

MANIPUR STATE INFORMATION TECHNOLOGY SOCIETY

A UNDERTAKING OF

GOVERNMENT OF MANIPUR

4th FLOOR, WESTERN BLOCK, NEW SECRETARIAT, IMPHAL,

MANIPUR, INDIA



CALL FOR EXPRESSION OF INTEREST (EOI)

**FOR CONSTRUCTION, DEVELOPMENT, COMMISSIONING AND
OPERATION OF
HOTEL
AT IT SEZ IN MANTRIPUKHRI, IMPHAL, MANIPUR, INDIA**

EOI NO. : 52/9/2021-MSITS/B

DATED 24th March, 2022

List of Abbreviations

The following table provides abbreviations used in this EOI document.

Abbreviation	Description
IT SEZ	Information Technology Special Economic Zone
STPI	Software Technology Parks of India
MSITS	Manipur State Information Technology Society
EOI	Expression of Interest
DIT	Department of Information Technology, Government of Manipur
GoM	Government of Manipur
PBG	Performance Bank Guarantee
MoU	Memorandum of Understanding

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1. Information for Interested party

EOI NO. : 52/9/2021-MSITS/B

Dated: 24th March, 2022

Call for Expression of Interest (EOI) from a reputed firm at the National/ International level with prior experience in this sector.

1.	Brief Description of the Invitation for EOI Response	Auction of Land on lease for 60 years for the purpose of building and operating a Hotel
2.	Availability of EOI Document (call for EOI)	www.manipur.gov.in www.manipurtenders.gov.in
3.	Clarification and Contact Person	All queries should be addressed to the below email id's: To: n.kejijt@nic.in Cc: n.deben@nic.in
4.	Last Date and Time of EOI response submission	3:00 PM, 13 th April, 2022
5.	EOI Response Submission Venue	Manipur State IT Society, 4th Floor, West Block, New Secretariat, Imphal West – 795001

2. Introduction and Objective of the Project

IT Special Economic Zone (IT SEZ), Manipur aims to achieve the following objectives:

- a. Encouraging the domestic IT industry to set up units for software and product development
- b. Encouraging IT MNCs to set up shop in the State
- c. Encouraging entrepreneurs from the State to venture into the IT/ITES sector
- d. Encouraging trade with neighboring countries in areas of software development and content creation
- e. Giving rise to associated trade with DTA to serve the IT SEZ
- f. Creating of large-scale employment opportunities for local youth
- g. Engaging local youth in a meaningful way, thus weaning them away from antisocial activities

The Manipur State Information Technology Society (MSITS) an Undertaking of the Government of Manipur in its pursuit of establishing IT/ITES Industry in Manipur, is proposing to set up an IT SEZ on a contiguous land measuring 27-acre adjacent to the Software Technology Parks of India (STPI) Campus located in Mantripukhri. IT SEZ Project is about development of Land with a built-up area of 13.6 lakh sq. ft. which is divided into Processing Zone area of 8.8 lakh sq. ft. and Non-Processing area of 4.8 lakh sq. ft. The project is expected to cost approximately INR 950 Cr. and to be delivered in 3 phases over a period of 5 years, starting April 2021.

The table below summarizes the various components and area of development across Processing and Non-Processing Zone.

No.	Item	Developed Area (sq. ft.)
Processing Zone		
1	Phase 1: Building No. 1	136,093
2	Phase 2: Building No. 5	136,093
3	Phase 3: Building No. 2,3,4	594,740
Non-Processing Zone		
1	Hotel	82,787
2	Hospital	66,611
3	Residential	186,673
4	Training + ESDM	87,362
5	Cultural	17,164

3. Terms of EOI

3.1. Eligibility Criteria

S. No.	Criteria	Requirements
1	PAN Card	Interested party must have a valid PAN Card
2	Certificate of Incorporation	Interested party must have a valid Certificate of Incorporation
3	Consortium	<ul style="list-style-type: none">• The number of members shall not be more than three (3), i.e., one lead member and two other members.• The lead member shall be solely responsible for all obligations under the agreement.• If submitting response as consortium, the response should contain details of all members of consortium including legal status and specifying their roles and responsibilities in the project.• The lead entity shall commit to hold an equity stake/interest of at least fifty one percent (51%) in the consortium during the entire lease tenure.
4	Positive Net worth	Last 3 years
5	Minimum Turnover	10 Cr in any of the previous three years
6	Similar Assignments	The interested party (at least one member in case of consortium) must have completed at least one Hotel project for construction, development, and operation in India.

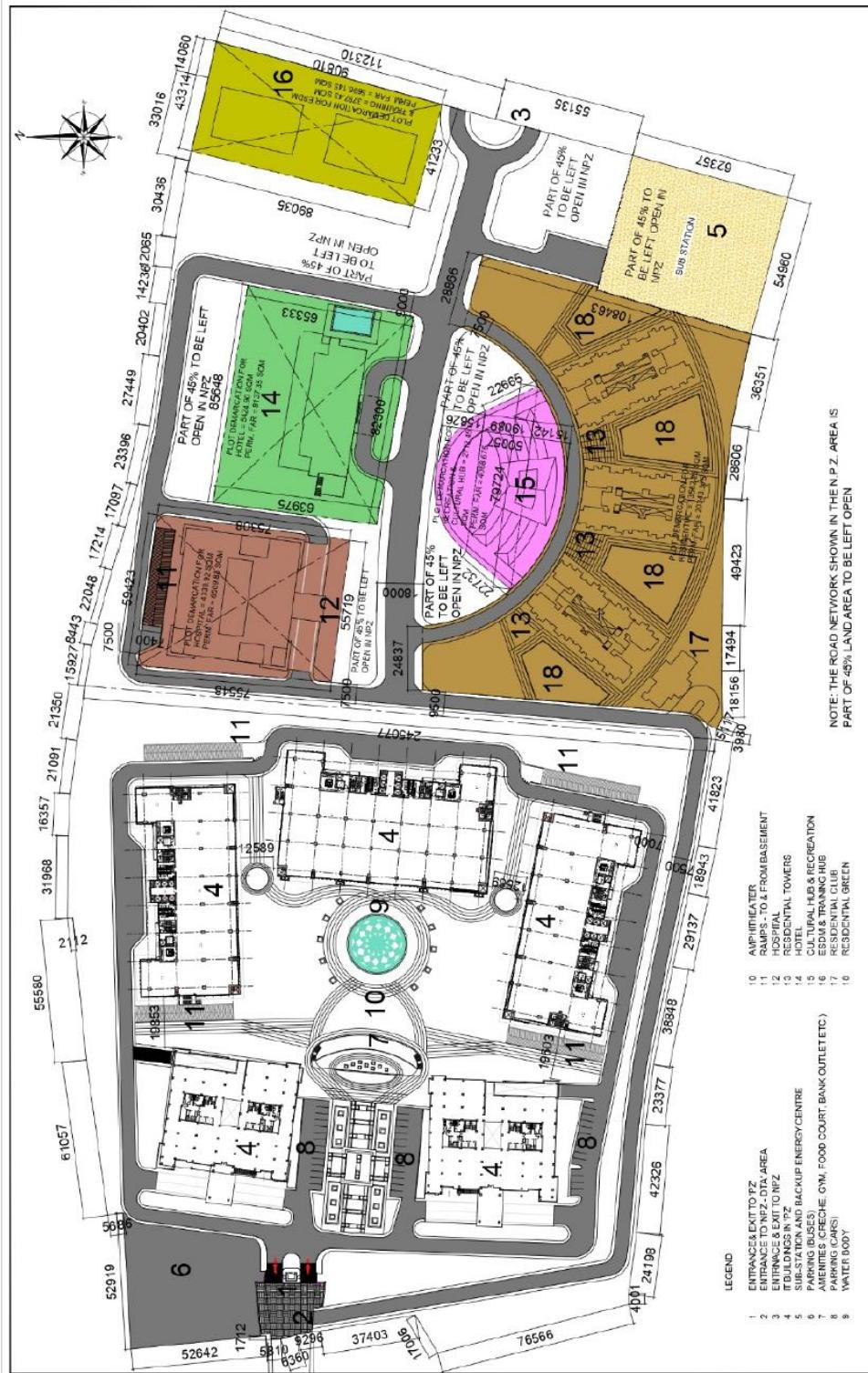


Figure 1: Location of Processing and Non-Processing Zone and its components in IT SEZ

3.2. Conditions for Hotel Project

The key terms and conditions being proposed are:

1. Specified plot measuring approx. 58393.14 sq. ft. has been demarcated for the hotel project. The location and dimensions can be seen in Figure 1 and Figure 2
2. The allowable built-up area will be 98353.62 Sq. ft.

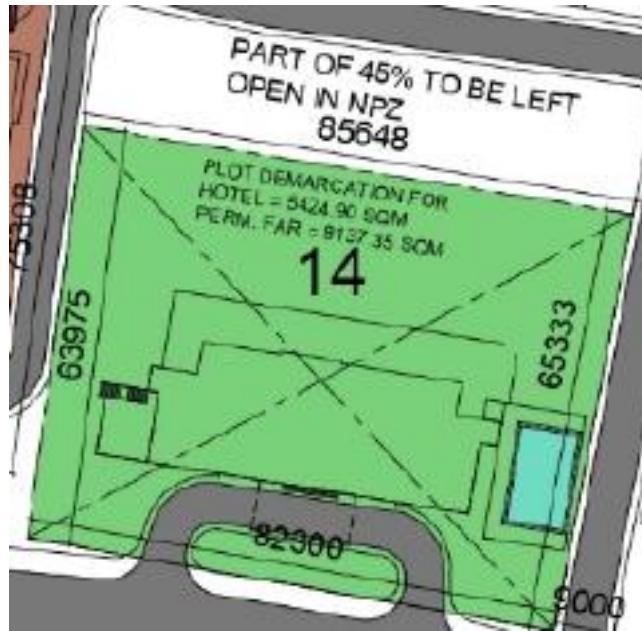


Figure 2: Location and Dimensions of Hotel in IT SEZ

3. The plot of land will be leased for a period of 60 years starting date of allotment letter to the successful interested party.
4. MSITS shall give this land to the successful interested party on an initial lease for 60 years. Post retirement of 60 years, MSITS at its sole discretion, may extend the lease as per the decision taken at that time. In case at that point two parties do not reach to an agreement regarding the terms of lease extension, the land along with the Hotel constructed on it (less soft furnishings and human resources) shall be transferred to MSITS on an "as is, where is" basis free of cost.
5. The interested party will invest and build in building, equipment and furnishing and will operate on Build & Operate model
6. All plans for building have to be approved by MSITS before start of construction, and the successful interested party will have to adhere to the guidelines of MSITS.
7. MSITS will develop the plot, in terms of roads, power back-up, water, electricity, sewage treatment plant and the charges for which will have to be borne separately.
8. Security protocol and maintenance protocol will be as per the facility manager of the project.

3.3. Evaluation Criteria for Interested party

The land will be auctioned for 60 years lease on the basis of:

- A. **25% Scoring Criteria:** Business plan for next 10 years
- B. **75% Scoring Criteria:** Revenue Share Percentage being offered to the Government, with assumptions that first 3 years will go in construction and initiation of Hotel, following are the minimum revenue share requirements:
 - Up to 3 years after completion of construction : Nil (Moratorium period)
 - From 4th Year after completion of construction to 6th Year after completion of construction : Minimum 3% revenue share with Government
 - From 7th Year onwards after completion of construction : Minimum 5% revenue share with Government
- Over and above this successful interested party will have to pay **2.5% of the projected cost** to the MSITS within 15 days of the allotment of the project for the roles and responsibilities of the developer given in next section.
- Development charges based on investment of shared facilities on pro-rata basis will be charged and have to be paid in four installments over two-year period.
- The architectural plans will be to be submitted to MSITS within three months of start of the project and the construction will have to start within six months. The entire construction must be finished within three years from date of allotment, else there will be penalty.
- The building bylaws will have to be followed.

4. Roles and Responsibilities of MSITS

- a) MSITS will assist the successful interested party in obtaining all regulatory clearances and hook - up connection to all utilities like water, electricity, data connectivity, sewage and drainage systems etc. However overall responsibility will remain with successful interested party.
- b) Overall responsibilities of engineering, procurement, construction, commissioning, and operation of Hotel shall be of the successful interested party. However successful interested party is required to obtain a No Objection Certificate from MSITS for detailed layout and engineering of Hotel before commencement of any construction activities. This is to ensure the consistency of the Hotel building with the overall architecture and layout of the IT SEZ. It is, therefore, recommended that successful party shall consult / liaison with MSITS (or any agency appointed by MSITS) during the design process.
- c) MSITS reserves the rights to block any feature of Hotel (including name and branding etc.) In case MSITS is of the opinion that said feature will be in conflict with the interest of IT SEZ/ State of Manipur / India. The decision of MSITS shall be final and binding in this

regard.

d) MSITS also reserves the rights to terminate the lease, in case of severe lapses by the winning interested party in constructing / developing / operating the proposed facility.

- MSITS and the successful interested party will strive to resolve differences, if any, through mutual dialogue. However, in case such dialogues fail, the following shall be the order of escalation: Mutual discussion between the CEO/ Chairman of the successful interested party and board of directors (through its nominees) of MSITS.
- Arbitration (as per the prevalent laws of India).
- In case judicial intervention is deemed necessary, the same shall be only admissible in the competent courts of Imphal, Manipur.

Details of lease terms and conditions shall be incorporated in lease deed. Lease deed, as finalized by MSITS, would be executed post selection of the successful interested party.

5. Instructions to the Interested party

5.1. General Guidelines

5.1.1 Completeness of Response

- a) Interested parties are advised to study all instructions, forms, terms, requirements, and other information in the EOI document carefully. Submission of EOI response will be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications.
- b) The response to this EOI should be full and complete in all respects. Failure to furnish all required information by the interested party or submission of a EOI response not substantially responsive to the EOI documents in every respect will be at the Interested party's risk.

5.1.2 EOI Response Preparation Costs

- a) The interested party is responsible for all costs incurred in connection with participation in this EOI response process, including, but not limited to, costs incurred in conduct of informative and other due diligence activities, travel to and participation in meetings/discussions/presentations, preparation of EOI response, in providing any additional information required by MSITS.
- b) This EOI does not commit MSITS to award a contract or to engage in related negotiations. Further, no reimbursable cost may be incurred in anticipation of award or for preparing this EOI response.
- c) All materials submitted by the interested party become the property of MSITS and may not be returned.

5.2. MSITS's Right to Modify Submission Deadline

MSITS may, in exceptional circumstances and at its sole discretion, extend the deadline for submission of proposals by issuing a corrigendum, in which case all rights and obligations of the project and the interested party previously subject to the original deadline will thereafter be subject to the deadline as extended.

5.3. MSITS's Right to Terminate the Process

- a) MSITS may terminate the process at any time and without assigning any reason. MSITS makes no commitments, explicit or implied that this process will result in a business transaction with anyone.
- b) This EOI does not constitute a contracting offer by MSITS. The interested party's participation in this process may result in MSITS selecting the interested party to engage in further discussions and negotiations toward execution of a contract. The commencement of such negotiations does not, however, signify a commitment by MSITS to execute a contract or to continue negotiations. MSITS may terminate negotiations at any time without assigning any reason whatsoever.

5.4. MSITS's Rights to Accept / Reject any or all EOI response.

MSITS reserves the right to accept or reject any EOI response, and to annul the submission process and reject all responses at any time prior to auction of land, without thereby incurring any liability to the affected Interested party or Interested party or any obligation to inform the affected interested party or interested party of the grounds for MSITS's action.

6. EOI Response format

The interested party must structure their response to EOI in the following Chapters:

- **Chapter 1:** Company Profile. Following information to be shared:

Details of the Organization / Consortium	
Name	
Lead interested party of consortium	
Nature of the legal status in India	
Nature of business in India	
Date of Incorporation	
Date of Commencement of Business	
Address of the Headquarters	

Address of the Registered Office in India			
Name and mobile number of the Contact Person			
Turnover (in rupees Crores). Auditors certificate showing turnover for the last three (3) years (FY 17- 18, 18-19, 19-20).	FY 17 - 18	FY 18-19	FY 19-20
Other Relevant Information			

- **Chapter 2:** Interested firm's understanding of the Geography and Project.
- **Chapter 3:** Overall Approach and Methodology and timelines for completion of Project.
- **Chapter 4:** Recommendations to MSITS under Government of Manipur, if any for improvement on the overall project scope and delivery.
- **Chapter 5:** Credentials of the firm as mentioned in section 3, pertaining to handling assignments of similar nature.
- **Chapter 6:** Team that shall be deployed on the project and the Subject Matter Experts (SME)
- **Annexure:** Any information, which the interested party wishes to share, can be attached in annexure

EOI response document shall be uploaded at <https://manipur tenders.gov.in>

After receiving response from interested party on EOI, the Request for Proposal (RFP) will be floated and that will be announced subsequently.