Response of Department of Tourism on Pre-Bid Queries for Selection of a Consulting firm for setting up a Project Management Unit (PMU) at Department of Tourism, Government of Odisha

1. PRICE WATER HOUSE COOPERS LLP (PwC)

Sl. No.	RFP Clause No. and Page No.	Query / Modification Requested	Response of DoT
1	Clauses 5.3.1 and 6.2.1, Table 5 - Overall Annual Turnover Pages 11-12	We understand that the minimum average overall annual turnover requirement of INR 2000 crore for FY 2022-23, FY 2023-24 and FY 2024-25 shall remain unchanged. We request the Authority to revise the corresponding technical evaluation criterion so that 10 marks are awarded for meeting the minimum average overall annual turnover of INR 2,000 crore, and 1 additional mark is awarded for **every additional INR 100 crore of average overall annual turnover**, subject to the existing maximum of 15 marks.	Refer to Corrigendum No. -2
2	Clauses 5.3.2 and 6.2.1, Table 5 - Government Consulting Turnover Pages 11-12	We understand that the bidder is required to have an average annual turnover from Government Consulting of at least INR 750 crore during FY 2022-23, FY 2023-24 and FY 2024-25. We request the Authority to kindly revise the minimum average annual turnover from Government Consulting **from INR 750 crore to INR 100** crore. Correspondingly, it is requested that the bidder may be awarded the base marks at an average Government Consulting turnover of INR 100 crore, **with one additional mark for every additional INR 50 crore**, subject to the maximum marks prescribed in the RFP.	Refer to Corrigendum No. -2
3	Clause 3.1.1 - Team Leader Page 6	We request the Authority to kindly reduce the minimum overall experience requirement for the Team Leader from 20 years to 15 years and widen the Educational qualifications to B.Tech /BE / B.Arch / B.Plan and MBA / masters in relevant field related to Tourism, Urban Planning, Architecture or any associated field	Refer to Corrigendum No. -2
4	Clause 3.1.1 - Positions prescribing 15	We request the Authority to kindly reduce the minimum experience requirement for positions like Destination Marketing & Promotion Specialist, Senior and Procurement Specialist, Senior currently prescribing 15 years to	Refer to Corrigendum No. -2

	years of experience Pages 6-7	10 years, while retaining the stipulated qualifications and domain-specific requirements. Additionally, request to make all Senior Positions minimum experience consistent to 10 years and all Junior positions to 5 years.	
5	Clause 5.2 and Table 5 - Eligible PMU Assignments Pages 11-12	We understand that the RFP presently considers **completed PMU assignments undertaken during the last 7 years** for meeting the prescribed experience criteria and for evaluation of additional assignments. We request the Authority to kindly: • revise the applicable look-back period from 7 years to 10 years; and • for the purpose of awarding additional marks beyond the minimum qualifying assignments, also consider **ongoing PMU assignments that have completed at least 12 months** as on the bid submission date, subject to submission of appropriate documentary evidence such as Work Order/Agreement and documentary proof confirming the period of services rendered.	No change
6	Clause 5.2 and Table 5, Pages 11-12	We understand that the RFP presently considers **completed Investment Promotion assignments undertaken during the last 5 years** for the prescribed experience requirement and technical evaluation. We request the Authority to kindly: • revise the applicable look-back period from 5 years to 10 years; and • for the purpose of awarding additional marks beyond the minimum qualifying assignment, also consider ongoing Investment Promotion assignments that have completed a substantial period of implementation/service delivery as on the bid submission date • Pls clarify if INR 2cr value per annum and 24 months contract duration is applicable for Investment Promotion completed PMUs as well.	No change
7	Clause 5.2, Table 5 and Annexure VI - Project Credentials Pages 11-12 and 28	We request the Authority to permit a certificate issued by the bidder's Statutory Auditor or Chartered Accountant, along with the relevant Work Order/Agreement and available evidence of service delivery, where a formal Completion Certificate has not been issued by the client. The certificate may confirm client, assignment, scope, period, completion status and consultancy fee/value.	Refer to Corrigendum No. -2
8	Clause 15 - Submission of Proposal Pages 16	Please confirm the number of original and copy sets required for the Technical and Financial Proposals.	One set

9	Clauses 7.1.1 and 15 - Bid Processing Fee, EMD and Submission Pages 13 and 16-17	Pls specify the exact envelope in which the original Demand Draft instruments are to be placed.	In a separate envelope inside the technical proposal.
10	Clause 7.1.1 - EMD / Bid Security Pages 13-14	Please permit submission of the EMD/Bid Security as a Bank Guarantee issued by a scheduled commercial bank, in addition to Demand Draft.	No change
11	Clause 22 - Performance Security Page 19	Please confirm that the Performance Security of 3% will be calculated on the professional fee excluding applicable taxes and reimbursable/out-of-pocket expenses, if any.	As per RFP
12	Clause 1.2, Clause 4 and Annexure VIII - Contract Period, Fees and Financial Proposal Pages 5, 10 and 31	The RFP provides for an initial contract period of three years, with possible annual extensions for a further two years, and requires bidders to quote a three-year financial proposal and position-wise man-month rates. However, no provision for annual escalation/revision of professional fees or man-month rates is specified. We request the Authority to provide that the accepted professional fees/man-month rates shall be increased by 10% annually to account for annual increments, inflation and increases in statutory and operating costs.	No change
13	RFP Schedule / Bid Submission Timeline, Page 3	We understand that responses to the pre-bid queries are scheduled to be issued on 6 November 2026, whereas the bid submission deadline is **16 November 2026**. We request the Authority to kindly provide a minimum period of **three weeks from the date of publication of the responses to pre-bid queries and any corrigendum/addendum** for submission of the proposal. Accordingly, the bid submission deadline may be extended to a date falling at least three weeks after publication of the final pre-bid responses	Refer to Corrigendum No.-1

2. **PRIMUS PARTNERS PVT. LTD.**

Sl. No.	Clause No./Page No.	Query/Modifications Requested	Response of DoT
1	Clause 5.3.1 & 5.3.2, Page 11 – Financial Eligibility Criteria	It is requested that the two separate turnover requirements of INR 2,000 crore (Minimum Average Overall Annual Turnover) and INR 750 crore (Minimum Average Annual Turnover from Government Consulting) be rationalized and consolidated into a single criterion of minimum average annual turnover of INR 50 crore from consulting projects during the last three financial years.	Refer to Corrigendum No.-2
2	Clause 6.2.1, Table 5, Page 12 – Technical Evaluation Criteria, Sr. No. 2 & 3	It is requested that the turnover-based technical evaluation criteria be revised to assess only the Minimum Average Overall Annual Turnover, as follows: INR 50–60 crore: 5 marks; INR 60–75 crore: 10 marks; INR 75 crore and above: 15 marks. The separate evaluation criterion for Government Consulting Turnover may kindly be removed.	Refer to Corrigendum No. -2
3	Clause 5.2, Page 11 – Technical Eligibility Criteria	It is requested that the experience requirement be broadened to consider relevant PMU, tourism consulting and institutional development assignments undertaken across different States in India, including assignments outside Odisha, and that experience in allied sectors with similar scope and complexity also be considered.	No change
4	Schedule of RFP Process, Page 3	It is requested that the deadline for submission of bids be extended from 16 November 2026 to 30	Refer to Corrigendum No. 1

	– Date of Submission of Bids	November 2026.	

3. KPMG

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
1.	**Schedule of RFP Process - Table 1 (Important Dates & Information), Page 3**	**Existing provision:** Response to pre-bid queries: 06.11.2026. Last date and time for submission of bids: 16.11.2026 by 3:00 PM. **Modification / clarification requested:** The Department is requested to **extend the last date for submission of bids by at least two (2) weeks**, i.e., to on or around 30.11.2026, and in any case to a **date not earlier than fourteen (14) days from the date of issuance of responses to pre-bid queries / any addendum.**	Refer to Corrigendum No. -1
2.	**Clause 3.1.1 - Key Personnel, Sl. 1 (Team Leader), Page 6**	**Existing provision:** B.Tech/B.E with MBA in Tourism; Tourism Sector expert with at least 20 years' of experience in Tourism and Eco Tourism across India; experience in tourism & associated policy / guideline formulation for at least 2 states in India / GoI. **Modification / clarification requested:** Request to modify as- Graduate in any discipline with a postgraduate degree/diploma in Management / Tourism	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		/ Architecture / Planning / Public Policy / Economics or equivalent Tourism Sector expert with at least 12 years' of experience in Tourism and Eco Tourism, destination development or PPP/infrastructure advisory across India; experience in tourism & associated policy / guideline formulation for at least 1 state in India / UT/GoI.	
3.	**Clause 3.1.1 - Sl. 2 (Destination Marketing & Promotion Specialist - Senior), Page 6**	**Existing provision:** Minimum 15 years of professional experience in destination marketing, brand management, integrated marketing communication, advertising, media planning, market research, or campaign management. **Modification / clarification requested** Request to modify as- Minimum 10 years of professional experience in destination marketing, brand management, integrated marketing communication, advertising, media planning, market research, or campaign management.	Refer to Corrigendum No.-2
4.	**Clause 3.1.1 - Sl. 3 (Procurement Specialist - Senior), Page 7**	**Existing provision**: MBA Graduate with any functional area / B.Tech from reputed University / PG degree in Procurement and Contract Management; Procurement expert with at least 15 years' of experience in public / Govt. procurement and bid process management. **Modification / clarification requested:** Request to modify as:	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		Graduate with a Postgraduate degree/ PG diploma in Finance, Management, Procurement, Contract Management, Law or Public Policy or equivalent from reputed University with Procurement experience. Experience: Procurement expert with at least 10 years of experience in public / Govt. procurement and bid process management.	
5.	**Clause 3.1.1 - Sl. 4- Procurement Specialist (Junior)**	**Existing provision:** MBA in Finance from reputed University / PG graduate diploma in Procurement and Contract Management; Procurement expert with at least 5 years of experience in public/Govt procurement and bid process management. **Modification / clarification requested:** Request to modify as- Graduate with a Post graduate degree / diploma in Project Management/ Engineering / Planning or equivalent from reputed University. Experience: Procurement expert with at least 5 years of experience in public/Govt procurement and bid process management.	No change
6.	**Clause 3.1.1 - Sl. 5 (Project Monitoring Specialist - Junior), Page 7**	**Existing provision:** B.Tech/ B.E in Civil Engg. / Masters in Project Management; or equivalent. At least 10 years' experience in project planning and monitoring of implementation of complex Govt. infrastructure projects. **Modification / clarification requested:**	Refer to Corrigendum No.-2

