

# JUNGLE LODGES AND RESORTS LIMITED

INVITES



EXPRESSION OF INTEREST (EOI NO.JLR101/21-22)  
FOR  
DEVELOPMENT OF WATER SPORTS ACTIVITIES IN  
KARNATAKA

DATED 15/04/2021

Jungle Lodges and Resorts Limited  
Ground Floor, Khanija Bhavan,  
49 Racecourse Road, Bengaluru – 560 001  
Telephone: 080 4055 4055  
Email: [info@junglelodges.com](mailto:info@junglelodges.com)

## **Disclaimer**

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

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

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

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

The Authority also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this EOI. The Authority may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

The issue of this EOI does not imply that the Authority is bound to short-list and select pre-qualified Applications for subsequent stages or to appoint the selected Applicant for the Project and the Authority reserves the right to reject all or any of the Applications without assigning any reasons whatsoever.

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

## Table of Contents

<b>DISCLAIMER</b> .....	<b>1</b>
<b>SECTION 1. LETTER OF INVITATION</b> .....	<b>3</b>
<b>SECTION 2. INFORMATION TO APPLICANTS</b> .....	<b>5</b>
1. INTRODUCTION.....	5
2. PREPARATION OF APPLICATION.....	6
3. APPLICATION EVALUATION.....	6
4. CLARIFICATION AND AMENDMENT OF EOI DOCUMENTS.....	7
5. SUBMISSION AND OPENING OF APPLICATIONS.....	7
6. CONFIDENTIALITY.....	8
<b>DATA SHEET - INFORMATION TO APPLICANTS</b> .....	<b>9</b>
<b>SECTION 3. APPLICATION – STANDARD FORMS</b> .....	<b>14</b>
<b>SECTION 4. TERMS OF REFERENCE</b> .....	<b>25</b>
1. JUNGLE LODGES AND RESORTS LIMITED (JLR).....	25
2. BACKGROUND.....	25
3. OBJECTIVE.....	26
4. DEFINITIONS.....	26
5. TERMS AND CONDITIONS FOR DEVELOPMENT OF WATER SPORTS ACTIVITIES IN KARNATAKA.....	27
5.1. ROLES AND RESPONSIBILITIES OF JLR.....	27
5.2. ROLES AND RESPONSIBILITIES OF THE OPERATOR.....	27
A. OPERATION OF WATER SPORTS ACTIVITIES.....	27
B. CLEANLINESS & WASTE MANAGEMENT.....	28
C. SAFETY & SECURITY.....	28
D. LICENSES, CLEARANCES AND APPROVALS.....	28
E. HUMAN RESOURCES.....	29
F. TICKETING AND REVENUE COLLECTION.....	29
G. LICENSE PAYMENT.....	29
H. INSURANCE.....	29
6. GENERAL TERMS AND CONDITIONS.....	29

## **Section 1. Letter of Invitation**

1. Jungle Lodges and Resorts Limited (JLR) invites Expression of Interest (EOI) *for **Development of Water Sports Activities in Karnataka***
2. For the purpose of this EOI, an **Applicant** is defined as a competent Water Sports operator having requisite experience in operation of Water Sports activities such as kayaking, paddleboat, rowing, sailing, jet ski, etc. who has submitted their application for this Expression of Interest (EOI). For the purpose of this EOI, kindly refer to the definition of Water Sports provided in Clause 4, Section 4. Terms of Reference of this document.
3. The objectives and details of the EOI are provided in the attached Terms of Reference.
4. The EOI includes the following documents –
  - Section 1 – Letter of Invitation
  - Section 2 – Information to Applicants
  - Section 3 – Applications – Standard Forms
  - Section 4 – Terms of Reference

The details of **Expression of Interest (EOI) for Development of Water Sports Activities in Karnataka** are provided in the attached Terms of Reference (TOR).

EOI No.: JLR101/21-22

Date: 15 April 2021

DEVELOPMENT OF WATER SPORTS ACTIVITIES IN KARNATAKA

Jungle Lodges and Resorts Limited (JLR) and Karnataka State Tourism Development Corporation Limited (KSTDC) have been entrusted with the mandate of developing Water Sports activities across Karnataka in water bodies of the State. In this regard, JLR and KSTDC intend to engage with experienced and competent Water Sports Operators for undertaking Water Sports activities in Karnataka as envisaged in the Terms of Reference of this EOI document.

JLR is inviting interested Applicants to submit their applications to JLR office at the address mentioned below.

Sl. No.	Title	Particulars
1.	Last date for submitting applications	11:00 hrs, 3 <sup>rd</sup> May 2021  Applicants are requested to check JLR's website ( <a href="https://www.junglelodges.com">https://www.junglelodges.com</a> ) for any addendum / corrigendum,.
2.	Authorised Representative to Contact for Queries	Mr. M. Yuvaraj Area General Manager, Jungle Lodges and Resorts Limited Email: <a href="mailto:yuvaraj@junglelodges.com">yuvaraj@junglelodges.com</a> ,
3.	Address for Submission of Applications	<b>By Post:</b> Jungle Lodges and Resorts Limited Ground Floor, Khanija Bhavan, 49 Racecourse Road, Bengaluru – 560 001 Telephone: 080 4055 4055  <b>By Email:</b> Email: <a href="mailto:info@junglelodges.com">info@junglelodges.com</a> with cc marked to <a href="mailto:yuvaraj@junglelodges.com">yuvaraj@junglelodges.com</a>

1.1. Postponement of Calendar of events (if any), subsequent notification, changes, amendments and selection/ rejection of application shall be intimated on the JLR website (<https://www.junglelodges.com>) and will be published in newspapers. JLR reserves the right to accept or reject any or all the application received without assigning any reasons thereof.

