

EXPRESSION OF INTEREST (EOI)

For Engagement of an Experienced
Water Sports Operator/ Agencies to Operate & Manage



MUZIRIS KAYAKS & CANOES ON LEASE BASIS



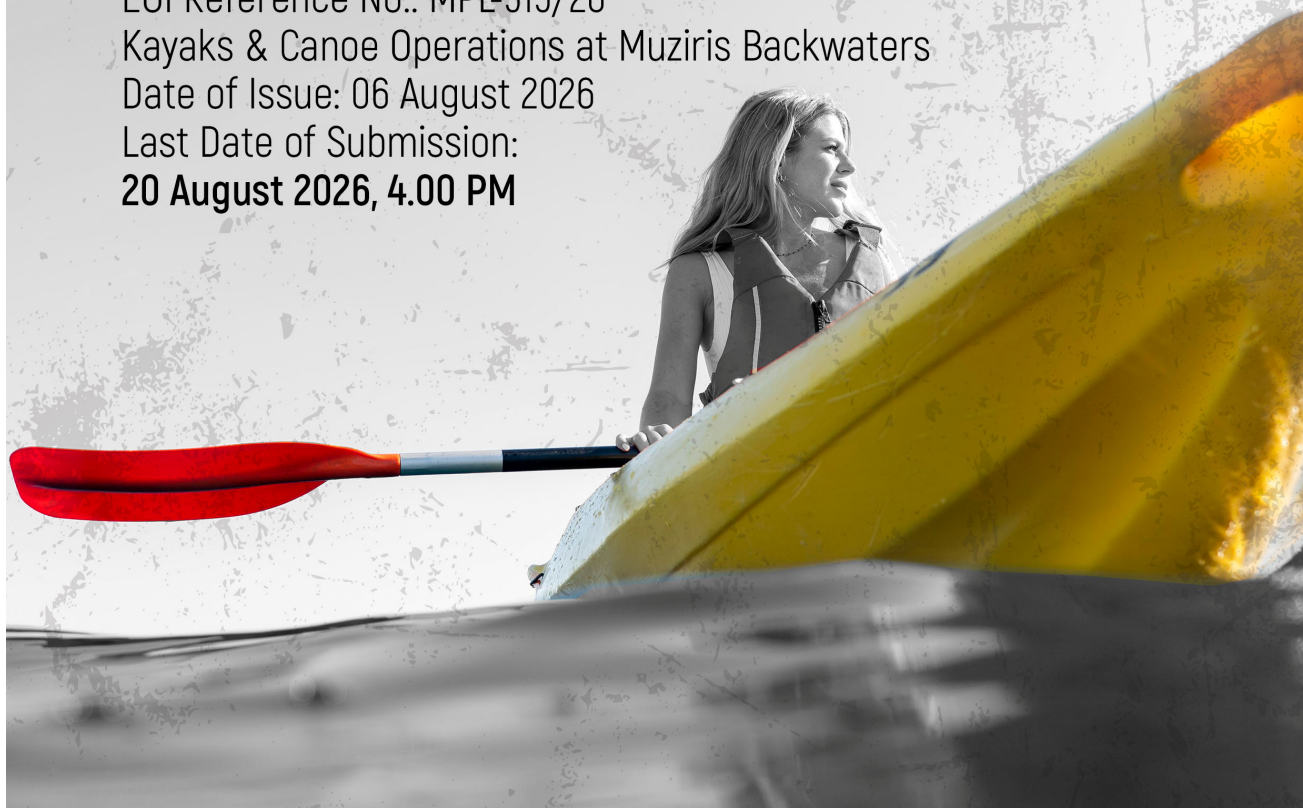
EOI Reference No.: MPL-515/26

Kayaks & Canoe Operations at Muziris Backwaters

Date of Issue: 06 August 2026

Last Date of Submission:

20 August 2026, 4.00 PM



Issued By:

Muziris Projects Ltd

MIRCC, Pullut P.O., Kodungallur, Thrissur, Kerala

Contact: 0480 2807717 | muziris.tsm@kerala.gov.in

1. Introduction & Background

Muziris Projects Ltd, under the Department of Tourism, Government of Kerala, is the owner of the fleet of kayaks and canoes stationed at the riverside / backwater locations at Paravur Thattukadavu Boat Jetty, Ernakulam District. Muziris Projects Ltd intends to engage an experienced and competent water sports and activities operator/agency to operate, manage, maintain, and commercially run kayaking and canoeing activities using the Owner's (Muziris Projects Ltd) fleet, on a lease/rental basis payable to the Owner.

This Expression of Interest (EOI) is issued to identify and shortlist a qualified, experienced, and financially sound individual, firm, partnership, company, or organisation with proven expertise in water sports operations, tourism, and adventure activities to take over the day-to-day operation of the said kayaks and canoes.

2. Objective of the EOI

The Owner seeks to identify a suitable Operator who can:

- Operate and commercially manage the kayaks and canoes for tourist / recreational use at the site or sites.
- Ensure safe, professional, licensed and well-supervised water sports operations at all times.
- Maintain and service the equipment (kayaks, canoes, paddles, life jackets, and allied gear) at their own cost during the lease period.
- Obtain and maintain all statutory permissions, licenses, and all party insurance required to run water sports activities at the site.
- Pay a fixed monthly lease amount to the Owner, as quoted in the Financial Bid, for the right to operate the fleet.
- The entire water sports operational crew i.e lifeguards, instructors, safety staffs appointed by the Operator should be professionally trained and strictly certified in the life saving techniques and water sports operations from the NIWS (National Institute of Water Sports, Goa) for running the activity. They should obey the instructions of KATPS and should undergo first aid training.

3. General Terms & Condition

- Operator should obey the rules and regulations issued by the Government of Kerala, Department of Tourism, Kerala Adventure Tourism Promotion Society (KATPS), Muziris Projects Ltd.
- Operator has to provide strictly by themselves all types of safety gears and allied equipments including the shelves/rack for safe and secure holding/placing of kayaks and canoes after the water activities on daily basis.
- Operator has to provide rescue boats, life bouyas, certified and approved lifesaving jackets to the tourists and each individuals who are part and parcel of the water activities, and must appoint a rescue team with all statutory amenities and safety equipments.

- Operator shall maintain and protect Kayaks & Canoes and other assets in all means at his own risk and cost. Any loss to Muziris Projects Ltd or the Department of Tourism with regard to the running of EOI activities due to negligence of the Operator, the Operator and his asset will be liable for the damages.
- Owner has no responsibility in case of any damages if ever caused to the articles/equipment of the Operator during the license period. The successful Operator shall have the necessary license as required by the Government of Kerala, KATPS and related departments. The Operator shall submit all the documents before starting the operations, provided in this EOI.
- The premises allotted shall be utilized for running the specific business/operations only and shall not be used for any other purpose/business. The operation/license granted shall not be sub-leased either fully or in part to any third parties.
- Compliance with the various statutory requirements, norms and rules and regulations required will be the sole responsibility of the Operator including the financial implications thereof. The successful Operator before the commencement of business shall timely obtain all licenses such as Water sports/Adventure activity/Boating, KATPS accreditation and all ancillary licenses/permissions/clearances that may be required to be obtained by the Operator from any authorities at their own cost for the operation of the EOI services. It's the responsibility of the Operator to ensure and keep such licenses/permissions valid throughout the EOI operation period
- An agreement will be signed between the successful bidder and Muziris Projects Ltd. after awarding the work/operation to the successful bidder within 05 working days and that will be the core document with the final conditions which will act for the fair functioning of the operation based on this EOI.
- The Muziris Projects Ltd. reserves the right to accept/reject any or all of the EOI without assigning any reasons thereof.

4. Details of the Assets & Site

Particulars	Details
Site / Venue	Riverside / Backwater locations at Ernakulam & Thrissur Districts — Paravur Thattukadavu Boat Jetty, Paliam Boat Jetty, Gothuruth Boat Jetty, Kottapuram Waterfront Boat Jetty, Pallipuram Boat Jetty, Thiruvanchikulam Canal House Boat Jetty, Mathilakam Banglakadavu Boat Jetty
Fleet Size	1. Single Kayaks 13nos 2. Double Kayaks 13nos 3. 15Feet Canoes 14nos. [Annexure C: See List]
Condition of Assets	Brand New Kayaks & Canoes
Allied Equipment Provided	Paddles, Backrest Seat, Carry Handles, Drain Plug
Water Body / Access	Backwater/ River/ Narrow Streams in and around the Muziris Heritage zone at Ernakulam & Thrissur Districts

5. Scope of Work / Services Expected from the Operator

1. Take the Owner's fleet of kayaks and canoes on lease and operate them commercially for public / tourist use at the designated site.
2. Deploy professionally trained, NIWS certified lifeguards / instructors for supervision and safety of all participants.
3. Procure, provide and maintain safety equipment (life jackets, helmets, whistles, first-aid kit, rescue buoys, rescue vessel, kayak & canoe storage rack/shelves) meeting applicable safety norms.
4. Carry out routine and preventive maintenance, repairs, and replacement of damaged or worn-out equipment only with the consent of authorized representative of Muziris Project Ltd, at the Operator's own cost, to keep the fleet in operational condition.
5. Obtain and keep valid all statutory approvals, licenses, permits, and NOCs required from local authorities / water sports regulatory bodies (KATPS) to run the activity.
6. Take adequate insurance cover for participants, staff, and equipment, and indemnify the Owner against any claims, accidents, or liabilities arising from the operation.
7. Ensure proper ticketing / booking systems, pricing transparency, and customer service standards with the support of representative appointed by Muziris Projects Ltd. along with the operator staff.
8. Maintain the cleanliness, safety, and orderly conduct of the operating area and adjoining premises.
9. Pay the agreed monthly lease amount, annual revenue shares to the Owner regularly, as per the terms finalized in the Financial Bid/ lease agreement.
10. Submit periodic operational reports (footfall, safety incidents if any, maintenance records) to the Owner as may be mutually agreed.

6. Eligibility Criteria for Applicants

Interested individuals, proprietorship/partnership firms, companies, agencies or organization must satisfy the following minimum eligibility criteria:

- Should have a minimum of 03 years of proven experience in operating water sports/ kayaking/ canoeing / adventure tourism activities.
- Should possess (or be able to promptly obtain) all necessary licenses, registrations, and government approvals required to operate water sports activities.
- Should have qualified and certified crew includes lifeguards/ instructors (certification from NIWS Goa for water sports operations & lifesaving techniques) & KATPS certified on their team.
- Should have adequate financial capability to pay the monthly lease amount regularly and to invest in maintenance, staff, and safety gear.
- Should not have any record of blacklisting, safety violations, or litigation related to water sports operations.
- Willingness to pay in advance, 11 months lease amount as security deposit/ performance guarantee.

7. Key Lease Terms

- Lease Period: 3(Three) year from the date of handover, renewable annually as per quoted percentage/rate and performance review.

- **Lease Payment:** Fixed monthly lease amount payable in advance by the Operator to the Owner, on or before the 04th day of every month. In case of delay in remittance of the monthly lease amount, the operator shall be liable to pay penal interest @18% per annum, calculated on the defaulted amount from the due date.
- **Security Deposit:** 11 months total lease amount to be paid by the Operator prior to handover, refundable at the end of the lease term subject to no dues/ damages.
- **Maintenance & Replacement:** To be borne entirely by the Operator during the lease period.
- **Insurance & Liability:** To be arranged and borne by the Operator; Owner to be kept indemnified.
- **Termination:** Either party may terminate the agreement by giving 30days written notice, or immediately in case of safety violations, non-payment, or breach of terms.

8. EOI Submission Structure — Two-Bid System

Applicants are required to submit their Expression of Interest in TWO SEPARATE SEALED ENVELOPES WRITTEN ABOVE TECHNICAL BID / FINANCIAL BID

Envelope / Attachment 1 — Technical Bid

To contain all details as per the Technical Bid Format in Annexure A, along with supporting documents (experience certificates, licenses, certifications, ID/address proof, company profile, etc.).

Envelope / Attachment 2 — Financial Bid

To contain the monthly lease amount quoted, annual revenue share, annual increment hike, strictly as per the Financial Bid Format in Annexure B. The Financial Bid of only those applicants who qualify in the Technical Bid evaluation will be opened.

Both envelopes/attachments should be clearly super-scribed/ labelled with the Applicant's Name, Address, Contact Number, EOI reference number, and “TECHNICAL BID” or “FINANCIAL BID” as applicable, and placed together in one outer envelope addressed to the Owner.

9. Annexure A — Technical Bid Format

A1. Applicant/ Organization Profile

Name of Applicant / Firm / Organization	
Constitution (Individual/ Proprietorship/ Partnership/ Company/ Society/ Trust)	
Year of Establishment	
Firm Registration Certificate	
Registered Office Address	
Contact Person, Phone & Email	
PAN Number	
GST Registration Number	
Income Tax return filed copy for last 03 years	
Audited Financial statements for last 03 years	
Website/ Social Media (if any)	

A2. Experience & Track Record

Number of Years in Water Sports/ Adventure Tourism	
Other Sites Currently/ Previously Operated (names & locations)	
Types of Water Sports Activities Handled	
Approx. Annual Footfall Handled (avg., last 2 years)	
Notable Clients/ References (with contact details)	

A3. Manpower & Safety Capability

No. of Certified Lifeguards/ Instructors	
Relevant Certifications Held (names & issuing body)	
Safety Equipment Proposed to be Deployed	
First-Aid/ Emergency Response Plan (brief)	

A4. Statutory & Legal Compliance

Licenses/ Registrations Held (attach copies)	
Insurance Policies Held/ Proposed (Public Liability, Equipment, etc.)	
Any Past Litigation/ Blacklisting (Y/N — details if Y)	

A5. Operational Plan

Applicants should attach a brief write-up (maximum 2 pages) covering:

- Proposed operating hours, days of operation, and seasonal plan.
- Proposed pricing/ ticketing strategy for end customers.
- Maintenance schedule and equipment upkeep plan.
- Marketing/ promotion plan to drive footfall.
- Any value-additions proposed (e.g., additional gear, guided tours, photography, etc.).

A6. Documents to be Attached with Technical Bid

- Copy of ID proof and address proof of applicant/ authorized signatory.
- Copy of PAN, GST registration, and firm/company registration certificate (as applicable).
- Proof of relevant experience (work orders, contracts, client certificates).
- Copies of lifeguard/ instructor certifications.
- Copy of insurance policies held (if any at the time of application).
- Self-declaration of no blacklisting / litigation, duly signed.

10. Annexure B — Financial Bid Format

(To be submitted in a separately sealed envelope/ attachment, labeled “FINANCIAL BID”)

Sl.No.	Particulars	Amount Quoted (INR)
1	Monthly Lease Amount payable to the Owner (in figures)	
2	Monthly Lease Amount payable to the Owner (in words)	
3	Annual Revenue Share (in percentage %)	
4	Annual Increment Hike -after 01 year (in percentage %)	

Validity of Offer: The financial bid quoted shall remain valid for a minimum of 90 days from the date of submission.

Taxes: Applicant may specify the quoted amount as exclusive of applicable taxes (GST)

Signature of Applicant / Authorized Signatory: _____

Name & Designation: _____

Date: _____ Seal (if applicable): _____

11. Evaluation Process

11. Technical Bids will be opened first and evaluated for eligibility and completeness as per Annexure A.
12. Only applicants who are found technically qualified will have their Financial Bids opened.
13. Among technically qualified applicants, the Financial Bid offering the highest monthly lease amount (H1) will ordinarily be considered for award, at the sole discretion of the Owner.
14. The Owner reserves the right to negotiate terms, seek clarifications, conduct site visits/interviews, call for a presentation, and/or reject any or all EOIs without assigning any reason.
15. The decision of the Owner (Muziris Projects Limited) in the selection process shall be final and binding.

Criteria	Weightage/ Basis
Technical Bid — Experience, manpower, safety plan, compliance, certifications, operational plan	Qualifying (Pass/ Fail, as decided by the committee)
Financial Bid — Highest monthly lease amount quoted, revenue share & increment hike among technically qualified applicants	Primary ranking criterion (H1 basis)

12. General Terms & Conditions

- This EOI is not an offer and does not bind the Owner to award the lease to any applicant.
- The Owner reserves the right to modify, extend, or withdraw this EOI at any stage without prior notice.
- All costs incurred by applicants in preparing and submitting their EOI shall be borne solely by the applicant.
- Canvassing in any form will lead to disqualification.
- The selected Operator shall be required to sign a formal Lease-cum-Operation Agreement incorporating detailed terms and conditions prior to handover of assets.
- Any information furnished found to be false or misleading at any stage will lead to disqualification / termination.
- This document and any resulting agreement shall be governed by applicable local laws, with jurisdiction at Ernakulam

13. Annexure C- Specifications of Kayaks & Canoes

1. Single Kayak - 13Numbers

Type: Single Seater Sit-on-Top Kayak

Material: HDPE

Length: 2.560m, Breadth:0.749m

Load Capacity: 110kg Maximum

Hull Weight: 18.5kg

Features: Self-draining scupper holes

Accessories: Paddle, backrest seat, carry handles, drain plug

Colour: Any High Visibility Colour (Orange/ Yellow/ Red)

2. Double Kayak – 13Numbers

Type: Double Seater Sit-on-Top Kayak

Material: HDPE

Length: 3.81m, Breadth: 0.750m

Height: 45.5cm

Load Capacity: 250kg Maximum

Weight: 32kg

Features: Self-draining scupper holes

Accessories: Paddle, backrest seat, carry handles, drain plug

Colour: Any High Visibility Colour (Orange/Yellow/Red)

2. 15Feet Canoe – 14Numbers

Type: FRP

Length: 15Feet, Breadth: 0.5m

Seating Capacity: Minimum 2-3 persons

Hull shall be of single piece moulded construction for strength and durability

Provision for oar/paddle holding, Carrying handles at bow and stern, Drain Plug for water removal

Adequate freeboard for safety.

Minimum 2 paddles/oars

Seating arrangement (fixed/molded)

14. Important Dates & Submission Details

Date of Issue of EOI	06 th August 2026
Last Date & Time for Submission	20 th August 2026, 4pm
Date & Time of Technical Bid Opening	Will be informed later
Date & Time of Financial Bid Opening	Will be informed later
Expected Date of Handover to Selected Operator	Will be informed later
EMD Amount	Rs.50,000/- To be deposited in the form of DD in favour of The Managing Director & CEO, Muziris Projects Ltd Pullut P.O., Kodungallur- 680663, Thrissur, Kerala
EOI Form Cost	Rs.1000 + 18% GST

EOI submissions (sealed envelope) to be addressed and delivered to:

The Managing Director & CEO
Muziris Projects Ltd.
Muziris International Research & Convention Centre
Pullut P.O. Kodungallur- 680663
Thrissur, Kerala.
Ph: 0480 2807717, muziris.tsm@kerala.gov.in