf = 100 \times Fm/F$$
in which Sf is the financial score, Fm is the Highest Revenue Share, and F is the price of the proposal under consideration.
The weights given to the Technical and Financial Proposal are: T = 0.80, and F = 0.20

Bidders are requested to note that the Financial Proposal should not have any conditionality attached or deviations from the Agreement as indicated in the Bid document. Bids with conditions attached may be treated as non-responsive and liable for rejection at the discretion of the Authority.



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7. The bidder scoring the highest combined score (Technical + Financial score) shall be the winning bidder and will be invited for negotiations and the award of contract will be done thereon.

8. OPENING OF FINANCIAL PROPOSALS

- a. The Bidder shall deposit an amount of Rs. 5,00,000/- (Rupees Five Lakh only) as E.M.D.
- b. Authority shall inform the venue and time of online opening of the Financial Proposals to the Qualified Bidders through e-procurement portal of the Authority and e-mail.
- c. The Authority shall open the Financial Proposals of Qualified Bidders online on date and time to be informed by the Authority in the presence of the authorized representatives of the Bidders who may choose to attend. The Authority shall publicly announce the Bid Price for each of the Qualified Bidders. The Authority shall prepare a record of opening of financial proposals.
- d. The financial proposals of the Qualified Bidders would be ranked in descending order of the quoted Revenue Share (above benchmark) with the Qualified Bidder quoting the highest score being ranked "**Highest Ranked Bidder**" and the Qualified Bidder quoting the second highest score as "**Second Highest Ranked Bidder**" and so on.
- e. The Qualified Bidder offering the highest ranked bidder (above benchmark) shall be the "**Successful Bidder**", and subject to the other qualification requirements as laid out in the RFP, would be issued LOA and would be entitled to sign the Agreement on the terms and conditions as specified by the Authority.
- f. In case the Successful Bidder decides to withdraw from the bid process, the Authority shall forfeit the EMD.
- g. In the event that, two or more Bidders quote same Revenue Share and score the same marks (above benchmark) (the "**Tie Bids**"), the Authority shall select the Bidder with higher net-worth (as per latest audited financial year statement) as the Highest Ranked Bidder, which shall be conducted, with prior notice, in the presence of the tie Bidders who choose to attend.
- h. In the event that the Highest Ranked Bidder is not selected for any reason, the Authority may annul the Bidding Process and invite fresh Bids. In the



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event that the Authority rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Bids hereunder.

- i. To facilitate evaluation of Proposals, the Authority may, at its sole discretion, seek clarifications from any Bidder regarding its Proposal. Such clarification(s) shall be provided within the time specified by the Authority for this purpose. Any request for clarification(s) and all clarification(s) in response thereto shall be in writing.
- j. If a Bidder does not provide clarifications sought above within the prescribed time, its Proposal shall be liable to be rejected. In case the Proposal is not rejected, the Authority may proceed to evaluate the Proposal by construing the particulars requiring clarification to the best of its understanding, and the Bidder shall be barred from subsequently questioning such interpretation of the Authority.

9. LEGAL INSTRUCTIONS TO THE AGENCY /BIDDER

1. Annulment of Contract:

Failure of the successful AGENCY to comply with the requirement of any clause after signing the agreement shall constitute sufficient ground for the annulment of the contract and the forfeiture of the bid security in which event, Managing Director, Goa Forest Development Corporation Ltd may make the award to any other bidder at the discretion of Managing Director, Goa Forest Development Corporation Ltd or call for new bids. Managing Director, Goa Forest Development Corporation Ltd reserves the right to blacklist a bidder for a suitable period in case he fails to honor his bid without sufficient grounds.

2. Changes in the Contract:

Managing Director, Goa Forest Development Corporation Ltd shall at any time, by written order given to the AGENCY, make changes within the general scope of the contract and the AGENCY should abide by the same. The AGENCY **shall not execute** the scope of contract **on verbal instructions** of any official or member of Goa Forest Development Corporation Ltd.

3. Arbitration and Conciliation:

(1) Except as otherwise provided herein in the event of any dispute or difference arising out of or in a way relating to or concerning the terms of the present scheme or the construction or effect of the terms of the present scheme, the same shall be attempted to be resolved by conciliation as per the provisions of the Arbitration and Conciliation Act, 1996. The Sole Conciliator is to be



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mutually appointed by the parties within a period of 7 days after initiation of conciliation proceedings.