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		B.Tech / B.E or equivalent, with a post graduate degree / diploma in Project Management/ Construction management / Planning or equivalent. Experience: At least 5 years of experience in project planning and monitoring of implementation of Government / infrastructure / urban / tourism projects.	
7.	**Clause 3.1.1 - Sl. 6 (Infrastructure Specialist - Senior), Page 7**	**Existing provision:** B.Tech/ B.E in Civil Engg. / B.Arch with Masters in Construction Management; At least 10 years of experience in working on Urban / Tourism Sector; should have done at least 1 project of INR 50 Cr. **Modification / clarification requested:** Request to accept Graduate in Architecture/ Planning / Civil Engineering or equivalent and Masters in Construction Management/ Urban Planning/ Urban Design/ Landscape Architecture/ Infrastructure Management and equivalent;. Experience: At least 7 years of experience in working on Urban / Tourism Sector; should have worked on at least 1 project of value not less than 20 crores.	Refer to Corrigendum No.-2
8.	**Clause 3.1.1 - Sl. 7 (Investor Facilitation Specialist - Senior), Page 7**	**Existing provision:** B. Tech / B.E with MBA in Marketing / Finance; At least 10 years' experience in investment promotion, data analysis and facilitation of investors for grounding of projects. **Modification / clarification requested:** Request to accept: Graduate with Post Graduation in	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		Marketing/Finance/Management/Economics/Public Policy or equivalent Experience: At least 7 years of experience in investment promotion, data analysis and facilitation of investors for grounding of projects.	
9.	**Clause 3.1.1 - Sl. 8 (Investor Facilitation Specialist - Junior), Page 8**	**Existing provision:** B. Tech/ B.E with MBA in Marketing/Finance/Project Management; At least 5 years' experience in investment promotion, data analysis and facilitation of investors for grounding of projects, with professional experience in GIS, remote sensing, spatial planning, geospatial database development, spatial analysis, mapping, or GIS-enabled project monitoring. **Modification / clarification requested:** Request to accept- Graduate with MBA/PG in Marketing/Finance/Project Management/ Planning/ Management Experience: At least 5 years' experience in investment promotion, data analysis and facilitation of investors for grounding of projects Also decouple the GIS requirement /remote sensing/ spatial planning, geospatial database development, spatial analysis, mapping, or	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		GIS-enabled project monitoring experience and create a separate GIS Specialist position as per the scope of the project.	
10.	**Clause 3.1.1 - Sl. 9 (Experiential Tourism Specialist - Nature, Senior), Page 8**	**Existing provision:** MBA / Master's degree or equivalent postgraduate qualification in Tourism Management / Forestry Management / Travel and Tourism Management; At least 10 years of professional experience in tourism product development, visitor-experience enhancement, or conceptualization and implementation of experiential or niche tourism products. **Modification / clarification requested:** Request to accept - At least 7 years of professional experience in tourism product development, visitor-experience enhancement, or conceptualization and implementation of experiential or niche tourism products.	No change
11.	**Clause 3.1.1 - Sl. 10 (Experiential Tourism Specialist - Culture, Senior), Page 8**	**Existing provision:** At least 10 years of professional experience in tourism product development, visitor-experience enhancement, or conceptualization and implementation of experiential or niche tourism products / cuisine / heritage conservation / handloom handicraft / spiritual / wellness / festivals. **Modification / clarification requested:** Request to accept- At least 7 years of professional experience in tourism product development, visitor-experience enhancement, or conceptualisation and implementation	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		of experiential or niche tourism products / cuisine / heritage conservation / handloom handicraft / spiritual / wellness / festivals.	
12.	**Clause 3.1.1 - Sl. 11 (IT Specialist), Page 8**	**Existing provision:** B.Tech/B.E in Information & Technology or Computer Science or equivalent MCA; At least 10 years' experience in managing Technology projects with at least 3 years in managing Govt. IT projects. **Modification / clarification requested:** **Request to accept:** B.Tech/ B.E in Information & Technology/BCA/M.Sc (IT/CS)/MBA (IT)/ MCA Experience: At least 7 years of experience in managing Technology projects with at least 2 years in managing Govt. IT projects.	No change
13.	**Clause 3.1.1 - Sl. 12, 13,14(Communication, Event Management and Design & Creative Specialist, Junior), Page 8**	**Existing provision:** Masters in Mass Communication / Media Science / Masters in Journalism; At least 07 years of professional experience in strategic communication, media communication, content development, stakeholder communication and social media communication. **Modification / clarification requested:** Request to accept- **Communication Specialist**: accept any PG in Communication/	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		Media/PR/Journalism/Marketing/English; experience 5 years. **Event Management Specialist:** Reduce experience from 5 to 3 years; qualification any graduate/PG diploma with event experience. **Design and Creative Specialist (Junior**): accept Degree/Diploma in Design, Fine Arts, Visual Communication, Animation or Multimedia; reduce experience from 5 to 3 years.	
14.	**Clause 5 (Eligibility)**	**Clarification / modification requested:** Keeping in consideration Clause 20, permit the bidding entity to submit and rely upon the project credentials (experience) and the financial credentials (turnover) of its parent / holding / affiliated / group network entity(ies) operating under the same brand in India, supported by proof of affiliation	No change
15.	**Clause 3.1.5, Page 9 (read with Clauses 3.1.6 & 3.1.7)**	**Existing provision:** The Selected Agency shall mandatorily deploy those resources who are showcased in the response to the RFP. **Modification / clarification requested:** Permit the Selected Agency, with the Department's prior written approval, to substitute a proposed resource with an alternative of equal-or-better qualifications and experience, where the originally proposed resource becomes unavailable between proposal submission and mobilisation (and thereafter during the engagement).	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
a.	**Clause 5.2 - Technical Eligibility Criteria, Page 11 (read with Note (b))**	**Existing provision:** The Agency should have experience of at least 3 completed PMU assignments of minimum 24 months duration each with Government of India / State Government in India in the last 7 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore per annum. Out of three PMU, at least one must be from Investment Promotion related assignment… Note (b): Self-declaration documents to fulfil eligibility criteria shall be rejected. **Modification / clarification requested:** The Agency should have experience of at least 3 PMU assignments (completed or ongoing) of minimum 24 months duration each with Government of India / State Government in India in the last 7 years. For an ongoing assignment, a minimum of 24 months of continuous service shall have been completed as on the bid-submission date. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore per annum. Out of three PMU, at least one must be from an Investment Promotion related assignment. Documentary proof shall be the Work Order and the Completion Certificate, or, for an ongoing assignment, the Work Order and a client-issued certificate of satisfactory ongoing performance and value. Note (b): Self-declaration documents to fulfil eligibility criteria shall be rejected.	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
16.	**Clause 5.3.1 - Financial Eligibility Criteria, Page 11 (read with Clause 20, Page 19)**	**Existing provision:** Minimum Average Overall Annual Turnover of INR 2000 Crore for the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25). **Modification / clarification requested:** Minimum Average Overall Annual Turnover of INR 2000 Crore for the last 3 (Three) financial years (FY 2023-24, FY 2024-25 and FY 2025-26). The said turnover may be demonstrated by the bidding entity on combined basis of the turnover / professional fee of the bidding entity together with its parent / holding / affiliated network entity(ies) operating in India under the same brand, supported by linkage documentation and a letter of financial support from such parent / affiliate. **OR** Minimum Average Overall Annual Turnover of INR 500 Crore of the bidding entity on a standalone basis.	Refer to Corrigendum No. -2
17.	**Clause 6.2, Table 5 (Technical Proposal Evaluation), Sl. 2 Page 12, read with Clause 5.3.1**	**Existing Provision:** Minimum Average Overall Annual Turnover of INR 2000 Crore for the last 3 financial years. 10 marks for fulfilling above criteria; 1 Mark for each additional average turnover of 1000 Crore; Max up to 5 Marks. (Total 15 marks.) **Modification / clarification requested:** Overall turnover is already prescribed as a minimum eligibility condition under Clause 5.3.1. Scoring the same parameter again in the Technical Proposal evaluation is	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		redundant and rewards the size of a firm rather than its capability to deliver this PMU. Request that the overall-turnover scoring criterion (Sl. 2) be deleted and the 15 marks so released be reallocated to evaluation of the Curriculum Vitae of the two key personnel who will drive the engagement, as follows: **Proposed revised Sl. 2 - Evaluation of Key Personnel (CV-based): 15 marks** • Curriculum Vitae of the Team Leader: 10 marks • Curriculum Vitae of the Destination Marketing & Promotion Specialist (Senior) [de-facto Deputy Team Leader]: 5 marks assessed on educational qualification, relevant sector experience, and experience of assignments of a similar nature. **Additionally,** If the Department prefers to retain a turnover-based score, align the thresholds and increments under Sl. 2 and Sl. 3 with the revised eligibility thresholds under Clauses 5.3.1 and 5.3.2 and permit the overall-turnover score to be assessed on the group / affiliate basis under Clause 5.3.1.	
18.	**Clause 5.3.2 - Financial Eligibility Criteria, Page 11**	**Existing provision:** Minimum Average Annual Turnover of INR 750 Crore from Government Consulting for the	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25). **Modification / clarification requested:** Reduce the minimum average annual turnover from Government Consulting from INR 750 Crore to INR 200 Crore, assessed on the bidding entity's standalone Government-consulting turnover with 3 marks for fulfilling above criteria and 1 Mark for each additional average turnover of 25 Crore. OR Minimum Average Annual Turnover of INR 250 Crore from Government Consulting for the last 3 (Three) financial years (FY 2023-24, FY 2024-25 and FY 2025-26), assessed on the bidding entity's standalone Government-consulting turnover.	
19.	**Clause 6.2 - Table 5 (Technical Evaluation Criteria), Sl. 1, Page 12**	**Existing provision:** At least 3 completed PMU assignments of minimum 24 months duration each…: 15 marks for 3 projects; 2 marks for each additional completed PMU assignment with GoI / State Government in India; max up to 10 marks. **Modification / clarification requested:** The bidder should have at least 3 PMU assignments (completed or ongoing) of minimum 24 months duration each with GoI / State Government in India in the last 7 years; minimum consultancy fee INR 2.0 crore as per work order/ LOA/ client certificate.	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		• 15 marks for 3 projects (completed or ongoing) • 2 Marks for each additional PMU assignment (completed or ongoing) with GoI / State Government in India • Max up to 10 Marks.	
20.	**Clause 6.2 - Table 5, Sl. 5 (Odisha PMU scoring), Page 12**	**Existing provision:** The bidder having completed Project Management Unit (PMU) (of at least 24 months duration) with Government of Odisha in the last 7 years with a minimum consultancy fee of INR 2.0 crore: 2.5 marks for each project; max up to 5 marks. **Modification / clarification requested:** Permit ongoing PMU assignments with the Government of Odisha with 24 months duration supported by the Work Order plus a client-issued ongoing-performance certificate.	No change
a.	**Clause 4 - Fees and Payment Schedule, Page 10**	**Existing provision:** The selected agency shall provide monthly invoice to DoT within first week of the succeeding month for processing and payment. (No defined payment turnaround / timeline for release of payment is specified.) **Modification / clarification requested:** Specify a defined payment timeline, e.g., processing and release of undisputed invoice amounts within thirty (30) days of submission of a correct invoice together with the Monthly Progress Report, and provide for simple interest on undisputed amounts delayed beyond such period.	Payment will be made within 30 days of submission of a correct invoice together with the Monthly Progress Report,

