

Invitation of Expression of Interest (EOI)
for selection of Strategic Partner for setting up of Global
Ayurveda Village (GAV) at Thonnakkal, Trivandrum,
Kerala,



KERALA INDUSTRIAL INFRASTRUCTURE DEVELOPMENT CORPORATION

(A Statutory Body of Government of Kerala)

KINFRA Head Office, KINFRA House, TC 31/2312, Sasthamangalam P.O,

Thiruvananthapuram, Kerala, India - 695 010

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Disclaimer

This EOI is not an agreement and is neither an offer nor invitation by Client (KINFRA) to the prospective applicant (Bidder) or any other person. The purpose of this EOI is to provide with information that may be useful for the prospective applicants and bidders are required to make their own inquiries and satisfy themselves regarding the completeness and reliability of the information and not to rely solely on the information in this document.

Neither KINFRA nor their employees, consultants, advisors or agencies make any representation or warranty as to the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI. Each prospective applicant should conduct its own investigations and analysis and check the accuracy, adequacy, correctness, completeness or reliability of the information in this EOI document and obtain independent advice from appropriate source before submission of the application against this EOI.

KINFRA may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

Neither KINFRA nor their employees, consultants, advisors or agencies will have any liability to any prospective bidder or any other person under the law of contract, for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document.

KINFRA reserves the right to reject any or all of the application submitted in response to this EOI document at any stage without assigning any reason whatsoever. KINFRA also reserves the right to hold, withdraw or cancel the process at any stage under intimation to the applicants who submit the application against this EOI.

KINFRA reserves the right to modify or amend or add to any or all of the provisions of this EOI document or cancel the present invitation and call for fresh invitations.

Neither KINFRA nor their employees, consultants, advisors or agencies will have any liability in case of non-receipt of any correspondence from them to the applicants due to postal delays.

The applicable laws for the purpose are the laws of INDIA. Courts of Kerala will have the jurisdiction concerning or arising out of this EOI document.

Definitions

Application/Bid: shall mean the bid submitted by the bidder in response to this EOI with all documents as specified.

Applicant(s)/Bidder(s): shall be an individual/ Partnership firm/ Company/ Association of person/ JV company/partnership or Consortium formed by the applicant for the purpose of implementation of the project.

Client : shall mean Kerala Industrial Infrastructure Development Corporation(KINFRA), a statutory body of the Government of Kerala (GoK), represented by its Managing Director which expression unless it be repugnant to the context or meaning thereof, deemed to mean and include its successors and assignees.

GAV: shall mean “Global Ayurveda Village” a Project being promoted by KINFRA for development of ayurveda industry with all infrastructure facilities .

LOA:(Letter of Award) shall mean the letter issued by KINFRA to the successful bidder inviting him to sign the MOU.

Site: shall mean the place where the location of the GAV for which the services as mentioned under the scope of work for the project are to be carried out.

Bid Evaluation Committee (BEC): shall mean a team of Technical/Financial/Legal or any other expert constituted by KINFRA for evaluation of documents submitted by the applicants in response to the EOI.

The Project: means development of Global Ayurveda Village with all enabling facilities.

1. INTRODUCTION

Kerala Industrial Infrastructure Development Corporation (KINFRA) is a statutory body formed by the Government of Kerala established in 1993, by an Act of State Legislature for facilitating the development of industrial infrastructure in the State. KINFRA has played a pioneer role in developing industrial infrastructure in the State of Kerala.

KINFRA has a very successful track record in setting up 22 industrial parks across Kerala for facilitating development of the industry in the State.

KINFRA has taken the initiative of promoting the concept of 'Theme Based Parks' since its inception in 1993. After understanding the needs of a particular industry, KINFRA identifies common needs and accordingly provide common facilities to promote the concept of 'shared infrastructure' as a facilitating measure to attract investors of that particular industry. Examples of Theme Based Parks already commissioned by KINFRA include Industrial Parks for Garments, Entertainment and animation , Exports based industry, Bio-technology, Food processing, SME industrial sector, IT and ITES.

KINFRA also provides exclusive single window clearance facility for units in its Parks for obtaining various licenses, clearances and consents for establishing Industrial unit in the State.

KINFRA is the nodal agency of GOK for setting up of the Global Ayurveda Village (GAV) at Thonnakkal in Veiloor Village, Trivandrum District in Kerala for the development health care and promotion of Ayurveda Industry and to transform Kerala as "The World Capital of Ayurveda".

2. PROJECT DETAILS

The GAV attempts to incorporate most modern scientific developments in diagnostic aspects of treatment with classical Ayurveda. The aim is to benchmark the project with the Global Centres of traditional medicine and develop it as “Integrated Centre of Excellence in Ayurveda” to overcome the challenges of Ayurveda in the path of Global recognition. The project aims to provide an enabling infrastructure, which will address to the current gaps in the growth of Ayurvedic medical system and enhance the opportunities with value added service and an integrated approach to modern science. Government of Kerala proposes to develop this project with a motive to transform Kerala as **The World Capital of Ayurveda** as the “Integrated Centre of Excellence in Ayurveda”. KINFRA has identified two sites, one at Thonnakkal (Site No. 1) and another at Varkala (Site No. 2) in Trivandrum District. The present expression of interest is sought for site-1 at Thonnakkal in Trivandrum District.

The project site at Chempakamangalam, Veloor Village, Thonnakkal, Trivandrum measuring 7.48 Acres is 22 KMs from Trivandrum International Airport and well connected by Road. The project will be developed and operated by a Special Purpose Vehicle (SPV) which will be registered as a Company under Companies Act 2013. The ultimate goal for GAV is to develop an internationally renowned integrated Centre of Excellence in Ayurveda. GAV aims in becoming a prime destination for patients/ tourist from all around the world seeking top-notch Ayurvedic diagnosis and treatment and act as a Ayurvedic Wellness centre.

As per the draft DPR, the total cost of the project for site 1 is estimated to be Rs.32.5 Cr approx. (including land cost), out of which Rs.10 Cr is proposed to be availed as grant-in aid from AYUSH Department, Government of India. Balance amount of project cost will be funded by equity from KINFRA and strategic partners and their associates. KINFRA's equity will be in the form of land and basic Infrastructure subject to minimum of 26% and maximum of 49% of the total equity.

A copy of the project report will be available for inspection at the Head Office of KINFRA at Trivandrum during office hours on all working days.

3. INFORMATION AND INSTRUCTIONS TO INTERESTED PARTIES

- 3.1 Eligible interested parties should read this document in detail and assess their capabilities to undertake the implementation of the project before submission of Expression of Interest.
- 3.2 This document is an IEoI for selection of a strategic partner for implementing the project as per the evaluation criteria mentioned in this IEoI.
- 3.3. All EoIs must be submitted by duly filling up Annexures herein, along with all requisite documents as mentioned in the IEoI document. All information/documents/Forms relevant to this IEoI document must be in English language and all measurements shall be expressed in units of the metric system and currency shall be Indian Rupees.
- 3.4 The EoI shall be signed by a person or persons duly authorized to sign on behalf of the Party submitting the EoI.
- 3.5 KINFRA will not be responsible for any postal delay or delay in transit and only those bids which have been submitted before the bid submission time be considered for evaluation
- 3.6 KINFRA reserves the right to withdraw this EoI at any time without prior notice or without assigning any reasons whatsoever and without prejudice to its right to reissue at any time in the future. KINFRA reserves the right to determine the agency (s) based on the response to this EoI.