(2) In the event that such dispute or difference cannot be settled by conciliation within a period of 30 days after initiation of conciliation proceedings, such dispute or difference shall be referred to arbitration held as per the provisions of the Arbitration and Conciliation Act, 1996. The Sole Arbitrator will be appointed by the Corporation.

(3) The Arbitration proceedings shall be conducted by Fast Track procedure as provided by the Arbitration and Conciliation Act, 1996.

(4) The seat of the Arbitration shall be Goa and the venue of the Arbitration proceedings shall be Panaji, Goa.

Note: Ideally a person not directly connected with GOA FOREST DEVELOPMENT CORPORATION LIMITED may be made the sole Arbitrator/ Conciliator.

4. Conflict of Interest:

The AGENCY represents and warrants the following:

a. No Current or prior Conflict of Interest: The AGENCY has no business, professional, personal, or other interest, including, but not limited to, the representation of other client, that would conflict in any manner or degree with the performance of its obligations under this agreement.

b. Notice of Potential Conflict: If any, such actual or potential conflict of interest arises under this agreement, AGENCY shall immediately inform the GOA FOREST DEVELOPMENT CORPORATION LTD in writing of such conflict.

c. Termination for Material Conflict: If, in the reasonable judgment of the GOA FOREST DEVELOPMENT CORPORATION LTD, such conflict poses material conflict to and with the performance of AGENCY's obligation under this agreement, then the GOA FOREST DEVELOPMENT CORPORATION LTD may terminate the agreement immediately upon written notice to AGENCY; such termination of the agreement shall be effective upon receipt of such notice by AGENCY.

d. In the event if the same is violated by the "SELECTED AGENCY" then action will be initiated by GOA FOREST DEVELOPMENT CORPORATION LTD as per laws with forfeiting of EMD, Performance Guarantee and no further payments will be released to the Agency and will lead to blacklisting.



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5. Relationship between the Parties:

Nothing contained herein shall be construed as establishing a relationship of master and servant or of principal and agent as between GOA FOREST DEVELOPMENT CORPORATION LTD and the Agency, subject to this e-tender, has complete charge of Personnel and Sub-Contractors, if any, performing the Services and shall be fully responsible for the Services performed by them or on their behalf.

6. Law Governing Contract:

Its meaning and interpretation, and the relation between GOA FOREST DEVELOPMENT CORPORATION LTD and the AGENCY shall be governed by the applicable laws of India.

7. Notices:

Any notice, request or consent made pursuant to this e-tender shall be in writing and shall be deemed to have been made when delivered in person to an authorized representative of the Agency to whom the communication is addressed, or when send by registered mail, telex, telegram or facsimile to the Agency at address specified in the e-tender document.

8. Fraud and Corruption:

It is to require that GOA FOREST DEVELOPMENT CORPORATION LTD as well as the Agency observe the highest standard of ethics during the execution of the e-tender. In pursuance of this policy, GOA FOREST DEVELOPMENT CORPORATION LTD defines, for the purpose of this provisions, the terms set forth below as follows:

“Corrupt Practice” means the offering, receiving or soliciting, directly or indirectly, of anything of value to influence the action of public official in the selection process or in contract extraction.

“Fraudulent Practice” means representation or omission of facts to influence a selection process or the execution of the e-tender.

“Collusive practices” means a scheme or arrangement between two or more agencies, with or without the knowledge of GOA FOREST DEVELOPMENT CORPORATION LTD, designed to establish prices at artificial non-competitive levels;

“Coercive practices” means harming or threatening to harm, directly or indirectly, persons or their property to influence their participation in a procurement process, or affect the execution of the e-tender;

9. Post Audit Defaults:



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If as a result of any post audit, any amount is found to be recoverable from the Agency, the same will be recovered first from any sum due to the Agency against any current bill of the Agency and/ or from their security deposit and/ or from any other amount due to GOA FOREST DEVELOPMENT CORPORATION LTD .

10. Liquidated Damages:

In the event of the successful Agency defaults in maintaining the agreed time frame/ scheduled set of activities as laid down in the contract, GFDCL shall have the right to cancel the contract at any time and make alternative arrangement at the discretion of the GFDCL, in which case extra expenditure involved will be recovered from successful Agency. In the alternative, successful Agency shall be liable to pay liquidated damage @ 1% of the total work order amount for each assigned job subjected to maximum 5% of the quoted amount as an agreed pre-estimate of the damage suffered.

