

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

Corrigendum 1: Response to Pre-Bid Queries

Gujarat State Aviation Infrastructure Company Limited

Project Name: Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

1. Response / Clarifications/ Remarks to the Queries raised by the prospective Bidders

Sl. No.	Queries	Response / Clarification
1.	<p>Query/Suggested Amendment (Para 5.8 (b) ii pg 26) Submission of Proposed Aircraft Details and Registration Documents along with BID</p> <p>As stated in the tender document, bidder should have at least one aircraft on ownership or lease hold basis at the time of tender submission and need to submit its Airworthiness Certificate and other certificates issued by DGCA.</p> <p>However, this type of project is new in Gujarat and also in India and such amphibian or seaplane won't be readily available in India. Furthermore, bidder cannot enter into lease agreement or purchase the aircraft solely on the basis of RFP, until they are selected as preferred bidder because there is very huge amount involvement and probability of getting selected as preferred bidder is unknown for everyone,</p> <p>To overcome this, as per the standard industry practice, bidder shall be asked for submission of configuration of the aircraft they wish to deploy along with bid submission and bidder shall be given reasonable time to deploy the aircraft if they are selected as preferred bidder and in case they fails to deploy within stipulated time, penal action shall be taken on them as may deem fit to the Authority.</p>	<p>Please refer to the modified Pre-qualification criteria and marking table in section 2 & 3 respectively.</p>
2.	<p>Query/Suggested Amendment: (Para 5.4 Pg 31) Beginning of Service within 30 days of Agreement</p> <p>As stated in the tender document, bidder is required to begin the service within 30 days of the agreement. However, as stated earlier there is no aircraft available</p>	<p>Please refer to the clarification provided at point number 1.</p>

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	<p>and based on our past experience and industry trend, compliance fulfilment and induction of the aircraft from foreign country cannot be completed and begin the service in less than 5 months considering multiple authority involvement such as DGCA, MHA, RBI, MEA, import permission and many others. Hence, bidder should be given reasonable time of 6 months so that they can thoroughly make due diligence of each and every aspects of the aircraft, maintenance, service, operation etc. and begin the long lasting service</p>	
3.	<p>Query/Suggested Amendment: Clause 5.11.2 – The Preferred Bidder should be given at least 6 months period after execution of agreement to commence services. This is required since induction of aircraft on NSOP will take at least 3 to 4 months and clearance of FATA pilot takes any time between 3 to 6 months.</p>	Please refer to the clarification provided at point number 1.
4.	<p>Query/Suggested Amendment: Agreement Execution Within 30 days is not possible as discussed by so many bidders. It should be Min. 90 days from signing of Final Agreement or 60 days from all clearances from DGCA.</p>	Please refer to the clarification provided at point number 1.
5.	<p>Query/Suggested Amendment: Commencement of Service Its not possible to commence services within 30 days from the date of Signing of Agreement. As discussed in the meeting, it should be 90 days or ASAP once DGCA clears everything.</p>	Please refer to the clarification provided at point number 1.
6.	<p>Query/Suggested Amendment: <i>(Para 5.8 (b)iv Pg 27)</i> Experience of Pilot and Senior Manager As stated in the tender document, "Bidder should have at least 1 pilot trained in flying seaplane or amphibian plane with a minimum 500 hours of flying experience." Having minimum 500 hours experienced pilot on roll of the operator is valid to understand the capabilities of the operator. However, there are no amphibian or</p>	In an event, the Bidder does not have pilots on its rolls as per the requirements of the Tender, they may submit commitment letter for a Pilot as per the terms of the RFP, they wish to deploy with bid submission. The format of the same (New Form 9) is placed at Section 4 of this document.

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	<p>seaplane available in the country, hence availability of trained pilot of seaplane or amphibian is not possible. Hence, this requirement of trained pilot should be redrafted in a way pilot meets DGCA requirements at the time of operating the said aircraft.</p>	<p>Pilots shall meet DGCA requirements at the time of operating the said aircraft.</p> <p>Note: No two bidders can submit details of the same Pilot. Authority will be at its liberty to treat all such bids invalid wherein it discovers that details of same pilot has been provided by more than one bidder in its bid.</p>
7.	<p>Query/Suggested Amendment: Clause 5.8.1 (b) (iv) a. – The Pre-qualification criteria to have at least 1 Pilot on its rolls at the time of submitting the Bid, who is trained in flying seaplanes and has a minimum of 500 hrs of flying experience, needs to be removed. No experienced pilots available in India and getting a FATA pilot on rolls will take about 3 to 6 months period for clearance from MHA.</p>	<p>Please refer to the clarification provided at point number 6.</p>
8.	<p>Query/Suggested Amendment: (As per RFP 5.8.B stage 2 point no. IV- this paragraph is required after bidding, before bidding it can be relaxed.</p>	<p>Please refer to the clarification provided at point number 6.</p>
9.	<p>Query/Suggested Amendment: Team Pilot confirmation without Tender allotment is not possible. Any Pilot as per DGCA rules with of Min. 500 Hrs. seaplane Flying experience can be appointed once Tender allotted to the Operator before commencement of Commercial operations starts.</p>	<p>Please refer to the clarification provided at point number 6.</p>
10.	<p>Query/Suggested Amendment: <i>(Para 2,12 Pg 6)</i> Performance Security equivalent to 3 months VGF Submission of Performance security equivalent to 3 months VGF will become very huge capital investment at the beginning hence it should be kept in line with other tenders of the country nearly for one month VGF to avoid additional capital cost of bidder ultimately ending with high VGF bid.</p>	<p>The said clause is being modified as below:</p> <p>Preferred Bidder shall submit Performance Security in the form of an unconditional and irrevocable Bank Guarantee for an amount equal to 2 months' VGF as quoted</p>

