

TENDER FOR REQUEST FOR PROPOSAL (RFP)

For Planning, Development, Operation, Management, and Promotion of Aqua Eco-Tourism Activities at Odayam, Kerala

Tender No. ADAK/D/2523/2025 Dated 17/12/2025		
EVENT	DATE	TIME
Last date for submission of tender	10/01/2026	11.00 AM
Opening of Technical Bid	12/01/2026	11.30 AM

Phone No : 0471 2322410

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**AGENCY FOR DEVELOPMENT OF AQUACULTURE, KERALA (ADAK)
'Reeja', Minchin Road, Thycaud P.O, Thiruvananthapuram-14**

**DEPARTMENT OF FISHERIES
GOVERNMENT OF KERALA**

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A. SUMMARY

Tender for	REQUEST FOR PROPOSAL (RFP) for Planning, Development, Operation, Management, and Promotion of Aqua Eco-Tourism Activities at Odayam, Kerala
Tender submission fees	Rs.15,000/- + 18% GST
Earnest Money Deposit	Rs.1,00,000/-
Performance Security Deposit	5% of the contract value
Last date submission of tender	10/01/2026 at 11.00 AM
Opening of Prequalification cum Technical Bid	12/01/2026 at 11.30 AM

B. NOTICE INVITING TENDER

Tender No.ADAK/D/2523/2025 Dated 17/12/2025

1. General:

The Managing Director, AGENCY FOR DEVELOPMENT OF AQUACULTURE, KERALA (ADAK) under the Department of Fisheries, Government of Kerala invites competitive e-tenders under two cover system, (pre-qualification cum technical bid and price bid) for REQUEST FOR PROPOSAL (RFP) from qualified agencies/organizations/entrepreneurs for the Planning, Development, Operation, Management, and Promotion of Aqua Eco-Tourism Activities in the premises of Odayam Aquarium, Kerala. It is located on the beaches of Varkala cliff in Thiruvananthapuram district and became a well-established tourist centre in Kerala. The basic concept plan is to transform the premises into a sustainable aqua eco-tourism destination providing livelihood opportunities, enhancing public awareness of fisheries resources, and promoting eco-friendly, low-impact tourism. It can act as an aqua eco-tourism destination, with the aim to educate the public. ADAK has a land area upto an extent of 2.372 ha at Odayam.

Presently there is an aquarium, 3D theatre, kid area and open theatre. The site has potential for experiential zones, educational tours, aquaculture demonstration, food courts, surfing and event lawns. It should be an eco-friendly model with carbon neutral activities and in accordance with CRZ regulations by incorporating self-sustaining system and clean their own water. ADAK seeks to partner with a capable operator to develop the farm into a model aqua eco-tourism hub in Kerala.

- | | |
|--------------------------------------|--|
| (a) Tender Submission Fee | : Rs.15,000/- + GST (@18%) |
| (b) Earnest Money Deposit (EMD) | : Rs.1,00,000/- (Exemption as per Govt. norms) |
| (c) Period | : Ten years from the date of execution of agreement |
| (d) Tender Documents | : Can be downloaded from the website
www.etenders.kerala.gov.in |
| (e) Last date of receipt of tenders | : 10/01/2026 at 11.00 AM |
| (f) Date of opening of technical bid | : 12/01/2026 at 11.30 AM |

2. Objectives

- To provide knowledge and understanding of our ecosystem and our place within it;
- To create awareness about our rich natural, cultural and occupational heritage, the need to preserve and protect it;
- To create a living environment that will conform to the highest standards;
- To create a space that will not only blend with the surrounding ecosystem but will also strive to enhance it;
- To adhere to the principles and practice of ecological restoration, preservation and long-term sustainability;
- To facilitate valuable education through provisions of interactive exhibits, hands on experience, education programs and tours;
- To provide a role model for future development projects;
- To create visitor amenities and recreation;
- To introduce cultural, culinary and community-based activities;

3. Eligibility Criteria for Bidders:

Anyone in India who satisfies the following eligibility criteria and intends to partner with ADAK for the activities as contained in scope of work of this NIT, can participate in the tender.

3.1 Mandatory Requirements:

- (a) A registered company/NGO/co-operative/entrepreneur with valid registration (Attach copy of the certificate along with documents);
- (b) Minimum 3 years of previous experience in tourism, aquaculture, hospitality, or related sectors (The format is provided as Annexure – 1C);
- (c) Minimum annual turnover of Rs. 1 Crore as proof of financial capacity to invest and operate (Attach copy of audited statements of last 3 years as supporting document);
- (d) Should have a valid GST registration certificate and PAN card (Attach copies);
- (e) Should not have been blacklisted by any department or institution under the Government of Kerala.

Note: ADAK reserves the right to enhance or relax the eligibility criteria on the basis of responses from applicants. Mere fulfilling the eligibility criteria shall not entitle the applicant to be selected by ADAK.

3.2 Preferred Qualifications:

- (a) Minimum 3 years of previous experience in eco-tourism or farm tourism;
- (b) Experience in public-private partnership operations;
- (c) An institution under Central/ State Government.

