

Government of Rajasthan, Department of Tourism, Jaipur

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No. F 3 (512)/Mktg./RTM/2016/ 15585

Date: 22/8/2016

Sub.: Response of Deptt. on issues related to Rajasthan Travel Mart (NIB No.55)

Ref.: Pre-bid Conference on Rajasthan Travel Mart (NIB no.55) on 17 August, 2016.

Queries received with regard to the above, point wise response of the Deptt. is as below:-

S.N.	Queries	Proposed Response
Mr. Rohit Hangal, IITM		
1.	As per point 3 under Scope of Work on page 8 - the venue you have suggested is Birla Auditorium, Jaipur. Would you be open to any other venue? In our opinion, it may be more appropriate to hold this event at the JECC or other suitable venue	Cannot be accepted up to 3 years as per bid provision.
2.	As per point 5 under Scope of Work on page 8 – inaugural dinner needs to be arranged for 1500 guests. Our suggestion is to have a compact guests' list of 700 to 850 nos. We believe, if the guests' list is confined to senior delegates from the Buyer and Exhibitor community as well as senior officials from the Trade and Rajasthan Tourism Department, it will be more beneficial from a networking point of view.	Dinner needs to be arranged for 1250 guests.
3.	As per point 13 under Scope of Work on page 8 – accommodation for Hosted Buyers shall be provided by the Rajasthan Travel Trade. Kindly clarify if we need to cost for Accommodation or will it be provided complimentary by the Rajasthan Travel-trade?	It is self explanatory. The rooms will be provided complimentary by the Rajasthan Travel-trade. Deptt. will facilitate hotel accommodation for 200 hosted buyers.
4.	As per Point 4 of Terms & Conditions on Page 11 – only sellers providing some form of tourism service in Rajasthan shall be allowed to participate. We are of the opinion that exhibitors for other State Tourism Departments should also be allowed to participate as Sellers at the RTM as it will create a more comprehensive B2B market place – especially to discerning Holiday Makers from the city who will drop by on the 3 rd day. This forum can also be used to create signing of MoU opportunities with other state tourism departments for reciprocal marketing tie-ups.	Cannot be accepted. Bidders should adhere to bid provisions.
Mr. Nitin Gupta, CII		
5.	In place of providing 1.5 cr per year, CII is of the view if we follow the same procedure as of Resurgent Rajasthan in which all expenses were done by State Govt as also revenue	Cannot be accepted. Bidders should adhere to bid provisions.

	was collected by Govt and National Partner i.e. CII was given 10 percent of expenses + Service Tax	
6.	In RR, 80% of the funding was done before the event in phases while the remaining 20% was done after the event. This is important as vendors through which the event is coordinated ask for payments and advances.	Cannot be accepted. Bidders should adhere to bid provisions.
7.	The venue i.e. Birla Auditorium/ JECC must be provided on a complimentary basis by Govt.	Cannot be accepted. Bidders should adhere to bid provisions.
8.	While we expect that there shouldn't be any problem in getting 200 buyers but we still feel that this condition should be decreased to 150 quality Tour Operators and Buyers rather than numbers. Similarly 200 sellers will not be a problem but getting their stalls may be a hindrance.	Cannot be accepted. Bidders should adhere to bid provisions.
Mr. Atul Gupta, FICCI		
9.	The payment schedule of 25% before the event and 75% after the event is not practical. The established norm of 75 – 80% of the payment before the event, as in case of other flagship events of the state, should be adopted.	Cannot be accepted. Bidders should adhere to bid provisions.
10.	We would suggest for a model wherein the entire income and expense belong to the Department and the organising agency gets a fixed percentage of expenditure, as is being done in other flagship events of the state. There could be an incremental clause for addressing the concern for diligence.	Cannot be accepted. Bidders should adhere to bid provisions.
11.	The target of minimum 200 sellers is very ambitious. While we should strive to maximize the number of sellers, however, putting a minimum number of 200 sellers and corresponding number of buyers in the first edition itself is way too high.	Cannot be accepted. Bidders should adhere to bid provisions.
12.	Since, GITB is scheduled in April every year, we would suggest for organising this at a gap of one month from GITB.	Accepted, the dates may be shifted to last week of May.

There is no change in the bid document published. All the terms and conditions are the same.

---SD.---
(Anand K Tripathi)
Jt. Director (Mktg.)

---SD.---
(Rashmi Sharma)
Additional Director (Adm.)

---SD.---
(O M Rajotiya)
Financial Advisor