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
21.	**Annexure-VIII - Financial Proposal / Clause 3.1.4 (Man-Month rates), Pages 31 and 9**	**Existing provision:** The Financial Proposal requires Man-Month rates for each position, but the RFP does not define a "man-month" (number of working days) or the applicable leave / holiday pattern. **Modification / clarification requested:** Request the Department to specify the definition of a man-month (e.g., 22 working days or 30 calendar days) and the applicable working-day / leave pattern, as per the Department's norms.	As per RFP
22.	**Clause 10.1.2 - Penalty / Blacklisting, Page 15**	**Existing provision:** The Agency may be blacklisted from bidding for any future Contract / Tender / EoI / RFP with Department of Tourism, Government of Odisha for a period of 3 years. **Modification / clarification requested:** Confirm that blacklisting shall be invoked only after issuance of a written show-cause notice specifying the proposed action and a reasonable opportunity of being heard, and only in respect of defaults attributable to the Agency.	No change
23.	**Clauses 23 & 24 - Indemnity and Limitation of Liability, Pages 19-20**	**Existing provision:** Clause 23: the Agency shall indemnity DoT, for an amount not exceeding the value of the Agreement, for any direct loss or damage caused due to any deficiency in service. Clause 24: in no circumstance shall the aggregate liability of either party exceed the total value of the Agreement. **Modification / clarification requested:** Confirm that (i) the Agency's aggregate liability shall be limited to the	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		fees paid / payable to the Agency during the twelve (12) months immediately preceding the event giving rise to the claim; (ii) neither party shall be liable for indirect, incidental, consequential, special or punitive damages or loss of profit; and (iii) the indemnity is limited to third-party claims arising from the Agency's proven negligence or wilful misconduct.	
24.	**Annexure-VIII - Financial Proposal, Page 31 (read with Clauses 6.3.5 and 3.1.4)**	**Existing provision:** The Financial Proposal requires a single lump-sum "Financial Bid Amount (in INR) for Three Years" and, separately, Man-Month rates for each of the 14 positions. Clause 6.3.5 computes the financial score using F1 = amount of the financial proposal. Clause 3.1.4 provides for additional / varied resources at the quoted man-month rate. **Modification / clarification requested:** Confirm that (i) the financial evaluation (L1 determination under Clause 6.3.5) shall be based solely on the lump-sum three-year Financial Bid Amount; (ii) the man-month rates are collected only for pricing any additional / varied resources under Clause 3.1.4 and will not separately enter the evaluation; and (iii) whether the lump-sum amount is to be built up from all listed positions at 100% deployment for the full three years.	As per RFP
a.	**Clause 2, Scope of Work, Sl. 8 (IT Support) read with Sl. 9, Pages 5-6**	**Existing provision: IT Support:** Conducting As-Is studies, monitoring IT implementation, and setting up an integrated IT/Non-IT dashboard.	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		Clarification / modification requested: Clarify that the IT scope is advisory / PMU in nature (As-Is studies, preparing IT RFPs, defining requirements, and overseeing / monitoring vendor implementation, and conceptualising / specifying the dashboard), and that the actual software development, system integration, hosting, licensing and hardware for the dashboard / IT systems will be executed by a separate IT System Integrator / vendor procured by the Department of Tourism, not by the PMU Agency.	
b.	**Clause 2, Scope of Work, Point 10 (Event Management), Page 6**	**Existing provision:** Event Management: Planning, executing and evaluating events, roadshows, festivals, and international / domestic travel marts; ensure timely delivery and prepare post-event reports. **Clarification / modification requested:** Clarify that the physical execution / on-ground activation of events will be undertaken by a separate Event Management Agency (EMA) procured by the Department, and that the PMU's role is to plan, conceptualise, guide, facilitate and monitor such events and the EMA, rather than to physically execute them.	As per RFP
25.	**Clause 3.1.4, Page 9 (read with Annexure-VIII)**	**Existing provision:** Where DoT requires additional personnel, the Selected Agency shall deploy such personnel at the corresponding man-month rate quoted in its Financial Proposal.	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		Clarification / modification requested: Clarify whether the quoted man-month rates remain fixed for the entire contract term (3 years, extendable by 2) or are subject to annual escalation. The Agency requests an annual escalation mechanism for man-month rates (e.g., a fixed percentage per annum, or linkage to a published cost / wage index) for any period beyond the first contract year.	
26.	**Clause 2 / Clause 3.1.1, Sl. 5 (Project Monitoring), Pages 5-7**	**Clarification / modification requested:** Confirm that "project monitoring" under the scope of work and the role of the Project Monitoring Specialist is intended from a project-management / contract-oversight (PMC) perspective	As per RFP
27.	**Clause 8 – Force Majeure, p.14**	**Modification / clarification requested:** Request to make the following modifications: (a) make the clause mutual (it presently refers to events beyond the control of "DoT" only), (b) include epidemic/pandemic, lockdown, strike, change in law, and government orders, (c) extend the intimation period from 72 hours to 7 days, and (d) provide for payment of services rendered until the date of cancellation.	No change
28.	**Clause 9.1 and 9.2 – Termination, p.14**	**Modification / clarification requested:** Request to make the following modifications:	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		(a) provide a minimum of 30 days' written reasoned notice before termination, (b) cap "cost of execution through another agency" to the unexecuted portion of contract value, (c) provide objective KPIs, and (d) replace "DoT's view is final and binding" with a joint review/escalation mechanism, and provide for payment of fees for work done up to termination.	
29.	**Clause 12 – Disputes, p.15**	**Modification / clarification requested:** Please add an arbitration clause: amicable settlement first, then arbitration by a sole arbitrator under the Arbitration and Conciliation Act, 1996, seat Bhubaneswar, with courts in Bhubaneswar having jurisdiction for supervisory matters; Indian law to govern.	No change
30.	**Clause 15 and 16, p.16-18**	**Modification / clarification requested:** Please clarify (a) the number of hard copies and whether soft copies (CD/pen drive) are to be enclosed, (b) acceptance of bids dispatched before the deadline but delivered in transit, and (c) acknowledgement receipt for hand delivery. Please also consider allowing online submission.	(a) One Set (b) Will not be accepted (c) Will be dropped in the dedicated sealed box on the ground floor of Paryatan Bhawan
31.	**Clause 22 – Performance Security, p.19**	**Modification / clarification requested:** Please clarify (a) extend the time to furnish PBG from 15 to 30 days of LoA,	As per RFP