11. Force Majeure:

i. Definition: For the purpose of this e-tender “*Force Majeure*” means an event which is beyond the responsible control of the Agency; is not foreseeable; is unavoidable and not brought about by or at the instance of the agency claiming to be affected by such events and which has cause the non-performance or delay in the performance, and which makes agency’s performance of its obligations hereunder impossible or so impractical or reasonably to be considered impossible in the circumstances, and includes, but it is not limited to, war, riots, civil disorder, earthquake, fire, explosion, storm, flood or other extreme adverse weather conditions strikes lockouts or other industrial action (except where such strikes, lockouts or other industrial action are within the power of the Agency invoking Force Majeure to prevent), confiscation or any other action by Government agencies.

ii. Force Majeure shall not include (i) Any event which is caused by the negligence or intentional action of the agency or by of such agency’s Sub-contractors or agent or employees, nor (ii) Any event which is diligent, agency could reasonably expected both to take into account at the time of the conclusion of this e-tender, and avoid or overcome in the carrying out of its obligations hereunder.

iii. Subject to breach of contract, Force Majeure shall not include insufficiency of funds or inability to make any payment required.



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iv. No breach of contract: The failure of the agency to fulfill any of its obligations hereunder shall not be considered to be a breach or default, this Contract insofar as such inability arises from an event of Force Majeure, provided that the Agencies affected by such an event has taken all reasonable precautions, due care and reasonable alternative measures, all with the objective of carrying out the terms and conditions of this Contract.

v. Measures to be taken: The agencies affected by an event of Force Majeure shall continue to perform its obligations under the Contract as far as reasonably practical and shall take all the reasonable measures to minimize the consequences of any event of Force Majeure.

vi. The agency affected by an event of Force Majeure shall notify GFDCL of such event as soon as possible providing evidence of nature and cause of such event and shall similarly give written notice of the restoration of normal condition as soon as possible.

vii. Any period within which the agency shall, pursuant to this e-tender complete any action or task shall be extended for a period equal to the time during which the agency was unable to perform such action as a result of Force Majeure.

viii. During the period of their inability to perform the Services as a result of an event of Force Majeure the agency, upon instructions by the GFDCL shall either:

- (a) Demobilize; or
- (b) Continue with the Services to the extent possible in which case the Agency shall continue pay proportionately on a pro-rata basis under the terms of this e-tender.

In this case of disagreement between the agency and GFDCL as to the existence of Force Majeure, the matter shall be settled according to Clause 5(3).

10. CONFIDENTIALITY

- a. Information relating to the examination, evaluation, comparison, and post qualification of bids and recommendation of contract award, shall not be disclosed to Bidders or any other persons not officially concerned with such process until information on award of contract is communicated to all Bidders.
- b. Any attempt by a Bidder to influence the Authority in the evaluation of the bids or contract award decisions shall result in the rejection of the bid.



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11. NON-CONFORMITIES, ERRORS, AND OMISSIONS

- a. Provided that the Proposal is substantially responsive, the Authority may waive any non-conformity in the bid that does not constitute a material deviation, reservation or omission.
- b. However, it will be within the power of the Authority to call for such further and other information from the bidder in respect of deviation, reservation or omission as referred to herein above.
- c. It will be obligatory on the part of the bidder to comply with the requisition of the authority and non-compliance thereof may result in the rejection of the bid.

12. REVENUE SHARING:

- a. The Successful Bidder shall, on the date of signing the Agreement pay to the Authority the **Upfront Premium of Rs. 50,00,000/- (Rupees Fifty Lakh only)**. GST applicable on the Upfront Premium shall be paid above the payment of Upfront Premium at the applicable rates.
- b. The Successful Bidder shall be required to make the above mentioned payments to the Authority while signing the Agreement.
- c. The Contractor shall quote the percentage of revenue sharing (Room revenue share and Food & Beverage share) with the GFDCL.
- d. The Revenue share shall constitute the financial bid criteria for evaluation of bids; the tender will qualify for financial bid for quoting above benchmark of 15% Revenue Share Percentage of gross revenue.
- e. The operating term shall begin with the signing of the contract Agreement and the revenue sharing will begin with the first booking of the rooms and restaurant.
- f. In case the resort is used for time share, the revenue sharing will be on the basis of the percentage of the declared room tariff and Food & Beverage tariff.

13. SUPPORT PROVIDED BY GFDCL:

- a. The Authority shall try to facilitate the Contractor in securing the renewal of the necessary permissions, NOCs and clearances from various statutory authorities; however, Authority shall not be responsible for getting such permissions.



