



# MEGHALAYA TRANSPORT CORPORATION

(A Govt. of Meghalaya Undertaking)  
POLICE BAZAAR, SHILLONG-793001

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## CORRIGENDUM & ADDENDUM

No.MTC/MD/RFP/2020/749/77

Dated Shillong, the 24<sup>th</sup> February 2020

With reference to the Tender notice no.MTC/MD/RFP/2020/749/44 dated 07.02.2020 for “Selection of an Airline Operator to provide Flight services between Delhi and Shillong” amendments to the RFP are notified as below. All other requirements, information and terms & conditions shall remain unchanged.

### **A. The following Section 3.7 of the RFP:**

#### ***“ 3.7 Minimum Eligibility Requirement***

Bidders who comply with the following criteria are eligible for participation in this tender:

All Regional Carriers, Scheduled Carriers and International Carriers, who are qualified to operate the mentioned sector are allowed to participate in the bid. Supporting documentary evidences should be provided for each criteria.

1. The Bidder as a Company must be currently in the aviation business of air-operations under valid Air Operator’s Permit (AOP) for the last five years from the last date of submission of the tender.
2. The Bidder should have experience of providing ticketed passenger services for at least two years
3. Aircraft under its ownership / wet lease (with documentary proof)
4. Copies of currently valid Certificate of Airworthiness (C of A), C of Registration (C of R), Weight Schedule, etc. issued by DGCA, BCAS and other competent authorities, for the operation of the Aircraft service must be furnished along with the Technical Bid.
5. Turnover of the Bidder for the last 3 financial years (2016-17, 2017-18 & 2018-19) should be at least Rs 25 crores in each FY
6. Bidder should have positive Networth in each of the last 3 financial years (2016-17, 2017-18 & 2018-19)
7. Plane model: 40 – 80 seater for Delhi – Shillong– Delhi Sector
8. The age of the Aircrafts offered must not be more than 15 years as on 31<sup>st</sup> December 2019

9. The Operator's (Bidder's) and its Board of Directors Security Clearance should not have been rejected by the Ministry of Home Affairs in the preceding 10 (ten) years. Self declaration should be submitted to this effect.
10. A Certificate from the Statutory Auditor to the effect that the Bidder has requisite financial capacity to carry out the agreement work in addition to their existing business and about the Average Annual Turn Over of last three financial years (2016-17, 2017-18 & 2018-19) etc. as specified in the tender must be enclosed in the Technical Bid.
11. The Operator (Bidder) should not have been established by DGCA to have been involved in any fatal accident in the past 03 years (self declaration to be attached).
12. Should have PAN/ TAN of Income Tax Department.
13. Should have GST registration number.
14. The Bidder (Operator) should submit in original a Solvency Certificate from a nationalized / scheduled bank."

## **Stands amended as:**

### **"3.7 Eligibility Criteria**

**Bidding under the Scheme shall be permitted only by the airline operators having:**

**1) A valid Scheduled Operator's Permit (SOP) or a Scheduled Commuter Operator (SCO) permit for scheduled air transport service (passenger) issued by the DGCA, or**

**2) A valid Non-Scheduled Operator's Permit (NSOP) for nonscheduled air transport service (passenger) issued by the DGCA, or**

**3) A valid air operator permit or equivalent permit issued by the competent civil aviation regulatory authority of any foreign country, or**

**4) Entities which do not have a valid AOP at the time of bidding under the Scheme, but which have applied for an initial No Objection Certificate (NOC) from MoCA, as per applicable regulations, for obtaining Air Operator Certificate (AOC) for Scheduled Passenger Air Transport Service or Scheduled Commuter Air Transport Services before the last date of Submission.**

**In the event that any of the Bidder eligible under this section above is identified as the Selected Airline Operator, such Applicant must obtain a valid AOC from the Directorate General of Civil Aviation (DGCA) before commencement of operations for MTC / Government of Meghalaya.”**