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		(b) release the PBG within 30 days of completion/expiry, and (c) reduce validity beyond contract to 60 days.	
32.	**Clause 23 and 24 – Indemnity / Limitation of Liability, p.19-20**	**Modification / clarification requested:** Please add that (a) neither party shall be liable for indirect, consequential, or special losses or loss of profit/reputation; (b) the Agency's liability shall be limited to [the fees paid/payable in the preceding 12 months or contract value]; (c) indemnity excludes claims arising from DoT-supplied data, content, instructions or third-party IP; (d) the carve-outs for fraud/wilful misconduct are mutual.	As per RFP
33.	**Annexure-I, items 12, 13, 17, p.22-23**	**Modification / clarification requested: The draft Agreement is not part of the RFP.** Please publish the draft Agreement/contract conditions before bid submission and allow Bidders to seek clarifications on it. Item 13 (no changes to the draft agreement) and item 12 (irrevocable waiver of right to challenge) should be reviewed accordingly.	As per RFP
34.	**Annexure-V, p.27**	**Modification / clarification requested:** The undertaking refers to "development of project", "execution" and "Operations and Maintenance of the Projects", which do not apply to a PMU assignment. Please correct or confirm the wording.	No change
35.	**New clause (not in RFP) – Taxes and Change in Law**	**Modification / clarification requested:** Please add that (a) fees are exclusive of GST, to be paid at prevailing	No change

Sl. No.	Clause No. / Page No.	Query / Modification Requested	Response of DoT
		rates, (b) any change in tax or law after the bid due date will be borne by DoT, and (c) TDS certificates will be furnished on time.	
36.	**New clause (not in RFP) – Sub-contracting/Associates**	**Modification / clarification requested:** Please permit the Agency to engage specialist sub-consultants / vendors (e.g. GIS, media, creative, event-management agencies) for non-core / specialised scope items, with the Department's prior approval, while the Agency remains fully responsible for the deliverables.	No change
37.	**Technical Presentation (Clause 6.2 B)**	**Clarification / modification requested:** We understand that the Technical Presentation will be made after technical evaluation and not submitted along with the bid. Please confirm.	Technical Presentation will be made after technical evaluation and not required to be submitted along with the bid.

4. **IPE GLOBAL**

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
1	Table 1 (Schedule of RFP Process), Page 3 • Response to pre-bid queries: 06.11.2026 • Last date and time for submission of bids: 16.11.2026 by 3:00 PM 15. SUBMISSION OF PROPOSAL-PACKING, SEALING &MARKING Page 16 Duly sealed proposal from the Agency filled in all respect must reach DoT at the address, time and	Kindly provide at least 15 working days from the date of publication/issuance of pre-bid responses and any associated addenda so as to allow bidders to make a complaint proposal.	Refer to Corrigendum No. 1

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
	date specified in the RFP through Speed Post/ courier/ hand delivery.		
2	Clause 3.1.1 (Key Personnel - Team Leader), Page 6 Minimum Educational Qualification: B.Tech /B.E with MBA in Tourism Min. Experience: At least 20 years' of experience in Tourism and Eco Tourism across India	We request the Authority to kindly broaden the prescribed educational qualification to include B.Arch. / B. Plan. with a Postgraduate qualification in Planning / Management / Architecture or an equivalent , in addition to the existing qualification	Refer to Corrigendum No. 2
3	Clause 3.1.1, Page 7 Procurement Specialist (Senior) Procurement Specialist (Junior) Minimum Educational Qualification: Any graduate with MBA in Finance from reputed University/post graduate diploma in procurement and contract management	We request the Authority to kindly broaden the prescribed educational qualifications to include MBA (Finance / General Management), M.Tech., or other relevant postgraduate qualifications , in addition to the existing qualifications. Minimum Educational Qualification: Any graduate with MBA in Finance/General, M. Tech, M. Plan from reputed University/post graduate diploma in procurement and contract management.	Refer to Corrigendum No.- 2
4	Clause 3.1.1, Page 7 Infrastructure Specialist (Senior) Min. Experience: At least 10 years of experience in working on Urban/ Tourism Sector. Should have done at least 1 project of INR 50 CR.	We understand that the INR 50 crore threshold refers to the overall cost of the project. We request the Authority to kindly consider reducing the minimum project cost requirement for the	Refer to Corrigendum No.- 2

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
		Infrastructure Specialist (Senior) from INR 50 crore to INR 25 crore.	
5	Clause 3.1.1, Page 7& 8 Investor Facilitation Specialist (Senior) Investor Facilitation Specialist (Junior) Minimum Educational Qualification: B. Tech/ B.E. with MBA in marketing /Finance/Project Manager	We request the Authority to kindly remove the requirement of a B.Tech./B.E. degree and consider a relevant postgraduate qualification, such as an MBA in Marketing, Finance, Project Management or an equivalent relevant discipline, as the minimum educational qualification for the Investor Facilitation Specialist. Minimum Educational Qualification: *B. Tech/ B.E. with* MBA in marketing /Finance/Project Manager or equivalent	Refer to Corrigendum No.- 2
6	Clause 3.1.1, Page 8 Experiential Tourism Specialists – Nature Minimum Educational Qualification: MBA / Master's Degree or equivalent postgraduate qualification in Tourism Management / Forestry Management / Travel and Tourism Management.	We request the Authority to kindly include Master's degree in Planning/ Urban Design or equivalent relevant disciplines, in addition to the existing prescribed qualifications, for the Tourism Specialist (Senior). Minimum Educational Qualification: MBA / Master's Degree or equivalent postgraduate qualification in Tourism Management / Planning/ Urban	No change

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
		Design/ Forestry Management / Travel and Tourism Management.	
7	Clause 3.1.3, Page 9 The above is the indicative list of resources required during the project tenure. The Selected Agency shall also provide supervisory staff to the Department for project review and discussion at no cost to DoT.	We request the Authority to kindly include a provision to maintain a roster of Subject Matter Experts (SMEs), who may be deployed on an as-required basis, subject to prior approval of DoT, at additional cost. The roster may specifically include: 1. Finance Expert 2. GIS and Spatial Planning Specialist The deployment of these experts may be need-based, depending on the nature and specific requirements of the project, with applicable man-month rates quoted and agreed upon in advance.	No change
8	Clause 4 (Fees and Payment Schedule), Page 10 The selected agency shall provide monthly invoice to DoT within first week of the succeeding month for processing and payment.	We request the Authority to kindly clarify whether payments to the selected agency will be made on a monthly basis against submission of monthly invoices and the Monthly Progress Report (MPR). Further, we request the Authority to specify the payment	The payment will be made on monthly basis against submission of monthly invoices and the Monthly Progress Report (MPR) within 30 days from the date of submission of the invoice.

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
		processing timeline (i.e., 30 days from the date of submission of the invoice)	
9	Clause 5.2 Technical Eligibility Criteria Page 11 The Agency should have experience of at least 3 completed Project Management Unit (PMU) assignment of minimum 24 months duration each with Government of India/ State Government in India in the last 7 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore per annum. Out of three PMU, at least one must be from Investment Promotion related assignment with State Government/ GoI/ international funding agencies in India in the last 5 years.	1. Broaden the scope of eligible assignments: In addition to PMU assignments, relevant PMC/ PDMC assignments undertaken for Government of India/State Government departments may also be considered. The look-back period for eligible assignments may be extended from the last 7 years to the last 10 years to allow firms to demonstrate their relevant experience and institutional capabilities. Further, the minimum consultancy fee requirement may be revised to INR 1.5 crore for the entire assignment, instead of INR 2.0 crore per annum. 1. We also request to broaden the eligibility for Investment Promotion experience with relevant general consultancy assignments	No change

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
		involving investment promotion, investment facilitation, ease of doing business reforms, policy advisory, etc. instead of restricting eligibility exclusively to PMU assignments. Thus, we request you to modify it as below: 2. The Agency should have experience of at least 3 completed/Ongoing Project Management Unit (PMU) /PMC/ PDMC assignment of minimum 24 months duration each with Government of India/ State Government in India in the last 7 10 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore per annum. Out of three PMU, Additionally, at least one consultancy assignment must be from Investment Promotion related assignment with State Government/ GoI/ international funding agencies in India in the last 5 10 ears. 3.	
10	Table 5: Technical evaluation criteria Page 12	We request you to kindly modify it as below:	No change

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
	The bidder should have at least 3 completed Project Management Unit (PMU) assignment of minimum 24 months duration each with Government of India/ State Government in India in the last 7 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore per annum. 15 marks for 3 projects 2 Marks for each additional completed PMU assignment with Government of India/ State Government in India Max up to 10 Marks.	The bidder should have experience of at least 3 completed/ongoing Project Management Unit (PMU) /PMC/ PDMC assignment of minimum 24 months duration each with Government of India/ State Government in India in the last 7 10 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore per annum.	
11	Clause 5.3 : Financial Eligibility Criteria (Page 11) & Clause 6.2.1 (Page 12) Table 5 Technical evaluation criteria • Minimum Average Overall Annual Turnover of INR 2000 Crore 10 marks for fulfilling above criteria 1 Mark for each additional average turnover of 1000 Crore Max up to 5 Marks. •	The prescribed financial eligibility thresholds, i.e., a Minimum Average Overall Annual Turnover of INR 2,000 crore and a Minimum Average Annual Turnover of INR 750 crore from Government Consulting assignments, appear excessively high and restrictive. Such thresholds may limit wider participation by technically competent and experienced consulting firms. We request the Authority to kindly consider revising the eligibility criteria to the following: • Minimum Average Overall Annual Turnover: INR 300 crore.	Refer to Corrigendum No. -2

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
		• Minimum Average Annual Turnover from Government Consulting assignments: INR 150 crore.	
12	Minimum Average Annual Turnover of INR 750 Crore from Govt. Consulting 3 marks for fulfilling above criteria 1 Mark for each additional average turnover of 100 Crore Max up to 2 Marks	Further, we request client to modify Table 5 Technical evaluation criteria as below: 2. Minimum Average Overall Annual Turnover of INR 2000 Crore 150 Crore from Government Consulting assignments for the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25). 7 marks for fulfilling above criteria 1 Mark for each additional average turnover of 50 Crore; Max up to 3 Marks. Further criterion 3. May be removed and additional 10 marks may be allocated to Technical Capability of firm in tourism sector as mentioned below.	Refer to Corrigendum No. -2
13	Table 5: Technical evaluation criteria Page 12	Experience in providing consultancy assignments related to tourism sector project	Refer to Corrigendum No. -2

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
	3. Minimum Average Annual Turnover of INR 750 Crore from Government Consulting for the last 3 (Three) financial years (i.e. FY 2022- 23, FY 2023-24 and FY 2024-25). 3 marks for fulfilling above criteria 1 Mark for each additional average turnover of 100 Crore Max up to 2 Marks	with a project cost of INR 500 CR for a Central Government/State Government /Public Sector client. *Two (2) marks for every project subject to a maximum of 6 marks.* *Additional 2 marks for experience in developing country/state level tourism master plan/development plan. Max upto 4 marks.*	
14	Table 5: Technical evaluation criteria Page 12 1. The bidder should have 1 completed Investment Promotion consulting project with Government of India/ any State Government/international funding agencies in India in the last 5 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore. 7 marks for 1 project 1 Mark for each additional project. Max up to 3 Marks.	We request you to kindly modify as below: 3. The bidder should have 1 completed Investment Promotion / Investment Facilitation / Ease of Doing Business (EoDB) consulting project with Government of India/ any State Government/international funding agencies in India in the last 5 years 7 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore. 7 marks for 1 project 1 Mark for each additional project. Max up to 3 Marks.	No change
15	Table 5: Technical evaluation criteria Page 12	We request you to kindly modify it as below:	No change

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
	5. The bidder having completed Project Management Unit (PMU) (of at least 24 months duration) with Government of Odisha in the last 7 years with a minimum consultancy fee of INR 2.0 crore. 2.5 Marks for each project. Max up to 5 Marks.	5. The bidder having completed /ongoing Project Management Unit (PMU) (of at least 24 months duration) with Government of Odisha in the last 7 years with a minimum consultancy fee of INR 2.0 crore INR 1.5 crore. 2.5 Marks for each project. Max up to 5 Marks.	
16	1. INTRODUCTION, Page 5 1.2. Accordingly, DoT intends to engage a Consulting Firm (hereinafter referred to as "Agency") for setting up a PMU with Department of Tourism, Odisha for an initial period of three years and after evaluation of the performance with respective deliverables, extension may be given every year for subsequent two years	We request the Authority to kindly clarify whether any annual escalation in the professional fees / remuneration of the deployed PMU personnel will be permitted during the initial three-year contract period, as well as during any subsequent extensions of the contract. We request the Authority to kindly consider providing for an annual escalation in the professional fees of the PMU personnel, at a mutually agreed rate, in the event of extension of the contract beyond the initial three-year period.	As per RFP
17	General / Scope of Work & Deployment, Pages 5, 6 Full-time deployment (100%) of 14 key resources	We understand that all 14 key personnel are required to be deployed on a full-time basis (100%) at the Department of	Yes, the DoT will provide the necessary office space, workstations, internet connectivity, printing facilities and basic IT infrastructure

Sl. No.	Clause No., Page No. & RFP Provision	Query / Modifications Requested	Response of DoT
		Tourism (DoT), Government of Odisha, Bhubaneswar. We request the Authority to kindly confirm the same. Further, we understand that the DoT will provide the necessary office space, workstations, internet connectivity, printing facilities and basic IT infrastructure required for the functioning of the PMU team, at no additional cost to the selected consultant. Kindly confirm.	required for the functioning of the PMU team, at no additional cost to the selected consultant.
18	7. BID SECURITY /EARNEST MONEY DEPOSIT (EMD) AND BID PROCESSING FEE l (Page 13) 7.1.1. The bid must be accompanied by a refundable EMD of INR 10,00,000/(Rupees Ten Lakh only) and a non-refundable Bid Processing Fee of Rs.10,000/- (Rupees ten thousand only) in the form of a Demand Draft drawn in favour of "Director, Tourism", payable at Bhubaneswar. The Bid Security/EMO shall be valid till the validity of the bid.	We request the Authority to kindly allow submission of the EMD of INR 10,00,000/- in the form of an unconditional and irrevocable Bank Guarantee (BG/PBG) issued by a scheduled commercial bank. The Authority is also requested to provide the prescribed format of the Bank Guarantee for bidders' reference.	No change

5. Grant Thornton Bharat LLP

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
38.	Clause 1.2, Page 5	"DoT intends to engage a Consulting Firm ... for an initial period of three years and after evaluation of the performance with respective deliverables, extension may be given every year for subsequent two years."	The engagement is initially for three years, with possible annual extensions for two subsequent years, but no rate-escalation mechanism is specified. It is requested that the professional fee and applicable man-month rates be escalated by at least 8% per annum during each extension year.	No Change
39.	Clause 5.2, Page 11	The Agency should have experience of at least 3 completed PMU assignments of minimum 24 months each with Government of India/State Government in India in the last 7 years, with minimum consultancy fee of INR 2.0 crore per annum for each assignment. Out of the three PMU assignments, at least one must be from an Investment Promotion related assignment with State	Please permit ongoing or completed PMU assignments of minimum 24 months with Government of India/State Government in India in the last 7 years, with minimum consultancy fee of INR 2.0 crore per annum for each assignment. We understand that an integrated PMU assignment containing investment	No change

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
		Government/GoI/international funding agencies in India in the last 5 years	promotion, investor facilitation, PPP, sector promotion, investment outreach as a substantial component will satisfy this condition. Kindly confirm Also, request authority to consider the project where team has been deployed by the consultant in client office for full-time basis whether it is known as PMU/PMC/TSA/PMDSC etc	
40.	Clause 5.2, Page 11	The Agency should have experience of at least 3 completed PMU assignments of minimum 24 months each with Government of India/State Government in India in the last 7 years, with minimum consultancy fee of INR 2.0 crore per annum for each assignment. Out of the three PMU assignments, at least one must be from an Investment Promotion related assignment with State Government/GoI/international funding agencies in India in the last 5 years	It is requested that similar assignments be considered based on the nature and scope of services rather than their nomenclature. Projects wherein the consultant has deployed a dedicated professional team on a full-time basis at the Client's office for project/programme management, implementation support, technical assistance, monitoring or advisory services may kindly be considered, irrespective of whether such assignments are termed PMU, PMC, TSA, PMDSC or any other equivalent nomenclature.	No Change
41.	6. Bid Evaluation Criteria. Page 11-12	Technical proposal evaluation	Kindly confirm that the same project/assignment may be repeated under different Technical Qualification (TQ) criteria/parameters for scoring	As per RFP