4. Scope of Work:

The selected bidder shall be responsible for design, development, operation, maintenance and marketing of aqua eco-tourism activities. The scope includes (but is not limited to):

4.1. Envisaged Activities:

(1) Tourist facilitation & Information:

There can be a temporary tourist facilitation centre with a ticket counter and orientation centre. The entry of visitors is restricted through tickets against digital payment. Foreigners can be charged extra for the entry. There will be separate charges for photography, video shooting and for enjoying facilities at huts, seafood court, surfing *etc.* At this centre, an orientation film can be shown to introduce the visitors to the complex. They can orient themselves by using maps of the various facilities and other such information such as rules and regulations to be followed within the unit. Information boards will also be displayed at the centre and other suitable locations.

(2) Seafood based culinary tourism:

There will be seafood court/ cafeteria to contribute very much for attracting the visitors. The visitors can enjoy the view and the seafood-based Kerala ethnic cuisine. Preparation will be based on order.

(3) Handicrafts & Souvenir market:

There will be stalls run by artisans selling shell crafts, coconut products, coir products and other traditional handicrafts.

(4) Lawn & event spaces:

The surroundings of present open theatre are beautifully landscaped and designed sea-facing open venue for wedding, receptions, cultural and premium outdoor events.

(5) Exhibiting ornamental fishes and models of traditional fisheries:

The present aquarium will be upgraded with more designed species-specific aquarium tanks with aquascaping and massive tanks with advanced life support systems to simulate natural ecosystems (biotope), for providing an immersive educational experience for visitors. They can be customized with specific lighting, backdrops, and decor to highlight the fish colors and provide an appropriate habitat.

(6) Living with nature in traditional huts:

Living in traditional huts embodies a philosophy of deep harmony with the natural environment, utilizing locally sourced, sustainable materials and time-tested techniques to provide resilient shelter and a profound connection to the surrounding ecosystem. This design minimizes environmental impact and supports resource efficiency. Living in a traditional hut is about co-existing with nature, not mastering it. It offers a model of ecological harmony that modern architecture increasingly looks for inspiration.

(7) Educational & Awareness programs:

The present theatre and Conference hall can be modernized as a knowledge centre, which may include, Conference hall and Audio-Visual theatre. The visitors can be provided with awareness on fisheries, aquaculture, environmental conservation, responsible tourism, waste management and green energy.

(8) Kid entertainments:

The present children's play area will be renovated for the entertainment of kids. Safety and compliance through certified equipment, appropriate surfacing, and trained staff will be ensured, while also providing a variety of age-appropriate zones and activities that cater to different developmental needs. Ample and accessible space (including amenities like parent lounges for rest or supervision) can be there, and maintaining a clean and well-managed environment with clear rules.

(9) Nature activities:

Walking paths, viewing decks, rest shelters for adventure & nature activities including nature trails through beach.

(10) Landscaping & Garden:

Landscaping has an important role in giving a pleasant atmosphere to the visitors and make the facilities look more attractive. The pathways provide access to the various part of the unit paved with interlock bricks, which will enhance the beauty and also give it a formal look. There will be garden by incorporating suitable species of plants which can be grown in the local soil, which may invariably include ornamental plants, crops, fruits and vegetables. Hydroponics can also be attempted. Vermicomposting can also be demonstrated and the compost can be used for crop. The garden can also be used to cultivate an array of medicinal plants. An exhibition can be planned to provide information about these plants.

(11) Water Recreation :

The visitors can enjoy surfing in the adjacent waters. Life jackets and mandatory safety systems will be ensured.

(12) Common infrastructure facilities :

Gender specific toilets & changing rooms, first aid & safety station, lighting, CCTV surveillance, potable water and waste management will be ensured.

Note: The bidder is free to suggest new components for the development of Aqua Eco-Tourism activities. Any activity under Aqua Eco-Tourism shall follow green protocol procedures.

4.2 Infrastructure Development requirement:

The selected bidder has to develop required infrastructure development facilities using his own financial resources. The construction activities required for the development in the CRZ area must be temporary in nature and eco-friendly using organic materials and approved by relevant authorities. However, permanent constructions if any required will be allowed by ADAK with the prior consent of CZMA. Required infrastructures include:

- (a) Tourist facilitation center & Information boards;
- (b) Seafood court/ cafeteria;
- (c) Handicrafts & Souvenir stalls;
- (d) Destination event lawn/ Open theatre;
- (e) Aquarium;
- (f) Network of paths and rain shelters;

- (g) Temporary huts;
- (h) Audio-visual theatre/ Conference Hall;
- (i) Equipments with safety systems for surfing;
- (j) Children's play areas (non-swimming);
- (k) Walking paths, viewing decks, rest shelters;
- (l) Landscaping & Garden;
- (m) Green energy initiatives;
- (n) Common infrastructure facilities such as toilets & changing rooms, first aid & safety station, lighting, CCTV surveillance, potable water and waste management.