**B. The following Annexure-6 of the RFP :**

**Annexure – 6 Checklist for Eligibility and Technical requirements**

“

<b>Sr</b>	<b>Details (Supporting documents)</b>	<b>Yes / No</b>	<b>Page numbers</b>
1	Bidder as a Company must be currently in the aviation business of air-operations under valid Air Operator's Permit (AOP) for the last five years from the last date of submission of the tender.		
2	The Bidder should have experience of providing ticketed passenger services for at least two years		
3	Aircraft under its ownership / wet lease (with documentary proof)		
4	Copies of currently valid Certificate of Airworthiness (C of A), C of Registration (C of R), Weight Schedule, etc. issued by DGCA, BCAS and other competent authorities, for the operation of the Aircraft service must be furnished along with the Technical Bid.		
5	Turnover of the Bidder for the last 3 financial years (2016-17, 2017-18 & 2018-19) should be at least Rs 25 crores in each FY		
6	Bidder should have positive Networth in each of the last 3 financial years (2016-17, 2017-18 & 2018-19)		
7	Plane model: 40 – 80 seater for Delhi – Shillong– Delhi Sector		
8	The age of the Aircrafts offered must not be more than 15 years as on 31 <sup>st</sup> December 2019		
9	10. The Operator's (Bidder's) and its Board of Directors Security Clearance should not have been rejected by the Ministry of Home Affairs in the preceding 10 (ten) years. Self declaration should be submitted to this effect.		

10	A Certificate from the Statutory Auditor to the effect that the Bidder has requisite financial capacity to carry out the agreement work in addition to their existing business and about the Average Annual Turn Over of last three financial years (2016-17, 2017-18 & 2018-19) etc. as specified in the tender must be enclosed in the Technical Bid.		
11	The Operator (Bidder) should not have been established by DGCA to have been involved in any fatal accident in the past 03 years (self declaration to be attached).		
12	Should have PAN/ TAN of Income Tax Department.		
13	Should have GST registration number.		
14	The Bidder (Operator) should submit in original a Solvency Certificate from a nationalized / scheduled bank.		
15	Annexures ( <i>except Financial proposal, which shall be part of Financial Bid sealed envelope</i> ) as per template in RFP		
15	Photos of the proposed Aircraft (interior and exteriors)		
16	Any other relevant documents		

## Stands deleted

### C. The following Annexure-4 of the RFP:

#### ***“Annexure-4: Technical requirements***

Name of the Bidding company / Operator:.....

Name & Type of the AIRCRAFT proposed to be provided	*Minimum Passenger seats and minimum carrying capacity (excluding Pilots)
1.	1.

- (i) All supporting documents must be enclosed, which *inter alia* should include Certificate of Airworthiness, Weight schedule, technical specifications etc.
- (ii) Photographs of the proposed aircraft (exterior and interior) must be enclosed.
- (iii) The proposed Aircraft for Delhi – Shillong– Delhi sector should be of 40 to 80 seater and covering the round trip in not more than 6hours of flying time.”

**Stands amended as:**

**“Annexure-4: Technical and other information**

Name of the Bidding company / Operator:.....

<b>Name &amp; Type of the AIRCRAFT proposed to be provided</b>	<b>Seating Capacity of the Aircraft (excluding Pilots &amp; Crew)</b>	<b>Number of <u>calendar days</u> required to start the operations, from the date of issuance of Letter of Invitation (LoI) by MTC</b>
1.	1.	

\* In case of non-compliance in starting the operations within the number of calendar days from the date of issuance of LoI by MTC, except if any extension is granted by MTC, would be considered as an event of default which shall entitle MTC to terminate the Contract with the Airline Operator. In such an event, MTC may consider identifying the Airline Operator through a process as decided by the Committee.

(i) All supporting documents relevant to the Technical details must be enclosed, which *inter alia* should include Certificate of Airworthiness, Weight schedule, technical specifications etc., except if provided for in any provision of this RFP.

(ii) Color Photographs of the proposed aircraft (exterior and interior) must be enclosed.