4 .SALIENT FEATURES OF THE PROJECT

As per the project report prepared for KINFRA the proposed project at Thonnakkal (site 1) will have two components, as follows:

a) Centre of Clinical excellence

- A50 Bed Ayurveda Treatment Facility centre which shall be upgraded to 100 bed Ayurvedic wellness centre (In - patient & Out - Patient) with NABH Accreditation incorporating all most modern amenities for diagnosis, treatment, rejuvenation, wellness by a super speciality Ayurvedic management.
- A Centre will be equipped with latest diagnostic & surgical facility(NABL Accreditation)
- Panchakarma and rejuvenation centre with state of art Facility,
- Integration of Yoga , Meditation and Naturopathy with Ayurveda

b) Knowledge Centre

- Human Resource Development Facility with Finishing School, Practical training programme, skill development program, Online training facility and international Academy
- Tele Health Facility, Public Health Interventional
- Digital Library with self-sustainable model
- Standardisation /Documentation facility
- Incubation Centre
- Ayurveda Food Court
- Cottages, Conference Hall

The bidder applicant is required to be familiar with the DPR prepared by KINFRA and submit a brief profile of the project proposed by him, indicating whether it is in line with the components in the DPR prepared by KINFRA or otherwise.

5. IMPLEMENTATION PLAN

KINFRA proposes to set up the Global Ayurveda Village (GAV) as “An Integrated Centre of Excellence in Ayurveda” at Chempakamangalam, Thonnakkal (22 KM from Trivandrum), in the state of Kerala.

- a) GAV is to be developed with the participation of private partner on a Joint Venture concept. The proposed model envisages government involvement through KINFRA in providing land with compound wall and preliminary infrastructure the cost of which will be treated as equity contribution from KINFRA, whereas the strategic partner would be responsible for meeting all expenses for providing other infrastructure, buildings, necessary equipment's, consumables, technical and manpower, project funds, working funds, etc. for establishing, running and maintenance of the above components of the project.
- b) The strategic partner will be responsible for identifying co-partners and/or Knowledge partner with or without equity participation
- c) The strategic partner shall be responsible for the implementation, operation and management of the centre, subject to the involvement of KINFRA as an equity partner in the proposed SPV with representation in the Board of SPV and Managing Committee
- d) The proposed period of completion of the project is 24 months from the date of formation of SPV (date of financial closure) or such time as mutually agreed between KINFRA and the strategic partner.

6. ELIGIBILITY CRITERIA FOR SELECTION OF STRATEGIC PARTNER

The applicant or consortium/JV or associates companies shall meet all the following eligibility criteria.

1. Shall have a minimum of 5 years' experience in executing, infrastructure projects having an average annual turnover of not less than Rs.10Cr during the last three financial years ending 31.3.2017.
2. Shall have a combined average net worth of Rs. 25 Cr during the last three previous financial yearsie 2014-15, 2015-16, 2016-17.
3. Shall have proven expertise in design,development, funding and operation of Health care projects with a minimum 50 beds as per recognized standards.
4. Shall have proven expertise or tie up with reputed Ayurveda Hospital/unitsin regular operation of a specialty Ayurveda hospital in accordance with nationalstandards.
5. Shall have academic experience intraining and development and facilities to impart necessary knowledge, skill development etc. to the medical, paramedical as well as other operational manpower.
6. Shall have proven experience in managing herbal plantations/farms, catering to Ayurvedic requirements.
7. If the project is implemented by a consortium/ JV/ or with any parties or persons the applicant or Lead partner shall have a minimum stake of 51% in the proposed SPV.

7. Bid process and Evaluation Criteria

STAGE-I:

Invitation of **EOI**

Expression of Interest (**EOI**) is invited in prescribed form for selection of a strategic partner for implementation operation and management of Global Ayurveda Village, Site No. 1 with all infrastructure facilities and meeting the project cost as per the DPR.

STAGE-II:

Quarries and Clarification

STAGE III. Submission of bids from interested parties.

STAGE-IV: Evaluation and Short listing

Evaluation and Short listing of eligible applicants will be based on following criteria

1. Average annual turnover
2. Average annual Net worth
3. Experience in the line of industry and technology arrangements
4. Bidders understanding of the project
5. Brief Project proposal
6. Implementation plan/time limits
7. Quantum of Investment proposed
8. Track record of the applicant

The Bid Evaluating Committee will be evaluating the EOI's on the basis of the details furnished in the bid documents and based on the evaluation and recommendation of the Evaluation committee an applicant whose bid is found to be more responsive will be selected by KINFRA as strategic partner for implementing the project and LOA will be issued

8. GENERAL

1. The bid should be submitted in the prescribed tender document issued by KINFRA. The interest parties shall purchase the tender document from KINFRA Head Office on payment of the application fee of Rs. 2500/- + GST applicable by way of DD drawn in favour of Managing Director, KINFRA, Trivandrum.
2. The last date for the submission of EOI Documents is 25th September 2017.
3. The intention of the present EOI is to shortlist prospective parties and selection of a strategic partner for implementing the project.
4. The decision of KINFRA will be final in this regard.
5. The interested party have to submit the documents pertaining to basic eligibility criteria, Technical eligibility criteria along with their application.
6. Submission of EOI by an applicant implies that he had read this notice and other contract documents and he made himself aware of the eligibility criteria and scope of work to be done.
7. KINFRA at its discretion extend/ change the schedule of any activity by intimating the interest party through a letter / paper publication.
8. No extension of time shall be granted under any circumstances.
9. KINFRA (Client) in its absolute discretion has the right to accept or reject any bid/bids without assigning any reason.

Letter of EOI submission

(To be submitted on the letterhead of prospective Bidder, no e- mail will be accepted as a valid EOI document)

Date:

Form A

EXPRESSION OF INTEREST

(To be submitted on the letterhead of the interested party)

To,

The Managing Director,
Kerala Industrial Infrastructure Development Corporation (KINFRA),
KINFRA House, T C No. 31/2312,
Sasthamangalam, Trivandrum – 695010
Kerala, India
Telephone: - +91 471 2727281 / 2727282

Subject: **“EOI for selection of Strategic Partner for implementation of Global Ayurveda Village at Thonnakkal, Trivandrum”.**

Dear Sir,

We refer to your advertisement inviting Expression of Interest for selection of a strategic partner for implementation of Global Ayurveda Village at Thonnakkal, Trivandrum.

We have read and understood the contents of the Invitation for Expression of Interest dated..... (“IEOI”) and wish to hereby submit our Expression of Interest in relation to the selection of agency (ies) for the said services at KINFRA mentioned in the above document.

We confirm that we satisfy the eligibility criteria (Basic, Technical and Financial Eligibility Criteria) set out in the relevant sections of the IEOI. The duly attested and certified documents establishing that we satisfy each of the eligibility criteria, are enclosed.

This EOI is unconditional and unqualified.

All information provided in the EOI and in the Annexures are true and correct and all documents accompanying this EOI are duly certified true copies of their respective originals. This statement is made for the express purpose of providing the required information to ultimately participate in the process for selection of a strategic partner for implementing the Global Ayurveda Village Project.

We confirm that the information contained in this letter or any part thereof, including its exhibits, and other documents and instruments delivered or to be delivered to KINFRA are true, accurate, verifiable and complete. This letter includes all information necessary to ensure that the statements therein do not, in whole or in part, mislead KINFRA in its selection process.

We fully confirm and agree that on verification of the documents, if it is found that any information provided here is found to be misleading, which would unduly favour our company/consortium of companies in the shortlisting process, we are reliable to be eliminated from the selection process or termination of the contract during the contract period.

We further undertake to provide additional information or document(s), if any, sought by KINFRA during the selection process.

We hereby confirm and agree that KINFRA shall, without any limitations, have the right to utilize any and all the information provided along with this Expression of Interest or provided later at the request of KINFRA can be shared with the Advisors, Agents and Officers of KINFRA.

We understand that we are reliable to be eliminated from the selection process if any association is revealed that may give rise to conflict of interests.

We acknowledge the right of KINFRA to reject our EoI without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.

We declare that we have examined, and have no reservations about the EoI document, including any Addendum, if issued by KINFRA later.

We, hereby irrevocably waive any right which we may have at any stage in law or otherwise to challenge or question any decision taken by KINFRA in connection with the shortlisting of interested parties or in connection with the selection/ bidding process itself.

We confirm that we have no disqualification, nor we have been debarred or blacklisted in participating in bidding processes by any Authority or Court of Law during the past 3 years and no such disqualification is subsisting.

We agree and undertake to abide by all the terms and conditions of the EoI document.

It is hereby confirmed that we are entitled to act on behalf of our company/ firm/ organization and empowered to sign this document as well as such other documents, which may be required in this connection.

Yours faithfully,

Date:

Place:

(Signature of the Authorised Signatory)

(Name and designation of the Authorised Signatory)

(Name and seal of the interested party)

Form B

DETAILS OF THE INTERESTED PARTY

(in the case of Consortium, details of all the members of the Consortium.)

(To be submitted on the letterhead of the interested party)

1. (a) Name:
(b) Registered office address of the corporate headquarters and its branch office(s):
(c) Dates of incorporation and commencement of business:
2. Brief description of the Interested Party – details of its main lines of business:
3. Details of individual(s) who will serve as the point of contact/communication for/with KINFRA:
 - (a) Name:
 - (b) Designation:
 - (c) Company:
 - (d) Address:
 - (e) Telephone Number:
 - (f) E-Mail address:
 - (g) Fax Number:
4. Particulars of the Authorised Signatory on behalf of Interested Party:
 - (a) Name:
 - (b) Designation:
 - (c) Address:
 - (d) Phone Number:
 - (e) Fax Number:
5. In case of a consortium:
 - (a) The information above (1-4) should be provided for all the members of the consortium.
6. Please indicate whether the Interested Party is related to any Director or any key personnel of KINFRA. If "yes" please furnish details including details of the relative in KINFRA.

To

The Managing Director,
Kerala Industrial Infrastructure Development Corporation (KINFRA),
KINFRA House, T.C. 31/2312,
Sasthamangalam, Trivandrum – 695010
Kerala, India

FORM C

Format of Application Form

Sl. No.	Description	Details
1	Name of the Company/Institution	
2	Location of Corporate Office	
3	Main area of Business	
4	Net worth (Certified by Chartered Accountant)	
5	Turnover in the last consecutive 3 years (Certified by CA)	
6	Previous experience in execution of Projects (with Clients certificates)	
7	Details of relevant projects managed by the applicant(with clients certificates)	
8	Details of academic / training and development facilities or tie up, supported with relevant documents.	

9	Details of Herbal farms, with location, nature etc supported with documents.	
9	Brief understanding about the project and a profile of the project proposed by the applicant along with proposed investment	

The EOI document shall be supported with certified copies of the following:

- 1) Brief Company Profile
- 2) Balance Sheet and Profit & Loss Statement for the Years 2014-15, 2015-16 and 2016-17
- 3) Certificate from Chartered Accountant regarding average turn over and net worth for the last three financial years previous to the current financial year
- 4) Copy of latest Income Tax Return
- 5) Copy of latest Service Tax Return
- 6) PAN Card Copy
- 7) Self Certification stating that the Company or its Subsidiaries / Associates are not Debarred / Blacklisted by any Central / State Governments, Government Departments, Government Bodies or PSUs.
- 8) Any other detail which the Applicant Company feels relevant in this regard.
- 9) If the applicant is a consortium/JV/ the copy of Consortium Agreement / JV Agreement.

TIME LINE:

Sl. No.	Activity	Date
1	Release of EoI Notification	24 th August 2017
2	Last date for issue of tender documents	08 th September 2017
3	Last date for receipt of query	14 th September 2017
4	Pre bid Meeting and answering of the query and clarifications	19 th September 2017
5	Submission of EoI	25 th September 2017 by 3.00 pm addressed to Managing Director , KINFRA, KINFRA House, Sasthamangalam, Thiruvananthapuram 695010
6	EOI Opening	25 th September 2017 at 4.00 pm at KINFRA Head Office, Sasthamangalam

Note: If any of the above mentioned dates happens to be a holiday, the activity scheduled for that day would be held on the next working date at the same time and venue

ADDRESS FOR COMMUNICATION AND SUBMISSION OF EOI:

The Managing Director,
Kerala Industrial Infrastructure Development Corporation (KINFRA),
KINFRA House, T.C. 31/2312,
Sasthamangalam, Trivandrum – 695010
Kerala, India
Telephone: - +91 471 2727281 / 2727282
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