Note: *Parking area, boundary protection, motorable road, aquarium, audio-visual theatre, conference hall, administrative block, open theatre and children play are already available which will be shared for the promotion of the above activities. However, hatchery premises and aquatic animal health centre and its closely associated facilities will not be available for the promotion of any activities under this proposal. Any newly developed facility/ procured material under this proposal alone will be under the control of the successful bidder throughout the contract period.*

4.3 Operation and Maintenance Responsibilities:

The bidder shall:

- Maintain all tourism infrastructure in good condition;
- Follow safety, environmental, and hygiene norms;
- Provide skilled staff (guides, safety officers, cleaners, cooks, etc.);
- Ensure insurance coverage for visitors and workers;
- Comply with government regulations, including CRZ/inland water rules.

4.4 Expected User Groups:

- **Children:** The main focus will be on educating children. Special tours can be organized for children. Special rates for tickets can be organised for schools. The programme will also encompass of students with special needs.
- **Adult Education:** The project will also emphasize adult education like training for teachers, environmental educators, NGOs etc.
- **Professional:** Ecologist, scientists, organizations, associations etc.
- **General Visitors:** General visitors include local community members, local residents and tourists.

4.5 Rights and Responsibilities of ADAK:

- Approval, instructions and policy support;
- Facilitating smooth functioning of the unit;
- Assist the bidder for obtaining statutory clearances;
- Right to inspect all the facilities created under the proposal;
- Monitoring through quarterly review meetings;
- Rights to inspect and conduct monthly internal audit of accounts of the bidder concerned with this proposal.

4.6 Rights and Responsibilities of Selected Bidder:

- Planning, development, operation, management, and promotion of aqua eco-tourism activities;
- Invest necessary fund for infrastructure development, operations, repair & maintenance, painting, landscaping and beautification of aqua eco-tourism facilities envisaged;
- The infrastructure development and other activities proposed by the bidder in the technical and financial proposals shall complete within 6 months from the date of award of contract;
- Compliance to the environmental and safety parameters of the facility which invariably includes zero pollution commitment, mandatory safety gear for prohibiting pollution and proper waste management;
- Selection, appointment, disbursement of salary, wages and other allowances to the staff engaged for aqua eco-tourism activities;
- Payment of GST, entertainment tax and other statutory payments;
- Provide annual reports and audited financial statements to ADAK before 30th June of every succeeding year;
- Return the assets to ADAK in good condition after the contract period.

5. Revenue Model:

ADAK and the selected bidder are entitled to get share of revenue collected by the bidder from the visitors under this proposal. Here revenue means any amount collected after deducting GST and entertainment tax payable. Bidders may propose fixed percentage of share on the revenue to ADAK and it will be the same for the entire contract period. However, all the cost towards capital expenditure and operational expenditure including other statutory payments has to be met by the successful bidder alone. The bidder has no right to receive cost of fish reared by ADAK in any part of its facility.

6. Duration:

The duration of the contract shall be for a period of 10 years from the date of award of contract and there shall not be any claim by the bidder on the assets created as a part of this proposal.

7. Proposal Submission Requirements:

Proposals must include the following:

7.1 Technical Proposal:

- (1) Understanding of project & approach;
- (2) Detailed activity plan;
- (3) Master plan/layout of tourism components;
- (4) Environmental sustainability measures;
- (5) Safety and risk management plan;
- (6) Human resource plan;
- (7) Marketing & promotional strategies;
- (8) Implementation schedule (Gantt chart preferred).

7.2 Financial Proposal:

- (1) Proposed capital investment with split-up details;
- (2) Annual operational costs with split-up details;
- (3) Revenue projection for 10 years with split-up details.

8. Evaluation of Bids:

8.1 Evaluation of Technical Bid & Criteria:

- (a) The Technical bid should satisfy the eligibility criteria and other conditions provided in the NIT.
- (b) Technical bid will be evaluated using the following weightage pattern:

Criteria	Weightage (Max. score)
Technical soundness, project understanding and approach	10
Activity plan, master plan/ layout	10
Environmental sustainability strategy	5
Safety & risk management strategy	5
Human resource	5
Marketing & promotional strategies	10
Proposed capital investment	15
Proposed revenue	15
Minimum three-year experience in eco-tourism or farm tourism	10
Experience in any one public-private partnership operations	5
If the bidder is an institution under Central/ State Government	10

- (c) The bidder, who fails to secure minimum score of 50 during the evaluation of Technical bid, shall not be considered and their price bid will not be opened.

8.2 Evaluation of Price Bid & Criteria:

- (a) The bidder on the Price Schedule in the BOQ shall indicate the percentage of share on revenue, intends to give to ADAK under the contract, otherwise it will be rejected.
- (b) A bid submitted with a variable percentage of share on revenue over 10 years will be treated as non-responsive and it will be rejected.
- (c) The bidder who quotes the maximum percentage of share of revenue to ADAK will be selected as successful bidder (L1) and award the contract, if it is acceptable.