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- b. The Authority will allow free participation for the Resort in various domestic and international trade fairs, road shows, conferences etc to the best extent possible. However, the Contractor would need to bear the necessary costs for applicable fees, travel, lodging and boarding expenses.

14. NOTIFICATION OF THE AWARD AND SIGNING OF AGREEMENT:

1. After selection, two copies of the Letter of Award (the “LOA”) shall be issued by the Authority to the Successful Bidder and the Successful Bidder shall, within 7 (seven) days of the receipt of the LOA, sign and return the duplicate copy of the LOA in acknowledgement thereof along with acceptance of LOA on his letter head.
2. In the event the duplicate copy of the LOA duly signed by the Successful Bidder as well as the acceptance on their letter head 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 Damages on account of failure of the Successful Bidder to acknowledge the LOA and provide the acceptance.
3. After acknowledgement and acceptance of the LOA as aforesaid by the Successful Bidder, it shall cause the Bidder to execute the Agreement within fifteen days.
4. The Successful Bidder shall not be entitled to seek any deviation, modification or amendment in the Agreement.
5. The Successful Bidder shall get the correct amount of stamp duty adjudicated, at Goa in accordance with the Applicable Law, and submit the same in two copies duly stamped and executed within seven days.
6. The Authority shall return one copy duly sealed and signed as a token of acceptance of the Agreement. Stamp duty, and any other charges as may be levied under Applicable Law, shall be paid by the Successful Bidder.
7. In the event the two copies duly stamped are 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 damages on account of failure of the Successful Bidder to acknowledge the LOA, and the 2nd ranked Bidder may be considered.

15. MISCELLANEOUS

- a. The Bidding Process shall be governed by, and construed in accordance with, the laws of India and the Courts at Goa shall have exclusive



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jurisdiction over all disputes arising under, pursuant to and/ or in connection with the Bidding Process.

b. The Authority, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to;

- suspend and/ or cancel the Bidding Process and/ or amend and/ or supplement the Bidding Process or modify the dates or other terms and conditions relating thereto;
- consult with any Bidder in order to receive clarification or further information;
- pre-qualify or not to pre-qualify any Bidder and/ or to consult with any Bidder in order to receive clarification or further information;
- retain any information and/ or evidence submitted to the Authority by, on behalf of, and/ or in relation to any Bidder; and/ or
- Independently verify, disqualify, reject and/ or accept any and all submissions or other information and/ or evidence submitted by or on behalf of any Bidder.

c. It shall be deemed that by submitting the Proposal, the Bidder agrees and releases the Authority, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/ or performance of any obligations hereunder and the Bidding Documents, pursuant hereto, and/ or in connection with the Bidding Process, to the fullest extent permitted by applicable law, and waives any and all rights and/ or claims it may have in this respect, whether actual or contingent, whether present or in future.

d. All standards, technical specifications and codes of practice referred to shall be latest editions including all applicable official amendments and revisions.

e. The Bidders shall have to comply in particular, with the provisions of the (a) Contract Labour (Regulation & Abolition) Act, 1970 (b) Apprentices Act, 1961 and (c) Minimum Wages Act, 1948 or the notifications thereof or any other laws relating to and the rules made and order issued thereunder and all the necessary licenses/ permits/ No objection Certificates from the concerned Government Department/ Authority as



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may be applicable at the relevant time for construction, maintenance, operation of the project from time to time.



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Annexure I

TECHNICAL BID

(See Clause -2 of eligibility criteria)

STRUCTURE and ORGANISATION

1. Name and Address of the Agency:
2. Telephone No. /E-mail ID/Website:
3. Legal Status of the Agency:
4. Details of Partners/Directors/others:
 - a. An individual/ proprietary Firm
 - b. A partnership
 - c. A company Any other (specify)
5. Name & Designation of the team leader entrusted with the Agency for this e-tender:

I _____(name & designation), duly (Authorized signatory of _____, state that I am authorized by Board resolution/ Power of Attorney * dated _____ to submit the e-tender and hold all subsequent communications in relation to the Tender for “*to direct, manage and control all aspects of promotion, marketing, management and operations of Sylvan-Bondla Ecotourism Cottages, Dormitories and Restaurant on revenue sharing basis*”

Signature:

Name:

Office Seal:

*Only in the case of registered Companies the proof to be submitted as addendum to this Annexure.

Date: _/ _/ _



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Annexure II

TECHNICAL BID

Annual Turnover (*see clause 3 Eligibility criteria*)

SR. NO	NAME OF THE AGENCY	2022-23	2023-24	2024-25

FOOTNOTE:

The above statement shall be on the letterhead of an independent practicing chartered accountant and duly certified as true and correct by affixing his/ her signature and seal thereof.



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Annexure III

TECHNICAL BID

In come tax Returns (see clause 4 of Eligibility criteria)

The AGENCY shall submit only acknowledged copy of Income Tax Returns in ITR-V for last 3 years assessment years (i.e. 2022-2023 to 2024-2025) as “**Annexure III**”.



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Annexure IV

TECHNICAL BID

PAN Card (see clause 5 of Eligibility criteria)

The AGENCY shall submit PAN Card as “Annexure IV”.



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Annexure V

TECHNICAL BID

GST Registration (see clause 6 of Eligibility criteria)

The AGENCY shall submit valid Goods and Services Tax (GST) Registration Certificate and as “Annexure V”.



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Annexure VI

TECHNICAL BID

Registered Office in Goa (see clause 7 of Eligibility criteria)

The Agency should have an office in Goa. (Should be supported by relevant documentation i.e. electricity/ phone bill/ lease agreement etc.) **Annexure-VI**



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Annexure VII

TECHNICAL BID

WORK ORDERS/ EXPERIENCE

(see clause 8 of Eligibility criteria)

The EMA should upload work orders and give details of experience of executed works issued by the competent/authorized signatory of the issuing authority which the Agency has as **Annexure-VII**.

Sr. No	Name of work/ Project, State/ National/ International Ecotourism Resort and location	Owner or organization	Number of rooms	Date of commencement of the resort

Also, Certified that the information given is correct to my knowledge and belief.

Signature Name:

Designation:

Seal of Agency:

*The Signatory for this Annexure shall be the same as signatory of “Annexure I”.



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Annexure VIII

TECHNICAL BID

Presentation of Concept Plan
(see clause 9 of Eligibility criteria)

(To be Uploaded Only)

The agency shall prepare a detailed concept plan and all the items, activities the agency has proposed. The detailed concept design and presentation should be uploaded.

A hard copy of the concept design shall be handed over by the agencies that are eligible during the technical evaluation scrutiny by the Evaluation/ Tender/ Clearance Committee by GFDCL.

The hard copy shall be handed over during/ after presentation. No hardcopies are to be handed over prior to opening of E-Tender.



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Annexure IX

TECHNICAL BID

(See clause 10 of Eligibility Criteria)

UNDERTAKING

(To be submitted on Rs. 100/- Non-judicial Stamp paper and duly notarized)

Date:

To,

The Managing Director,
Goa Forest Development Corporation Ltd.,
Junta House,
Panaji-Goa

Sir,

In response to the Tender No:..... I(name and designation)
of(Name of the Agency), hereby declare that (Name of the
Agency) Owners/ Directors/ Partners have unblemished past record and have not been
convicted in any criminal cases and /or been blacklisted either indefinitely or for a
particular period of time by any the State Government/ Central Government/ Semi
Government/ PSU/ Municipalities and other Government bodies in India.

Signature Name:

Designation:

Seal of Agency:

*The Signatory for this Annexure shall be the same as signatory of “Annexure I”



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Annexure X

TECHNICAL BID

(See clause 12 of Eligibility Criteria)

The Agency shall produce the copy of the Board members/ partners duly self -certified and as Annexure-X



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Annexure XI

FINANCIAL BID SCHEDULE

Gross Revenue definition: Receipts from operations of the resort – Rooms, Food & Beverage, Spa, Bar, Miscellaneous revenues like holiday activities, Retail, laundry, communication, premium Wi-Fi, hall hire, including gross receipts and rents from licenses, lessees and concessionaires of shops/ premises in the Property (if any) but shall not include any refunds, rebates, discounts and credits of a similar nature, given, paid or returned in the course of business.

Adjusted Receipts = Gross Receipts less Govt. GST taxes less Sales Commission + incentives. [Commissions & incentives towards OTAs, travel agents and other third-party agencies].

GFDCL Share is in the Percentage of Gross Revenue.

During the Operating Term, the Contractor shall share the adjusted receipts with GFDCL.

The revenue share percentage offered to GFDCL is _____ percent of Gross Revenue.