

“Queries concerning RFP for Upgradation and Operation & Maintenance of Ran Baas, Qila Mubarak, Patiala as Heritage Hotel on PPP mode in the State of Punjab.”

Pre-bid Meeting on 04.08.2020

S. No.	Clause & Page No.	Content of the RFP requiring clarification	Change/clarification requested	Response
1.	Appendix X. Pages 87-95	Layouts and Drawings	<p>The Concessionaire should have the right and flexibility to deviate from the plan without destroying what has been set up. For example,</p> <ul style="list-style-type: none"> <li>• First Floor of First Courtyard has three rooms (Sheesh Mahal and two others)– these should be converted into rooms for sale.</li> <li>• Ground floor First Courtyard-rearranging public areas by transforming Reception into Restaurant, Restaurant into rooms and the areas (rooms on the immediate left &amp; right of main gate of Ran Baas into reception etc.</li> <li>• Can the gym &amp; Spa be created in Block C?</li> <li>• Developing a small swimming pool in the second courtyard by keeping it not more than 30 inches below zero level and raising it by 30 inches so that rooms &amp; public areas overlook the same.</li> <li>• LassiKhana has been stated to be area</li> </ul>	<p>The Concessionaire may be allowed minor changes in the plans depending on interventions proposed as a part of formal submission to the Authority subject to following conditions:</p> <ol style="list-style-type: none"> <li>1. No structural changes shall be allowed.</li> <li>2. The Concessionaire shall be allowed to decide the use of the spaces as per its requirements for hospitality purposes only subject to Condition 1 above.</li> <li>3. The areas which are being completed by the Authority for majority works based on their functionality cannot be rearranged.</li> </ol>

			<p>for pool, Spa and Gym- this area is suited for Back of the House and services area.</p> <p>These are required to make the project more efficient.</p>	
2.	Appendix X P 87	Water body in the first courtyard	Can the depth be reduced in order to (a) reduce accident risk (b) conserve water?	No change.
3.	Appendix X. P 87, 88, 89	Plans of Ran Baas  Ground Floor, First Floor, Second Floor.	Lift shaft shall need to be created. This can be done where you have put up pillars & concrete roof in the room adjoining the present bar (marked in green) state to be the kitchen. This will be necessary for classification.	Providing of shaft for lift may be allowed subject to the conditions that structural stability of the building is ensured.
4.	Appendix X. P 91	JalauKhana Ground Floor	As per the drawing on page 91 of RFP, Toilets & Rest Rooms are proposed to be built inside the JalauKhana. If these are created in the space at rear, it will free up space for more productive uses and also promote more cleanliness and hygiene inside. Similarly, a small area is required for store/distribution (300/400 sq. feet) and if this also is developed in the rear space, it will help.	No new construction shall be allowed in the space at the rear.
5.	Appendix X. P 93	Main Gate Qila Mubarak, Ground Floor  Public Toilets are just under the rooms in the corner where the Ran Baas C block meets E Block.	Public Toilets are just under the rooms in the corner where the Ran Baas C block meets E Block. Request that these be shifted to other side of the main Qila Mubarak gate otherwise the rooms on the first floor will be un-useable because of the noise generated with large public movement.	No change is possible at this stage. Work of renovation of existing Public Toilets under Swadesh Darshan Scheme is already under progress.
6.	Appendix X. P 94	Main Gate Qila Mubarak, First Floor	Access to rooms needs to improve to make the rooms contiguous with the B Block. Does	May be allowed subject to prior written approval of the Authority