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
42.	Clause 5.3, Page 11	**5.3.1. Minimum Average Overall Annual Turnover of INR 2,000 Crore for the last 3 (Three) financial years, i.e., FY 2022-23, FY 2023-24 and FY 2024-25.** **5.3.2. Minimum Average Annual Turnover of INR 750 Crore from Government Consulting for the last 3 (Three) financial years, i.e., FY 2022-23, FY 2023-24 and FY 2024-25.**	Considering the specialised consulting nature of the assignment and with a view to ensuring wider participation and adequate competition among reputed consulting organisations, the Authority is requested to rationalise the financial eligibility thresholds prescribed under Clauses 5.3.1 and 5.3.2. It is suggested that the minimum average annual overall turnover be revised from INR 2,000 Crore to INR 750 Crore and the minimum average annual turnover from Government Consulting be revised from INR 750 Crore to INR 200 Crore during the last three financial years. It is requested to award 15 marks for overall turnover and 5 marks for government consulting turnover.	Refer to Corrigendum No. -2
43.	Clause 7.1.1, Page 13	The bid must be accompanied by a refundable EMD of INR 10,00,000/- (Rupee Ten Lakh Only) and a non-refundable Bid Processing Fee of Rs. 10,000/-(Rupee ten thousand only) in the form of a Demand Draft drawn in favour of "Director, Tourism", payable at Bhubaneswar. The Bid Security/EMD shall be valid till the validity of the bid.	Please permit EMD submission through Bank Guarantee in addition to Demand Draft.	No change
44.	Clause 2, S.No 8	IT Support- Conducting As-Is studies, preparing IT RFPs, monitoring IT implementation & setting up an integrated IT/Non-IT dashboard	We understand that the end-to-end development and deployment of integrated IT/Non-IT dashboard shall be done by the IT vendor and PMU role will	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
			be limited to requirement assessment, preparation of technical specifications/RFP and monitoring.	
45.	Clause 2, S.No 6	Branding, Media, Marketing & creative- Creating brand campaigns, advertisements, collaterals, & coordinating with media/PR agencies	We understand that all costs towards campaign execution, advertisement/media buying, printing/production of collaterals, events, engagement of media/PR/creative agencies and other third-party expenses shall be borne directly by the Client and shall not form part of the Consultant/PMU's professional fee or financial obligations. Please confirm?	As per RFP
46.	Clause 3.1.1, Team Leader, Page 6	**Education- B.Tech/BE with MBA Tourism, Experience- Tourism Sector Expert with at least 20 years of experience in Tourism and Ecotourism across India, including experience in tourism and associated policy/guideline formulation for at least two States in India/Government of India**	To facilitate participation of suitably qualified and experienced professionals, it is requested to revise the Team Leader criteria as follows: **Education: B.Tech/B.E./MBA in Tourism/Management/Public Policy or equivalent/relevant discipline. Experience: Reduce minimum experience from 20 years to 15 years, with relevant experience in tourism/ecotourism, destination development, policy & strategy, master planning, tourism infrastructure, investment**	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
			promotion/PPP, marketing or implementation support. **Policy Experience: Experience in policy/guideline formulation for one State/UT or Government of India may be considered sufficient**	
47.	Clause 3.1.1, Branding & Promotion Specialist (Senior), Pages 6-7	MBA or equivalent postgraduate qualification in Marketing / Business Administration / Tourism Management / Mass Communication / Public Policy, with minimum 15 years of professional experience in destination marketing, brand management, integrated marketing communication, advertising, media planning, digital marketing, market research or campaign management.	Please reduce the minimum experience from 15 years to 12 years. Relevant experience may include destination branding, tourism promotion, campaign strategy, content and creative strategy, social media, public relations, media planning/buying, digital outreach, market research, events, roadshows and integrated marketing communications.	No Such position in the RFP
48.	Clause 3.1.1 Procurement Expert (Senior), Page 7	Any Graduate with MBA in Finance from reputed university/ Post Graduate Diploma in Procurement & Contract Management. Procurement Expert with at least 15 years of experience in public/govt. procurement and bid process management.	We request authority to kindly consider following changes: **Any Graduate with MBA in Finance/Management from reputed university/ Post Graduate Diploma/Degree in Procurement, Contract Management or similar/relevant discipline.** **Procurement Expert with at least 10 years of experience in public/govt. procurement and bid process management.**	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
49.	Clause 3.1.1 Procurement Expert (Junior), Page 7	Any Graduate with MBA in Finance from reputed university/ Post Graduate Diploma in Procurement & Contract Management	We request authority to kindly consider following changes: **Any Graduate with MBA in Finance/Management from reputed university/ Post Graduate Diploma/Degree in Procurement, Contract Management or similar/relevant discipline.**	No Change
50.	Clause 3.1.1 Project Monitoring Specialist (Junior), Page 7	B.Tech/B.E in Civil Engg. With master's in project management or Equivalent. At least 10 years' experience in project planning and monitoring of implementation of complex govt. infrastructure projects	Request authority to revise these criteria as suggested below: **Education: Master's in project management or Equivalent.** **Experience: At least 5 years' experience in project planning and monitoring of implementation of government projects**	Refer to Corrigendum No. -2
51.	Clause 3.1.1, S.no 5 (Project Monitoring Specialist (Junior)	The position is designated as a junior role but requires a minimum of 10 years' experience	While this position is categorized as a junior role, it requires 10 years of experience, whereas the other Junior positions (Sl. Nos. 4, 8, and 14) require only 5 years of experience. To maintain consistency across Junior-level roles, we request that the minimum experience requirement for this position be revised to 5 years.	Refer to Corrigendum No. -2

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
52.	Clause 3.1.1, Sl. No. 8 (Investor Facilitation Specialist - Junior	The eligibility criteria require at least 5 years of experience in investment promotion, data analysis, and investor facilitation, along with professional experience in GIS, remote sensing, spatial planning, geospatial database development, spatial analysis, mapping, or GIS-enabled project monitoring.	The current requirement combines two distinct areas of expertise, namely investment facilitation and geospatial technologies. Kindly clarify whether the proposed resource is required to possess experience in both domains, or whether experience in either investment promotion-related assignments or GIS/remote sensing-related assignments would be considered acceptable. Further, please clarify whether candidates holding academic qualifications in GIS, Remote Sensing, Geoinformatics, or related disciplines are eligible for this position.	Refer to Corrigendum No. -2
53.	Clause 24, Page 20	Limitation of Liability- In no circumstances shall the aggregate liability of either DoT or the Agency exceed the total value of the agreement	Clause 24 caps either party's aggregate liability at the total Agreement value but does not expressly exclude indirect or consequential losses. Kindly exclude indirect, consequential, special, exemplary and punitive damages, including loss of profit, revenue, business opportunity and goodwill, and confirm that the aggregate cap applies across all contractual claims and remedies, including indemnities, damage and recoveries.	As per RFP

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
54.	Clause 2	Scope of Work, items 1 and 5; page 5	The scope includes drafting Acts, policies, schemes and operational guidelines, as well as bid documents and contract-management support. It is submitted that the GTBL is not authorised to provide legal services, neither we sub-contract the work which we are not authorised to do. Taking up an assignment that requires GTBL to provide legal services poses considerable risks from a regulatory standpoint. It is suggested to exclude the legal scope from consultant scope of work.	As per RFP
55.	Clause 23	Indemnity- The Agency shall, subject to the provisions of the agreement, indemnify DoT for an amount not exceeding the value of the agreement, for any direct loss or damage that is caused due to any deficiency in service	Clause 23 requires the Agency alone to indemnify DoT for direct loss caused by service deficiency. Kindly make indemnities mutual for direct losses arising from each party's breach, negligence, or willful misconduct, subject to Clause 24.	As per RFP
56.	Clauses 9.1–9.4	Termination of the Contract; pages 14–15	DoT has broad deficiency/performance and scope-related termination rights; the Agency's express right is limited to inability to fulfil the scope on three months' notice. Kindly provide mutual termination for convenience on three months' written notice and mutual termination for material default following a 30-day cure period, expressly	As per RFP

Sl. No.	Clause No. / Page No.	Details of the Clause	Query / Modification Requested	Response of DoT
			including prolonged non-payment. Please provide payment for accepted services.	
57.		Confidentiality — no express clause identified	The RFP does not contain an express confidentiality clause. Kindly include mutual confidentiality obligations, with exceptions for information already public, lawfully received from third parties, independently developed, or disclosed pursuant to law, court order or regulatory requirements.	As per RFP
58.		Confidentiality: retention rights — no express clause identified	**Kindly permit the Agency to retain copies of deliverables, working papers and supporting records for statutory, regulatory, audit, professional compliance, insurance and dispute-defense purposes, including routine archival backups, subject to continuing confidentiality obligations.**	
59.		Extension Request	Request authority to kindly provide at least 3-week extension from date of Prebid response.	Refer to Corrigendum No. -1

6. Ernst & Young LLP

Sl. No.	Section / Page No.	Change / Clarification Requested	Response Of DoT
60.	Table-1, Page 3	We request the authority to kindly extend the bid due date till 23.11.2026 (one week extension)	Refer to Corrigendum No.-1
61.	Clause 2(4), Page 5	We request the Department to modify the clause as follows: **Infrastructure & Project Development**: Infrastructure gap analysis, preparation of concept plans, DPR assessment, and project monitoring.	No change
62.	Clause 2 (8), Page 6	We request the Department to modify the clause as follows: IT Support: Conducting As-Is studies, preparing IT RFPs, monitoring IT implementation, and assist DoT in developing an integrated IT/Non-IT dashboard.	Refer to Corrigendum No.-2
63.			No change

	Clause 2.1.3, Page 6	We request the Department to modify the clause as follows: Any other activity/ task as assigned by the Department from time to time related to scope of work and as mutually agreed	
64.	Clause 3, Team Leader, Pages 6–7	We request the authority to kindly amend the clause as below: The Team Leader qualification is restricted to B.Tech/B.E with MBA/Master's degree in Tourism/ Forestry Management with at least 20 years of tourism and ecotourism experience	Refer to Corrigendum No.-2
65.	Clause 3, Destination Marketing and Promotion Specialist, Pages 6–7	We request the Department to modify the clause as follows: Experience: Minimum 10 years of professional experience in destination marketing, brand management, integrated marketing communication, advertising, media planning, digital marketing, market research, or campaign management.	Refer to Corrigendum No.-2
66.	Clause 3, Investor Facilitation Specialist (Senior), Pages 7–8	We request the authority to kindly amend the clause as below: Qualification: B. Tech /B.E with MBA	No change
67.	Clause 3, Investor Facilitation Specialist (Junior), Pages 7–8	We request the authority to kindly amend the clause as below: Qualification: B. Tech /B.E with MBA Experience: At least 5 years' experience in investment promotion,	Refer to Corrigendum No.-2

		data analysis and facilitation of investors for grounding of projects	
68.	Clause 3, Communication Specialist, Pages 7–8	We request the authority to kindly amend the clause as below: Experience: At least 05 years of professional experience in strategic communication, media communication, content development, stakeholder communication, social media communication.	No change
69.	Clause 5.2, Technical Eligibility Criteria, Page 11	We request DoT to add the following Technical Eligibility Criteria: The bidder must have at least 03 completed / ongoing Tourism Project Management Unit (PMU) or equivalent projects (of minimum 12 months duration) with Government of India/ State Government in India in the last 7 years. Each eligible assignment shall have a minimum consultancy fee of INR 1.0 crore.	No change
70.	Clause 5.3.2, Financial Eligibility Criteria, Page 11	We request the authority to kindly amend the Clause as below: Minimum Average Annual Turnover of **INR 500 Crore** from Government Consulting for the last 3 (Three) financial years (i.e. **FY 2023-24, FY 2024-25 and FY 2025-26**).	Refer to Corrigendum No.-2
71.	Clause 6.2.1, Technical Evaluation, Pages 12–13	We request DoT to add the following Technical Evaluation: The bidder should have 3 Tourism Project Management Unit (PMU) or equivalent	No change

		projects (of at least 12 months duration) with Government of India/ any State Government/ international funding agencies in India in the last 7 years. Each eligible assignment shall have a minimum consultancy fee of INR 1.0 crore. 10 marks for 3 projects 2 Marks for each additional project. Maximum marks: 20 marks	
72.	Clause 6.2.1 (3), Technical Evaluation, Pages 12	We request the authority to kindly amend the Clause as below: Minimum Average Annual Turnover of INR 500 Crore from Government Consulting for the last 3 (Three) financial years (i.e. **FY 2023-24, FY 2024-25 and FY 2025-26**). 3 marks for fulfilling above criteria 1 Mark for each additional average turnover of 100 Crore Max up to 2 Marks	Refer to Corrigendum No.-2
73.	Clause 6.2, Technical Presentation, Page 13	We request the authority to kindly amend the clause as below: Approach & Methodology through Technical Presentation – 20 marks Also, Kindly provide detailed sub-criteria, marks, scoring bands and evaluation methodology for: (a) overall proposition for Odisha Tourism, (b) team composition and key personnel, and (c) innovative ideas and suggestions. It is requested that presentation marks be rationalised and a greater	No change

		proportion be assigned to objectively verifiable criteria.	
74.	Clause 6.2, Technical Evaluation; Clause 3, Key Personnel, Pages 6–13	We request authority to kindly introduce an objective Key Personnel evaluation matrix with position-wise marks for educational qualification, total experience, relevant sector experience and comparable assignments. Correspondingly, presentation weightage may be rationalised.	No change
75.	Clause 1.2, Introduction, Page 5; Annexure VIII, Page 31	We request the authority to kindly confirm the man-month rates and commercial terms applicable during each extension year. It is requested that a reasonable annual escalation, or at least the 15% escalation be permitted beyond the initial three-year period.	No change
76.	Clause 7, Page 13; EMD	We request the authority to accept EMD of INR 10,00,000/- (Rupees Ten Lakh only) in the form of BG as well.	No change
77.	Cl 24, Page 20	We request the authority to amend the Clause as below: **LIMITATION OF LIABILITY**: In no circumstance shall the aggregate liability of either DoT or the Agency exceed the total value of the Agreement. DoT (and any others for whom	No change

		Services are provided) shall not recover from the Agency, in contract or tort, under statute or otherwise, any amount with respect to loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated. DoT (and any others for whom Services are provided) shall not recover from the Agency, in contract or tort, including indemnification obligations under this contract, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement or otherwise relating to the Services	
78.	Cl 23, Page 19	We request the authority the delete this Clause	No change
79.		We request the authority to add a new Clause as follows: Except as otherwise permitted by this Agreement, neither of the parties may disclose to third parties the contents of this Agreement or any information provided by	No change

		or on behalf of the other that ought reasonably to be treated as confidential and/or proprietary. Parties may, however, disclose such confidential information to the extent that it: (a) is or becomes public other than through a breach of this Agreement, (b) is subsequently received by the receiving party from a third party who, to the receiving party's knowledge, owes no obligation of confidentiality to the disclosing party with respect to that information, (c) was known to the receiving party at the time of disclosure or is thereafter created independently, (d) is disclosed as necessary to enforce the receiving party's rights under this Agreement, or (e) must be disclosed under applicable law, legal process or professional regulations. These obligations shall be valid for a period of 3 years from the date of termination of this Agreement.	
80.		We request the authority to add a new Clause as follows: The Agency may terminate this Agreement, or any particular Services, immediately upon written notice to the DoT if the Agency reasonably determines that it can no longer provide the Services in accordance with applicable law or professional obligations.	No change

81.		We request the authority to add a new Clause as follows: Any information, advice, recommendations or other content of any reports, presentations or other communications the Agency provides under this Agreement ("Reports"), other than information provided by the Client, are for Client's internal use only (consistent with the purpose of the particular Services) including Client's board of directors, its audit committee, or its statutory auditors and not for disclosure externally outside Client's organization. The Consultant may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how ("Materials") that it owns in performing the Services. Notwithstanding the delivery of any Reports, the Consultant retains all intellectual property rights in the Materials (including any improvements or knowledge developed while performing the Services), and in any working papers that the Consultant compiles and retains in connection with the Services (but not information provided by Client reflected in them).	As per RFP
82.	ANNEXURE-I: COVER LETTER – Page 21	13. In the event of my/ our being declared as the Selected Agency, I / we agree to enter into an Agreement in accordance with	No change

		the draft that has been provided to me / us by the Authority.	

7. Deloitte

Sl. No.	Clause No./Page No.	Query/Modifications Requested	Response
1	**Pg. 3** **Table 1: Important Dates & Information** Last date & time for submission of bids – 16.11.2026 by 3:00 PM	Kindly provide extension of at least 14 working days after the issuance to response to Prebid queries. Request to kindly consider.	Refer to Corrigendum No.-1
2	**Pg. 6** **3.KEY PERSONNEL & TEAM DEPLOYMENT** **1.Team Leader** **Minimum Educational qualification:** B. Tech /B.E with MBA Tourism	The minimum education qualification requirement is restrictive. Hence, we request the authority to kindly consider revising educational qualification as follows: **1.Team Leader** **Minimum Educational qualification:** Bachelors in any relevant discipline with MBA Tourism Request to kindly consider	Refer to Corrigendum No. -2
3	**Pg. 6** **3.KEY PERSONNEL & TEAM DEPLOYMENT** **2. Destination Marketing & Promotion Specialist (Senior)** **Minimum Experience:** Minimum **15 years** of professional experience in destination marketing, barn	We request the authority to kindly consider revising minimum experience as follows: **2. Destination Marketing & Promotion Specialist (Senior)** **Minimum Experience:** Minimum **10 years** of professional experience in destination marketing, barn management, integrated marketing, communication, advertising, media,	Refer to Corrigendum No. -2

Sl. No.	Clause No./Page No.	Query/Modifications Requested	Response
	management, integrated marketing, communication, advertising, media, planning, digital marketing, market research or campaign management	planning, digital marketing, market research or campaign management. Request to kindly consider	
4	**Pg. 7** **3.KEY PERSONNEL & TEAM DEPLOYMENT** **3. Procurement Specialist (Senior)** **Minimum Experience:** Procurement expert with **at least 15 years** of experience in public/Govt. procurement & bid process management.	We request the authority to kindly consider revising minimum experience as follows: **2. Procurement Specialist (Senior)** **Minimum Experience:** Procurement expert with **at least 10 years** of experience in public/Govt. procurement & bid process management. Request to kindly consider.	Refer to Corrigendum No. -2
5	**Pg. 7** **3.KEY PERSONNEL & TEAM DEPLOYMENT** **5. Project Monitoring Specialist (Junior)** **Minimum Educational qualification:** B. Tech/B. E in civil Engg. With Masters in Project Management or Equivalent.	We request the authority to kindly consider revising educational qualification as follows: **2. Project Monitoring Specialist (Junior)** **Minimum Educational qualification:** B. Tech/B. E in civil Engg. / Planning / Architecture, with Masters in Project Management or Equivalent. Request to kindly consider.	Refer to Corrigendum No. -2
6	**Pg. 7** **3.KEY PERSONNEL & TEAM DEPLOYMENT**	We request the authority to kindly consider revising minimum experience as follows: **6. Infrastructure Specialist (Senior)**	Refer to Corrigendum No. -2

Sl. No.	Clause No./Page No.	Query/Modifications Requested	Response
	6. Infrastructure Specialist (Senior) **Minimum Experience: At least 10 years experience in working on Urban/Tourism Sector. Should have done at least 1 project of INR 50 Cr.**	**Minimum Experience:** At least 10 years experience in working on Urban/Tourism Sector. Request to kindly consider.	
7	**Pg. 8** **3.KEY PERSONNEL & TEAM DEPLOYMENT** **7. Infrastructure Specialist (Junior)** **Minimum Educational qualification:** B. Tech/B. E with MBA in Marketing / Finance.	We request the authority to kindly consider revising minimum experience as follows: **7. Infrastructure Specialist (Junior)** **Minimum Educational qualification:** Bachelor in any discipline with MBA in Marketing / Finance. Request to kindly consider.	No such Position in the RFP
8	**Pg. 8** **3.KEY PERSONNEL & TEAM DEPLOYMENT** **8. Experiential Tourism Specialist-Nature (Senior)** **Minimum Educational qualification:** MBA/Master's Degree or equivalent postgraduate qualification in Tourism Management/ Forestry management/ Travel & Tourism Management	We request the authority to kindly consider revising educational qualification as follows: **8. Experiential Tourism Specialist-Nature (Senior)** **Minimum Educational qualification:** MBA/Master's Degree or equivalent postgraduate qualification in Tourism Management/ Forestry management/ Travel & Tourism Management **/ Planning** Request to kindly consider.	No change

Sl. No.	Clause No./Page No.	Query/Modifications Requested	Response
9	**Pg. 8** **3.KEY PERSONNEL & TEAM DEPLOYMENT** **8. Experiential Tourism Specialist-Nature (Junior)** **Minimum Educational qualification:** MBA/Master's Degree or equivalent postgraduate qualification in Tourism Management/ Travel & Tourism Management/ Social science	We request the authority to kindly consider revising educational qualification as follows: **8. Experiential Tourism Specialist-Nature (Junior)** **Minimum Educational qualification:** MBA/Master's Degree or equivalent postgraduate qualification in Tourism Management/ Travel & Tourism Management/ Social science **/ Planning** Request to kindly consider.	No such Position in the RFP
10	**Pg. 9** **3.KEY PERSONNEL & TEAM DEPLOYMENT** **14. Design & Creative Specialist (Junior)** **Minimum Educational qualification:** Diploma in Multimedia & Animation	We request the authority to kindly consider revising educational qualification as follows: **8. Experiential Tourism Specialist-Nature (Junior)** **Minimum Educational qualification:** Diploma / Bachelor's degree in any relevant discipline Request to kindly consider.	Refer to Corrigendum No. -2
11	**Pg. 11** **3.MINIMUM ELIGIBILITY CRITERTIA** **5.2 Technical Eligibility Criteria** **The agency should have experience of at least 3 completed Project management**	We request the Authority to kindly consider both **completed and ongoing PMU assignments** under the eligibility criteria, provided that **ongoing assignments have completed at least 12 months of PMU operations** as on the bid submission date. Request to kindly consider.	No change

Sl. No.	Clause No./Page No.	Query/Modifications Requested	Response
	Unit (PMU) assignment of minimum 24 months duration each with Government of India/ State government in India in the last 7 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 Crore per annum. Out of three PMU at least one must be from Investment Promotion related assignment with state government/ GoI/ International funding agencies in India in the last 5 years.		
12	**Pg. 11** **3.MINIMUM ELIGIBILITY CRITERTIA** **5.3 Financial Eligibility Criteria** **5.3.1** Minimum Average Overall Annual Turnover of INR 2000 Crore the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25) **5.3.2** Minimum Average Annual Turnover of INR 750 Crore from Government consulting for the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25)	We request the Authority to kindly reconsider the financial eligibility criteria, as the current turnover requirements are highly restrictive for a consultancy assignment and may restrict the participation of qualified firms. **3.MINIMUM ELIGIBILITY CRITERTIA** **5.3 Financial Eligibility Criteria** **5.3.1** Minimum Average Overall Annual Turnover of INR 500 Crore the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25) **5.3.2** Minimum Average Annual Turnover of INR 250 Crore from Government consulting for the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25)	Refer to Corrigendum No.-2

Sl. No.	Clause No./Page No.	Query/Modifications Requested	Response
13	**Pg. 12** **Table 5: Technical Evaluation Criteria** 1. The bidder should have at least 3 completed Project management Unit (PMU) assignment of minimum 24 months duration each with Government of India/ State government in India in the last 7 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 Crore per annum.	We request the Authority to kindly consider both **completed and ongoing PMU assignments** under the eligibility criteria, provided that **ongoing assignments have completed at least 12 months of PMU operations** as on the bid submission date. Request to kindly consider.	No change
14	**Pg. 12** **Table 5: Technical Evaluation Criteria** 2. Overall Average Annual Turnover of INR 2000 Crore the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25)	We request the Authority to kindly reconsider the financial eligibility criteria, as the current turnover requirements are highly restrictive for a consultancy assignment and may restrict the participation of qualified firms. **Table 5: Technical Evaluation Criteria** 2. Overall Annual Turnover of INR 1000 Crore the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25)	Refer to Corrigendum No.-2
15	**Pg. 12** **Table 5: Technical Evaluation Criteria** 3. Minimum Average Annual Turnover of INR 750 Crore from Government consulting for the last 3 (Three)	We request the Authority to kindly reconsider the financial eligibility criteria, as the current turnover requirements are highly restrictive for a consultancy assignment and may restrict the participation of qualified firms. **Table 5: Technical Evaluation Criteria**	Refer to Corrigendum No.-2

Sl. No.	Clause No./Page No.	Query/Modifications Requested	Response
	financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25)	3. Minimum Average Annual Turnover of INR 250 Crore from Government consulting for the last 3 (Three) financial years (i.e. FY 2022-23, FY 2023-24 and FY 2024-25)	
16	**Pg. 12** **Table 5: Technical Evaluation Criteria** The bidder should have 1 completed Investment Promotion consulting project with Government of India/ State government/ International Funding agencies in India in the last 5 years. Each eligible assignment shall have a minimum consultancy fee of INR 2.0 crore.	We request the Authority to kindly consider both **completed and ongoing Investment Promotion consulting project** with Government of India/ State government/ International Funding agencies in India in the last 5 years, provided that ongoing assignments have completed at least 12 months of PMU operations as on the bid submission date. Request to kindly consider.	No change
17	**Pg. 12** **Table 5: Technical Evaluation Criteria** 5. The bidder having completed Project management Unit (PMU) (of at least 24 months duration) with Government of Odisha in the last 7 years with a minimum consultancy fee of INR 2.0 Crore per annum.	We request the Authority to kindly **consider both completed and ongoing PMU assignments with the Government of Odisha**, provided that ongoing assignments have completed at least 12 months of project execution as on the bid submission date. Request to kindly consider.	No change

8. ALL INDIA INSTITUTE OF LOCAL INDIA SELF GOVERNMENT

Sl. No.	RFP Clause	Query/Clarification Sought	Response
1	Eligibility	Kindly allow the firm who registered under the Societies Registration Act. 1860, to participate in this tender, subject to fulfilment of the prescribed eligibility criteria	No change
2	Relevant Experience	Can experience in government projects, urban development, capacity building and project management be considered as relevant experience for this assignment?	No change
3	Financial Eligibility	The minimum average overall turnover required for participation in this tender should be less. So, as more opportunity for more competition.	Refer to Corrigendum No.-2
4	Staffing Requirements	Can qualified professionals and domain experts be engaged on a contractual basis to fulfill the staffing requirements?	No
5	Payment Terms	Kindly clarify the payment schedule and the timeline for processing and releasing payments.	As per RFP
6	Reimbursement of expenses	Will approved expenses towards travel, accommodation, field visits and events be reimbursed separately by the Department?	As per RFP

7	EMD and Performance Security	Are any exemptions or relaxations available regarding EMD exemption?	As per RFP
8	Office Facilities	Will the Department provide office space, equipment and access to the necessary data for the PMU team?	As per RFP

9. **Pre Bid Queries of Bimalendu Jena**

SL No	Clause No/Page No	Query/Modification Requested	Response
1	**5**.3.1 The Agency must have Minimum Average overall Annual Turnover of Rs.2000 Crore for the last 3(three) financial years(I.e FY 2022-23, FY 2023-24 and FY 2024-25)	Requested to clarify the circular or guidelines of Govt. of India or Govt. of Odisha suggest to fix such consultancy turnover as eligibility criteria.	Refer to Corrigendum No. 2
2	5.3.2 Minimum Average Annual Turnover of INR 750 Crore from the Government Consulting for the last 3(Three) financial years(I.e FY 2022-23,FY 2023-24 and FY 2024-25)	Requested to clarify the circular or guidelines of Govt. of India or Govt. of Odisha suggest to fix such consultancy turnover as eligibility criteria.	Refer to Corrigendum No. 2
3	**6**.2 Evaluation of Technical Proposal Table-5 Technical Evaluation Criteria Technical Presentation Approach & Methodology through Technical Presentation a) Overall Presentation of Odisha Tourism b) Team Composition and Key Personnel c) Innovative ideas and suggestion **Total Marks: 40**	The marks in Approach methodology may be reduced 20 marks as it is subjective in nature.	As per RFP