(iii) The proposed Aircraft for Delhi – Shillong– Delhi should be of 35 to 80 seater and covering the round trip in not more than 6 hours of flying time.

(iv) Additional information, facilities and details about the services and aircraft which may be beneficial for the Government of Meghalaya.”

**D. The following Annexure-5 of the RFP:**

**“Annexure-5: Financial capacity**

S. No	Financial Year	Annual Revenue (in Rs.)
1.	2016-17	
2.	2017-18	
3.	2018-19	
<b>Net worth as on 31/03/2019 is Rs. _____</b>		
<b>Certificate from the Statutory Auditor</b>		
<p>This is to certify that the above financial position extracted from the audited financial statement of M/s -----(Name of Bidder) for the last three completed accounting years up to 2018-19 are correct.</p> <p>Name of the audit firm:  Seal of the audit firm:  Date:  <b>(Signature, name and designation of the authorized signatory)</b></p>		

**Stands deleted**

**E. The following Annexure-9 of the RFP:**

**“Annexure-9: Financial proposal**

(a)	(b)	(c)	(d)	(e)	(f)	(g)
Duration	Route	‘B’ Seating Capacity of the proposed Category-2 Aircraft	Seats proposed for VGF	VGF quote for <u>Shillong --- Delhi</u> per seat	VGF quote for <u>Delhi- Shillong</u> per seat	Total Quote
			Minimum 70% of B	Capped at maximum of Rs 6500	Capped at maximum of Rs 5500	
For THREE Months	Delhi --- Shillong --- Delhi	B		D1	E1	T1 = D1 + E1
For ONE Year	Delhi --- Shillong --- Delhi	B		D2	E2	T2 = D2 + E2
						T = T1+T2

Note: Financial Evaluation Criteria:

- (i) The Bidder / Operator providing lowest quotation for T will be declared L1.
- (ii) The Ticket price for the seats as to be mentioned at column (d) by Bidder in the above table, is capped at Rs 7000/... per seat.
- (iii) The selected operator should ensure that the booking of non-VGF seats for a particular flight is initiated for booking only after all the VGF seats have been booked. The MTC / Government of Meghalaya may get the same verified by a competent third party auditor from time to time.

Signature of Authorized Signatory  
Name of the Firm                    ”

**Stands amended as :**

**Annexure-9: Financial proposal**

(a)	(b)	(c)	(d)	(e)
<b>Duration</b>	<b>Route</b>	<b>‘B’ Seating Capacity of the proposed Aircraft (excluding Pilots and crew)</b>	<b>Seats proposed for VGF</b>	<b>VGF quote for the <u>Route</u> per seat</b>
			<b>Maximum 70% of B</b>	<b>Capped at maximum of Rs 6500 one-way</b>
<b>For THREE Years</b>	<b>Delhi --- Shillong --- Delhi</b>	<b>B</b>		<b>V</b>

Note: Financial Evaluation Criteria:

- (i) The Bidder / Operator providing lowest quotation for V will be declared L1.
- (ii) The Ticket price for the seats as to be mentioned at column (d) by Bidder in the above Table, is capped at Rs 7000/... per seat one-way.
- (iii) The selected operator should ensure that the booking of non-VGF seats for a particular flight is initiated for booking only after all the VGF seats have been booked. The MTC / Government of Meghalaya may get the same verified by a competent third party auditor from time to time.

**(iv) In the event of more than one bidder quoting exactly the same amount per VGF seat (i.e V in the Table at Annexure-4), the Committee shall be at liberty to decide based on the information provided in the “Annexure-4 Technical and other information”, Annexure-7 and other relevant information provided by the Bidder in response to the RFP. The decision of the Tender Committee on this matter shall be final.”**

Signature of Authorized Signatory  
Name of the Firm ”

