

Re-Tender Notice



RFP Document from Agencies for Exclusive Management of Champions' Boat League (CBL) (2019 to 2023)

**Last date of Submission:
18th February 2019 before 5pm**



**DEPARTMENT OF TOURISM
GOVERNMENT OF KERALA**

SCHEDULE OF BIDDING PROCESS

Event Description	Date
1 Date of publication of the RFP on website www.keralatourism.org	2-2-2019
2 Last date & time of receipt of application	5:00 pm on 18-2-2019
3 Display list of agencies pre- qualified for the Technical Evaluation process	Will be intimated later
4 Creative/strategy presentation and submission of Technical & Financial Bids	Will be intimated later
5 Display list of Technically Qualified Applicants	Will be intimated later
6 Opening of Financial Bids	Will be intimated later

PART I: Scope of Work and Terms of Reference

1. INTRODUCTION:

Kerala has been the pioneer state in tourism industry in India. Department of Tourism is readying itself for the next leap in tourism and is looking for a world-class tourism product during monsoon season. In this context, the Champions' Boat League (CBL) was conceived to change the face of tourism in the region. Snake Boat races are integral part of Kerala backwaters landscape and are conducted by the local district administrations, boat clubs every year. Department of Tourism intends to bring the Snake boat races in a league format to give a true world-class tourism experience to the tourists while creating an international sporting atmosphere for the boat clubs and oarsmen. Department of Tourism intends to conduct about 12 races in the CBL from Aug 10th (Nehru Trophy Boat Race, Alappuzha) to Nov 1st (President's Trophy Boat Race, Kollam) every weekend.

Therefore, Department of Tourism is floating RFP for the selection of eligible entities with the desired expertise of managing, executing and promoting CBL for Government of Kerala for a period of five years.

1.1. Objectives:

The objectives of CBL are –

- i. To conduct the snake boat races professionally and systematically.
- ii. To position the CBL as a world-renowned tourism product capable of attracting lakhs of tourists.
- iii. To assist the individual boat clubs to become financially sound and to assist the players become professional skilled people and to inspire a generation of new players

1.2 Minimum Pre-qualification Criteria (PQC)

- A. Agency/Firm should be a single business entity with a standing of minimum 3 years. *(Copy of Certificate of incorporation countersigned by CA to be attached)*. The agencies may be preferably sports related proprietorships, sports and games companies, reputed event management companies, companies registered under the Indian Companies Act, 1956 or a sports consortium of one or more of such

proprietorships, or other companies or other partnership firms who would be entitled to participate in the bidding. Such proprietorships, sports companies or registered sports partnerships firms or a sports consortium or other similar companies are individually referred to as "entity", "agency" or collectively as "entities".

- B. Should have a turnover of minimum **Rs. 10 crores** from similar activities in the last financial year i.e., 2017-18 or an aggregate turnover should be a minimum of Rs 30 crores in the last three years 2015-16, 2016-17, 2017-18. *(Copy of audited financial statements filed with Registrar of Companies in case of agencies incorporated as Companies and with Income Tax Department in case of Firms and Partnerships proving the criterion should be attached. A certificate from CA stating that the turnover as stated above in each year had been incurred from similar works should also be attached).*
- C. Such entities must have in their own capacity or as part of consortium, successfully provided the entire management facilities and services in organising major events, preferably sports (or games) leagues during the last 10 years.
- D. In a consortium, the members must designate one such member as the lead member, who should have the requisite turnover and experience as stipulated in the above clauses.
- E. The successful bidder should put in place a fully functioning office with a dedicated team in Kerala comprising of a Client Service Head / Media Manager, Copy/content writer (English & Malayalam), Minimum two members of the team must have minimum 5 years of experience in the field of sports management. *(Telephone/Electricity bills as Proof of address of office, and PF document/Income tax Form 16 of the employees as proof of employment & experience shall be attached)*

2. SCOPE OF SERVICES & EVALUATION DETAILS

Department of Tourism intends to select an entity having proven track for managing the branding & promotion of CBL.

It is to be noted that the successful bidder shall have rights to raise all possible revenues for the branding, promotion, marketing, ticket sales, venue advertising, Media broadcasting rights (Print, Electronic (TV, Radio etc), Social Media and Internet), franchisee auctions and

other sponsorship rights. The successful bidder shall share a fixed percentage of the total revenue generated (direct and indirect) with the Department of Tourism every season.