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		by the Bidder and as accepted by the Authority with a validity of 42 months from signing of the Operations Agreement.
11.	<p>Query/Suggested Amendment: <i>(Para 6.2.4)</i> Mobilisation Advance We request you to kindly provide mobilization advance against submission of performance security to the tune of 75% so that operator can get better fund liquidity which will boost their performance. The same can be repaid in equal instalment over the tender period of 36 months</p>	No change
12.	<p>Query/Suggested Amendment: <i>(Para 6.2.1 Pg 35 and Para 6.1 Pg 34)</i> Fuel Escalation As per the tender document, there is no provision for providing fuel escalation throughout the tender period. Fuel cost is major cost for any airline and price fluctuation in the fuel affects directly on the costing of an airline. As there is long tender duration of 3+3 years, ATF price can neither be overlooked nor can consider the future prediction of price. Hence, in line with the standard industry practice accepted in all the tenders, fuel escalation payment shall be made for the increase above 5% because ticket price is also capped and bidder cannot recover ATF cost increase as adopted by other airline companies,</p>	No change
13.	<p>Query/Suggested Amendment: Request for Addition of other sectors under project There is only one sector of operation under the tender and expecting 100 hours of flying under VGF which will increase the cost per hour of operation. However, based on our internal analysis of the passenger demand, there are many other sectors which can be covered within the state and if aircraft is utilized for higher flying hours, cost will become lower and project will reach to more citizens of the state as well as viability will remain successful. Hence, we request you to kindly add one another sector such as Surat-Statue of Unity-Surat based on the public demand.</p>	<p>Bidders are requested to take note, that in an event, the Operations in the said sector is stopped by the Authority, the Authority may, at its discretion direct the Operator to operate in a different sector (e.g. Ahmedabad – Dharoi OR Ahmedabad – Surat). The VGF for this alternate sector shall be capped at the VGF per seat per minute as</p>

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		<p>per the discovered rates of Preferred Bidder in this tender.</p> <p>In an event, the Operator declines to operate in such an alternate sector, the Authority shall be at the liberty to terminate the Agreement hence releasing the Authority from the obligation of paying the Monthly 'Aircraft Leasing Cost,' as per the provisions of Clause 6.6.1.</p>
14.	<p>Query/Suggested Amendment: <i>(Para 6.1,(c) (i) Pg 33)</i> Leverage from Minimum flight operation</p> <p>1) As stated in the tender document, "VGF Should be given only if there is at least one fare-paying passenger in any round trip. In case of no fare-paying passenger in a round trip, the operator is at liberty to operate the flight, however, VGF shall not be paid for such trips". In such instances, leverage shall be given from operation of minimum number of flights for all such days/trips when no fare paying passengers are booked.</p> <p>2) Furthermore, to remove future ambiguity, the clause should be drafted to reflect that, if passenger is not booked in both the sector of round trip, then only VGF shall not be paid. If any passenger is booked in any sector (either to or fro) then VGF shall be paid for complete round trip</p>	<p>1) Point (i) under clause 6.1 is being modified as below: The minimum trips to be covered by the Operator in a month shall be 70 to avail the VGF. The VGF shall be paid on a pro-rata basis for such trips. No VGF will be paid to the Operator if total trips in a month are lesser than the minimum number as given above. It is further clarified that the VGF shall be applicable for a maximum of 100 trips per month for the identified sector only. No VGF will be provided for additional trips beyond the maximum limit of 100 trips.</p> <p>2) The Clause is unambiguous in nature and no further clarification is needed.</p>
15.	<p>Query/Suggested Amendment: <i>(Para 6.1,(c) (i) Pg 33)</i> Request for clarification of Minimum days and minimum flight operation As stated in the tender document clause 6.1 (c), bidder shall operate minimum 25 days and 2 round trips (4 flights) daily which becomes 100 trips of single sector. Whereas in clause 0.1 (i), it is</p>	<p>Please refer to the clarification provided at point number 14.</p> <p>It is also being clarified that one round trip shall be considered Ahmedabad-Ektanagar-Ahmedabad.</p>

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	<p>mentioned that, bidder shall operate minimum 80 trips only and maximum 100 trips will be paid for VGF. We request you to kindly clarify on the minimum requirement as it is 80 or 100?</p> <p>Furthermore, to avoid future ambiguity, please streamline the point in all the clauses of the tender documents either in sectors or in round trips (to and fro of any sector is considered as one round trip) so as to avoid ambiguity in future.</p>	
16.	<p>Query/Suggested Amendment: Request for clarification of VGF Calculation</p> <p>Flight duration is dependent on multiple operational factors and it does not remain constant in all the season and all the days. Bidder's cost is directly associated with the duration of flight and hence in line with other tenders, VGF should be calculated based on the actual flight duration.</p> <p>Authority may keep upper limit of 50 round trips but per minute cost shall be arrived on the basis of estimated duration submitted by the Bidder on inception of service based on their proposed aircraft and per minute VGF shall be multiplied with the actual duration to avoid any additional cost either to bidder or to the authority.</p>	<p>No change. Bidders are expected to account for such uncertainties into their Financial Bid.</p>
17.	<p>Query/Suggested Amendment: <i>(Para 6.1, (o) Pg 34)</i> Request for clarification of VGF and time period for replacement of aircraft due to any event</p> <p>1. It is mentioned that, "operator shall deploy another aircraft within 72 hours having minimum 50% capacity in case the aircraft is grounded and same aircraft shall be replaced within one month." We wish to bring to your kind consideration that, scheduled or unscheduled maintenance, snags etc. do come in any aircraft and in some instances, it takes long time to make the aircraft in airworthy condition as per DGCA Guidelines. In such cases, there shall be relaxation to operator as the event is not under control of operator and safety is involved in case operator does not maintain the aircraft as per guidelines of manufacturer and DGCA. To sum up, all kind of maintenance, snags etc. shall be allowed and given leverage.</p>	<p>Point (o) under Clause 6.1 is being modified as below:</p> <p>(o) The Operator shall be required to deploy the aircraft, having specifications as per the original aircraft within a maximum period of 01 month. The services shall be temporarily suspended during that period.</p> <p>No grant during the period of such suspended services shall be paid to the Operator.</p> <p>In case a larger aircraft is being provided as a replacement aircraft, the VGF shall</p>