**F. The Annexure-2 of the RFP:**

*“Annexure-2 Particulars of Bidder*

Sr	Description	Details (to be filled by the responder to Bid Document)	Page number in Bid document (to be filled by Bidder)
1	Name of the Bidder		...
2	Official address		...
3	Phone no. and Email id		...
4	Corporate Headquarters Address		
5	Corporate Phone no. and Email id		
6	Website		
7	Details of Bidder's Registration (Please enclose copy of the registration document)		
8	Name of Registering Authority		
9	Registration Number and Year of Registration		



Contact Details of officials (at least two) for future correspondence regarding the bid process:

Details	Authorized signatory contact	Secondary contact
Name		
Title		
Company address		
Phone		
Mobile		
Email		

(To be supported by relevant documents.)  
(Signature, name and designation of the authorized signatory)

(Name and seal of the Applicant / Lead Member) "

**stands amended as:**

***Annexure-2 Particulars of Bidder***

Sr	Description	Details (to be filled by the responder to Bid Document)	Page number in Bid document (to be filled by Bidder)
1	Registered Name of the Applicant		...
2	Registered Name of the Airline		
3	Date of incorporation		
4	Certificate of incorporation		
5	Official address		
6	Phone number		
7	Email id		
8	Corporate Headquarters Address		
9	Corporate Phone no. and Email id		
10	Website		

Contact Details of officials (at least two) for correspondence regarding the bid process:

Details	Authorized signatory contact	Secondary contact
Name		
Designation		
Official address		
Phone		
Mobile number		
Email		

*(To be supported by relevant documents.)*

(Signature, name and designation of the authorized signatory)

(Name and seal of the Applicant / Lead Member)

**G. The following paras of Section-2 of the RFP:**

**2 Introduction**

(iii) The State Government, through the Meghalaya Transport Corporation (MTC) under the Transport Department, intends to initially provide the flight connectivity between Delhi and Shillong twice a week for a period of 3 months, which may be extended based on performance of the successful bidder and availability of demand by passengers.

(iv) It is expected to on-board a 40 – 80 seater capacity aircraft. More details on the scope of Services are provided in the Scope of Work section.”

**Stands amended as:**

**“2 Introduction**

(iii) The State Government, through the Meghalaya Transport Corporation (MTC) under the Transport Department, intends to initially provide the flight connectivity between Delhi and Shillong twice a week for a period of 3 years, which may be extended based on performance of the successful bidder and availability of demand by passengers.

(iv) It is expected to on-board a 35 – 80 seater capacity aircraft. More details on the scope of Services are provided in the Scope of Work section. ”

**H. The following Sl no. 4 of the Table at Section 3.5 of the RFP:**

Sl no	Items	Description
4.	Last date and time for submission of bids (Technical & Financial both) in Hard copy	<b>24<sup>th</sup> Feb 2020, 15:00 hrs IST</b> at the Conference Hall, Information Technology & Communications Department, Secretariat Hills, Shillong-793001, Shillong-793001

**Stands amended as:**

Sl no	Items	Description
4.	Last date and time for submission of bids (Technical & Financial both) in Hard copy	<b>2<sup>nd</sup> March 2020, 15:00 hrs IST</b> at the Conference Hall, Information Technology & Communications Department, Secretariat Hills, Shillong-793001, Shillong-793001

**I. The following sub-paras after Section 7.2 (v) stands inserted in the RFP:**

**“(vi) As part of the ‘Annexure-4 : Technical and other information’, bidders are required to mention the ‘Number of calendar days required to start the operations, from the date of issuance of Letter of Invitation (LoI) by MTC’. The proposed date of start of operations shall be as early as possible from the date of signing of the Contract. In case of non-compliance in starting the operations within the number of calendar days from the date of issuance of LoI by MTC, except if any extension is granted by MTC, would be considered as an event of default which shall entitle MTC to terminate the Contract with the Airline Operator. In such an event, MTC may consider identifying the Airline Operator through a process as decided by the Committee.**

**(vii) All supporting documents relevant to the Technical details must be enclosed, which *inter alia* should include Certificate of Airworthiness, Weight schedule, technical specifications etc.**

**(viii) Color Photographs of the proposed aircraft (exterior and interior) must be enclosed.**

**(ix) Additional information, facilities and details about the services and aircraft which may be beneficial for the Government of Meghalaya. ”**

**J. In Section 7.3 (vi) :**

“(vi) The criteria for the selection of the Airline Operator, individually for each sector, will be the lowest quoted VGF/ per seat, as per financial proposal template in Annexure to this RFP.”