2.1 Broad Scope of Services:

2.1.1. Scope of work of Department of Tourism:

Department of Tourism and Government of Kerala will do the organization of the races. This organization includes-

- Setting up of race infrastructure
- Organization of the races
- Judging of the races
- Construction of the viewers' galleries
- Basic subsistence allowance to the boat clubs
- Conducting Cultural programs
- Arranging the prize money.

2.1.2. Scope of work of the entity:

- For a period of 5 years, To perform the branding, positioning, promotion and revenue generation tasks of CBL and guide the department in the conduct of the CBL races in 12 designated venues –
 1. Punnamada (Nehru Boat Trophy – Alappuzha) – 2nd Saturday of August every year
 2. Ernakulam Marine drive
 3. Ponnani(Malappuram)
 4. Kottappuram(Thrissur)
 5. Piravam(Ernakulam),
 6. Thazhethangadi (Kottayam),
 7. Pulinkunnu (Alappuzha)
 8. Karuvatta (Alappuzha)

9. Kainakari (Alappuzha)
10. Kayamkulam (Alappuzha)
11. Kallada (Kollam)
12. Ashtamudi - President's Trophy boat race (Kollam) – Nov 1st every year

Though these venues are final, Department of Tourism may amend them at a later date if there are any technical/financial feasibility and other outstanding issues.

- Brand positioning and Marketing of CBL in a befitting manner. Development of Marketing programme for the CBL establishing the brand profile in the national tourism arena.
- Preparation of print and electronic materials in the form of PR kits to the media, as required with the approval of Department of Tourism
- Planning and organizing press conferences and media meets for national and international media with the approval of Department of Tourism.
- Preparation of the plans, management and execution of the CBL opportunities of advertising, broadcasting and sponsorship with the approval of Department of Tourism.
- Exploration, evaluation and analysis of the investment required for the CBL and other opportunities for further development of the CBL with the approval of Department of Tourism.

2.2.3. Specific Scope of Work of Agency

- i. To prepare the plans for brand positioning, promotion, marketing and revenue generation strategies of CBL.
- ii. To assist, liaise and procure sponsorships for the CBL, its competing boat clubs and individual race venues with approval of Department of Tourism.
- iii. To conduct auction of the franchisee boat clubs & boats and generate a viable franchisee and sponsorship agreements with the Bidders, Boat clubs & Boat owners.
- iv. To assist in the participation of Franchisees of Boat clubs (& Boat owners) and

create a transparent method for bringing new franchisee teams on terms and conditions (stipulated by Department of Tourism) and to further negotiate and liaise with the successful franchisees as and when necessary as approved by Department of Tourism

- v. To conduct along with the Department of Tourism in the franchise and sponsorship tender process of various aspects of CBL
- vi. To promote and sell the Venue Advertisement rights and negotiate offers for procuring the venue advertisement rights for CBL with approval of Department of Tourism.
- vii. To promote and sell the tickets for the races and raise revenues through the ticket-sales and ticket branding & advertisements.
- viii. To Enhance visibility and awareness through paid and unpaid means of communication.
- ix. To identify the Television Broadcasting Company and to further liaise, negotiate with such company on terms and conditions laid down by Department of Tourism.
- x. To identify a producer for television coverage of the CBL, with a term sheet, to coordinate and ensure that all aspects of the production are in place and finalize the commercials with the producer
- xi. To identify the PR team, Social media, Photo and Video making teams, do Media management of various seminars, workshops, exhibitions and events to be organised by Department of Tourism. They need to create content and stories around the league to derive maximum editorial mileage.
- xii. Crisis communication – It is expected that the PR agency will help to counter any adverse publicity.
- xiii. Media Tracking- Print and electronic coverage. Submission of compiled reports every month with cost analysis.
- xiv. To identify the Out Of Home(OOH) associate and facilitate the outdoor marketing activities leading up to and during the Tournament on such terms and conditions approved by Department of Tourism.
- xv. To assist and liaise with the Department of Tourism's legal team with the drafting of the documents like prospectus of CBL, Boat club contracts, Franchisee contracts, Auctioning process, contracts for broadcasting rights, for media associates, for sponsorships, for the venue rights and such other contracts, MoUs and EoI that are necessary and expedient during the conduct of CBL.

- xvi. To keep Department of Tourism updated in writing or otherwise at monthly intervals specified of the promotional and marketing activities that the management agency is undertaking and that which has been planned by the Agency.
- xvii. To ensure the timely production, delivery, installation, display and removal of the advertising signs of the advertisers in respect of Venue rights during the races played as a part of CBL, cost to be borne by the Agency.
- xviii. To work diligently in a professional manner to protect and promote the interests of CBL and Department of Tourism.

Successful bidder should clearly spell out the team along with Team lead, who will be liable to coordinate with Department of Tourism. There shall be a single point of contact for overall execution of work. This coordinator shall work in Kerala along with the Department of Tourism in Thiruvananthapuram and should have a sound knowledge of Kerala. Coordinator must possess minimum of 3 years of job experience in this field. The successful bidder should setup an office space in the state of Kerala for smooth execution.

2.3 Special Terms & Conditions

The following terms and conditions shall apply additionally:

1. In general, all travel, boarding–lodging and related expenses incurred by the agency on its staff in relation to bidding process and execution of Scope of Work shall be borne by the agency.
2. It is expected that agency will foresee all such expenses related to its own representatives/employees and thus will cover it in its resources. For visit to Head Office, Thiruvananthapuram, by the agency representative/s for planning, reporting or monitoring/review meetings, no reimbursements of any kind shall be made by Department of Tourism.
3. All costs incurred by the bidder in respect of submission of RFP and presentation shall be borne by the bidder concerned.
4. Department of Tourism reserves the right to accept or reject any application, without assigning any reasons thereof.

2.4. Request for Proposal

Department of Tourism invites from eligible agencies, a bid for branding, promoting, marketing and generating revenue for the Champions' Boat League (CBL) for a period of five years with the scope of services stated above. The above-mentioned scope of services has been provided to give intending sports management agencies a broad idea of nature of work involved to assist such agencies to submit a proposal, which shall be scrutinized by Department of Tourism, prior to taking any further steps for appointment of any such entity. The terms in which Department of Tourism shall appoint the successful management agency shall be as per the Management Agreement which shall be finalized upon the appointment of the agency. The agency shall have full rights to generate revenue (both direct and indirect) for CBL as per the scope defined above. A fixed percentage of this revenue shall be shared with Department of Tourism on monthly basis.

It shall be a term of this RFP that the act of submission of the bid shall mean that the management agency has unconditionally accepted all the terms and conditions of the Management Agreement.

3. How to apply:

The agencies that possess the eligibility criteria envisaged in the clauses above, can apply in the format appended (**ANNEXURE 1**), in the letter head of the agency. The application attached with the Demand Draft for **Rs.5000/-** (application fee) and copies of relevant documents attested by the Authorized Signatory for proving eligibility should be sent to :**The Director, Department of Tourism, Park View, Thiruvananthapuram-695033** (*The envelop should be super scribed with "Application for Management Agency for Champion's Boat League"*) by post/courier.

(a) Application Fee: Rs.5000/- (Rs. Five Thousand only) to be paid by way of Demand Draft in favour of "Director, Department of Tourism" payable at Thiruvananthapuram. The Demand draft should not be older than 7 days from the date of application.

(b) Earnest Money Deposit: The agencies should submit an Earnest Money Deposit (**EMD**) of **Rs.50,000/-** (rupees fifty thousand only) only along with the Technical & Financial Bids, by way of Demand Draft in favour "Director, Department of Tourism",

payable at Thiruvananthapuram, on the following conditions.

(c) The agencies should submit the Technical & Financial Bid Documents in separate sealed covers super scribing **“Technical Bid” (Envelope 1) & “Financial Bid” (Envelope II)**.

4. Selection Procedure:

The procedure for the selection of the agency will be carried out as detailed below, by a committee constituted by Government of Kerala.

(a) Minimum Pre-Qualification Process:

Only the agencies that satisfy the Minimum Pre Qualification Criteria (PQC) after initial screening will be eligible for Technical scrutiny. Others will be summarily rejected.

(b) Pre Bid queries:

The interested bidders will be given opportunity to place their doubts, clarifications and issues with the RFP document within 7 days of date of bid publication. Department of Tourism shall note all the issues raised and would issue clarifications immediately thereafter. However, as the Pre bid meeting is conducted already before, no Pre bid meeting will be there for the Re-tender.

(c) Technical Scrutiny and presentation:

After the last date of submission of bids, all the pre-qualified bidders will be called for the Technical scrutiny presentation before the Selection committee after giving due notice. The committee would allot marks for the presentation in the following method:

- i. Brief profile of the entity and turnover: 20 marks
- ii. Previous experience of conducting sports leagues: 30 marks
- iii. Work - Plan methodology for the CBL, execution method, innovations – 25 marks
- iv. Comprehensive Revenue generation scheme and proposed sharing mechanism – 25 marks

v. TOTAL – 100 marks

Only the agencies which have score at least 60% of marks in the Technical scrutiny are eligible for the opening of financial bids.

(d) Financial bids:

The financial bid shall contain the **highest quoted percentage of revenue share** of all the proceeds of the direct and indirect revenue, which the successful bidder is going to share with the Department of Tourism.

All the agreements with any of the share holders shall be mandatorily shared with Department of Tourism.

(e) Earnest Money Deposit:

The agencies should submit an Earnest Money Deposit (**EMD**) of Rs.50,000/- (rupees fifty thousand only) along with the Technical & Financial Bids, by way of Demand Draft in favour “Director, Department of Tourism”, payable at Thiruvananthapuram, on the following conditions.

i. Bids not accompanied by the EMD will be rejected.

ii. EMD will be returned not later than 120 days from bid due date, without any interest, except in case of the 3 highest-ranked bidders. EMD of the 2nd & 3rd ranked bidders shall be returned on signing of the agreement with the selected bidder. The selected bidder's EMD shall be returned upon completion of the process of selection. The Demand draft should not be older than 7 days from the Bid submission date.

iii. The EMD will be forfeited, if the applicant fails to abide by the conditions laid down in this RFP document or any other reasons significant in this process.

(f) Bidding Process:

Department of Tourism has adopted a Two-Stage, bidding process (collectively referred to as the "Bidding Process") for selection of the agencies. The first stage of the evaluation referred to as "Technical Bid" and the second as "Financial Bid".

- i. **Technical Bid:** Before the last date of bid submission, the agencies should submit the Technical & Financial Bid Documents in separate sealed covers super scribing "**Technical Bid**" (**Envelope 1**) & "**Financial Bid**" (**Envelope II**).
- ii. The evaluation committee will open the Technical Bids and prequalification will be done based on the criteria detailed in the technical bid document. All the prequalified bidders will be called for a Technical presentation before the Evaluation Committee on a specified date. The prequalified bidders would be given 30 minutes for making the presentation. The Evaluation Committee will carefully judge the presentation and allot marks as stated in Section 4 (c). The Technical Marks obtained will be referred to as **Technical Scores (St)**. Agencies will be ranked based on the Technical Score (St), and only agencies, which have scored minimum **60%** marks, will be qualified for financial bid evaluation. The list of technically qualified applicants will be published in the website of Department of Tourism on the date shown in the schedule of process. The decision of the Technical Evaluation Committee shall be final and binding on the bidder.
- iii. **Financial Bid:** Financial bid shall carry 30% weightage. Financial bid is the highest quoted percentage revenue share which the bidder is going to share with Department of Tourism regarding the scope of work mentioned.

$$Sf = 100 \times (F/Fm);$$

in which Sf is the Financial Score, Fm is the highest Financial Proposal, and F is the Financial Proposal under consideration.

Combined Technical and Financial Score

For final evaluation, the Agencies will be ranked in accordance with their combined Technical (St) and Financial (Sf) scores with weightage. Since tourism destination marketing requires domain knowledge with creative competence, the Technical Score (St) will be given 70% weightage and Financial Score (Sf) will be given 30% weightage, so that the combined Score will be:

$$S = St \times Tw + Sf \times Fw;$$

Where S is the Combined Score, and Tw and Fw are weights assigned to Technical Score and Financial Score, that will be **0.70 and 0.30**.

(g) Selection of the Agency:

(a)The Agency with highest Combined Technical & financial Score (S) will be selected, based on the above QCBS System. In the event of two or more agencies obtain same highest Combined Technical & financial Score (S), the agency with maximum technical score will be selected.

(b)The selection of agencies will be for a period of 5 years from the date of orders issued by Government of Kerala, appointing the agency.

(h) Performance security: The successful bidder will have to submit Performance Security of Rs. **15 lakhs only** before execution of the service agreement, in the form of a Bank Guarantee from a Commercial Bank in acceptable form or in the form of a Fixed Deposit Receipt pledged to the Director, Department of Tourism, Government of Kerala. The Performance Security will remain with Department of Tourism till the completion of period of the agencies **i.e., 5 years**.

5. Terms of Payment to the Department of Tourism:

- I. The Entity shall make payment every two months the quoted revenue share. The last date of payment shall be 15th of succeeding month at the end of the two-month period. The payment should be in the form of DD/Cheque/ Electronic transfer in the name of “Director, Department of Tourism” payable at Thiruvananthapuram.
- II. The Entity shall share with Department of Tourism all the agreements of revenue generation with sponsors, broadcasters, ticket sales etc within a fortnight of signing the same.
- III. The final payment of the CBL season every year shall be settled within 45 days of the last CBL race after completion of the required works specified by the Dept. for the year/contract period. Submission of a statement of work having been executed as per the requirements detailed in the RFP Document should be submitted within 60 days of completion of last CBL race every season.

IV. All applicable taxes shall be paid by the Agency.

V. For facilitating Electronic Transfer of funds, the selected Agency will be required to indicate the name of the Bank & Branch, account number (i.e. bank name, IFSC Code and Bank A/c No.) and forward a cheque leaf duly cancelled, to verify the details furnished. These details should also be furnished on the body of every bill submitted for payments by the selected Agency.

6. General Terms of Bidding

6.1. All documents submitted by the Bidder(s) will be treated as confidential.

6.2. Department of Tourism reserves the right to accept or reject any or all applications, without thereby incurring any liability to the affected Bidders(s). Department of Tourism also reserves the right not to award or enter into any contract or agreement with any Bidder(s), and may terminate the selection process at any time without assigning any reasons or liabilities.

6.3. Failure by any Bidder(s) to provide all of the information required in the proposal or any additional information requested by Department of Tourism may lead to rejection of the Bidder's proposal in its entirety.

6.4. Bidders have an obligation to disclose any actual or potential conflict of interest. Failure to do so may lead to disqualification of the Bidder or termination of its Contract at any stage.

6.5. A recommendation for award of Contract will be rejected if it is determined that the recommended Firm has directly, or through an agent, engaged in corrupt, fraudulent, collusive, or coercive practices in competing for the contract in question; in such cases the Department of Tourism will declare the Firm and/or members of the consortium ineligible, either indefinitely or for a stated period of time and will blacklist them.

6.6. Wherever required by applicable laws, Department of Tourism shall deduct taxes at source, from the amounts payable, and shall provide to the Bidder the appropriate tax deduction certificate evidencing payment of such taxes.

6.7. It may be noted that the Bidders cannot prescribe any time limit for the validity of all

the rates quoted in the financial bid during the contract period.

6.8. Clarifications:-Agency may request a clarification on any of the bid documents at the pre bid meeting or within 3 days from the date of pre bid meeting. Any request for clarification must be sent in writing by electronic mail to events@keralatourism.org. Department of Tourism will respond through website and notify the clarifications thereon. After this time limit no request for clarification shall be accepted and no clarifications shall be issued by Department of Tourism. All such clarifications, amendments/addendum will become part of the bidding document.

However, as the Pre bid meeting is conducted already, no Pre bid meeting will be there for the Re-tender. The minutes of the earlier Pre bid meeting may be perused.

7. Sealing & marking of Bid

The Bidder shall submit the Bid in two separate envelopes as below :-

Envelope I : Technical Bid

Envelope II : Financial Bid

The Technical & Financial Bids should be sealed in separate envelopes (Envelope I & II) and the sealed Technical & Financial Bid envelopes (Envelope I & II) should be put in an outer envelope and sealed. The inner and outer envelopes shall:

- a. Bear the following identification: Technical and Financial Bid, as the case may be.
- b. Indicate the name and address of the Bidder.
- c. The bid should be addressed to:-

The Director, Department of Tourism, Park View, Thiruvananthapuram-695033

If the envelope is not sealed and marked as above, the Authority will assume no responsibility for the misplacement or premature opening of the Bid.

The envelopes shall be marked as follows:-

Outer Envelop: Bids for the “Selection of **Management Agency for Champions’ Boat League (CBL)**”

Envelope I : Technical Bid

The Bidder should submit its Technical Bid in the formats specified, and seal it in Envelope I and mark it suitably as

“Technical Bid for the Selection of Management Agency for CBL”

The Envelope I marked as ‘Technical Bid’ shall contain the following:

- i) Earnest Money Deposit in a separate sealed envelope marked “EMD”.
- ii) Technical Bid Document duly filled up with the copies of supporting documents listed in the Bid Document.

Envelope II : Financial Bid

The Bidder should submit its Financial Bid in the formats specified, and seal it in Envelope II and mark it suitably as

“Financial Bid for the Selection of Management Agency for CBL”

8. Risk – Purchase Clause: If the agency, after submission of RFP and the acceptance of the same, fails to abide by the Terms and Conditions of the RFP document or fails to complete the work within the specified time or at any time repudiates the contract, the Tourism department will have the right to forfeit the EMD/Performance Security.

9. Arbitration

- 1. In the event of any question, dispute or difference arising under this agreement or in connection there-with (except as to the matters, the decision to which is specifically provided under the future agreement), the same shall be referred to the sole arbitration of the Secretary to Government-Tourism, Government of Kerala.
- 2. Subject to the aforesaid, Arbitration and Conciliation Act,1996 and the rules

made there under, any modification thereof for the time being in force shall be deemed to apply to the arbitration proceeding under this clause.

3. The venue of the arbitration proceeding shall be the office of Secretary to Department of Tourism, Government of Kerala or such other places as the arbitrator may decide.

PART II : Evaluation Criteria for ascertaining Technical Marks:

11. Criteria for Selection:

The department will select the most suitable bidder based on

a Technical Strength- It carries 70% weightage. Bidder's agency profile, its understanding and the solutions proposed by it for efficient management and revenue generation will be assessed through a marking system as per criteria given below. The bidder will have to make an AV presentation for the same.

The Technical Presentation will have to cover the sections given below. The agencies can present their understanding, insights, plans, and innovations that will help Department of Tourism to achieve maximum revenue from CBL and to conduct the same in a world-class manner. The bidder will be given a time of 30 minutes (20 minutes for presentation and 10 minutes for Q&A session). The evaluation committee would allot marks for the presentation in the following method:

- i. Brief profile of the entity and turnover: 20 marks
- ii. Previous experience of conducting sports leagues: 30 marks
- iii. Work - Plan methodology for the CBL, execution method of plan, innovations – 25 marks
- iv. Comprehensive Revenue generation scheme and proposed sharing mechanism – 25 marks

TOTAL – 100 marks

Only the agencies who have score at least 60% of marks in the Technical scrutiny are eligible for the opening the financial bids

B. Criteria for Financial Evaluation:

The financial bid should be filled up in the following format.

Sl No.	Name of Work	Highest Quoted Revenue percentage share (in digits)	Highest Quoted Revenue percentage share (in words)
1.	Revenue generation and management contract of CBL %%

12. Selection of the Agency:

Selection of the agency under the category “Management Agency for the Champions' boat league(CBL)” will be done on the basis of the criteria mentioned before.

ANNEXURE 1

RFP FOR THE SELECTION OF MANAGEMENT AGENCY OF CHAMPIONS' BOAT LEAGUE(CBL) FOR DEPARTMENT OF TOURISM, GOVERNMENT OF KERALA

1	Name of the agency/firm	
2	Address of the agency/firm	
3	Address of office in Kerala, if any.	
4	Status (company/firm/partnership)	
5	Name of the Proprietor/Partners/Directors	
6	Name, Designation, E mail ID & Mob. No. of the contact person	
7	Name, Designation & specimen signature of Authorised Signatory on behalf of the agency/firm	
8	Telephone nos. of agency/firm & alternate E-mail ID, if any.	
9	PAN number/ GST No.	
10	3 major clients in corporate sector	
11	3 major clients in Government sectors	
12	Total experience in similar Projects (with work orders as Annexures)	
13	Amount & DD no of Application fee	

DECLARATION

1. I / We have read the instructions contained in the RFP document and I/We understand that if any false information/document submitted by me/us in this bidding process is detected at a later date, any contract/agreement made between ourselves and Department of Tourism, Government of Kerala on the basis of the information given by me/us can be treated as invalid by Department of Tourism, Government of Kerala, and I / We will be solely responsible for the consequences.

2. I/We agree that the decision of Department of Tourism, Government of Kerala in selection of agencies/firms/companies will be final, and binding to me/us.

3. All the information furnished by me/us above here is correct to the best of my/our knowledge and belief.

4. I / We agree that I / We have no objection if enquiries are made about the information/documents submitted by me / us here in above and/or in the accompanying sheets.

Place:

Date:

SIGNATURE

Name & Designation

(Seal of the Company)