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	<p>2. Moreover, No such amphibian or seaplane aircrafts are readily available in India as of now hence replacement within 72 hours is beyond possibility in case of any such unfortunate event and if the aircraft becomes permanently operational then inducting new aircraft will again take 5 months hence the reasonable time shall be given to the operator for aircraft deployment,</p> <p>3. As stated in the tender, operator shall deploy another aircraft within 72 hours having minimum 50% capacity in case the aircraft is grounded and VGF shall be paid on pro rata basis based on the daily available seats. However, it should be considered that, calculation of VGF on pro-rata base will not justify the cost recovery to bidder as there will be multiple additional cost in such unfortunate event as the deployment will be for short period and it will be costlier than routine operating aircraft.</p> <p>4. Furthermore, there are many cost which remains constant irrespective of the seating and majority of the cost are fixed so the VGF shall be continued as per the tender as less seating capacity will also end up with less revenue and ultimately bidder will end up with high cost.</p> <p>5. If bidder is upgrading the aircraft with higher capacity then pro-rata increase in VGF should also be considered and VGF shall not be restricted to the original VGF.</p>	<p>be paid on the basis of the seats of the Aircraft being originally provided.</p>
18.	<p>Query/Suggested Amendment: Provision of Cost Inflation There is no provision of cost inflation in the tender. However, considering the long term of the tender period and increasing cost of all the sectors, there should be provision to incorporate cost inflation indexation of the VGF as being provided in UDAN scheme of the government and similarly ticket price capping of Rs.5000 should also be increased every month in line with Cost inflation Index.</p>	<p>Point number (w) under clause 6.1 is being modified as below: (w) Ticket prices (all-inclusive fare) including standard luggage allowance for one way journey shall be capped as below:</p> <ul style="list-style-type: none"> • First year of operations: Rs. 5,000/- • Second Year of operations: Rs. 5,500/- • Third Year of operations: Rs. 6,000/- <p>The Operator is free to charge less than the same to enhance ridership.</p>

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19.	<p>Query/Suggested Amendment: <i>(Annexure 1 Pg.56)</i> Request for clarification towards submission of financial bid with break up To avoid confusion, We seek your kind clarification as if we need to submit bid price along with all the break ups as given in Annexure I (Format for financial bid) or do we need to submit only VGF sought per round trip as single amount and later on we should submit the details when asked by the Authority during negotiation meeting or otherwise.</p>	<p>The format given in “Annexure 1: Format for Financial Bid” has to be filled up by the Bidders.</p> <p>The details in Page 58 of the RFP shall be submitted only when the same is sought by the Authority.</p> <p>Bidders are requested to take note that the Financial Bid shall be submitted online only.</p>
20.	<p>Query/Suggested Amendment: <i>(Para 6.1(x) Pg.35)</i> Sharing of Ticket Revenue In line with other tenders, We request you to kindly relook and remove the revenue sharing of Rs.750 per ticket as ticket price will be dynamic to attract the passenger demand and sharing of the revenue will add additional cost burden on bidder</p>	<p>No change</p>
21.	<p>Query/Suggested Amendment: <i>(Para 2(s) Pg.4)</i> Provision for Payment of lease rent for 3 years in case of premature closure 1. As stated in the tender, authority will guarantee to pay minimum 3 years Aircraft leasing cost in case the service is stopped by authority before 3 years. However, there will be many other cost associated at the time of inception of service and which are planned to be recovered in 3 years operation period and in unfortunate event those cost will adversely affect the bidder. 2. Furthermore, if bidder plans to purchase the aircraft and not taking on lease, then how the cost will be paid to bidder in such instance? We seek your kind clarification please,</p>	<ol style="list-style-type: none"> 1. No change. Bidders are expected to account for such uncertainties into their Financial Bid. 2. It is being clarified that the payment towards “lease rent” is notional to support the Operator. In an event, the Bidder plans to purchase the Aircraft, they may account for “Notional Lease Rent” in the Financial Bid and the same shall be honoured by the Authority, should the Bidder emerge as a Preferred Bidder. The Escrow Agreement shall be drafted accordingly.

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22.	<p>Query/Suggested Amendment: (Para 6.1(q to v) Pg.35) Requirement of basic facilities and transportation at water aerodrome As stated in the tender, any new development required by operator at the water aerodrome terminal would be created by the operator at their cost after permission from authority. However, authority shall provide basic required facility as per various guidelines of DGCA, BCAS, AAI, etc. if not available and we request you to kindly provide list of available infrastructure so as to estimate the requirement of other Development, if any, Furthermore, transportation of passengers, crew, ATF unto water aerodrome should be provided by authority through their arrangement as there will be no refuelling facility available at both the water aerodromes as generally available in other airports.</p>	<p>The following facilities (on a non-exclusive basis) shall be provided by GUJSAIL Free of cost to the Operator, for providing services under this mandate:</p> <ul style="list-style-type: none"> - Security arrangement - Terminal Building, - Ambulance, Security equipment like X-Ray machine, HHMD, DFMD, Weather station, Beacon, Jetty, Firefighting equipment
23.	<p>Query/Suggested Amendment: Promotion of the service by Authority We appreciate the support to promote the service across various media from time to time. However, based on our past experience of various government projects, we request you to kindly incorporate media plan along with budget as in practice, there come multiple department involvement and lack of support is observed by other departments to promote the initiative in past projects. Alternatively, Authority may allow operator with specific budget per month based on market trend and operator may plan the campaigns to get its maximum reach and citizens of the state and country can be benefitted at large</p>	<p>It is being clarified that the Government shall promote the services on a best effort basis. A provision of “Advertising and publicity expense” is already made into the Financial Bid format for supporting the Bidders.</p>
24.	<p>Query/Suggested Amendment: Relief from Governmental Charges We request you to kindly incorporate provision to allow operator to operate without payment of any charges to various authority such as AAI, ATC, Ground handling agency etc. in line with the UDAN Scheme of the country. Because, as per the latest provisions, NSOP holders can not undertake ground handling service on their own and they are bound to take the service from AAI designated service provider which is very much costly and it will affect the cost of the bidder.</p>	<p>No change</p>

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	Furthermore, there are few other relaxations available under (UDAN scheme such as NIL VAT on ATF, self-handling of the flights by operator etc. shall also be incorporated for this noble project.	
25.	<p>Query/Suggested Amendment: <i>(Para 6.8(b)(iii) Pg.27)</i> Net Worth of the Bidder As per the tender documents, bidder is required to have minimum net worth of Rs. 2.00 Crore as on financial year end. However, we wish to bring to your kind consideration that, In airline companies, it is not possible to have positive net worth specifically in small or mid-size airline companies because of the heavy outflow of capital expenditure and large portion of lease cost outflow in initial 10-12 years as per lease structure. Hence, if bidder is capable of fulfilment of other financial and non-financial criteria of the tender and able to submit the performance security then he shall be allowed to bid for more competitive bidding. Else, many small airline companies will not be able to participate in the tender and chances of heavy VGF Demand by bigger airline remains very high. Alternatively, amount invested by the promoters/directors as long term loan to the company shall also be allowed to be included as capital (subordinate capital) if bidder undertakes not to return that amount to directors during the tender validity because as per the financial structuring of the small airline, there remains huge investment by way of long term loan of directors but it is not being capitalized due to multiple compliance involvement and cost involvement.</p>	No change.
26.	<p>Query/Suggested Amendment: <i>(Para 5.8(b)(iii) Pg.27)</i> Data of Financial Year 2022-2023 As per the tender documents, net worth and other data to be considered as on year ending 2020/2021/2022 but the financial year 2023 is already ended 2 months ago so 31st March 2023 balance sheet and figures shall also be accepted, if audited and submitted by bidder.</p>	Please refer to the modified pre-qualification criteria in Section 2 below and corresponding Modified Form in Section 4 below.
27.	<p>Query/Suggested Amendment: Our query is pertaining to RFP document, Pt#4 Brief Introduction clause-I - seaplane connectivity through 09-19 Seater Sea Plane or Amphibian Plane. Kindly</p>	The Operator is free to deploy aircrafts satisfying the minimum requirements as per the tender.

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	inform if a Twin engine Twinotter Aircraft (capable of landing in water) is permitted to provide Air services as per the scheme.	
28.	Query/Suggested Amendment: Clause 5.8.1 (b) – The criteria on Age of aircraft to be revised to not more than 20 years. There are very few seaplanes that are younger than 15 years	Please refer to the modified Pre-qualification criteria and marking table in Section 2 & 3 respectively.
29.	Query/Suggested Amendment: Clause 5.8.2 – There should be provision for yearly escalation on the quoted VGF to cover the fluctuation in the fuel rates and the conversion rate for US dollar.	No change
30.	Query/Suggested Amendment: Clause 6.1 (m) – the term of the agreement should be revised to have initial terms of 6 years and further extended to a period of 3 years + 3 years.	No change
31.	Query/Suggested Amendment: Clause 5.4.1 (4) & (5) – Last date for submission of bid to be extended.	No change
32.	Query/Suggested Amendment: As per RFP point no. 5.8 B stage 2 pre-qualification criteria no. I- requirement of NSOP before bidding has been given in RFP so it is requested to provide some flexible room to participate in tender and some specific relaxation is required in the technical bidding system, encouraging more and more operators and investors in the aviation field. Without NSOP nobody can operate aircraft in Indian territory, in our pre-qualification criteria in tender copy there is requirement of NSOP while in India there is no aircraft that is registered in sea plane category in any NSOP/any company. So the requirement of NSOP will come after tender finalisation hence, the requirement given in tender should be relaxed before bidding. Justification- any organization that shall be the final successful bidder should have to endorse/include/induct sea plane aircraft (if existing NSOP) then it will take at least 3-4 months of time. So, this requirement before tendering/pre-bid is not mandatory and is being relaxed as new NSOP will also take the same time as the time taken by old endorsement of aircraft.	Please refer to the modified Pre-qualification criteria and marking table in Section 2 & 3 respectively.
33.	Query/Suggested Amendment:	No change

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	As per RFP 5.8.B- notes given is mandatory for all aircrafts, helicopters or any flying machine as per guideline given by DGCA, without DGCA guideline no one can fly the aircraft.	
34.	Query/Suggested Amendment: (3) As per RFP 5.8.B stage 2 point no. III- it is a NSOP requirement given in CAR, then what is the need of a balance sheet ?	No change
35.	Query/Suggested Amendment: As per RFP 5.8.B stage 2 point no. V- It may also imply after bidding.	No change
36.	Query/Suggested Amendment: For MSME registered organizations, would they take EMD or is there any relaxation for EMD?	No change
37.	Query/Suggested Amendment: There are no Operators for Seaplane in India, so it's very difficult to get NSOP registered Operators, who are interested in Seaplane Operations to Take-off. Any Major Airlines are not interested even to participate in the Pre-Bid meeting too. So, we have to do joint venture with foreign companies having rich experience, but they don't have valid NSOP. ICOA approved Operators should be qualified, subject to obtain DGCA approval ASAP once they got the Work Order	Please refer to the clarifications provided in point number 32 above.
38.	Query/Suggested Amendment: We should not compromise in it, because our flights are not flying only above the water bodies. In all Seaplanes flying countries are using it to fly on water bodies, which are safe to float any seaplane, but our routs are completely different. Age of Aircraft should be Max. 12 Yrs. And Priority to be given for Newest Aircraft at higher VGF rate too. Which will reduce the Break down time too	No change. Please also refer to the clarification provided at point number 28 above.
39.	Query/Suggested Amendment: Deployment of Service Plane As you aware that, availability of the Seaplanes is very serious issue. To operate only 1 route it's quite difficult to keep a Standby Aircraft. Any Operator would not like to suspend the operations due to any General maintenance issues. But in case	No change. Please also refer to the clarification provided at point number 17 above.