**stands amended as:**

“(vi) The criteria for the selection of the Airline Operator will be the lowest quoted VGF/ per seat, as per financial proposal template in Annexure to this RFP. Preference will be given to the Bidder offering direct flights from Delhi to Shillong and Shillong to Delhi.”

**K. In Section 7.3: Financial Proposal evaluation, after para (viii), the following para (ix) stands inserted:**

**(ix) As part of the ‘Annexure-5 : Financial Proposal’, the Financial evaluation shall be conducted as follows:**

- (a) The Bidder / Operator providing lowest quotation for V will be declared L1.**
- (b) The Ticket price for the seats as to be mentioned by Bidder at column (d) at Table of Annexure-5 of RFP, is capped at Rs 7000/- per seat.**
- (c) The selected operator should ensure that the booking of non-VGF seats for a particular flight is initiated for booking only after all the VGF seats have been booked. The MTC / Government of Meghalaya may get the same verified by a competent third party auditor from time to time**
- (d) In the event of more than one bidder quoting exactly the same amount for V, the Committee shall be at liberty to exercise discretion based on the information provided in the “Annexure-4 Technical and other information ” and in Annexure-7 of the RFP.**

**L. The “Section 7.4 Award of Work” of the RFP:**

“

- (i) After completion of negotiations with the preferred bidder, the Authority shall award the work to the selected Bidder by Issuing a Letter of Invitation (LoI).**
- (ii) The Successful Bidder with whom the agreement is signed is expected to commence the Flight Operations on or before 7<sup>th</sup> March,2020. ”**

**Stands amended as:**

“

- i) **MTC Authority shall award the work to the successful Bidder by Issuing a Letter of Invitation (LoI). The successful Bidder shall mandatorily start the operations within the ‘Number of calendar days’ as mentioned by the Bidder in their Proposal at Annexure-4, failing which MTC may initiate steps as per provisions of this RFP.”**

**M. At Section 8.1 , the following para (ii):**

“

- ii. Airlines Operator would be required to operate direct flights between Shillong and Delhi twice a week, initially for a period of 3 months, which may be extended based on the performance of the successful bidder (Operator) and demand trend from passengers.
- iii. The Operator is expected to deploy 40 – 80 seater aircraft.
- iv. The age of the Aircraft shall not be more than 15 years as on 31<sup>st</sup> December 2019.”

**Stands amended as:**

“

- ii. Airlines Operator would be required to operate direct flights between Shillong and Delhi twice a week, initially for a period of 3 years, which may be extended based on the performance of the successful bidder (Operator) and demand trend from passengers. The Contract, which will be signed between MTC and successful bidder (Airline Operator), may be terminated by giving a 6 months notice period either by MTC or the successful Bidder (Operator).
- iii. The Operator is expected to deploy 40 – 80 seater aircraft. “

**And the para (iv) stands deleted**

**N. At para 20 of the 'Annexure-1: Letter of Proposal',**

“

20. In the event of my/our Firm being selected as the Agency, I/we agree to enter into an Contract agreement with the MTC / Authority.”

**Stands amended as:**

20. **“In the event of my/our Firm being selected as the Airline Operator, I/we agree to enter into an Contract agreement with the MTC / Authority within the timelines stipulated in the LoI be issued by MTC.”**

**O. At para (iii) of Section 3.8 : Preparation of Proposal and at Annexure-10: Bank Guarantee template**

the following wordings :

“Rs. 10,00,000/- (Ten lakhs only)”

**stands amended as:**

“Rs. 5,00,000/- (Five lakhs only)”

Sd/-

**Managing Director,  
Meghalaya Transport Corporation  
Shillong**