9. Amendment of the Tender Document:

The amendments in any of the Terms and Conditions of this Tender Document will be notified as a corrigendum to the tender at www.etenders.kerala.gov.in and will be binding on the bidders.

10. Right to accept any Bid and to reject any or all bids:

The Managing Director reserves the right to accept or reject any bid at any time by assigning a valid reason without thereby incurring any liability to the affected Bidder or Bidders or any obligation to inform the affected Bidder or Bidders.

11. Performance Security Deposit:

- (a) The successful bidder shall submit a Performance Security Deposit in favour of the Managing Director equivalent to 5% of the annual projected revenue, which should be kept valid for the contract period. The security deposit may be submitted either as
Bank guarantees from Nationalized or Scheduled banks in India
OR
Treasury Savings Bank Deposit”
OR
as detailed in the Store Purchase Manual of Kerala.
- (b) If any discrepancy is noticed in conditions in the tender or contract, the Performance Security Deposit will be forfeited without any notice; otherwise, it will be returned to the bidder after the expiry of the contract period or term of the security deposit, whichever is later.
- (c) There is no interest on the Security Deposit.

12. Financial terms and conditions:

- (1) The bidder shall collect the entry fee and other revenue from the visitors through digital payments and kept in a separate account maintained with any Nationalized/ Scheduled bank in India for ensuring maximum transparency and it can be monitored by both the bidder and ADAK.
- (2) The percentage of revenue share as agreed by the bidder shall be remitted on monthly basis to the account maintained by ADAK at head office. Here, revenue means any amount collected under this contract, after deducting GST and entertainment tax payable.
- (3) There will be a minimum guaranteed monthly payment of Rs.1,00,000/-to ADAK by successful bidder.
- (4) The payment of share towards monthly revenue or the minimum guaranteed monthly payment shall be remitted to ADAK on or before 5th day of every succeeding month. ADAK is entitled to get an interest for the delayed payment @ 18% of the due amount.

13. Dispute resolution & Litigation:

- (a) Steps for dispute resolution shall be through initial discussions by the parties and or mediation of the Secretary to Government (Fisheries) or any other person who is mutually acceptable to both the parties.
- (b) The venue of arbitration shall be at Thiruvananthapuram and the arbitration procedures shall be under the Kerala Arbitration Rules.
- (c) Jurisdiction for the settlement of disputes will be the Courts in Kerala only.

14. Other conditions:

- (a) The successful bidder shall comply with local, State, and Federal rules, regulations, ordinances, codes, and laws relating to the work or the conduct thereof and shall secure any permits and licenses necessary for providing services or the execution of the work and ADAK shall not be responsible for the same.
- (b) The project should maintain eco-friendly operations, free from pollution or ecological disturbance.
- (c) Sub-leasing is not permitted without prior approval.
- (d) Violation of terms and conditions may lead to termination of agreement.
- (e) Any officials as designated by the Managing Director, ADAK reserves the right to inspect the operations at any time.
- (f) ADAK shall not be responsible for any technical error / snag/ delay in downloading the tender document or uploading the documents.

15. Submission Details

- (a) The tender for Request For Proposal (RFP) must be submitted via e-tender portal upto **11.00 AM on 10/01/2026, as two cover system in www.etenders.kerala.gov.in**
- (b) Bidders can submit the same on or before the above time & date, but bids received after that will not be considered.
- (c) The pre-qualification cum technical bids will be opened on 12/01/2026 on or after 11.30 AM. In case if there is a change in the bid opening date due to unforeseen circumstances, the revised date will be intimated to bidders through e-mail/ phone.

16. Site Visit & Contact for Clarification

Further details can be obtained from the office of the undersigned during office hours on working days. Interested bidders may visit the Odayam aquarium, after prior appointment. All questions regarding this RFP must be submitted to the email: adaktvm@gmail.com. Response period will be within 2 working days. Contact Phone: 0471-2322410

Sd/-
MANAGING DIRECTOR

Read and accepted

Signature of bidder
on behalf of M/s -----

Place :
Date :

(Seal)

C. GENERAL TERMS AND CONDITIONS

All the terms and conditions as per the respective provisions in the Store Purchase Manual, 2013, with all updates, applicable as on the tender date shall be invariably applicable to this tender. The tender is invited in Two cover system from the registered and eligible firms through the e-procurement portal of the Government of Kerala (<https://www.etenders.kerala.gov.in>). Prospective bidders willing to participate in this tender shall necessarily register themselves with the above-mentioned e-procurement portal. The tender timeline is available in the critical date section of this tender published in www.etenders.kerala.gov.in.

1. Online Bidder registration process:

- (a) Bidders should have a Class II or above Digital Signature Certificate (DSC) to be procured from any Registration Authorities (RA) under the Certifying Agency of India. Details of RAs will be available on www.cca.gov.in. Once, the DSC is obtained, bidders have to register on the www.etenders.kerala.gov.in website for participating in this tender. Website registration is a one-time process without any registration fees. However, bidders have to procure DSC at their own cost.
- (b) Bidders may contact the e-Procurement support desk of Kerala State IT Mission over the telephone at 0471-2577088/188/388 or 0484-2336006, 2332262 or 0497-2764788, 2764188 or 0483-273294 or through email: etendershelp@kerala.gov.in or helpetender@gmail.com for assistance in this regard.

2. Online Tender Process:

The tender process shall consist of the following stages:

- (a) **Downloading of tender documents:** Tender documents and tender schedule will be available for free download on www.etenders.kerala.gov.in. However, tender document fees shall be payable at the time of bid submission as stipulated in this tender document.
- (b) **Pre-bid meeting:** No pre bid meeting
- (c) **Publishing of Corrigendum:** All corrigenda shall be published on www.etenders.kerala.gov.in and shall not be available elsewhere.
- (d) **Bid submission:** Bidders have to submit their bids along with supporting documents to support their eligibility, as required in this tender document on www.etenders.kerala.gov.in. No manual submission of bid is allowed and manual bids shall not be accepted under any circumstances.
- (e) **Opening of Technical Bid and Bidder short-listing:** The technical bids will be opened, evaluated and shortlisted as per their eligibility and technical qualifications. All documents in support of technical qualifications shall be submitted (online). Failure to submit the documents online will attract disqualification. Bids shortlisted by this process will be taken up for opening the price bid.
- (f) **Opening of Price Bids:** The price bids of the qualified bidder's shortlisted after the verification of eligibility criteria and technical qualification shall only be considered for opening and evaluation of the price bid on the date and time mentioned.

3. Documents Comprising Bid:

(a) The First Stage (Pre-Qualification cum Technical Cover):

Pre-Qualification cum Technical bid shall contain scanned copies of the documents which every bidder has to upload (Refer Notice Inviting Tender). ADAK doesn't take any responsibility for any technical snag or failure that has taken place during document upload.

(b) The Second Stage (Financial or price bid Cover):

The Bidder shall complete the Price bid as per the format given for download along with this tender.

Note: The blank price bid should be downloaded and saved on the bidder's computer without changing the file-name otherwise the price bid will not get uploaded. The bidder should fill in the details in the same file and upload the same back to the website.

Fixed price: Prices quoted by the Bidder shall be fixed during the bidder's performance of the contract and not subject to variation on any account. A bid submitted with an adjustable/ variable price quotation will be treated as non - responsive and rejected.

4. Tender Document Fees, Earnest Money Deposit (EMD) and Performance Security Deposit

The Bidder shall pay, a tender document fee of Rs.15,000+ GST @ 18% and Earnest Money Deposit of Rs.1,00,000/-. The Bidder shall pay the GST amount @ 18%, directly to the GST department. Only the tender fee, excluding GST and EMD is to be paid to ADAK as an online transfer. After fixing the tender, the security deposit equivalent to 5% of the annual projected revenue should be remitted in ADAK by the tenderer. The amount should be paid as detailed in the NIT. The EMD/Security deposit is required to protect the interest of ADAK against the risk of Bidder's conduct, which would warrant the forfeiture of security.

Online Payment modes: The tender document fees and EMD can be paid in the following manner through the e-Payment facility provided by the e-Procurement system

State Bank of India Multi Option Payment System (SBI MOPS Gateway): Bidders are required to avail Internet Banking Facility in any of the below banks for making tender remittances in the e-Procurement System.

A) Internet Banking Options (Retail)			
1	Allahabad Bank	29	JanataSahakari Bank
2	Axis Bank	30	Karnataka Bank
3	Andhra Bank	31	KarurVysya Bank
4	Bandan Bank	32	Kotak Mahindra Bank
5	Bank of Bahrain and Kuwait	33	Lakshmi Vilas Bank
6	Bank of Baroda	34	Mehsana Urban Co-op Bank
7	Bank of India	35	NKGSB Co-operative Bank
8	Bank of Maharashtra	36	Oriental Bank of Commerce
9	Bassein Catholic Co-operative Bank	37	Punjab and Maharashtra Cooperative Bank
10	BNP Paribas	38	Punjab National Bank
11	Canara Bank	39	Punjab and Sind Bank
12	Catholic Syrian Bank	40	RBL Bank
13	Central Bank of India	41	Saraswat Cooperative Bank
14	City Union Bank	42	ShamraoVithal Cooperative Bank

15	Corporation Bank	43	South Indian Bank
16	Cosmos Bank	44	Standard Chartered Bank
17	DCB Bank	45	State Bank of India
18	Dena Bank	46	Syndicate Bank
19	Deutsche Bank	47	Tamilnad Mercantile Bank
20	Dhanalaxmi Bank	48	Tamilnadu Cooperative Bank
21	Federal Bank	49	The KalyanJanataSahakari Bank
22	HDFC Bank	50	TJSB Bank (Erstwhile Thane JanataSahakari Bank)
23	ICICI Bank	51	UCO Bank
24	IDBI Bank	52	Union Bank of India
25	Indian Bank	53	United Bank of India
26	Indian Overseas Bank	54	Vijaya Bank
27	IndusInd Bank	55	YES Bank
28	Jammu & Kashmir Bank		