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	<p>of any unforeseen circumstances and due to any major issues, we will be completely dependable on Aircraft provider. So, It's very difficult to arrange Equivalent or better configuration Aircraft. It's a very huge liability on any Operator if Govt. imposes any penalty on us. It's our Revenue and Opportunity loss too. So, If any operator found lacking in any scheduled services or any mistake by Pilot during Taxing, could be penalize. But due to any Act of God, Bird Hit, Major Accidental issues (Which can be done by anyone unknowingly) shall be avoided till you offer Min. 5 Aircrafts to operate in India to any single Operator. So, he can afford to have a back up aircraft. Also mention about the Penalty clause if any. So, bidder can decide up on the Risks & Rewards.</p>	<p>The RFP document is amply clear regarding the penalty clauses.</p>
40.	<p>Query/Suggested Amendment: Consortium Major Airlines are not interested in Seaplane operations. We are interested in invest in Seaplane Operations Business in India with a new company, but we don't have any experience of Seaplane so we are partnering with Foreign Operator having all Eligibility criteria. But, they don't want to invest in Indian Business being Lead Member of the Consortium. Any Consortium Member or Jointly should fulfil all Eligibility criteria's in parts or together. India Company may become the Lead Member of the Consortium, which will solve the safety issue as well.</p>	<p>Please also refer to the clarification provided at point number 32 above</p>
41.	<p>Query/Suggested Amendment: Negotiations To appoint best Bidder to Operate on Long-term basis. QCBS would have been the best option here. If suppose, we are working for only 5 yrs. Old Aircraft and asking for Highest VGF, having vast experience and Being one of best Operators in the world. But, if any other Bidder brings down oldest Aircraft, and being L-1, not having Evaluation points as much as we have!</p>	<p>No change</p>

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	Bidder who has earned Highest Points in Evaluation process, should get the priority to Match L-1 rates, if its bidder agrees at the L-1 technical specifications.	
42.	<p>Query/Suggested Amendment: Performance Security Forfeited No body would like to fail in their business due to Negligence or Non-Observance. Please clearly elaborate the definitions of any breach or negligence or non-observance of any terms and conditions of the Agreement or for unsatisfactory performance by the Selected Bidder. 3 Months VGF amount seems to be almost half of the Aircraft Value! It's not justified at all.</p>	<p>The Draft Air Service Operations Agreement shall be uploaded shortly, including the various conditions which shall invite penalty provisions. Bidders are also requested to refer to the clarifications provided in point number 10 above.</p>
43.	<p>Query/Suggested Amendment: Release of Performance Security On due performance and completion of the Agreement Period in all respects, the Performance Security will be returned to the Preferred Bidder without any interest, on the presentation of an absolute 'No Demand Certificate' issued by the Authority. It should be released within Maximum 30 days.</p>	<p>No such commitment can be given.</p>
44.	<p>Query/Suggested Amendment: Seating Capacity It will unfair to the bidder who is quoting for 19 seater Aircraft as its Cost of Ownership and Maintenance will be almost 3 times higher than any single engine Aircraft. Rent of Maruti being Small Engine Vs. Rent of Mercedes having Double capacity engine and Safety features, Rent of Per Km. is not same. Either you should fixed the Seating Capacity in tender OR Invite Separate VGF as per Aircraft Model as per UDAN scheme currently operating routes.</p>	<p>No Change</p>
45.	<p>Query/Suggested Amendment: Operators Role as Airlines</p>	<p>The Draft Air Service Operations Agreement shall be uploaded shortly,</p>

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	<p>Operator shall be required to manage the entire airline role, including but not limited to the sale of tickets on their e-platform, passenger handling at both destinations, ground handling, compliance with the requirements of the airport terminals.</p> <p>Need to elaborate the Role of Bidder and Role of Authority.</p>	<p>including the roles and responsibilities of both parties.</p>
46.	<p>Query/Suggested Amendment: Minimum Trip Minimum Trips commitment will give safety on ROI to Bidder to avail good quote from the Aircraft company and also for getting finance to acquire better Aircraft. Min. 120 trips should be covered for VGF per month to be operated in Weekends, Festive seasons and Government Events periods. We can't depend up on Chartered flights as DGCA will not permit us to fly in non-flying zones. OR We should be eligible to land on other Airports as this is Amphibious Aircraft.</p>	<p>No change. Bidders are free to operate provided it does not limit its capabilities to fulfil the various terms and conditions and commitment under this mandate.</p>
47.	<p>Query/Suggested Amendment: Agreement Period 3 Yrs. Agreement period is not secure for any Finance option. Any OEM is not giving us priority on getting Aircraft on Lease also. India Market is already negative for Seaplane. So if Govt. Gives Min. 9 years contract then only its viable. Min. 9 Yrs. Contract is required to get the best deal and Priority on Aircraft availability.</p>	<p>No change</p>
48.	<p>Query/Suggested Amendment: Hanger for Maintenance It was decided to create Maintenance Facility at Sabarmati Riverfront, but it has not been completed yet. Need to have Maintenance Hanger by GUJSAIL at Sabarmati Riverfront.</p>	<p>No such commitment can be given as of now. GUJSAIL hangar at Ahmedabad airport can be provided for maintenance.</p>
49.	<p>Query/Suggested Amendment: Luggage Allowance Seaplane has the limitation of Space and not having the overhead storage space like other Aircrafts.</p>	<p>The Operator shall be required to provide a luggage allowance of up to 15 kg per passenger per ticket, or as per DGCA norms, whichever is higher.</p>

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

Sl. No.	Queries	Response / Clarification
	So, operator shall allow to be charged extra on all baggage, to reduce the baggage load.	The Operator shall be free to charge for additional luggage as per DGCA norms.
50.	Query/Suggested Amendment: ATF escalation Fuel cost is a major cost to be considered. ATF cost escalation has to be considered as on date of bidding	No change
51.	Query/Suggested Amendment: Monthly Payment Payment date should be fixed as per UDAN scheme payment schedule. Payment shall be made within Max. 15 days from the date of monthly Invoice.	Payment shall be made, at the earliest, following the submission of Monthly Invoice, on a best effort basis.
52.	Query/Suggested Amendment: Bank loan Bank loan is mandatory to operate viable business ventures. Bank loan should be permitted	Bidders are free to access and avail loans, provided the same complies to the requirements the RFP and the Draft Air Services Agreement.
53.	Query/Suggested Amendment: Charter Service Charter Service duration may vary so, what if anyone wants it for more time. If charter services are anyways not going to be calculated for VGF. Chartered services rates will depends up on time to time, so cant be fixed. Charter services without any restrictions shall allowed and its rates should be open and at sole discretion of the Operator. It can't be fixed.	No change
54.	Query/Suggested Amendment: Format of the Forms Forms might be changed if any terms and conditions are getting changed	No change

