

Government of Odisha
Commerce & Transport (Transport) Department

Responses to Pre-Bid Queries

- ❖ **Name of the Work:** Operation, Maintenance and Management of Aviation Security Training Institute at Directorate of Aviation, Govt of Odisha, BPI Airport, Bhubaneswar.
- ❖ **Tender ID:** 2025_CTTD_117796_1
- ❖ **Tender Reference No:** 10942

The responses to the queries received during the Pre-Bid meeting held on 19.09.2025 and modifications to tender documents are detailed below:

Sl No.	RFP Document Clause No.	Query	Clarification
1	1.5	Our understanding is that the Operating Partner is eligible for their monthly service fees with effect from the date of receipt of Award Letter as the Operating Partner has to onboard all the Key resources upfront in anticipation of a BCAS officials' visit to the facility to check on the compliance part. Kindly confirm.	It is clarified that the Payment to the selected agency shall commence from the appointed date specified in the Letter of Award. Please refer to clauses 1.4 & 1.5
2	2.1.7	The Performance Guarantee of 5% of the Project Value should have a different treatment, unlike any other project. The major component of the project cost is monthly Service Fee reimbursement which essentially consists of monthly salary. Therefore, the Performance Guarantee should be reduced to 1% or 2% of the total Project value. The project value gets reduced every passing month. Kindly consider this suggestion. Also, the courseware and course material, software etc., developed by the Operating Partner is left behind with ASTI when the Operating Partner exists/ceased to exist. The exposure or risk is mostly on the Operating Partner. Therefore, this suggestion may be considered.	RFP Conditions shall prevail.

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3	-	In the event of a premature termination of the contract, the Operating Partner should be compensated for the courseware, course materials, software like LMS etc exclusively developed for ASTI by the Operating Partner and there is a huge outflow involved. As such there is a huge risk element for the Operating Partner whereas these products developed will become the exclusive assets of ASTI without any additional cost. We suggest that this point must be considered, and the Operating Partner should be allowed to declare the developmental cost initially so as to insulate the Operating Partner from a potential risk of a premature termination. The Operating Partner must be paid for all the developments the OP has done for ASTI and transfer all the developed products as intellectual properties of Directorate. Kindly consider.	It is clarified that the bidder have to provide a detailed breakup of the monthly service fee quoted in the financial bid, as an annexure to the financial bid. Please refer to the note in Appendix-VII Financial Bid. Also, bidders are advised to factor in all the associated risks in their quoted price.
4	-	While we appreciate that this is a great initiative of the Directorate of Aviation, Government of Odisha, we would like to know the current status of the ASTI approval.	It is clarified that ASTI Approval shall be granted by BCAS once the operating partner is fully onboard. The operating partner shall assist the Authority in the approval process.
5	1.3.5 & 2.1.6	Can you consider reducing the bid security to Rs. 2 lakhs instead of Rs. 5 lakhs as in the present bid, as the cost involved is only a monthly service fee.	RFP Conditions shall prevail.
6	-	Our understanding is that the Operating Partner will be permitted to undertake all other aviation training besides Aviation Security Training in the said facilities in the interest of the local folks, when classrooms are free and available. Kindly confirm.	It is clarified that the operating partner shall only provide Aviation Security Training courses as per approval from BCAS. However, aviation training courses other aviation security training may be permissible subject to specific approval from BCAS.
7	-	How long will it take for ASTI to have its own facility? When the new facility is up, there shall be a relocation need to be effected from WSC and there are a lot of expenses involved in shifting assets from a multistorey building, BCAS audits of the new premises, transportation etc. Our understanding is that the Directorate of Aviation will reimburse all these expenses additionally to the Operating Partner. Kindly clarify	It is clarified that the ASTI' own facility is under development, and it is expected to take at least 2 years or more for its completion. The Authority shall reimburse to the operating partner all the expenses involved for shifting assets from WSC to the ASTI own facility if the need arises.

Sl No.	RFP Document Clause No.	Existing Clause	Modified clause as under
1	1.1.4	It is proposed to outsource the Operation, Maintenance and Management of the Institute in a revenue share mode to a PPP partner, to achieve the highest industry standards in aviation security related training. The initial requirement of all training infrastructure like Classrooms, furniture fixtures and training aids shall be provided with a ready to use mode. Thereafter the PPP partner shall operate and maintain the facility. Notwithstanding the basic qualification required for professional courses, priority shall be given to candidates from the state of Odisha with reasonable and affordable charges. The focus area will be to achieve maximum utilization of the facility and generation of employment ready professional who can be engaged by the aviation industry.	It is proposed to outsource the Operation, Maintenance and Management of the Institute to a PPP partner, to achieve the highest industry standards in aviation security related training. The initial requirement of all training infrastructure like Classrooms, furniture fixtures and training aids shall be provided with a ready to use mode. Thereafter the PPP partner shall operate and maintain the facility. Notwithstanding the basic qualification required for professional courses, priority shall be given to candidates from the state of Odisha with reasonable and affordable charges. The focus area will be to achieve maximum utilization of the facility and generation of employment ready professional who can be engaged by the aviation industry.
2	2.14.1	The Bid shall be furnished in the formats at Appendix-I-VII and shall consist of a Revenue Share Per Trainee (RST) to be quoted by the Bidder. The Bidder shall specify (in Percentage) the Revenue Share Per Trainee (RST) to undertake the Project in accordance with this RFP and the provisions of the Concession Agreement.	The Bid shall be furnished in the formats at Appendix-I-VII and shall consist of a Fixed Monthly Service Fee to be quoted by the Bidder. The Bidder shall specify (in Rupees) the Fixed Monthly Service Fee to undertake the Project in accordance with this RFP and the provisions of the Concession Agreement.
3	6.7.1	The Concession Agreement may be terminated by either party under certain conditions, such as material breach, insolvency, or as otherwise specified in the agreement.	The Concession Agreement may be terminated by either party, under certain conditions including material breach, insolvency, or as otherwise specified in the agreement or at the discretion of either party for any reason whatsoever, by providing the other party with not less than ninety (90) days prior written notice, provided all the outstanding payment obligations and dues are duly settled by both parties prior to the effective date of termination.

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4	11 of SLA	Any disputes arising from this SLA shall be resolved through amicable negotiations. If unresolved, the matter will proceed as per the Dispute Resolution Procedure outlined in the main Operation & Maintenance Agreement.	Any disputes arising from this SLA shall be resolved through amicable negotiations.
5	Clause no. 6 of KPIs and Service Levels of SLA	Employment Placement	This clause is valid subject to BCAS approval of other Aviation training courses.

*****Note:** All other terms and conditions remain unchanged.

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**Special Secretary to Govt. & Director of Aviation,
Commerce & Transport (Transport) Department
Government of Odisha**