1.2. More details on the services are provided in the attached Terms of Reference (TOR).

Mr. M. Yuvaraj  
Area General Manager,  
Jungle Lodges and Resorts Limited

## **Section 2. Information to Applicants**

### **1. INTRODUCTION**

- 1.1. The Client named in the “Data Sheet” will identify and select firms, in accordance with the method of selection indicated in the Data Sheet.
- 1.2. The Applicants are invited to submit an Application as specified in the EOI. Assessment of the application by the evaluation committee constituted by the Client shall be the basis for selection of Applicants by the client.
- 1.3. The Applicants must familiarize themselves with local conditions and take them into account in preparing their application. To obtain first-hand information on the Assignment and on the local conditions, Applicants are encouraged to pay a visit to the Client before submitting the Application and attend the pre-application conference if one is specified in the Data Sheet. Attending the pre-application conference is optional. The Applicant’s representative should contact the officials named in the Data Sheet to arrange for their visit or to obtain additional information on EOI. Applicants should ensure that these officials are advised of the visit in adequate time to allow them to make appropriate arrangements.
- 1.4. The Client will provide the inputs specified in the Data Sheet and make available relevant project data and reports.
- 1.5. Please note that (i) the costs of preparing the application and any visit to the Client, are not reimbursable as a direct cost of the Assignment; and (ii) the Client is not bound to accept any of the Applications submitted.
- 1.6. Government of Karnataka expects Applicants to provide professional, objective, and impartial advice and at all times and hold the Client’s interest’s paramount, without any consideration for future work, and strictly avoid conflicts with other assignments or their own corporate interests. Applicants shall not be hired for any assignment that would be in conflict with their prior or current obligations to other clients, or that may place them in a position of not being able to carry out the assignment in the best interest of the Client.
- 1.7. It is Government of Karnataka’s (GoK) policy to require that Applicants observe the highest standard of ethics during the execution of such EOI. In pursuance of this policy, the GOK:
  - a. defines, for the purposes of this provision, the terms set forth below as follows:
    - i. “corrupt practice” means the offering, giving, receiving, or soliciting of anything of value to influence the action of a public official in the selection process or in contract execution; and
    - ii. “fraudulent practice” means a misrepresentation of facts in order to influence a selection process or the execution of a contract to the detriment of GOK and includes collusive practices among Applicants (prior to or after submission of applications) designed to establish prices at artificial, non-competitive levels and to deprive GOK of the benefits of free and open competition.
  - b. will reject an application if it determines that the firm has engaged in corrupt or fraudulent activities in competing for the EOI in question;
  - c. will declare a firm ineligible, either indefinitely or for a stated period of time, to be selected for a GOK- financed project, if it at any time determines that the firm has engaged in corrupt or fraudulent practices in competing for, or in executing, a GOK-financed contract; and
  - d. will have the right to require that, GOK to inspect Applicant’s accounts and records relating to the performance of the contract and to have them audited by auditors appointed by GOK.
- 1.8. Applicants shall not be under a declaration of ineligibility for corrupt and fraudulent practices issued by GOK in accordance with the above sub para 1.7 (d).

1.9. Applicants shall be aware of the provisions on fraud and corruption stated in the EOI under the clauses indicated in the Data Sheet.

## **2. PREPARATION OF APPLICATION**

2.1. Applicants are requested to submit an Application (para 1.2) written in the language(s) specified in the Data Sheet.

2.2. In preparing the Application, Applicants are expected to examine the documents comprising this EOI Document in detail. Material deficiencies in providing the information requested may result in rejection of the Application.

2.3. The Application should provide the following information using the attached Standard Forms provided in Section 3 of the EOI and any additional information requested in the Data Sheet.

3A. Application Submission Form

3B. Applicant's Details

3C. Team Composition and Task Assignments

3D. Undertaking for Experience and Qualification for Operation of Water Sports Activities

3E. Financial Capacity of the Applicant

3F. Comments and Suggestions for the Development of Water Sports Activities

3G. Consortium Agreement Format

Applicants are required to submit all the Standard Forms listed above. However, Form at Section 3G is required only if the Applicant is a Consortium.

## **3. APPLICATION EVALUATION**

### **General**

3.1. From the time the applications are opened to the time the selection is made, if any Applicant wishes to contact the Client on any matter related to its application, it should do so in writing at the address indicated in the Data Sheet. Any effort by the firm to influence the Client in the Client's application evaluation, application comparison or selection decisions may result in the rejection of the Applicant's application.

3.2. The Client has adopted a single-stage selection process under this EOI. The Applicant(s) are required to meet the **Minimum Qualification Criteria** to be selected under the EOI

3.3. The Client may at its sole discretion and at any time during the evaluation of EOI, disqualify any applicant, if the applicant has made misleading or false representations in the forms, statements and attachments submitted in proof of the eligibility requirements.

3.4. The Client shall have all the rights to disqualify the Application during the evaluation of EOI for any of the following reasons:

- Submission of application without required documentation;
- Non-Submission of formats as per the standards / format prescribed in the EOI
- The Applicant has been blacklisted by State/UT/Central Government or any Public Sector Undertaking under them;
- The Applicant has been in litigation with any Government agencies/Institutes in India;

### **Evaluation of Minimum Qualification Criteria**

3.5. The Applicant(s) are required to meet the **Minimum Qualification Criteria** set in the Data Sheet of the document

- 3.6. The Evaluation of Minimum Qualification Criteria Stage shall involve assessment of the application submitted by the Applicant(s) on the basis of the minimum qualification criteria defined in the data sheet.
- 3.7. Applicant(s) must meet all the Minimum Qualification Criteria defined in the Data Sheet to be selected under the EOI.

#### **Selection of Applicant(s)**

- 3.8. A committee constituted by the Client under the EOI shall be evaluating the applications as per the **Minimum Qualification Criteria** defined in the Data Sheet.
- 3.9. The Applicant(s) who meet the Minimum Qualification criteria defined in the Data Sheet of the EOI shall be selected by client and a letter shall be issued to the selected Applicant(s) by the Client, after the evaluation.
- 3.10. Further to the completion of the selection process, the selected Applicant(s) shall be invited by the Clients for further stages of discussion on **Development of Water Sports Activities in Karnataka**
- 3.11. At a later stage, after determination of a suitable mechanism for undertaking Water Sports activities in water bodies of Karnataka, the Client may issue separate Request for Proposal (RFP) for the operation of water sports activities.

#### **4. CLARIFICATION AND AMENDMENT OF EOI DOCUMENTS**

- 4.1. Applicants may request a clarification of any item of the EOI document up to the date and time indicated in the Data Sheet, before the Application submission date. Any request for clarification must be sent in writing by electronic mail (e-mail) to the Client's e-mail address as indicated in the Data Sheet. The Client will respond to such requests and will upload the response (including an explanation of the query but without identifying the source of inquiry) in the JLR's website (<https://www.junglelodges.com/>)
- 4.2. At any time before the submission of Applications, the Client may, for any reason, whether at its own initiative or in response to a clarification requested by an invited firm, modify the EOI documents by amendment. Any amendment shall be issued in writing through corrigenda/ addenda. Such Corrigenda/ Addenda shall be uploaded on the JLR's website (<https://www.junglelodges.com/>) and published in the newspaper and will be binding on them. The Client may at its discretion extend the deadline for the submission of Applications.

#### **5. SUBMISSION AND OPENING OF APPLICATIONS**

- 5.1. The EOI document may be downloaded from Client's website (<https://www.junglelodges.com/>). Applicants are requested to go through the EOI carefully and submit the required information without exception otherwise applications will be rejected.
- 5.2. The completed application comprising documents indicated in Clause 2.3 of Section 2 and Clause 3.5.1 of the Data Sheet, along with self-attested copies of requisite forms / certificates / documents as mentioned in different sections of the EOI document shall only be accepted
- 5.3. The original Application shall be prepared in indelible ink. It shall contain no inter-lineation or overwriting, except as necessary to correct errors made by the firm itself. Any such corrections must be initialled by the person or persons who sign(s) the Applications.
- 5.4. An authorized representative of the Consultant should provide its initials on all pages of the Application. The representative's authorization is confirmed in the **Form 3A: Application Submission Form** to be submitted by the Applicant.
- 5.5. The completed application may be submitted by Post or by Email as per the procedure detailed below –



#### **5.5.1.Submission by Post**

The original and all copies of the Application shall be placed in a sealed envelope clearly marked "**Application for Development of Water Sports Activities in Karnataka**". This envelope shall bear the submission address and other information indicated in the Data Sheet and clearly marked, "**DO NOT OPEN, EXCEPT IN PRESENCE OF THE EVALUATION COMMITTEE.**"

#### **5.5.2.Submission by Email**

The Applicant shall combine all the documents of the Application into a single unencrypted PDF file not exceeding 20 MB file size. The Applicant shall submit the Application by email at the email address indicated in the Data Sheet.

- 5.6. The completed Application must be delivered by post / email at the submission address on or before the time and date stated in the Data Sheet. Any Application received after the closing time for submission of applications shall be returned unopened.
- 5.7. After the deadline for submission of applications, the Application shall be opened immediately by the evaluation committee.
- 5.8. The last date and time for submission of the Application will be mentioned on the website of the Client (<https://www.junglelodges.com/>) and in the Data Sheet.
- 5.9. After the deadline for submission of applications, the Application shall be opened by the evaluation committee and evaluation will be done. The Applicants who are qualified will be intimated by the client

#### **6. CONFIDENTIALITY**

- 6.1. Information relating to the evaluation of applications and recommendations concerning selection shall not be disclosed to the applicants who submitted the applications or to other persons not officially concerned with the process until the winning applicant has been notified that it has been selected under the EOI

## DATA SHEET - INFORMATION TO APPLICANTS

Sl. No.	Title	Details
1.	Name of Client	Jungle Lodges and Resorts Limited
2.	Application is requested	Yes
3.	Name and Description of Assignment	<p><b>Name of the Assignment:</b>  <i>EOI For Development of Water Sports Activities in Karnataka</i></p> <p><b>Brief Description of the Assignment:</b></p> <p>Jungle Lodges and Resorts Limited (JLR) has been entrusted with the mandate of developing Water Sports activities across Karnataka in water bodies of the State. In this regard, JLR intends engage with experienced and competent Water Sports Operators for undertaking Water Sports activities as envisaged in the Terms of Reference of this EOI document.</p> <p>Water Sports Operators having requisite experience in operation of Water Sports activities such as kayaking, paddleboat, rowing, sailing, jet ski, etc. or other activities as recognized by such as Adventure Tour Operators Association of India (ATOAI), National Institute of Water Sports (NIWS), General Thimayya National Academy of Adventure (GETHNAA) or other relevant competent authority, may submit their applications for this EOI.</p>
4.	The Client will provide the following inputs	As per Terms of Reference
5.	Clauses on fraud and corruption	The clauses on fraud and corruption as defined in the EOI Clause 1.7
6.	Clarifications for the EOI	<p>Clarifications may be requested up to the date and time notified on JLR's website <a href="http://www.junglelodges.com">www.junglelodges.com</a>. Requests for clarification beyond the notified date and time shall not be considered.</p> <p>Clarifications shall be requested through an e-mail sent to  <b>Mr. M. Yuvaraj</b>  <b>Area General Manager,</b>  <b>Jungle Lodges and Resorts Limited.</b></p> <p>Email to be sent at <a href="mailto:yuvaraj@junglelodges.com">yuvaraj@junglelodges.com</a> with the subject line "<i>Queries concerning EOI For Development of Water Sports Activities in Karnataka</i>"</p>
7.	Language of the Application	English
8.	Applicant may associate with other participating Applicants	<p>Yes. Consortium is allowed.                      Applicants may form a consortium for participation in this EOI. A maximum of two Member Firms may form a Consortium for participation in this EOI.</p> <p>All members of the Consortium must execute the Consortium Agreement in the format at Section 3G.</p>

9.	Validity of Application	180 days from submission of Application
10.	Last Date and time for submission of application	<p><b>Date &amp; Time:</b> As notified on JLR's website</p> <p><b>Submission by Post</b> Jungle Lodges and Resorts Limited Ground Floor, Khanija Bhavan, 49 Racecourse Road, Bengaluru – 560 001 Telephone: 080 4055 4055</p> <p><b>Submission by Email</b> Email: <a href="mailto:info@junglelodges.com">info@junglelodges.com</a> with cc marked to <a href="mailto:yuvaraj@junglelodges.com">yuvaraj@junglelodges.com</a>. Email must bear the subject line "Application for EOI for Development of Water Sports Activities in Karnataka"</p>
11.	The address to send information to the Client is:	<p>Jungle Lodges and Resorts Limited Ground Floor, Khanija Bhavan, 49 Racecourse Road, Bengaluru – 560 001 Telephone: 080 4055 4055 Email: <a href="mailto:info@junglelodges.com">info@junglelodges.com</a> with cc marked to <a href="mailto:yuvaraj@junglelodges.com">yuvaraj@junglelodges.com</a></p>
12.	Evaluation Criteria for Technical Application	As detailed below

### 3.5.1 Minimum Qualification Criteria

Interested applicants shall submit their application along with all the required supporting documents. Application submitted under the EOI by the applicant(s) that do not fulfil all clauses of the minimum qualification criteria shall not be considered. Applicant(s) meeting all the Minimum Qualification Criteria as listed below shall be qualified under this EOI and shall be invited for subsequent rounds of discussion.

Sl. No.	Eligibility Criteria	Supporting Document to be Submitted (all documents must be submitted unless specified otherwise)
1.	<p><b>Legal Entity:</b> For Applicants / Member Firms of the Consortium registered as a legal entity within India – The Applicant should be a company incorporated in India under The Indian Companies Act, 1956/2013 and subsequent amendments thereto or a Partnership Firm under The Indian Partnership Act 1932 or Limited Liability Partnership Act 2008 with a registered office and operations in India or a Sole Proprietorship registered under the relevant Shops and Establishment Act with a registered office and operations in India.</p> <p>For Applicants / Member Firms of the Consortium registered as a legal entity outside India –</p>	<ul style="list-style-type: none"> <li>• Details of the Applicant in the format at Section 3B</li> </ul> <p>For Applicants / Member Firms of the Consortium registered as a legal entity within India –</p> <ul style="list-style-type: none"> <li>• If the applicant is a company – <ul style="list-style-type: none"> <li>○ Copy of Certificate of Incorporation</li> <li>○ Copy of Memorandum of Association and Articles of Association</li> </ul> </li> <li>• If the applicant is a partnership firm or a limited liability partnership (LLP) – <ul style="list-style-type: none"> <li>○ Copy of Registration Certificate</li> <li>○ Copy of Partnership Deed</li> </ul> </li> <li>• If the applicant is a Proprietorship – <ul style="list-style-type: none"> <li>○ Copy of registration documents under applicable Shops and Establishment Act</li> </ul> </li> </ul>

	<p>The Applicant should be a company / partnership or other legal entity registered under the relevant applicable law.</p> <p><b>Note:</b> If the Applicant is a single entity, it must be a legal entity registered within India. If the Applicant is a Consortium, at least one of the Member Firms must be a legal entity registered within India.</p>	<ul style="list-style-type: none"> <li>• Applicant should also submit all of the following documents – <ul style="list-style-type: none"> <li>○ Self-attested copy of PAN card</li> <li>○ Self-attested copy of GST registration</li> <li>○ IT returns for the last completed financial year (FY 2019-20)</li> </ul> </li> </ul> <p>For Applicants / Member Firms of the Consortium registered as a legal entity outside India –</p> <ul style="list-style-type: none"> <li>• Copy of registration documents as a legal entity under relevant applicable law</li> <li>• Copy of tax returns for the last completed financial year (2019-20)</li> </ul>
<p><b>2. Participation as a Consortium:</b></p>	<p>If the Applicant is a Consortium, it must execute a Consortium Agreement identifying the Lead Member and Member Firm of the Consortium.</p>	<ul style="list-style-type: none"> <li>• Consortium Agreement in the format at Section 3G</li> </ul>
<p><b>3. Years of Experience:</b></p>	<p>The Applicant / Lead Member of the Consortium should have at least 3 years of experience (i.e. at least since April 2018) in the operation of Water Sports activities.</p> <p><b>Note:</b> The following activities shall be considered towards experience of operation of Water Sports activities such as kayaking, paddleboat, rowing, sailing, jet ski, etc. or operation of a water sports centre or other activities as recognized by such as Adventure Tour Operators Association of India (ATOAI), National Institute of Water Sports (NIWS), General Thimayya National Academy of Adventure (GETHNAA) or other relevant competent authority in India or abroad</p>	<ul style="list-style-type: none"> <li>• Details of the Applicant in the format at Section 3B</li> <li>• Undertaking for Experience and Qualification for Operation of Water Sports activities at Section 3D</li> </ul>
<p><b>4. Average Annual Turnover:</b></p>	<p>The Applicant / at least one of the Member Firms of the Consortium should have had a <b>minimum average annual turnover of INR 50 Lakh (Rupees Fifty Lakh) in each of the last 3 (three) completed financial years</b> (i.e. FY 2017-18, 2018-19 and 2019-20).</p> <p><b>Note:</b> For Projects where the Applicant has worked as a consortium member, the Applicant shall furnish documents to substantiate the role of the firm in the project. The Client reserves the right to request any further supporting documents from the</p>	<ul style="list-style-type: none"> <li>• Certificate from an Auditor showing the turnover of the company for the last three Financial Years (i.e. FY 2017-18, 2018-19 and 2019-20) in the format available in Section 3E</li> </ul>

	<p>selected Applicant. The Financial Capacity of the parent/subsidiary/associate entities of the Applicant would not be considered for evaluation</p>	
<b>5.</b>	<p><b>Certification of Staff for Conducting Water Sports Activities:</b> The Applicant shall have or form a multi-disciplinary team with the requisite qualified manpower for operating Water Sports activities. The team shall comprise of instructors, operators and guides and shall have necessary certification for Life-saving techniques and Power boat handling from NIWS or equivalent certification agency.  At least 3 (three) staff of the Applicant / Lead Member of the Consortium should be licensed / certified to conduct Water Sports activities by a competent authority such as NIWS / ATOAI / GETHNAA or equivalent authority within India or abroad.</p>	<ul style="list-style-type: none"> <li>• Team Composition and Task Assignments at Section 3C</li> <li>• Undertaking for Experience and Qualification for Operation of Water Sports activities at Section 3D</li> </ul>
<b>6.</b>	<p><b>Accreditation for Operation of Water Sports Activities:</b> The Applicant / Lead Member of the Consortium should be accredited for the operation of Water Sports by a competent authority such as NIWS / ATOAI / GETHNAA or equivalent authority within India or abroad.</p>	<ul style="list-style-type: none"> <li>• Undertaking for Experience and Qualification for Operation of Water Sports activities at Section 3D</li> </ul>
<b>7.</b>	<p><b>Not Blacklisted / Barred:</b> The Applicant / all Member Firms of the Consortium should not have been blacklisted / barred by any Central or State Government or PSU and should not be involved in any major litigation that may affect or compromise the delivery of service required.</p>	<ul style="list-style-type: none"> <li>• Application Submission Form as provided at Section 3A</li> </ul>
<b>8.</b>	<p><b>Registered Office in India:</b> The Applicant / at least one of the Member Firms of the Consortium should have a full-fledged establishment in India and an office in India.</p>	<ul style="list-style-type: none"> <li>• Copy of any of the following documents as address proof for the office <ul style="list-style-type: none"> <li>○ Copy of GST registration</li> <li>○ Copy of latest utility bill (electricity, water) in name of Applicant</li> <li>○ Copy of lease agreement of the Applicants office in name of applicant</li> </ul> </li> <li>• Application Submission Form as provided at Section 3A</li> <li>• Details of the Applicant in the format at Section 3B</li> </ul>

**NOTE:**

1. If the applicant has ISO 21101:2014 Certification or equivalent certification that meets the requirements of a safety management system for adventure tourism activity providers, then the details of the same may be furnished in Form 3D
2. The Client reserves the right to request any further supporting documents from the Applicant.
3. The Client shall be free to make enquiries from previous clients of the Applicant about the work, conduct, performance, quality of service and such other related general enquiries about the Applicant. The Applicant would have no objection to the Client making such enquiries from their existing/past clients.

### **Section 3. Application – Standard Forms**

3A. Application Submission Form

3B. Applicant's Details

3C. Team Composition and Task Assignments

3D. Undertaking for Experience and Qualification for Operation of Water Sports Activities

3E. Financial Capacity of the Applicant

3F. Comments and Suggestions for the Development of Water Sports Activities

3G. Consortium Agreement Format

### **3A. Application Submission Form**

(On the Letterhead of the Applicant)

[Location, Date]

FROM:

(Name of the Applicant)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

TO:

Managing Director,  
Jungle Lodges and Resorts Limited  
Ground Floor, Khanija Bhavan  
West Wing, 49 Race Course Road,  
Bangalore – 560001

Dear Sir:

**Subject: Expression of Interest for “Development of Water Sports Activities in Karnataka”**

We, the undersigned, are hereby submitting our Application in accordance with your Expression of Interest (EOI number): \_\_\_\_\_ which includes this application on the JLR website. I/we, having examined all relevant documents and understood their contents, hereby submit our application for **“EOI For Development of Water Sports Activities in Karnataka”**

We hereby undertake as follows:

1. All information provided in the application and in the forms provided in the Appendices is true and correct and all documents accompanying such application are true copies of their respective originals.
2. I/We shall make available to JLR any additional information it may deem necessary or require for supplementing or authenticating the application.
3. I/We certify that in the last three years, we or any of our Associate(s) have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the applicant, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
4. I/we have not been blacklisted/barred by the Government of Karnataka or any of its agencies for any reasons whatsoever.
5. I/we have not been blacklisted/barred against by the Central Government / any other State / UT Government or its agencies for indulging in corrupt or fraudulent practices or for indulging in unfair trade practices or for backing out from the execution of contract after an award of work.
6. I/we am/are not involved in any major litigation that may affect or compromise the delivery of service required if we were to be awarded with this work.
7. I/We have examined and have no reservations to the EOI Documents, including any Addendum / Clarifications issued by the Client.



8. I/We do not have any conflict of interest
9. I/We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice in respect of any tender or request for application or EOI issued by or any Contract entered into with the JLR or any other public sector enterprise or any government, Central or State;
10. The Application is unconditional
11. I/we have an office in India at **[insert office address]**
12. I/We agree to keep this offer valid for 180 (One Hundred and Eighty) days from the Application Due Date specified in the EOI
13. I/ We nominate, appoint and authorise Mr/Ms \_\_\_\_\_ (name), son/daughter/wife of \_\_\_\_\_ and presently residing at \_\_\_\_\_ who is presently employed with us and holding the position of \_\_\_\_\_, as the "Authorized Signatory", to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our application under the EOI "***Development of Water Sports Activities in Karnataka***"
14. I/We understand that you may cancel the selection at any time and that you are neither bound to accept any Application that you may receive nor to select the applicant, without incurring any liability to the Applicant.

Our Application is binding upon us and subject to the modifications resulting from subsequent negotiations.

We understand you are not bound to accept any Application you receive.

Yours sincerely,

Authorised Signatory:

Name and Title of Signatory:

Name of Applicant:

Address:

### 3B. Applicant's Details

(If the Applicant is a Consortium, individual forms are to be submitted for the Lead Member and the Member Firm)

#### A. Details of the Applicant

Sl. No.	Criteria	Details
a.	Name of Company /Firm / Partnership / Proprietorship	
b.	Country of Incorporation	
c.	Date of Incorporation and/or Commencement of Business	
d.	Number of years of experience relevant to this assignment	
e.	Brief description of applying entity including details of its main lines of business and proposed roles and responsibilities in this Project	
f.	Registered Office Details	Address: Contact Person: Mobile: Phone: Email: Fax:
g.	Branch/Regional Office Details	Address: Contact Person: Mobile: Phone: Email: Fax:
h.	Details of the Authorized Signatory for the Tender	Name: Designation: Address: Phone: Email:
i.	Details for individual(s) who will serve as Point of Contact	Name: Designation: Mobile: Phone: Email:
j.	Nature of Business	(such as Govt. Organization/Undertaking, Public/Private Ltd. Co., Partnership Firm, Proprietorship, etc.)
k.	Company / Firm / Proprietorship registration details along with the supporting documents as specified in EOI	

<b>l.</b>	PAN Card Number. Self-attested copy to be enclosed.	Number: Enclosed: <input type="checkbox"/> Yes <input type="checkbox"/> No			
<b>m.</b>	GST Number. Submit self-attested copy of GST Registration Certificate	Number: Enclosed: <input type="checkbox"/> Yes <input type="checkbox"/> No			
<b>n.</b>	Copy of IT Returns for the last completed financial year (FY 2019-20)	Enclosed: <input type="checkbox"/> Yes <input type="checkbox"/> No			
<b>o.</b>	Annual Turnover of the Applicant (Form at Section 3F must also be enclosed)		<b>FY 2017-18</b>	<b>FY 2018-19</b>	<b>FY 2019-20</b>
		<b>Turnover in INR Lakh</b>			
<b>p.</b>	Other relevant documents	<b>Sl. No.</b>	<b>Name of Document</b>	<b>Purpose</b>	
		1			
		2			

### B. Summary of Experience

Using the format below, the Applicant / Lead Member of the Consortium shall provide a summary of their work experience with operation of Water Sports activities in the last 3 (three) years –

Sl. No.	Name of Client	Name of Assignment	Brief Description of Assignment (indicate the Water Sports activities undertaken)	Client Reference (Name, Designation, Phone/Email)	Value of Assignment (In Rs lakhs)	Location	Start Date (Month, Year)	End Date (Month, Year)
1.								
2.								
3.								
4.								
5.								

**Authorised Signatory:** \_\_\_\_\_

**Name and Title of Signatory:** \_\_\_\_\_

**Name of Applicant** \_\_\_\_\_

**Note:**

- Experience of operation of Water Sports activities such as kayaking, paddleboat, rowing, sailing, jet ski, etc. or operation of a water sports centre or other activities as recognized by such as Adventure Tour Operators Association of India (ATOAI), National Institute of Water Sports (NIWS), General Thimayya National Academy of Adventure (GETHNAA) or other relevant competent authority in India or abroad shall be considered for assessment of relevant experience of Applicant
- The Client reserves the right to request any further supporting documents from the Applicant

### 3C. Team Composition and Task Assignments

Applicant's Name: \_\_\_\_\_

#### 1. Managerial/Technical Staff

Sl. No.	Name	Position	Task	Relevant Certification	Certificate Issuing Authority	Relevant Qualifications	Relevant Experience
1							
2							
3							

Total number of Managerial / Technical staff on the payroll of [Name of Applicant]:

\_\_\_\_\_

#### 2. Support Staff

Sl. No.	Name	Position	Task	Relevant Certification	Certificate Issuing Authority	Relevant Qualifications	Relevant Experience
1							
2							
3							
4							

Total number of Support staff on the payroll of [Name of Applicant]: \_\_\_\_\_

### 3D. Undertaking for Experience and Qualification for Operation of Water Sports Activities

(On the Letterhead of the Applicant)

[Location, Date]

TO:

Managing Director,  
Jungle Lodges and Resorts Limited  
Ground Floor, Khanija Bhavan  
West Wing, 49 Race Course Road,  
Bangalore – 560001

Dear Sir,

**Subject: Application for EOI for “Development of Water Sports Activities in Karnataka” –**  
Undertaking regarding experience and qualification for Operating Water Sports Activities

I/ we do hereby undertake the following that –

1. M/s \_\_\_\_\_ [Name of Applicant] have been in operation for a minimum period of 3 years as of April 2021. We have experience in providing and undertaking the operation of following Water Sports activities for our clients –

[Kindly mention the type of Water Sports activities undertaken by the Applicant]

\_\_\_\_\_

\_\_\_\_\_

2. M/s \_\_\_\_\_ [Name of Applicant] has experience of undertaking operation of Water Sports activities for the following clients in the last 3 years –

Sl. No.	Year	Name of Client	Name of Assignment	Location	Water Sports Activities Operated	Details of the Assignment
1.	2020					
2.	2019					
3.	2018					

3. The following staff of M/s \_\_\_\_\_ [Name of Applicant] are certified to conduct Water Sports activities by a competent authority such as NIWS / ATOAI / GETHNAA or equivalent authority within India or abroad –

Sl. No.	Name	Designation	Name of the Water Sports	Certification	Certifying Authority	Date of Issue of Certificate	Date of Validity of Certificate
1.							
2.							
3.							
4.							

4. M/s \_\_\_\_\_ [Name of Applicant] holds the following accreditation(s) for the operation of Water Sports activities from a competent authority such as NIWS / ATOAI / GETHNAA or equivalent authority within India or abroad –

Sl. No.	Accreditation	Accrediting Authority	Date of Issue of Accreditation	Date of Validity of Accreditation
1.				
2.				
3.				
4.				

5. [If Applicable] M/s \_\_\_\_\_ [Name of Applicant] hold the following ISO21101:2014 certification or equivalent that meets the requirements of a safety management system for adventure tourism activity providers –

Sl. No.	Certification	Certifying Authority	Date of Issue of Accreditation	Date of Validity of Accreditation
1.				

6. M/s \_\_\_\_\_ [Name of Applicant] has experience of undertaking operation of Water Sports activities for the following State / Central Government / PSU clients

Sl. No.	Year	Name of Client	State / Central Government/ PSU clients	Name of Assignment	Location	Water Sports Activities Operated	Details of the Assignment
1.	2020						
2.	2019						
3.	2018						

7. I/We are hereby enclosing copies of the certificates / supporting / Work Orders documents for Sl. No. 4, Sl. No. 5, and Sl. No. 6 above.

Yours sincerely,

Authorised Signatory:

Name and Title of Signatory:

Name of Applicant:

### 3E. Financial Capacity of the Applicant

(If the Applicant is a Consortium, individual forms are to be submitted for the Lead Member and the Member Firm)

(On the Letterhead of the Statutory Auditor)

Date:

We have verified the relevant records of M/s. \_\_\_\_\_ [Name of the Applicant], and certify that their annual turnover in the last Three (three) financial years are as follows –

Annual Turnover			Average Annual Turnover for the last 3 completed FYs
FY 2017-18	FY 2018-19	FY 2019-20	

Average annual turnover of the Applicant is INR \_\_\_\_\_ Lakh [amount in words and figures rounded to the nearest thousand]

Name and Address of the Applicant's Bankers:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

This certificate is being issued to be produced before Managing Director, Jungle Lodges and Resorts Limited (JLR) for "**EOI For Development of Water Sports Activities in Karnataka**"

(Seal and signature of Auditor)

Name of the audit firm: \_\_\_\_\_

CA Membership Number: \_\_\_\_\_

Date: \_\_\_\_\_

### 3F. Comments and Suggestions for the Development of Water Sports Activities

Name of Applicant: \_\_\_\_\_

1. Based on our own assessment, study and experience, I/we suggest the operation of following water sports activities at the following water bodies of Karnataka –

Sl. No.	Water Body	Proposed Water Sport Activities
1.	Krishna Raja Sagar Dam	
2.	Naga Dam	
3.	Kabini Dam	
4.	Harangi Dam	
5.	Gorur Dam	
6.	Vanivilas Sagar Dam	
7.	Bhadra Dam	
8.	Tunga Anekat	
9.	Tungabhadra	
10.	Malaprabha Dam	
11.	Almatti Dam	
12.	Narayanapura Dam	
13.	Chandrapalli Dam	
14.	Karanja Dam	
15.	Kanva Dam	
16.	Markonahalli	
17.	Shanti Sagar Lake	
18.	Cauvery (Kaveri) River	
19.	Sharavathi River	
20.	Kali River	
21.	Phalguni (Gurupura) River	
22.	Bhadra River	
23.	Yagachi Dam	
24.	Suvarnavathi Dam	

*Note: The above list of water bodies is indicative and the Applicant may suggest additional water bodies where water sports activities may be undertaken*

2. I/we would like to offer the following comments and suggestions for the development of water sports activities in Karnataka.

---

---

---

Yours sincerely,

Authorised Signatory:  
Name and Title of Signatory:  
Name of Applicant:



### **3G. Consortium Agreement Format**

*(To be executed on appropriate value non-judicial stamp paper)*

Memorandum of Understanding

Between

\_\_\_\_\_

and

\_\_\_\_\_

Whereas the Managing Director, Jungle Lodges and Resorts Limited (JLR), Government of Karnataka, (the “**Client**”) has invited proposal for ***EOI for Development of Water Sports Activities in Karnataka*** (hereinafter called the “**EOI**”)

And Whereas \_\_\_\_\_ (the “**Lead Member**”) and \_\_\_\_\_ (individually, the “**Member Firm**”, collectively the “**Member Firms**”) have agreed to form a Consortium to participate in the EOI; and

Now, therefore, it is hereby agreed by and on behalf of the Member Firms as follows:

- (i) \_\_\_\_\_ will be the Lead Member and \_\_\_\_\_ will be the Member Firms
- (ii) \_\_\_\_\_ (Lead Member) shall be the in charge of overall administration of contract and shall be authorized representative of all Consortium members for conducting all business for and on behalf of the Consortium during the EOI process and subsequently, represent the joint venture for and on behalf of the Consortium for all matters for dealing with the Client.
- (iii) All Consortium partners do hereby undertake to be jointly and severally responsible for all the obligation and liabilities relating to the assignment and in accordance with the Terms and Conditions of the EOI.
- (iv) Subsequently, if the Consortium is selected for the EOI, a detailed agreement indicating the specific project inputs and role of each consortium member shall be submitted to the Client

For

\_\_\_\_\_ (Name of Lead Member)

\_\_\_\_\_

Managing Director/Head of the Firm

Address

For

\_\_\_\_\_ (Name of Member Firm)

\_\_\_\_\_

Managing Director/Head of the Firm

Address

## Section 4. Terms of Reference

### 1. Introduction

Karnataka state has various tourism products such as beaches, hill stations, heritage monuments, national parks, wildlife sanctuaries etc. Given the variety of tourism assets, the state is promoted under the tagline “One State, Many Worlds”. The Department of Tourism and its undertakings are continuously endeavouring to develop various tourism offerings in the State and promote the state both nationally as well as internationally through a range of promotional activities.

#### About Jungle Lodges and Resorts Limited (JLR)

Jungle Lodges and Resorts Limited (JLR) established in 1980, promotes eco-tourism, adventure tourism and various wildlife destinations in Karnataka. Working closely with the Forest Department, it runs more than 25 properties across national parks, wildlife sanctuaries and the coast, making it India’s largest chain of eco-tourism resorts. Various outdoor activities such as trekking, camping, safaris, white water rafting, etc. are offered at these resorts. Apart from this, JLR also provides consultancy services to other state governments in promoting eco-tourism.

#### About Karnataka State Tourism Development Corporation Limited

Karnataka State Tourism Development Corporation Limited (KSTDC) was incorporated in 1971 as a company wholly owned by the Government of Karnataka. KSTDC’s vision is to showcase the rich and diverse culture, heritage and beautiful nature of Karnataka to the domestic as well as international tourists by ensuring safe, comfortable and memorable journey by promoting sustainable tourism. KSTDC helps domestic and international tourists find their delight by providing facilities that include accommodation, transport, tour packages and safari.

### 2. Background

The demand for water-based adventure sports activities, such as kayaking, rafting, canoeing, rafting, river cruising, scuba diving, etc. have grown exponentially worldwide over the past few years. Such tourism activities support local economies, attracts high value customers and encourages sustainable practices.

Karnataka has several water bodies including dams, rivers, reservoirs, backwaters, and lakes with the potential for water-based adventure sports activities. Undertaking such activities in a controlled and sustainable manner shall not only boost the tourism potential of Karnataka but also generate employment and benefit the overall socio-economic development of the areas surrounding the water bodies. In this regard, the Government of Karnataka has vested Jungle Lodges and Resorts Limited (JLR) and Karnataka State Tourism Development Corporation Limited (KSTDC) – government undertakings functioning under the Department of Tourism, with the responsibility of undertaking water sports activities in the below-mentioned water bodies of Karnataka –

Sl. No.	Water Body
1.	Krishna Raja Sagar Dam
2.	Naga Dam
3.	Kabini Dam
4.	Harangi Dam
5.	Gorur Dam
6.	Vanivilas Sagar Dam
7.	Bhadra Dam
8.	Tunga Anekat

Sl. No.	Water Body
9.	Tungabhadra
10.	Malaprabha Dam
11.	Almatti Dam
12.	Narayanapura Dam
13.	Chandrapalli Dam
14.	Karanja Dam
15.	Kanva Dam
16.	Markonahalli
17.	Shanti Sagar Lake
18.	Cauvery (Kaveri) River
19.	Sharavathi River
20.	Kali River
21.	Phalguni (Gurupura) River
22.	Bhadra River
23.	Yagachi Dam
24.	Suvarnavathi Dam

### 3. Objective

JLR and KSTDC have been mandated to promote and develop water sports activities in identified water bodies in Karnataka. In this regard, JLR and KSTDC wish to connect with competent water sports operators and hold discussions to understand ways to engage with them for the development of water sports activities in the State. Further to this, JLR and KSTDC shall finalise the project structure and at a later stage, may issue RFPs for the selection of operators for the operation of water sports activities in Karnataka.

While this EOI has been issued by JLR, both JLR and KSTDC may hold discussions with the selected applicants and may issue RFPs for the selection of water sports operators. Hence, the term “**Client**” in this Section may refer to either JLR or KSTDC, as applicable.

### 4. Definitions

“**Water Sports**” are adventure tourism activities undertaken in water bodies such as lakes, rivers, and coastal areas and are recognized by a competent authority such as Adventure Tour Operators Association of India (ATOAI), National Institute of Water Sports (NIWS), General Thimayya National Academy of Adventure (GETHNA), Department of Youth Empowerment and Sports, Government of Karnataka (DYES) or equivalent.

Water Sports Activities may include

1. Boat and Water-Scooter Rides
2. Canoeing
3. Jet Ski
4. Kiteboarding / Kitesurfing
5. Kayaking / Sea Kayaking
6. Parasailing
7. Rafting
8. River Cruising
9. Sailing
10. SCUBA Diving
11. Snorkelling
12. Speed Boat Ride
13. Water Skiing

14. Windsurfing
15. White Water Kayaking & Canoeing
16. Other activities as recognized by relevant competent authority

“**Water Sports Operator**”, hereby referred to as “**Operator**” is any legal entity under the relevant law that is conducting Water Sports activities and is certified under the applicable law to conduct such Water Sports activities.

## **5. Terms and Conditions for Development of Water Sports Activities in Karnataka**

The Client shall engage with competent and experienced Water Sports Operators selected under this EOI and shall carry out detailed discussions for developing Water Sports activities in Karnataka. As a part of their submitted applications, Applicants shall submit their comments and suggestions for the development of Water Sports activities vide the form at Section 3F. However, these comments and suggestions are not binding on the Client and shall be used only to provide inputs for structuring the model for engaging with Water Sports Operators.

Post discussions with the Operators, the Client may issue Request for Proposal (RFPs) for selection of an operator for operating Water Sports activities in Karnataka. The Client reserves the rights to invite the tender through a suitable mechanism following the discussions held under this EOI. Tenders may be invited for a single location or groups of locations as per the discretion of the Client.

The proposed roles and responsibilities of the Operator and the Client for operating water sports activities under the proposed RFP are detailed below –

### **5.1. Roles and Responsibilities of the Client**

- a. The Client shall extend promotional support for the promotion of Water Sports, through various digital marketing platforms - Client’s website, Department of Tourism website, social media accounts of the Client and Department of Tourism and other such promotional channels.
- b. The Client shall facilitate the Operator, on a best effort basis, in obtaining the necessary sanctions, consent, clearances and approvals from relevant authorities with a view to undertake water sports operations at the identified locations. However, the Operator shall be solely responsible for obtaining technical certifications necessary for undertaking Water Sports activities such as licenses, certification, etc from the relevant competent authority
- c. Officials or representatives of the Client may, at any time, may monitor the quality and standards of the service being offered and the compliance to the applicable laws.

### **5.2. Roles and Responsibilities of the Operator**

#### **a. Operation of Water Sports Activities**

- i The Operator shall operate water sports activities at the identified water bodies and shall ensure that the quality of services provided are consistent with national / international standards.
- ii The Operator must adhere to guidelines for Water Sports of National Institute of Water Sports, an autonomous body constituted under the Ministry of Tourism, Government of India.

The Operator must also adhere to the *Indian Adventure Tourism Guidelines, Version 2.0 – 2018* (or revisions thereof) launched by Ministry of Tourism, Government of India along with Adventure Tour Operators Association of India

- iii The Operator shall undertake all the investment necessary to operate water sports activities successfully and safely, such as purchase of equipment, gears, construction of

reception area, ticket counter , food court and make provisions for providing drinking water, toilets, changing rooms and cloak room facilities, etc.

- iv The Operator shall have to coordinate with the relevant authorities to ensure the development of basic infrastructure, amenities and other relevant infrastructure. The Client shall facilitate the Operator on a best effort basis.
- v The Operator shall bear all the operational costs incurred while conducting the water sports activities, which shall also include utilities viz power, water, internet connection etc.
- vi The operational season during which the water sports activities shall be finalised by the Operator in consultation with the Client.
- vii The Operator shall undertake the maintenance of all the Water Sports gear and equipment including safety equipment. The Operator is expected to undertake regular maintenance and upkeep of all gear and equipment to ensure the safety of customers at all times.
- viii The Operator shall be solely liable towards any complaints, or any action taken by any person against quality/standard of services rendered by the Operator
- ix The Operator shall conduct water sports activities and carry out its obligations with all due diligence, efficiency, and economy, in accordance with generally accepted professional techniques and practices, and shall observe sound management practices, and employ appropriate advanced technology and safe and effective equipment, machinery, materials, and methods
- x The Operator shall ensure that they are compliant with applicable acts, rules, regulations and guidelines of relevant authorities during the operation of Water Sports activities.
- xi The Operator will have to follow the acts, norms and guidelines laid down by the State Government and Central Government for operations, cleanliness, insurance and safety.

**b. Cleanliness & Waste Management**

- i The Operator shall be responsible for the continuous maintenance, high standard of cleanliness, sanitation, hygiene etc. in and near the water body where water sports activities are being conducted and ensure that the water bodies are not spoiled due to Water Sports activities.
- ii The Operator shall be responsible for the segregation of waste as per local laws and undertaking of waste management measures.

**c. Safety & Security**

- i The Operator shall submit a safety manual detailing the safety procedures, including search and rescue procedures
- ii The Operator shall make all necessary arrangements for safety and keep a rescue team available during operation of Water Sports activities.
- iii The Operator shall make available all lifesaving equipment, firefighting, appliances, communication, rescue tubes and other equipment required, duly certified by the Competent Authority viz. Indian Registrar of Shipping/National Institute of Water Sports or any other relevant competent authority

**d. Licenses, Clearances and Approvals**

- i The Operator shall be solely responsible for obtaining and maintaining all necessary sanctions, licenses, consent, clearances, approvals etc. for the successful operation and management of Water Sports activities.

**e. Human Resources**

- i The Operator shall make available a strong multi-disciplinary team comprising of the trained personnel such as instructors, operators, guides and other necessary manpower, to undertake the Water Sports activities during the entire term of the Assignment
- ii The Operator shall have a team of certified/ licensed staff and practitioners on the payroll of the Operator. All manpower engaged by the Operator for providing services must have necessary the certifications / licenses / qualifications and experience for providing Water Sports activities.

**f. Ticketing and Revenue Collection**

- i The Operator shall have the right to fix, demand, collect, appropriate and revise the prices for the Water Sports activities. The Client may provide inputs for determination of the appropriate pricing for Water Sports activities
- ii Operator shall be responsible for collection of fees / usage charges from the customers who intend to undertake Water Sports activities and shall provide tickets / vouchers to the customers after receipt of payment. The Operator shall appoint the required manpower for offline ticketing and develop the necessary infrastructure for online ticketing

**g. License Payment**

- i The Operator shall share with the Client a License Payment for undertaking the operation of Water Sports activities in any of the following forms –
  - a. Fixed License Payment: A fixed license payment amount shall be charged to the Operator for the license to operate the water sports activities. This fixed amount may increase at periodic time intervals during the contract period.
  - b. Revenue Share Payment: Operator shall pay the Client a percentage of the Net Revenue (Gross Revenue less GST) for the license to operate the water sports activities.
  - c. A combination of Fixed License Payment and Revenue Share Payment
  - d. Any other suitable mechanism as determined by the Client
- ii The License Payment shall be paid to the Client on a monthly or quarterly basis as determined by the Client.

**h. Insurance**

- i The Operator shall undertake the necessary insurance for the customers as well as operating staff and other technical staff.
- ii The Operator shall insure the passengers for third party insurance as per the carrying capacity of the boat/equipment, to the extent of at least INR 5 Lakh (Rupees Five Lakh) per passenger.
- iii The Operator shall insure the boat / equipment under Group Personal Accident Policy which should be valid during the entire period of operation. Each activity undertaken by the Operator shall be covered by a General Public Liability Insurance of INR 20 Lakh per accident with a maximum coverage of INR 5 Crore per annum for all Water Sports activities undertaken at a single location.
- iv The Client shall not be responsible in event of any mishap or unforeseen event/accident for operation of such activities by the Operator or due to the activities of any third-party.

**6. General Terms and Conditions**

- i **Cooperation:** The Parties shall extend full assistance and cooperation to each other during the EOI.

- ii The Client shall not be liable to the Operator for any lost revenue, lost profits or other incidental or consequential damages
- iii The Operator, his agents and employees/ staff shall, at all times, observe/perform and comply with all applicable laws/ rules and regulations
- iv The Operator shall be wholly and fully responsible for the safety and lives of the customers and their staff.
- v If the Operator does not have an office in Karnataka, the Operator shall set up an office in Karnataka at our own cost before entering into an agreement / contract later for the proposed RFP.
- vi **Jurisdiction:** The Applicant(s) agree that the courts and tribunals in Karnataka shall have exclusive jurisdiction to settle any disputes which may arise out of or in connection with this EOI and accordingly any suit, action or proceedings arising out of or in connection with this EOI may be brought in such courts or the tribunals and the Parties irrevocably submit to, generally and unconditionally, the jurisdiction of those courts or tribunals
- vii The Client reserves the right to withdraw this EOI, without assigning any reasons for the same, if the Client determines that such action is in the best interest