2. Modified Pre-qualification criteria

Clause 5.8.1, Pre-qualification Criteria is being modified as below:

(a) Stage 2: Pre-qualification Criteria

A Bidder shall be eligible to participate in the Bidding Process only upon compliance and fulfilment of the below-mentioned criteria ("**Pre-qualification Criteria**"):

- (i) The Bidder, in case bidder being a Sole Bidder, should have a legally valid Scheduled / Non-Scheduled Operator's Permit (NSOP/NOC) from the Ministry of Civil Aviation, Government of India (MoCA), as on the Bid Due Date.;

OR

The Bidder, in case bidder being a Consortium, should conform to the following :

Any member of the Consortium should have a legally valid Scheduled / Non-Scheduled Operator's Permit (NSOP/NOC) from the Ministry of Civil Aviation, Government of India (MoCA), as on the Bid Due Date.;

OR

Other member of the Consortium should have an Equivalent Operator's Permit from the National Aviation Government Authority (Equivalent) from a Foreign Country, with an experience of providing seaplane operations, for Government Client, for at least one year in the last three years, as on the Bid Due Date.

Note: A maximum two-member consortium, with the Lead Member being an Indian Legal entity, only will be allowed. No member of the consortium shall be changed after submission of the Bids and before termination of the Agreement or expiry of the Agreement Period.

- (ii) The Bidder (Sole bidder / any Member of the Consortium) should have at least 1 (one) Seaplane OR Amphibian aircraft having a configuration of 09-to-19-seater Single Engine Aircraft, or a higher configuration, it wishes to operate, as per the following,

Under its ownership / lease / Valid and Binding Agreement (which it intends to deploy for the Services).

OR

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services
Commitment Letter as per the format (**New Form 8**) placed at **Section 4** of this document.

Note:

- Age of aircraft , as on Bid Due Date, **shall not be more than 20 years** and shall meet all the other requirements (Performance, Safety parameters, airworthiness etc) laid down by the DGCA / equivalent competent authority.
- The services as per the requirements of the tender shall commence **within a maximum period of 06 months from the signing of Agreement**. The Operator shall ensure that all approvals, procurement in this regard, including but not limited to taking an NSOP (if already not there), deployment of aircraft, bringing pilot(s), setting up booking platform (website / mobile app), taking all approvals and NOCs etc, are completed within the maximum period of 6 months from the signing of Agreement.
- Copies of currently valid Certificate of Airworthiness, Certificate of Registration, Weight Schedule etc, issued by DGCA and other competent authorities, for the operation of the Seaplane OR Amphibian Plane on offer, must be furnished along with the Technical Bid.
- It is expected that the Bidder will deploy the same Seaplane OR Amphibian Plane (as provide in its bid) for the services under this tender. If Bidder fails to depute the same Seaplane OR Amphibian Plane (due to reasons beyond its control), it will be allowed to depute another Seaplane OR Amphibian Plane, having equivalent or better configuration than the proposed in the Bid, only after written approval of the Authority.
- Bidders must ensure that the aircraft, as submitted by them, must be Unique. Authority will be at its liberty to treat all such bids invalid wherein it discovers that same aircraft has been provided by more than one bidder in its bid.
- The Preferred Bidder shall be required to submit a Deployment Plan following the issuance of LoA and as a precursor of signing of the Agreement. The Deployment Plan shall be discussed and finalized with the Authority and the same shall be legally binding and form a part of the Agreement. The Deployment plan shall clearly list all the activities and time required for the same that the Preferred Bidder proposes to undertake to ensure initiation of operation within a maximum period of 6 months from signing of the Agreement.
- Following the signing of the Agreement, the Preferred Bidder / Operator shall be required to submit a progress report & Action Plan, every

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services fortnight till the COD is achieved. The Authority shall monitor the same closely and be at liberty to take actions as per the provisions of the Operations Agreement, in an event a slack / no-adherence to the timelines as mentioned in the Deployment Plan is observed on the part of the Operator.

- It is being clarified that the Operations Period shall commence from the date of Commercial Operations and shall be for a period of **3 years**.
- (iii) The Bidder (Sole bidder / any Member of the Consortium) should have had a **Minimum Net Worth of Rs. 2.00 cr. (Rupees Two Crores only)** {(Subscribed and Paid-up Equity Share Capital + Free Reserves) – (Revaluation Reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders)} **or equivalent** as on last date of the last Accounting Year OR last date of penultimate Accounting Year, as per Audited Balance Sheet;

Note: In case the Bidder is submitting the net-worth details in INR equivalent, the conversion rate shall be taken as on the last date of the Accounting Year, for which the Net Worth details are being submitted.

- (iv) The Bidder (Sole bidder / any Member of the Consortium) should have the following minimum team:
- a. **Pilots (1 no.)**- trained in flying Seaplane OR Amphibian Plane with a minimum 500 hrs of flying experience, on its rolls at the time of submitting the Bid OR submit a commitment letter as per the format placed in **New Form 9** of this corrigendum.
 - b. **Senior Manager (1 no.)**- having at least 5 (five) years of experience in managing civil air service operations, on its rolls;

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

3. Revised Marking Table

S. No.	Evaluation Criteria	Documentary Evidence to be Provided as part of Technical Bid	Marking
1	Net worth of Bidder / any Member of Consortium as per the modified Pre-qualification criteria	<ul style="list-style-type: none"> ▪ Audited balance sheets for corresponding year and ▪ Details as per Form 4. 	Net worth in (INR) is: <ul style="list-style-type: none"> ▪ ≥ 2.00 Cr and < 5.00 Cr - 10 marks ▪ ≥ 5.00 Cr and < 10.00 Cr - 15 marks ▪ ≥ 10.00 Cr - 20 marks
2	Age of aircraft proposed to be deployed	Proof of ownership / copy of lease / valid and binding Agreement	Age of aircraft in years <ul style="list-style-type: none"> ▪ > 12.5 years & ≤ 20 years - 10 marks ▪ > 5 years & ≤ 12.5 years - 15 marks ▪ Up to 5 years - 20 Marks
3	Status of ownership of the Proposed Aircraft to be deployed	<ul style="list-style-type: none"> ▪ Proof of ownership OR ▪ Copy of lease / valid and binding Agreement OR ▪ Commitment Letter as per the New Form 8 	<ul style="list-style-type: none"> ▪ If owned as on the Bid Due Date - 10 marks ▪ If under lease as on the Bid Due Date- 7.5 marks ▪ If under valid and binding Agreement as on the Bid Due Date- 5 marks ▪ If submitting a Commitment Letter- 2.5 marks
4	Status of Bidder with respect to Operator's Permit	<ul style="list-style-type: none"> ▪ Scheduled / Non-Scheduled Operator's Permit from Government Authority ▪ NOC from MoCA 	<ul style="list-style-type: none"> ▪ Scheduled / Non-Scheduled Operator's Permit from Government Authority - 10 marks ▪ NOC from MoCA- 5 marks
5	Technical Presentation <ul style="list-style-type: none"> ▪ Previous experience of providing similar services ▪ Operations Plan for Agreement Period, ▪ Seaplane's capability to land on 	Refer Note below	40 marks

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

S. No.	Evaluation Criteria	Documentary Evidence to be Provided as part of Technical Bid	Marking
	/ take off from water as well as land		
Total Marks			100

Note:

1. While Bidders are not required to include the Technical Presentation, with their Technical Bid submission, they must take note that the Authority may invite for technical presentation at a short notice and Bidders should be prepared with the same. No extension in this regard shall be given at a later stage
2. It is advised that Team Leader / Senior Team Members from the Pre-Qualified Bidder's Organization to remain present for making the Technical Presentation to the Committee. **Failure of the bidder to be available for the Technical Presentation as per the schedule, may lead to disqualification of the Bidder, forfeiting of the EMD and blacklisting for further tenders.**

4. Revised and New Formats

Over and above the forms as given below, Bidders are requested to take note, that for all forms (wherever relevant), the bidders shall be required to give details of both the parties, in case bidder is a consortium.

Modified Form 1: Format of Bid Submission Cover Letter

(To be furnished by the Bidder or Lead Member of the Consortium on its letterhead)

Date:

To,
The Chief Executive Officer,
 Gujarat State Aviation Infrastructure Company Limited
 GUJSAIL Complex, Near Torrent Sub Station,
 SVPI Airport, Ahmedabad - 380 004

Sub: Submission of Bid for Selection of Airline Operator for providing connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

Sir,

In response to the Request for Proposal (RFP) for **Selection of Airline Operator for providing connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services**, going through all the information and terms and Conditions given in the Tender document including addendums, we are submitting our Bid as under.

1. We are submitting this Bid (Proposal) on our own.

(or)

We are submitting this Bid (Proposal) as the Lead Member of a Consortium consisting of the following members, for and on behalf of the Consortium.

S. No.	Names of Consortium Members	Address
1. (Lead Member)	
2. (Member)	

As a Lead Member, we understand the obligations of the Project. We are enclosing Consortium Agreement signed by all the members of the Consortium, nominating, and authorizing us to act as 'Lead Member' for implementing the Project.

2. The required general information and details along with supporting documents are enclosed along with this Bid. The undersigned declares that the statements made

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services and the information provided herein are complete, true, and correct in all aspects. This Bid shall be valid for 180 days from the Bid Due Date.

3. We acknowledge that Office of CEO, GUJSAIL will be relying on the information provided in this Bid and the documents accompanying such Bid for qualification of the Bidders for the aforesaid project, and we certify that all information provided in the Bid and in the Annexures are true and correct, nothing has been omitted which renders such information misleading and all documents accompanying such Bid are true copies of their respective originals.
4. All the required documents as per format provided in the RFP, duly signed, are enclosed.
5. I/We, hereby irrevocably waive any right which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by Office of CEO, GUJSAIL in connection with the selection of Bidders, or in connection with the Bidding Process itself.
6. I/ We acknowledge the right of the Authority to reject our Application without assigning any reason or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
7. I/ We certify that in the last 3 (three) years, we or our affiliates or associates have neither failed to perform on any contract, as evidenced by the imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award, 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.
8. I / we agree and undertake to abide by all the terms and conditions of the RFP.
9. We also understand that:
 - (a) Office of CEO, GUJSAIL is not bound to accept the Bid of any Bidder, either in part or in full. If the Office of CEO, GUJSAIL rejects any Bid or does not shortlist any Bidder, it may do so without assigning any reasons thereof.
 - (b) Office of CEO, GUJSAIL has the right to change or alter the details of the Services or scope of work.
 - (c) Office of CEO, GUJSAIL reserves the right, in its absolute discretion, at any stage without prior notice and without giving any reasons, to terminate further participation in the Bidding process by any party, change the structure, procedures, and timing of the Bidding process, alter the terms of participation in the Bidding process at any stage of the Bid process and to suspend or terminate the Bid process.
 - (d) Authority may seek any additional information it may find necessary or require to be supplemented for authenticating the information provided as part of our Bid.

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

10. I/We hereby confirm that we have the following resources (on rolls or Commitment Letter), at the time of submitting the Bid. The details of the personnel are as below:

Position	Name	Experience	Status
Pilots <i>(with minimum flying experience of 500 hrs. of Seaplane OR Amphibian Plane)</i>	Mr. / Ms. _____	_____(in hours)	On Rolls OR Commitment Letter* (tick the appropriate)
Senior Manager <i>(with at least 5 years of experience in managing civil air service operations)</i>	Mr. / Ms. _____	_____(in years)	On rolls (compulsorily)

*** Note: In an event, the Bidder does not have pilots on its rolls, as per the requirements above, they can submit a Commitment Letter as per the format “New Form 9- Commitment Letter for Pilot” placed in this corrigendum.**

11. In the event of my / our being declared as the Preferred Bidder, I/We shall deploy a seaplane by as per the details below:

- (a) Type of craft: seaplane or amphibian
- (b) Seats:
- (c) Owned / Leased / Plan to purchase / Plan to Lease:
- (d) Age:
- (e) Airworthiness certificate valid till:

12. We have held the Operator’s permit from a Government Body, as per the details below:

- (a) Type of permit: scheduled or non-scheduled or other (please specify)
- (b) Issuing Authority, Country*:
- (c) Permit number :
- (d) First issued on:
- (e) Validity of the current permit:

OR

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services
We have an NOC from Ministry of Civil Aviation, Government of India (MoCA) as per the details below:

(a) Issue date:

(b) Permit / registration number :

(c) Validity:

13. We have provided Seaplane Operations for _____(name of the client), for a period of DD/MM/YYYY to DD/MM/YYYY The work order, agreement and completion certificate is attached in the Bid at page number ____.

(Note: these details are to be filled up only by bidders who hold an Operator's Permit from the National Aviation Government Authority (Equivalent) from a Foreign Country. For other Bidders please strike off this point).

14. In the event of my / our being declared as the Preferred Bidder, I/We agree to enter into the Agreement in accordance with the draft that has been provided to me/us prior to the Bid Due Date. We agree not to seek any changes in the aforesaid draft and agree to abide by the same.
15. If negotiations are held during the period of the Bidding Process, we undertake to negotiate. Our Bid is binding upon us and subject to the modifications resulting from negotiations.
16. Capitalized terms used but not defined herein shall have the meaning ascribed to such terms in the RFP.
17. We understand you are not bound to accept any Bid you receive.

Yours Sincerely,

Authorized Signature (in Full and Initials)

Name and Title of Signatory:

Name of Firm: Address:

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

Modified Form 4: Format for Net-worth Details

[To be furnished on the letterhead of the Audit firm]

All figures in Equivalent Currency (in INR)

Description	As on last date of the last Accounting Year OR last date of penultimate Accounting Year
Subscribed and paid up equity share capital	
(add) Free Reserves (refer point 3 under Note below)	
Net-worth	

This is to certify that _____ (name of the Bidder) has Net Worth as shown above against the respective Accounting Year, as on the Bid Issue Date.

Accounting Year: DD/MM/YYYY to DD/MM/YYYY (Mention as per prevalent practice)

This is to certify that _____ (name of the bidder) has Net Worth as shown above against the respective/s accounting year/s.

UDIN / Equivalent _____
 Signature _____
 Name of the Statutory Auditor & Audit Firm _____
 Membership no _____
 Designation _____
 FRN _____
 (Seal of the firm)
 Date _____

Note:

- The Bidder shall submit audited annual reports (financial statements: balance sheets, profit and loss account, notes to accounts etc.) in support of the financial data duly certified by statutory auditor/s. In case, company does not have statutory auditor/s, it shall be certified by the chartered accountant that ordinarily audits the annual financials of the company.
- Certificate(s) from the statutory auditors specifying the Net Worth of the Bidder, as on last date of the previous / penultimate Accounting Year (as the case may be). For the purpose of this RFP, net worth shall mean the sum of subscribed and paid-up equity share capital and reserves from which shall be deducted the sum of revaluation reserve, miscellaneous expenditure not written off and reserves not available for distribution to equity shareholders.

Signature _____
 Name _____
 Designation _____
 Company Seal _____
 Date _____

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

New Form 8: Format of Commitment Letter for Aircraft

(To be furnished by the Bidder or any Member of the Consortium on its letterhead)

Date:

To,

The Chief Executive Officer,

Gujarat State Aviation Infrastructure Company Limited

GUJSAIL Complex, Near Torrent Sub Station,

SVPI Airport, Ahmedabad - 380 004

Sub: Commitment letter for deployment of Aircraft as per the requirements of the tender.

Ref: Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity Between Sabarmati Riverfront & Statue Of Unity Through Seaplane Services (Tender id: 591874)

Sir,

In response to the Request for Proposal (RFP) for Selection of Airline Operator for providing connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services, we hereby commit that in an event we emerge as the Preferred Bidder, we shall deploy the following aircraft:

- (a) Type of craft: seaplane or amphibian:
- (b) Seats:
- (c) Plan to purchase / Plan to Lease:
- (d) Age:
- (e) Airworthiness certificate valid till:
- (f) Country of origin:

We are enclosing all relevant documents and certificates of this aircraft with this letter for your kind perusal.

In an event, we fail to provide an aircraft as per the specifications above, we shall provide an aircraft with equivalent or better configuration. The same shall be got duly pre-approved by the Authority.

We commit that in an event, we emerge as the Preferred Bidder we shall initiate Commercial Operations within a maximum period of 6 months from the date of signing of Agreement, failing which the Authority may execute all actions and remedies available to it under the provisions of this RFP and Agreement, including but not limited to termination of the Agreement and / or forfeiting of the Performance Security and / or blacklisting of our Company.

Yours Sincerely,

Authorized Signature (in Full and Initials)

Name and Title of Signatory:

Name of Firm: Address:

Corrigendum 1: Response to Pre-Bid Queries

Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services

New Form 9: Format of Commitment Letter for Pilot

(To be furnished by the Bidder or Lead Member of the Consortium on its letterhead)

Date:

To,

The Chief Executive Officer,

Gujarat State Aviation Infrastructure Company Limited

GUJSAIL Complex, Near Torrent Sub Station,

SVPI Airport, Ahmedabad - 380 004

Sub: Commitment letter for deployment of Pilot as per the requirements of the tender.

Ref: Request for Proposal (RFP) for Selection of Airline Operator for Providing Connectivity Between Sabarmati Riverfront & Statue of Unity Through Seaplane Services (Tender id: 591874)

Sir,

In response to the Request for Proposal (RFP) for Selection of Airline Operator for providing connectivity between Sabarmati Riverfront & Statue of Unity through Seaplane Services, we hereby commit that in an event we emerge as the Preferred Bidder, we shall deploy the pilot as per the details below:

(a) Name:

(b) Flying experience of Seaplane OR Amphibian Plane:_____ (in hours)

(c) Licence details:

(d) Country of Issuance of License:

A copy of the Licence is annexed with the Letter. In an event, we fail to engage to services of Mr. / Ms. _____, we shall provide a replacement pilot with equivalent or better credentials. The pilot shall be got duly pre-approved by the Authority.

Yours Sincerely,

Authorized Signature (in Full and Initials)

Name and Title of Signatory:

Name of Firm: Address: