

KERALA ADVENTURE TOURISM PROMOTION SOCIETY (KATPS)

Under Department of Tourism, Government of Kerala
Vazhuthacaud, Thiruvananthapuram 695014
Ph:0471-2329770
Email. info@katps.in,

INVITATION OF EXPRESSION OF INTEREST

No. KATPS-055-2018-S1

Date: 02/04/2025

Name of Contract: Inviting the Expression of Interest to install, operate and maintain the adventure park and training center at Shasthampara, Thiruvananthapuram District.

Kerala Adventure Tourism Promotion Society is inviting the Expression of Interest (EOI)/Tender from Individuals/Agencies for the project of Tourism Investors Meet (TIM) to install, operate and maintain Adventure Park and training center at Shasthampara, Thiruvananthapuram District for a period of 20 year initially and can be extended for a maximum of 10 years from competent Individuals/Agencies.

Last Date of receipt of EoI	11.00 A.M on 07/05/2025
Date of pre bid meeting	12.00 P.M on 22/04/2025 at Mascot Hotel, Trivandrum
EMD Amount	Rs 5,00,000/- (Rupees five lakh Only) To be deposited in the form of DD in favor of 'Chief Executive Officer, KATPS, TVM payable at SBI Vazhuthacud Branch.
EOI/Tender Form Fee	Rs 2950/- (Two Thousand Nine Hundred and Fifty Only). DD in favor of 'Chief Executive Officer, KATPS, TVM payable at SBI Vazhuthacud Branch.
Place, Date & time of Opening of Technical Bid	Directorate of Tourism, Opp. Museum, Park View, Trivandrum 07.05.2025 at 11.30 AM
Financial Bid	07.05.2025 at 12.30 PM
EOI/Tender Submission Address	Chief Executive Officer, Kerala Adventure Tourism Promotion Society, T.C.26/849(1), University Women's Hostel Junction, Vazhuthacaud, Thiruvananthapuram - 695014

The details can be downloaded from the website www.keralaadventure.org

Further details regarding the work can be had from the office of the undersigned, during office hours. Contact 0471-2320777 or Chief executive officer, KATPS over phone/SMS/Whatsapp 9656011630. The Chief Executive, KATPS reserves the right to accept or reject any or all bids without assigning any reason whatsoever.

Chief executive officer

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INVITATION OF EXPRESSION OF INTEREST

Kerala Adventure Tourism Promotion Society (KATPS) was registered on Oct 2012 under the Travancore – Cochin Literary Scientific and Charitable Societies ACT 1955. The objective of KATPS is to position Kerala as a sought after adventure tourism destination in the county and across globe. KATPS is to promote adventure tourism in Kerala and place it on top of adventure tourism map of the county.

1. SCOPE OF CONTRACT

KERALA ADVENTURE TOURISM PROMOTION SOCIETY (KATPS) invites bids from competent Individuals/Agencies for managing the Adventure Park and Training Center.

The selected bidder will be responsible for the install, operate and maintain adventure park and training center at Shasthampara, including but not limited to:

1. Watch Tower
2. Zipline
3. Zip Cycling
4. Children's Soft Adventure Activities
5. Rope Activities
6. Trampoline
7. Virtual Reality (VR) Stall
8. Kids' Pedal Boating
9. Allied Adventure Activities
10. Bouldering Rock Climbing
11. Rappelling & Jumaring
12. Bungee Jumping
13. Traverse wall
14. Obstacle course
15. MTB Challenge Track (Pump Track)
16. Slacklining
17. Tent Camping/Glamping/ Dome Tents

Park should have certification before commencement of operation.

Conditions

1. The selected bidder should establish the facilities.
2. The selected bidder shall have the right to levy fee from the visitors for all services mentioned above
3. The selected bidder shall fix the fee for each service provided to a visitor and seek the approval of KATPS before levying the same from visitors.
4. The selected bidder should engage qualified man power to manage the visitation to the area.
5. The selected bidder shall have right to collect fee from visitors in the area which will be from 6 am to 9 pm. on all days. The full responsibility of watch and ward of the destination and its assets is vested with the selected bidder.
6. The Selected bidder shall have right for the exclusive use of facilities created by KATPS.
7. The Selected bidder can submit request to KATPS for providing more services and activities to visitors in the said area. The acceptance of the request and permission to carry out such activity shall be vested with KATPS.
8. The KATPS shall impart training on visitor services and souvenir making to the members of the local community and the successful Bidder can make use of such trained persons if they deem fit.
9. The KATPS shall constitute a committee comprising of the following members who would be inspecting the site once in every three months and submit a performance and evaluation report to the Chief Executive. The observations of the said committee will be crucial for the continuation of the contract. A further three months time from the date of the letter by the Chief executive officer to the successful bidder will be given for complying the accepted suggestions of the committee. The committee shall be with
 - a. The Secretary , Department of Tourism, Kerala
 - b. The Director, Department of Tourism, Kerala
 - c. The Planning officer, Department of Tourism, Kerala
 - d. The Managing Director, KTIL, Department of Tourism, Kerala
 - e. The Chief executive officer, KATPS, Department of Tourism, Kerala