B) Internet Banking Options (Corporate)

1	Bank of Baroda	19	KarurVysya Bank
2	Bank of India	20	Kotak Bank
3	Bank of Maharashtra	21	Laxmi Vilas Bank
4	BNP Paribas	22	Oriental Bank of Commerce
5	Canara Bank	23	Punjab & Maharashtra Coop Bank
6	Catholic Syrian Bank	24	Punjab & Sind Bank
7	City Union Bank	25	Punjab National Bank
8	Corporation Bank	26	RBL Bank
9	Cosmos Bank	27	ShamraoVitthal Co-operative Bank
10	Deutsche Bank	28	South Indian Bank
11	Development Credit Bank	29	State Bank of India
12	Dhanalaxmi Bank	30	Syndicate Bank
13	Federal Bank	31	UCO Bank
14	HDFC Bank	32	Union Bank of India
15	ICICI Bank	33	UPPCL
16	Indian Overseas Bank	34	Vijaya Bank
17	JantaSahakari Bank	35	Axis Bank
18	Jammu & Kashmir Bank		

During the online bid submission process, bidder shall select **SBI MOPS** option and submit the page, to view the **Terms and Conditions** page. On further submitting the same, the e-Procurement system will re-direct the bidder to MOPS Gateway, where two options namely **SBI** and **Other Banks*** will be shown. Here, Bidders may proceed as per below:

- SBI Account Holders** shall click the **SBI** option to with its Net Banking Facility., where bidder can enter their internet banking credentials and transfer the Tender Fee and EMD amount.
- Other Bank Account Holders** may click **Other Banks** option to view the bank selection page. Here, bidders can select from any of the 54 Banks to proceed with their Net Banking Facility, for remitting tender payments.

**Transaction Charges for Other Banks vide SBI Letter No. LHO/TVM/AC/2016-17/47 – 1% of transaction value subject to a minimum of Rs. 50/- and a maximum of Rs. 150/-*

Any transaction charges levied while using any of the above modes of online payment has to be borne by the bidder. The supplier/contractor's bid will be evaluated only if payment status against the bidder is showing “Success” during bid opening.

5. SUBMISSION PROCESS:

- (a) For submission of bids, all interested bidders have to register online as explained above in this document. After registration, bidders shall submit their Technical bid and Price bid online on www.etenders.kerala.gov.in along with online payment of tender document fees and EMD.
- (b) The original tender document on each page, all annexures and other documents should be duly signed and uploaded for evaluating the prequalification cum technical bid or else the bid shall be disqualified
- (c) **It is necessary to click on the “Freeze bid” link/ icon to complete the process of bid submission otherwise the bid will not get submitted online and the same shall not be available for viewing/ opening during bid opening process.**

Sd/-
MANAGING DIRECTOR

Read and accepted

Signature of bidder

Place:

Date : **on behalf of M/s -----**

(Seal)

BIDDERS PARTICULARS

(To be uploaded with Prequalification cum Technical Bid)

BIDDERS SHOULD FURNISH ANSWERS TO ALL THE QUESTIONS BELOW.
BIDDERS MAY PLEASE NOTE THAT IF THE ANSWER SO FURNISHED ARE NOT
CLEAR AND/OR ARE EVASIVE, THE ENTRY WILL BE LIABLE TO BE IGNORED.

1. Name of the Bidder :
2. Permanent Income Tax A/C No. :
3. PAN :
4. GST :
5. Sales Tax Registration No. :
6. Please indicate: - :
Name & full address of your Banker
7. Business name and Constitution of the firm. :
8. Year of Registration :
9. Registration Number :
(Attach copies of registration details)
10. E-mail ID, Phone Number and web site address:
11. Is the firm registered under:-
 - (a) The Indian Companies Act, 1956
 - (b) The India Partnership Act, 1932 (Please also give name of partners)
 - (c) Any other relevant Act (Please specify)
 - (d) If not who are the owners. (Please give full names and address).
12. We M/s, have remitted the required EMD for Rs. in favour of Managing Director ADAK, Trivandrum, as per e-procurement conditions.
13. For firms of Indian origin and with partnership structure, state whether they are registered or not registered under Indian Partnership Act, 1932. Should the answer to this question by a Partnership firm be in the affirmative, please state further:-
 - (a) Whether by the Partnership agreement, authority to refer disputes concerning the business of the partnership to arbitration has been conferred on the partner who has signed the offer.

(b) If the answer to (a) is in the negative, whether there is any general power of attorney executed by all the partners of the firm authorizing the partners who signed the bid/offer to refer dispute concerning business of the partnership to arbitration.

(c) If the answer to either (a) or (b) is in the affirmative furnish a copy of either the partnership agreement or the general power of attorney as the case may be.

Note: Please attach to the offer a copy of either document on which reliance is placed for authority of partners or the partners signing the offer to refer disputes to arbitration. The copy should be attested by a Notary Public or its execution should be admitted by Affidavit on a property stamped paper by all the partners. Where authority to refer disputes to arbitration has not been given to the partners signing the offer(s) must be signed by every partner of the firm.