		Access to Guest-rooms on 1 <sup>st</sup> & 2 <sup>nd</sup> Floor	Concessionaire have permission to create this connectivity so that guests do not get the feeling of having to go from outside.	based on the proposal submitted by the Concessionaire.
7.	Appendix X P 96	Block C	The open area within the open courtyard needs to be cordoned off with fencing for security purposes and taken out from the Common area	May be allowed based on the proposal submitted by the Concessionaire to the Authority provided further that 24x7 uninterrupted access would be there for the Authority or its authorized representatives or auditors / experts who may also inspect the site for violations (if any).
8.	Appendix X P 97	Distribution of areas. Responsibilities and Jurisdiction.  The area marked in green depicting the (a) QuilaAndroon and (b) Concessionaires area (c) Common area.	This should be under the security and control of the concessionaire's area because this area is a security risk if left to both authority & concessionaire. We wish the concessionaire to get control of the same as he is responsible for maintaining the same with the authority having unlimited access 24/7.	No change.
9.	Notice inviting bids. P 8.	ii. Drawings	Request to provide As-built CAD drawings, Plumbing & Electrical drawings and Services drawings depicting AC ducts and Fire Fighting pipes, water line; water tank sizes and location for STP etc.	The work is in progress and is at advance stage of completion. The As-built CAD drawings would be provided to the Successful Bidder after completion of work. The plan CAD drawings are being provided.
10.	Clause 1.1.1 P 11	Cost to concessionaire for up-gradation to Heritage hotel.	Request that detailed statement of estimated cost may please be provided.	Bidders are to undertake independent estimation of cost

				based on their own vision of the project.
11.	Clause 7.4.Q (c) Page 48	Insurance in Concessionaire's Scope	Concessionaire does not own building and can only cover whatever is his insurable interest	Concessionaire has to undertake all insurances including third party loss / injury, except building. However, Concessionaire shall be responsible for any damage to the building / structure due to its own negligence or due to the negligence of its employees, contractors, etc. and make good any such damage at its own cost and expense.
12.	Clause 7.4.Q (p) Page 49	Lighting and Landscaping of open spaces around the Hotel.	Lighting & maintenance- the capex and work is to be undertaken by the Authorities	As per Bid Documents.
13.	Clause 7.8 Page 50	Annual Concession Fee and Revenue Sharing	Moratorium should be for 18 months.	As per Bid Documents, the Moratorium on ACF is 30 months from the Effective Date or 12 months from the COD, whichever is earlier.
14.	Not part of RFQ	SardKhana, near the JalauKhana.	Does the Concessionaire have the right to this becoming a part of the lease once it is restored?	At present there is no proposal for restoration of SardKhana. However, the Department reserves its right regarding its reuse after restoration.  The Concessionaire may be considered for first right of refusal in case of any commercialization is envisaged in SardKhana
15.	Page 11	Estimated Project Cost	We would like to draw your kind attention and suggest that keeping in mind the current	No change.

			<p>covid-19 situation where the hospitality sector is under great set back and undergoing the difficult times and unable to sustain its operations.</p> <p>We being a heritage hotel chain and operating such properties since last 3 decades, however are keen to offer our consultancy, expertise related services in restoration of said project but we cannot afford this investment and shall request the government to spend the above project cost since the building / ownership rights are also vested with the government.</p> <p>From whatever budget you had allocation, we can undertake to do the interiors and operate the property as a heritage hotel, with minor financial commitments. In case the government is ready to accept our suggestion we would like to submit our offer otherwise incurring the project cost at our end is not viable with the present scenario.</p>	
21.	APPENDIX – X	Site Plan, Layouts and Drawings	<ul style="list-style-type: none"> <li>• Architectural Plans,Elevation &amp; Sections,</li> <li>• Structural Drawings, specifications,BOQs and Structural Stability Report from Govt. approved Consultant.</li> <li>• Interior Design Concept,DD,CD, Finishing Details</li> <li>• Soft Furnishing Details</li> </ul>	<p>All available drawings are being provided.</p> <p>Furnishing, Finishing and equipments (IT, Kitchen, etc.) to be undertaken by the Concessionaire as per its requirement.</p>

			<ul style="list-style-type: none"> <li>• FF &amp; E Details</li> <li>• MEP Drawings and DBR, Specifications and BOQs for High Side and Low Side</li> <li>• MEP Equipment's List and Brands</li> <li>• Landscape Plans, Sections &amp; Finishes details for Hardscapes, Softscapes.</li> <li>• External finishes Details</li> <li>• BOH &amp; Kitchen Planning with Equipment Details</li> <li>• IT design and Equipment list.</li> </ul>	
22.	Page 15, Clause 1.3	Bid Submission	It is kindly requested to allow a minimum period of 30 days from the date of reply to pre – bid queries.	The due date of bid submission is hereby extended till 30 <sup>th</sup> September 2020
23.	DCA, Schedule V	Statutory Clearances	<ul style="list-style-type: none"> <li>• List of local statutory permissions required &amp; the ones already in place.</li> <li>• List of consultants / designers already on board.</li> <li>• Need to identify the possible locations for landscaping job.</li> <li>• Does the Authority have any sustainability goals? Like, IGBC, GRIHA rating, etc.?</li> </ul>	As per Bid Documents and MoT Guidelines. The Bidder should visit the project site to ascertain and understand specific requirements as per its own vision of the project.
24.	DCA, Clause 4.1	Conditions Precedent	<ul style="list-style-type: none"> <li>• As built drawings should be provided to the Concessionaire as a part of Conditions Precedent. Planning drawings should be provided along with RFP before bidding.</li> </ul> <p>For better understanding, Future Management, upkeep &amp; true Maintenance of Property at all later stages.</p>	All available As-built drawings shall be provided to the Successful Bidder after completion of works.
25.	RFP Page 46,	Fire Fighting	<ul style="list-style-type: none"> <li>• Wires and Internal points for smoke</li> </ul>	All drawings are being provided.

	Clause 7.4		<p>detection should be done by the Authority. Sensors and panel can be in the scope of Concessionaire</p> <ul style="list-style-type: none"> <li>• All Fixed Pipelines of Fire shall be undertaken the Govt. Dept. All external Fitments to be done by Concessionaire.</li> </ul>	The works being undertaken by the Authority are mentioned in the RFP. All additional and specific works have to be undertaken by the Concessionaire.
26.	RFP Page 46, Clause 7.4	Communication Systems	<ul style="list-style-type: none"> <li>• Have wires been laid out till the washrooms for Phones?</li> <li>• Camera Wires shall be executed by Govt. dept.</li> <li>• Cameras and external fitments shall be in Concessionaire Scope.</li> <li>• Public Address system by the govt.</li> <li>• Music System, external accessories &amp; Speaker in Concessionaire scope.</li> </ul>	Same as Sr. No. 25
27.	RFP Page 46, Clause 7.4	Rain Water Harvesting	<ul style="list-style-type: none"> <li>• Some technical interventions are required to ensure there is no damage to paint and property during subsequent years.</li> </ul>	Same as Sr. No. 25. However, no Rain Water Harvesting is being done by the Authority
28.	RFP Page 46, Clause 7.4	Swimming Pool	<ul style="list-style-type: none"> <li>• The Civil works relating to Pool, Internal Pipelines shall be got done by the Govt. Dept.</li> <li>• Filter Plant and beautification in the scope of the Concessionaire.</li> </ul>	As per Bid Documents
29.	RFP Page 46, Clause 7.4	Civil Works	<ul style="list-style-type: none"> <li>• In the Interest of Preserving the heritage, the Civil Works/Plumbing/Sewer/Tiles work of bathrooms in Residency rooms to be undertaken by the Govt. Dept.</li> <li>• All Fitments and accessorizing to be done by Concessionaire.</li> </ul>	As per Bid Documents

30.	RFP Page 36, Clause 3.4.1	Marking System	<ul style="list-style-type: none"> <li>• MSME Punjab Registration in Hospitality Sector should be given extra Weightage (Govt. of India &amp; Punjab basic Parameters)</li> <li>• Punjab Domicile shall be awarded extra weightage. (Govt. of India &amp; Punjab basic Parameters)</li> <li>• A Domicile &amp; Long Staying Resident of Patiala shall also be given extra weightage due to emotional/ Passionate/sentimental reasons and better understanding of Patiala Heritage &amp; Patialvi Culture. (Proofs to be Attached.)</li> <li>• Presentation and Personal Interview of the promoters &amp; their future hierarchy details, as the Royal Heritage Property will be managed for long Tenure of 50 Years shall be given 20 marks. (The Higher Importance of Hierarchy is due to the Prestige of Royal Project which is to be awarded for Long Term Tenure of 50 Years.)</li> <li>• Concessionaire shall have a Minimum operational experience of 3 years into</li> </ul>	As per Bid Documents.
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			<p>Hospitality. (proofs to be attached)</p> <ul style="list-style-type: none"> <li>• International Hotel Chains having presence of minimum 1000 hotels should be given weightage in marking system</li> <li>• Turnover criteria shall be modified to minimum Rs. 2.5 Cr. Per annum. With an aggregate turnover of 12.5 Cr. in Last 3 F.Y. (2018-19/ 2017-18/2016-17). Audited Balance Sheets to be submitted along.</li> </ul>	
31.	General	FINANCIAL ASPECT	<ul style="list-style-type: none"> <li>• For Facilitation of Project Funding to the Concessionaire in turn to enhance Bid Participants, kindly allow hypothecation of Movable assets that are to be put in place by the Concessionaire.</li> </ul>	As per Bid Documents
32.	APPENDIX – X	Site Plan, Layouts and Drawings	Would request you to please share Auto Cad for better estimations as the drawings shared are in PDF	The available Auto CAD drawings of site plan and layout are being provided and being uploaded on the e-tendering portal / PIDB website.
33.	Clause ii and iii (page no. 8)	Total Project Site area or the Concessionaire Area is 10,043 sqm as per clause ii and total built up area of the site is 21,474 sqm + 8417 sq.	Please confirm our understanding that the built up area to be developed by concessionaire is 21,474 Sqm + 8417 sqm (Terrace Area)	As per Bid Documents.

		m. (terrace area).		
34.	Clause 1.1.1 (page no. 11)	Estimated Total project cost is INR 8.5 Crores.	Is this project cost considering 10,043 sqm or 21,474 sqm + 8417 sqm (terrace)	The estimated cost is for the balance works of the project site which includes Blocks A to E as per the Bid Documents
35.	Clause (K) page 48	Fire systems shall be installed by the Concessionaire.	What are the minimum requirement to be followed for fire protection and fire detection? Is it possible to install sprinklers in the building?	As per relevant Indian Standards and requirements of Fire Department of Local Government.
36.	Clause (L) page 48	All equipments and appliances in Kitchen and BOH Area shall be provided by the Concessionaire.	Kitchen and toilets need sunken flooring? Not sure it there is a provision to bury the pipes inside floor for kitchen and toilet drainage?	Being a Heritage Building sunken flooring is not possible. The pipes may be laid as per site conditions.
37.	Clause 7.4 (page 46)	Scope of Work	What extent of modifications are permitted (chasing of walls, floor, puncturing of walls, floor and slab to install concealed services) to make the building fit for operations.	Minor chiseling and puncturing may be allowed for concealed services subject to the conditions that: <ol style="list-style-type: none"> <li>1. No damage to Heritage Structure shall be allowed.</li> <li>2. The chiseled / punctured area should be restored to original by the Concessionaire at its own cost and expense.</li> </ol>
38.	Clause 7.4 (page 46)	Scope of Work	Can we hire our own consultants and suppliers for the work to be done or are there specific consultants authorized by the authority to carry out the work.	As per the Concessionaire's discretion.
39.	Clause 7.4 (page 46)	Scope of Work	Is there any warranty on the work carried out by the authority (including areas to be maintained by the concessionaire and by the	Warranty documents (if any) under manufacturer warranty would be provided at the time of handover.

			authority)	
40.	Clause 7.9 Page 50	The Concession Period for Project shall be 50 years from the Effective Date / Appointed Date. The Commercial Operation Date shall not be later than 15 days from the Date of Completion of Upgradation or any other extension communicated in writing by the Authority. It is to be noted that upgradation period of 18 months is part of the total Concession Period of 50 years. In case the Concessionaire is able to commence Commercial Operations before the lapse of 18 months, the Concessionaire would have the right to revenues for such period. In case the Concessionaire fails to commence Commercial Operations after 18 months, any delay shall result in reduction in effective revenue generating years for the Concessionaire besides and without prejudice to other rights of the Authority	Upgrade period of 18 months from effective date is not feasible. As it involves design and development and statutory approval which is not under control of concessionaire. This should be changed to 24 months in the current uncertainty due to COVID and ideally this period is to be made applicable from start of construction date i.e. after the last approvals and additional 6 months of extension provision should be made in case of an foreseen technical reasons.	No change.

		to impose penalties for delay and recover damages as per the provisions of the Concession Agreement.		
41.	Clause (a) Page 48	The Concessionaire shall be responsible for seeking all approvals and licenses for smooth operations of the project facility including, but not limited to, fire safety, bar license, etc.	Authority to consider single window clearance for all construction and operational licenses/ permits for this special project.	The Authority will assist in obtaining approvals. However, the responsibility of obtaining approvals shall be of the Concessionaire.
42.	Clause (a) Page 48	The Concessionaire shall be responsible for seeking all approvals and licenses for smooth operations of the project facility including, but not limited to, fire safety, bar license, etc.	Can Liquor be served in rooms?	As per applicable norms.
43.	Clause iv Page 8	The Concessionaire shall carry the upgradation and operation & maintenance of all 28 (twenty eight) rooms and other project facilities and shall also be responsible for collection of the tariff from all the rooms and other activities over the Concession Period of 50 (fifty) years including project upgradation period of 18 months. The maintenance has to be undertaken for the	Can we Rebrand the property	Co-branding may be allowed with word " <b>Ran Baas</b> " prefixed or suffixed.

		Concessionaire area as well as Common Area as per plan at APPENDIX - X. The security for common area and Concessionaire Area has to be provided by the Concessionaire while the security and maintenance of Authority Area shall be undertaken by the Authority.		
44.	Clause M and Clause N page 48	<p>Clause M) STP, WTP and Hydro Pneumatic Systems shall be undertaken by the Concessionaire.</p> <p>Clause N) Transformer, DG Set, Panels, Bus Bars, etc. shall be installed by the Concessionaire.</p>	DG, HSD storage tank and STP needs to be provided by concessionaire for exclusive hotel use, the location to be indicated on the plan.	<p>Amended Clause M and Clause N Clause M) STP, WTP and Hydro Pneumatic Systems for exclusive hotel use shall be undertaken by the Concessionaire.</p> <p>Clause N) Transformer, DG Set, Panels, Bus Bars, etc. for exclusive hotel use shall be installed by the Concessionaire</p> <p>Location can be decided by the Concessionaire.</p>
45.	Appendix X (page 85 onwards)	Site Plans, Layout Plans and Drawings	Please provide AutoCAD drawings for rechecking area at our end.	Same as Sr. No. 32
46.	Appendix X (page 85 onwards)	Site Plans, Layout Plans and Drawings	No allocation for engineering areas/ plant rooms etc. has been indicated on the layouts. What are the proposed location of various engineering plant rooms.	The Concessionaire may plan the services in any part of the Concessionaires Area including Block C, as per it's requirement and operational efficiency. The Concessionaire shall not be allowed

				to use Authority Area or Common Area for this purpose.
47.	Appendix X (page 86)	Appendix X (Qila Mubarak, Patiala - Zones A, B, C, D and E)	It appears there is only one entry and exit for the complex at block E and internal areas of Block A and Block D, which is proposed for guest movement. Separate service entry exits for staff and material are required for efficient operation of hotel. This will lead to circulation challenges hindering efficient operations. Is there provision for service entries or can it be made?	Same as Sr. No. 6
48.	Appendix X (page 86)	Appendix X (Qila Mubarak, Patiala - Zones A, B, C, D and E)	Block D is not contiguous to the block C and therefore, the movement of staff and materials will have to go through the common area which is not advisable.  Is there separate entry/Exit for Block D?	There is no separate entry / exit for Block-D. Please see plans.
49.	Appendix X (page 96)	Layout Name "Qila Mubarak, Patiala - Additional Structures" Block C	Intended / proposed usage of block C has not been indicated and needs elaboration on how this is to be used. Is this proposed to be used for back of house areas for hotel?	The Concessionaire may use Block-C for any purpose related to the operations of Hotel including events, exhibitions, plant rooms, back of the house services, staff quarters, rooms, etc. subject to the condition that no structural changes shall be allowed. Further, all commercial activities of the Concessionaire shall be restricted to Concessionaire Area and shall not be undertaken in Common Area or Authority Area.
50.	Appendix X (page 97)	Qila Mubarak, Patiala	What is the sq. m. meterage of the common area to be maintained by concessionaire.	Approx. 19084 sq. m. common area is to be maintained by the

				Concessionaire.
51.	Appendix X (page 97)	Qila Mubarak, Patiala	Is there a common connection for power and water? What is the storage capacity of water tanks and source of water.	No common connection is available for power. Concessionaire will have to take his own connection. Source of water is from Municipal Corporation. Capacity of water tanks is 1lakh litres for fire fighting and 67,000 litres for drinking.
52.	Appendix X (page 97)	Qila Mubarak, Patiala	What are the common infrastructure proposed to be shared with the Authority?	Parking, landscaping and peripheral road will be the common infrastructure to be shared with the Authority.
53.	Appendix X (page 97)	Qila Mubarak, Patiala	Can this area be used for commercial purposes by the concessionaire? E.g. events.	Same as Sr. No. 49
54.	Appendix X (page 97)	Qila Mubarak, Patiala	Is there a common entrance for Concessionaire Area and Authority's area	The common entrance for Concessionaire Area and Authority's area is the main entrance gate to the Fort.
55.	Clause & (page No. 6)	The prospective Bidders are hereby informed that the structures proposed as project area would include Ran Baas, LassiKhana, Rooms towards the entrance gate, JalauKhana and Parking at Qila Mubarak, Patiala. The Project envisages Upgradation and Operation & Maintenance, the details of which have been mentioned in this RFP.	How many car parking are proposed to be allocated exclusively to the hotel guest and where are they located.	There are two parkings. Parking at the rear side can be used exclusively for the hotel while parking at the front shall be common parking.

56.	Appendix X (page 85)	Site Plans, Layout Plans and Drawings	What is the width of the approach road (can large vehicles like trucks, tourist busses) pass through it	The prospective bidders may visit the site and make their own assessment.
57.	Appendix X (page 85)	Site Plans, Layout Plans and Drawings	Auto CAD drawing for all the areas being given out	Same as Sr. No. 32
58.	-	Others	Clarity on the source of water supply for the development - Municipal / Borewell / Purchase	Municipal Water Supply is available in the Building.
59.	-	Others	Requirement for STP if any	As per the requirements of Heritage Hotel. However, Municipal Sewer connection is also available.
60.	-	Approvals	Would the department assist in obtaining all approvals required for the project work and starting operations - Same is being done / facilitated by NITI Aayog for projects under PPP in different states	Yes. The Authority will assist in obtaining approvals. However, the responsibility of obtaining approvals shall be of the Concessionaire.
61.	Clause 1.1.1 P 11	Cost to concessionaire for up-gradation to Heritage hotel.	Share the Feasibility Study done for the said project with us for our understanding.	The Bidders are required to undertake their own independent assessment of the Project Cost and Feasibility.
62.	Appendix X (page 85)	Site Plans, Layout Plans and Drawings	Kindly arrange CAD files of all structures and floors which are being assigned to the concessionaire as part of the RFP.	Same as Sr. No. 32
63.	-	Others	Location of services areas including STP, WTP, DG Sets, Transformers	To be decided by the Concessionaire himself.
64.	-	Others	Please share clarity on the capacity of Transformers, STP, WTP, DG Sets along with specifications	Same as Sr. No. 63
65.	Appendix X P 96	Block C	Due to safety and operations requirements, we request the common area to be a part of	As per Sr. No. 8 above.



			the concessionary. This will allow us to operate with more efficiency.	
66.	-	Others	<p>There is a rundown palace within the premises, which needs to be restored. We will be very keen to lease it out along with other structures proposed in the RFP.</p> <ul style="list-style-type: none"> <li>• First right of refusal should be given to the existing concessionaire.</li> </ul>	As per Sr. No. 14 above.
67.	Section 7	Concession Period	As we will be investing considerable amount in the property, we propose the extension of the lease tenure upto 99 years.	No Change.
68.	Appendix X P 96	Block C	We would like to enhance the inventory in the existing property by adding rooms in block C. Please share clarity on the possibility of adding more rooms there.	As per Sr. No. 49 above
69.	Appendix X P 96	Rear Parking	We would want back side entry to be restored and made available at sole discretion of the concessionaire for higher operational efficiency.	Entry on the rear side shall be restored by PHTPB and may be used by both Concessionaire and Authority.
70.	Page 15, Clause 1.3	Bid Submission	We request the extension of the bid due date by 30-40 days to allow us time to conduct technical due diligence.	As per Sr. No. 22 above