C. Conditions of Operation

1. The instructors are engaged should be trained in conducting adventure tourism activities
2. Each personnel engaged by the selected bidder should be registered with KATPS before they are appointed and KATPS shall issue a no objection certificate based on the clearance certificate by the local Police authority.
3. All the activities should be carried out under stringent safety conditions by qualified and experienced guides who should be fully aware of all the safety standards of the equipments used and activities conducted.
4. In the event of the equipments purchased and used by selected bidder for carrying out the activities (After approval with KATPS) the equipment's used for carrying out activities for visitors should be guaranteed against the performance by the suppliers by

- means of warranty/standards from the manufacturers, and the safety for all operations rest with the selected bidder and utmost care should be taken to avoid risks and injuries.
5. The Selected bidder shall not be subjected to any complaint from any of the tourists in respect of costumer care or bad conduct. In the event of such complaints, the Chief executive officer, KATPS shall conduct enquiry and resort to take appropriate action against the selected bidder to the best interest of the state or even the cancel the contract.

1. **PRE QUALIFICATION CUM TECHNICAL BID**

The bids submitted with the prescribed time will only be considered.

The firms producing the following documents will be pre-qualified. The bidder/firm

1. Must be an Individual/Agencies
2. Must have a registered office
3. Must have a GST Registration or exemption certificate for GST.
4. Must have IT registration.
5. The bidder must produce details of at minimum of five fulltime staff.
6. Proforma A B & C duly completed.

Kindly complete and enclose the **Proforma A** attached to this document

2. **FINANCIAL BID**

1. The bidder should be willing to quote the percentage they can part with KATPS above the benchmark percentage of 30% of income generated.
2. The amount of fee proposed to be charged from visitors for various services may be fixed with approval of KATPS.
3. The selected bidder shall pay initially a security amount of Rs.5,00,000/- (Rupees five lakh only). KATPS shall direct the selected bidder to top up the security deposit after assessing the income after three months of operation.
4. The security deposit will be refunded without interest on the expiry of the contract period or on termination of the contract agreement whichever is earlier.
5. The contract agreement between selected bidder and the KATPS would be for a period of twenty year.
6. If found satisfactory by KATPS the period of contract will be extended up to 10 years from the date of work order after each evaluation in every six months on the basis of performance of the selected bidder.
7. Each extension shall be for a period of not more than 6 months.

Kindly complete and enclose the **Proforma B** attached to this document

3. APPROACH METHODOLOGY AND WORK PLAN.

1. After the evaluation of pre-qualification bid KATPS shall intimate the pre-qualified bidders the date of opening the financial bid.
2. The financial proposal shall be opened by authorized representatives of KATPS.
3. The contract would be awarded to the bidder whose offer of contract fee will be the highest
4. The validity of the bid is for a period of 6 months from the date of submission of the bid.

4. AWARD OF CONTRACT

1. The contract will be awarded following negotiations with the successful bidder.
2. After negotiations are successfully completed, the contract will be signed in the standard form of contract.

5. THE CONTRACT

1. The selected bidder shall have right to Install, operate, maintain and conduct the park and training center and the activities for tourists.
2. The selected bidder can install extra activities and equipment's for customers with prior approval of KATPS, such that the installation shall cause no harm to the vegetation or the residents of the locality or the society at large.
3. The selected bidder should arrange for monthly inspection of the equipments supplied through a qualified engineer/person and the inspection report shall be reported to KATPS.
4. All the repairs and maintenance to the equipments have to be undertaken by the selected bidder, at their own cost with the prior written approval of KATPS.
5. It is not mandatory for KATPS to accord sanction for proposals for addition of attractions or equipments.
6. The selected bidder shall make arrangements for power and water connections for running the events and bear all Electricity and Water charges.
7. Publicity campaigns marketing may be done by the selected bidder.
8. Insurance for the visitors shall be taken with claim of sum assured to be a minimum of Rs.10, 00, 000/- per person.
9. It would be responsibility of the selected bidder to pay compensation, if any, which may be claimed by any visitor/participant on account of mishap/loss/injury to them while participating in any of the activity provided.
10. Any damage caused to the equipments by the user would be responsibility of the selected bidder and KATPS would not be responsible in any way to make loss/damage caused to the equipments/activity by the users.
11. The selected bidder should manage the area uninterruptedly throughout the contract period.
12. The investments made by the selected bidder in the park during the contract period have to be handed over to KATPS on the completion of the contract period and such assets will be the property of KATPS further.

6. CONTRACT FEE

1. The monthly fee shall be on a profit sharing basis with 70% of the revenue collected to the selected bidder and 30% of the income generated exclusive of GST to KATPS. The income share shall be submitted on monthly basis. The income includes all income generated by selected bidder from the all components of the Park
2. The amount of fee for all services provided to visitors may be fixed with approval of KATPS.
3. The rates quoted by the selected bidder as monthly contract fee is valid for 20 years from the date of execution of agreement.
4. The profit share will be reviewed by KATPS after the completion of every 6 months and shall not be increased more than 100% hike from the initially quoted amount for each subsequent year of operation.
5. All contract fees and other levies to be paid to the local body or line Departments for running such facility will have to be borne by the selected bidder.
6. All clearances/sanctions from local body or line departments etc. should be obtained, and all expenses towards the same have to be borne by the selected bidder.
7. The selected bidder shall pay a security amount before execution of agreement.
8. If the selected bidder withdraws from the contract or violates any conditions of this contract, the security deposit will be forfeited to the society.
9. An agreement has to be executed in Rs.1000 value Kerala stamp paper for this assignment.
10. The selected bidder shall pay the share of the contract fee to KATPS on or before the 7th of every month.
11. All statutory payments other than GST in connection with the said contract will be borne by the selected bidder.
12. If it is found that the selected bidder has not complied with the payment of the statutory dues to any statutory body such amount shall be deducted from the security deposit and the selected bidder shall top up and maintain proper amount of security deposit during the period of contract.
13. Selected bidder shall pay the contract fee to selected bidder as given below.
 - a. The selected bidder shall prepare a report on the income generated for the month and shall calculate the contract fee on first working day of succeeding month and shall effect the payment as Cheque/RTGS before the 7th day of the succeeding month. In default of which the KATPS can claim interest @ 18% per month for the delay caused.
 - b. If any lapse is found in the operation of park for even one day, suitable penalty can be imposed as per the discretion of the Chief Executive Officer, KATPS.
14. Selected bidder shall audit the receipts from the park through a chartered accountant and shall provide a copy of their audited report to KATPS in the first month of each quarter of a financial year.
15. In the event that KATPS invests money in the development of the park in the course of the contract period, the fee will be revised by KATPS on mutually agreed terms.

7. PERIOD OF CONTRACT

1. The period of contract between selected bidder and the KATPS would be for a period of 20 year.
2. The period of contract can be extended on the basis of performance of the selected bidder for a maximum of 10 years from the date of initial contract agreement.
3. The decision of extension of contract will be at the discretion of Chief Executive, KATPS
4. Each extension shall be for a period of not more than 10 years.
5. The contract shall be in force for the period stipulated in the agreement and on expiry thereof it shall be deemed to be terminated automatically unless otherwise intimated in writing.
6. The selected bidder shall not have any right, either contractual or equitable, to demand any fresh contract for another term or to continue the same.

8. GENERAL CONDITIONS OF CONTRACT

1. The selected bidder shall not assign or make over the contract or the benefits or burdens thereof to any other person or body corporate. Any such kind of action will automatically lead to cancelation of the agreement and the selected bidder shall not be entitled for any claim for the balance period.
2. This contract is a permission to operate and never includes the lease or subleasing of land.
3. The land is absolutely owned by the Government of Kerala.
4. This is only a contract to operate and manage the assets only.
5. The selected bidder does not have any right over the land in which the park is built. The said land is the absolute property of Government.
6. The selected bidder is not permitted to sublet/transfer the conduct of business.
7. Any interpretation regarding the possession/ownership of land in favour of the selected bidder which is the absolute property of the Government will be treated as a breach of contract.
8. All personnel engaged by the selected bidder shall be under the pay roll of selected bidder
9. The selected bidder shall operate, maintain and conduct the park engaging personnel qualified for conducting the activities provided in the park for visitors.
10. The selected bidder should exhibit legibly the fee for each service offered.
11. The selected bidder shall always keep the premises clean and tidy and he shall make his own arrangements for the disposal of waste and garbage at their own expenses.
12. Selected bidder shall not take out any material/equipment out of the park without prior written approval of KATPS.
13. The selected bidder would indemnify KATPS against any injury/loss/mishap happening to visitors to the Park.
14. KATPS is under the administrative control of the Department of Tourism, Government of Kerala. The applicable Government policies procedures and directions from time to time will also be the basis of this assignment.
15. The Chief executive officer, KATPS can at his discretion delegate in writing to any of his subordinate any of his power regarding the contract agreement.