14. Please confirm that you have read all the terms & conditions carefully and have complied with accordingly.

15. Whether the bidder is signing as Proprietor/Partner Constituted Attorney/duly authorized by the Company.

16. Full name and address of the persons signing as Bidder (In BLOCK letters)

Signature of Bidder

Signature of Witness with name and address

Place:

(seal)

Date:

BID LETTER

(To be uploaded with Prequalification cum Technical Bid)

To

Managing Director

Agency for Development of Aquaculture, Kerala (ADAK)
Reeja, Minchin Road, Thycaud-P.O.,
Thiruvananthapuram – 695 014.

We undertake, if our bid is accepted, to commence the activities immediately and to complete, within the stipulated time frame as specified under tender notice/agreement unless otherwise specified in the formal order. Quality and standard will be ensured in all cases as per norms prevailing in India.

We agree to abide by this bid for the contract period from the date fixed for bid opening and it shall remain binding upon us and may be accepted at any time before expiration of that period. Until a formal contract is prepared and executed, this bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us.

We have submitted in favour of Agency for Development of Aquaculture, Kerala (ADAK) Rs as EMD.

We understand that you are not bound to accept the lowest or any bid you may receive.

Dated this day of 20....

Signature of Bidder

(in the Capacity of) Only Authorized to sign bid for and on behalf of_

Full Name :

Full address :

(Seal)

ANNEXURE- 1 C**To****Managing Director**

Agency for Development of Aquaculture, Kerala (ADAK)

Reeja, Minchin Road, Thycaud-P.O.,

Thiruvananthapuram – 695 014.

RELEVANT PREVIOUS EXPERIENCE OF THE BIDDER*(To be uploaded with Prequalification cum Technical Bid)*

Provide details of relevant projects in tourism, aquaculture, eco-tourism, or hospitality. Attach copies of work orders / completion certificates along with photographs or brochures (if any).

Project Name	Location	Client	Scope of Work	Duration	Value	Status

We undertake, the details given above is true and if found otherwise, I am fully aware that my contract/tender, is liable to be cancelled.

Dated this day of 20.....

Signature of Bidder

(in the Capacity of) Only Authorized to sign bid for and on behalf of_

Full Name :

Full address :

(Seal)

TECHNICAL PROPOSAL FORMAT

(To be uploaded with Prequalification cum Technical Bid)

1. Proposed Concept & Understanding of the Project:

- Understanding of Odayam aquarium and its premises.
- Tourism potential assessment
- Vision & objectives
- Unique features proposed

2. Detailed Activity Plan

Describe each proposed aqua eco-tourism component in detail. Include activity descriptions, operating model, manpower, safety measures.

- Tourist facilitation & Information;
- Seafood based culinary tourism;
- Handicrafts & Souvenir stalls;
- Destination event lawn/ Open theatre;
- Exhibiting ornamental fishes in aquarium;
- Living with nature in traditional huts;
- Audio-visual theatre/ Conference Hall;
- Kid entertainments;
- Surfing;
- Nature activities;
- Landscaping & Garden;
- Green energy initiatives;
- Common infrastructure facilities

3. Master Plan/Layout

Attach a map or layout drawing showing:

- Visitor flow
- Activity areas
- Food court
- Parking
- Safety zones
- Staff area

4. Environmental Management Plan

- Waste management
- Water quality protection
- Noise control
- Plastic-free operations
- Eco-friendly materials

5. Safety and Risk Management Plan

- First aid
- Emergency evacuation plan
- Structural safety compliance
- Staff certification requirements

6. Implementation Schedule

Provide timeline in Gantt Chart format:

Activity	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6

7. Human Resource Plan

Category	Number of staff	Qualifications	Minimum experience	Salary/ Wages

We undertake, the details given above are true and if found otherwise, I am fully aware that my contract/tender is liable to be cancelled.

Dated this day of 20.....

Signature of Bidder

(in the Capacity of) Only Authorized to sign bid for and on behalf of_

Full Name :

Full address :

(Seal)

ANNEXURE - 1 E

FINANCIAL PROPOSAL FORMAT
(To be uploaded with Prequalification cum Technical Bid)

1. Cost Estimates for Infrastructure Development:

Component	Estimated Cost (INR)
Tourist facilitation center & Information boards	
Seafood court/ cafeteria	
Handicrafts & Souvenir stalls	
Destination event lawn/ Open theatre	
Surfing	
Aquarium upgradation	
Temporary huts	
Audio-visual theatre/ Conference Hall	
Children's aqua play areas (non-swimming)	
Walking paths, viewing decks, rest shelters for nature activities	
Landscaping & Garden	
Green energy initiatives	
Toilets & changing rooms	
First aid & safety station	
Lighting/CCTV surveillances	
Potable water and waste management	
Others	
Total	

2. Estimates for Annual Cost of Operations:

Item	Annual Cost (INR)
Salary, Wages, Allowances	
Insurance	
Equipment maintenance	
Consumables	
Marketing/promotion	
Utilities	
Safety/first-aid	
Others	
Total	

3. Revenue Projections for 10 Years (INR):

Year	Entry Fee	Food court	Audio-visual theatre	Others	Total
Year 1					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					

4. Details of Financial analysis:(Give the abstract)

We undertake, the details given above are true and if found otherwise, I am fully aware that my contract/tender, is liable to be cancelled.

Dated this day of 20.....

Signature of Bidder

(in the Capacity of) Only Authorized to sign bid for and on behalf of_

Full Name :

Full address :

(Seal)

DECLARATION FORM

(On bidder's letter head *to be uploaded with Prequalification cum Technical Bid*)

To

Managing Director

Agency for Development of Aquaculture, Kerala (ADAK)

Reeja, Minchin Road, Thycaud-P.O.,

Thiruvananthapuram – 695 014.

I/We hereby declare that our organization has not been blacklisted or debarred by any State/Central Government agency, PSU, or international organization.

We commit to maintaining transparency, avoiding corruption, and ensuring fair practices throughout the project period.

We hereby accept all terms and conditions of the RFP issued for Aqua eco-tourism development at Odayam Farm.

I/We hereby declare that our organization has no legal entity other than those disclosed below:

(Provide details of any on-going litigation, if any).

We undertake, the details given above is true and if found otherwise, I am fully aware that my contract/tender, is liable to be cancelled.

Dated this day of 20.....

Signature of Bidder

(in the Capacity of) Only Authorized to sign bid for and on behalf of_

Full Name :

Full address :

(Seal)

STATUTORY PRELIMINARY AGREEMENT

(To be filled up with relevant information and to be uploaded)

(IN Rs.500/- KERALA GOVT. STAMP PAPER)

ARTICLES OF AGREEMENT executed on this day of (month) (year) BETWEEN THE Managing Director, ADAK (hereinafter referred to as "the First Party") of the one part and Shri..... (here enter name and address of the tenderer) (hereinafter referred to as the "Second Party") of the other part.

WHEREAS in response to the notification No..... dated the Second Party has submitted to the First Party a tender for the development and operation of Aqua eco-tourism activities at Odayam aquarium in Thiruvananthapuram, for a period of 10 years as per final approval specified therein subject to the terms and conditions contained in the said tender

WHEREAS the Second Party has also deposited with the Government a sum of Rs.....as earnest money for execution of an agreement undertaking the due fulfillment of the contract in case his tender is accepted by the First Party.

NOW THESE PRESENTS WITNESS and it is hereby mutually agreed as follows:

1. In case the tender submitted by the Second Party is accepted by the First Party and the contract for..... is awarded to the Second Party, the Second Party shall within 15 days of acceptance of his tender execute an agreement with the First Party incorporating all the terms and conditions under which the First Party accepts his tender.
2. In case the Second Party fails to execute the agreement as aforesaid incorporating the terms and conditions governing the contract, the First Party shall have power and authority to recover from the Second Party any loss or damage caused to the First Party by such breach as may be determined by the First Party by appropriating the earnest money deposited by the Second Party and if the earnest money is found to be inadequate the deficit amount may be recovered from the Second Party and his properties movable and immovable in the manner hereinafter contained.
3. All sums found due to the First Party under or by virtue of this agreement shall be recoverable from the Second Party and his properties movable and immovable under the provisions of the Revenue Recovery Act for the time being in force as though such sums are arrears of land revenue and in such other manner as the First Party may deem fit.
4. The Second Party shall be liable to be terminated on any breach of agreement and conditions in the NIT, non-performance of the functions of the tourism unit and public safety violations. The termination may be done on the basis of a three months advance notice.

In witness whereof Shri..... (here enter name and designation)
for and on behalf of the first party and Shri..... on behalf of the Second Party have
hereunto set their hands the day and year shown against their respective signatures.

Signed by Shri..... (date).....
In the presence of witnesses:

1.....

2.....

Signed by Shri.....(date).....

In the presence of witnesses:

1.....

2.....

ANNEXURE - 1 H**CHECKLIST****(To be enclosed with the pre-qualification cum technical bid)****Name of Bidding Company:**

Sl. No	Description	Yes	No	Remarks/ Details
Pre Qualification bid				
1	Duly signed original tender document on each page			
2	Bidder's particulars (Annexure-1A)			
3	Bid letter (Annexure-1B)			
4	Relevant previous Experience of the Bidder(Annexure-1C)			
5	Technical Proposal Format (Annexure-1D)			
6	Financial Proposal Format (Annexure-1E)			
7	Declaration Forms (Annexure-1F)			
8	Statutory preliminary agreement in stamp paper worth Rs.500/- signed and filled with relevant information (Annexure-1G)			
9	Certification/license and any other relevant documents for prequalification cum technical bid evaluation.			
10	Copies of GST Certificate and PAN card			
11	Copies of documents in proof of annual turnover			

Place :

Date :

Signature of bidder

(Seal)

N.B: All the pages from 1 to 28 should be duly signed by the bidder. Otherwise it will be rejected.