16. It may be noted that the overall run and operation of the Park shall be done by the selected bidder
17. All the repairs and maintenance to the equipments have to be undertaken by the selected bidder at their own cost.

9. **SITE OF THE PARK**

About Destination

Sasthampara is located near vilappil village at a distance of 14Km from Thiruvananthapuram city. This place is a less explored hillock which unveils a panoramic view of the cityscape, Kovalam, the Vizhinjam harbor, A Lord Sastha temple and pond enhance the spiritual charm to the area. The Government Order GO Ms No.307/ 2020/Rev dated 29.12. 2020 has been issued granting permission to the Tourism Department to start an Adventure Tourism Academy in Block No. 2 Survey No. 341/ Vilappilsala Village, Vilappilsala Grama Panchayat, Kattakada Taluk, Thiruvananthapuram District, comprising a total area of 4.85 hectares of revenue land.

Location: Sasthampara, a laidback region in Thiruvananthapuram, capital of Kerala, features a hillock, atop which is our site which unveils a bird’s eye view of the cityscape. Situated near Vilappil village in Thiruvananthapuram district, Kerala, India, Sasthampara offers you a panoramic view of the city of Thiruvananthapuram, the composure of Shankumukham and Kovalam beaches and the swaying coconut groves of Vizhinjam.

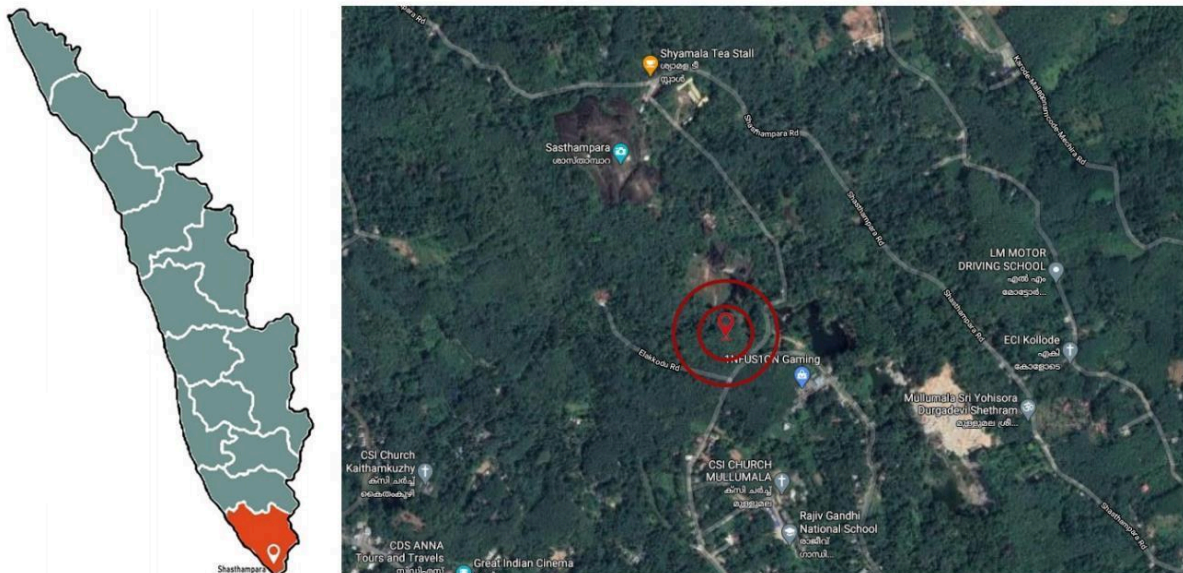


Figure 1: Location map

10. **TERMINATION OF CONTRACT**

1. **Breach or violation** of any clause of the agreement will entitle KATPS to temporarily cancel the contract with immediate effect.
2. After issuing two notices in writing in 7 days interval to the selected bidder in the address of the selected bidder in Proforma A appended to this document through registered post the Chief executive officer, KATPS can decide on the permanent cancelation of the contract.
3. If the selected bidder prefers for a change in the address the same shall be reported in writing to KATPS and KATPS shall issue a letter of acceptance making the process complete.
4. In the case of any dispute arising between the selected bidder and KATPS such matter shall be presented before the Chief Executive Officer, KATPS by the selected bidder for mediation.
5. The Chief executive officer, KATPS shall communicate his decision on the dispute/grievance to the selected bidder within 30 working days of the receipt of the request from the selected bidder.
6. The selected bidder can place an appeal on the decision of the Chief executive officer, KATPS before a committee constituted by government for dealing with the subject.
7. The decision of the committee constituted by the government on such appeals by the selected bidder shall be final and binding to the selected bidder.
8. The selected bidder shall not be subjected to any **complaint from any of the tourists** in respect of dealings or bad conduct.
9. In the event of such complaints, the Chief executive officer, KATPS shall conduct enquiry and issue orders including the cancelation of the contract agreement with immediate effect without notice.
10. If the contract is **not carried out to the satisfaction of KATPS** and if the behavior and character/conduct of the personals engaged by the selected bidder are found to be unsatisfactory at any time during the period of contract or the extended contract period Chief executive officer, KATPS reserves the right to terminate the contract with a notice period of 7 days.
11. In other cases the contract shall be terminable by both parties by giving notice in writing of not less than 30 days.
12. Notice period of invoking termination clause will be 30 days.
13. The selected bidder shall be bound to accept the penalties imposed by the Chief executive officer, KATPS.
14. The court in Thiruvananthapuram alone will have jurisdiction to entertain any matter relating to or arising out of the contract.
15. When an appeal proceedings and legal disputes commences the Chief Executive Officer, KATPS shall issue an order and take over the park in 7 days' time and Chief Executive Officer, KATPS shall make alternate arrangements to run the park directly or through any other party. Visitors cannot be deprived from facilities advertised due to the disputes between KATPS and the selected bidder.
16. Loss if any occurred to KATPS during such periods when alternate arrangements are considered by KATPS will be fixed by KATPS and deducted from the security deposit or by other means found suitable by KATPS.
17. The income and expenditure for such disputed period shall be accounted and audited separately through the chartered accountant of KATPS.

11. ACCIDENTS AND SAFETY

1. The activity should be carried out under stringent safety conditions by qualified and experienced instructors and resource persons who should be fully aware of all the safety standards of the equipments used for the activities provided.
2. The safety standards to be adhered shall be issued by Government. The safety standards if followed are by any organizations other than Government shall be got approval from Chief Executive, KATPS.
3. Essential boards depicting awareness of safety shall be displayed.
4. The safety for all operations rest with the selected bidder and utmost care should be taken to avoid risks and injuries.
5. Sufficient medical aids should be available at site including medicines for emergency.
6. The selected bidder should engage medical attendants for immediate necessity and provide first aid.
7. Doctors should be available on call
8. Ambulance for transportation of accident victims, to nearest hospitals, if necessary, shall be kept ready on call.
9. The full responsibility of the accidents and losses occurred in the park (For personnel's engaged by the selected bidder, to the tourists and to the assets in the park) is vested with the selected bidder.
10. The selected bidder shall take necessary insurance to cover its personnel and the tourists on account of accident at the site.
11. The name, address of the selected bidder, the name contact number of the manager deputed for managing the park by the selected bidder and the contact number to be contacted in cases of emergency by visitors has to be displayed at three prominent locations in the park without damaging the aesthetics of the landscape.

12. THE ADVENTURE PARK AT SHASTHAMPARA

a. THE ASSETS DEVELOPED IN THE ADVENTURE PARK QUANTIFIED

The details of assets in the project site are as given below.

- i. Toilet
- ii. Ticket Counter, Coffee Shop
- iii. Signage & display boards
- iv. Walkway
- v. Watch Tower
- vi. Zipline
- vii. Zip Cycling
- viii. Children's Soft Adventure Activities
- ix. Rope Activities
- x. Trampoline
- xi. Virtual Reality (VR) Stall

- xii. Kids' Pedal Boating
- xiii. Allied Adventure Activities
- xiv. Tent Camping/Glamping/Dom tents

b. OTHER INFORMATION

1. The total value of the park/equipments & structures will be informed to the selected bidder in writing by the Chief executive officer before the site is handed over to the selected bidder and shall be treated as part of the agreement with the selected bidder.
2. The selected bidder will have to insure the equipments against, theft, loss or damage for the full value and all possible accident claims of instructors and the public who participate in the events.
3. The original document of the insurance policy for equipments and the safety of visitors may be deposited with the Chief Executive Officer, KATPS.
4. The selected bidder shall be responsible for the safe custody and return of all the items handed over at the commencement of the contract period and shall not make any damages / losses or cause any damages / losses to said equipments.
5. In the event of causing any damage / losses such damages / losses will be evaluated by the Chief Executive Officer, KATPS and the same shall be recovered from the selected bidder and will be adjusted from the security deposit.
6. Balance if any can be recovered by the Chief Executive Officer, KATPS by resorting to appropriate means.
7. The undertakings attached as **Proforma C** shall be signed and submitted by the selected bidder along with this bid submission. Bids without incorporating the undertaking shall be rejected.

Chief Executive

13. Evaluation Criteria

The selection process will be based on a **Combined Quality Cum Cost-Based System (CQCCBS)**, evaluated as follows:

13.1. Technical Score (70%)

Criteria	Maximum Marks
5 Year Experience in similar adventure/Tourism Projects	10
3 year Experience in similar adventure/Tourism projects	10
Technical proposal and design innovation	20

1 year KAPTS Approval project experience	10
5 cr turn over	10
1 cr net worth	10
Total	70

Minimum Technical Score required qualifying: 40 marks.

13.2 Financial Score (30%)

Financial scores will be calculated using the formula:

Financial Score = (Lowest Bid / Bidder's Bid) x 30

First highest	30
Second	20
Third	10 mark

13.2.2 Final Evaluation

Final Score = Technical Score (70%) + Financial Score (30%)

Contact Information

For any queries, contact:

Name: Binu Kuriakose

Designation: Chief Executive Officer, KATPS

Phone Number: 9656011630

Email Address: info@katps.in

Website: www.keralaadventure.in

UNDERTAKING

- a. Toilet
- b. Ticket Counter, Coffee Shop & Souvenir Shop
- c. Signage & display boards
- d. Walkway Watch Tower
- e. Zipline
- f. Zip Cycling
- g. Children's Soft Adventure Activities
- h. Rope Activities
- i. Trampoline
- j. Virtual Reality (VR) Stall
- k. Kids' Pedal Boating Allied Adventure Activities
- l. Tent Camping/Glamping/Dom Tents

We are ready to engage trained personnel to operate all the above assets and give optimum usage to the visitors.

Place :
Date :

Signature of Bidder:
Name :
Designation:

DECLARATION

I have read the EoI forms carefully and I am ready to accept the conditions mentioned therein. I understand if any violation in the conditions is noticed at any stage, the Security Deposit paid by me will be forfeited and the contract concerned will stand cancelled.

Signature of Bidder
Place:
Date:

Name and Address of Bidder

Proforma B

FINANCIAL BID

Name of Work: **Financial Bid to Install operate and maintain the adventure Park at Shasthampara, Thiruvananthapuram district.**

- Name of applicant : _____
- Permanent Address : _____
- Annual income expected : -----(in figures)
- Contract fee quoted per month : -----(in figures)

(Bidder has to Quote above the threshold minimum limit of 30% of share of Income Generated excluding tax)

NOTE: Right to reject the EoI without assigning any reason there of reserved with the Chief Executive, KERALA ADVENTURE TOURISM PROMOTION SOCIETY (KATPS)

Chief Executive, KATPS

Proforma A
(For Pre-qualification)

A	Name of the bidder/Firm	
B	Address with Pin code (Permanent and Communication)	
C	Telephone of Contact Person (Office & Mobile)	
D	Nature of registration of firm (Attach copy of certificate of incorporation of Individual/Agency)	
E	Date of Registration of Individuals/ Agencies	
F	Details of Proprietors/Partners/Directors (If applicable)	
G	GST registration number	
H	IT Registration number	
I	Details of Employees (Attach separately the name of employees, date of birth, date they joined firm, experience from to working in recreation oriented play equipments.)	

Attach self attested copies of documents proving the claims. Claims without document proof will not be considered.

D E C L A R A T I O N

I / We hereby certify that the details given above are correct to the best of my/our knowledge.
I/We have no objection for the KATPS, in contacting our clients/Bankers for reference.

Place :
Date :

Signature of Bidder:
Name:
Designation: