

Expression of Interest (EOI)
for
Appointment of Agency for Installation, Commissioning,
Operation and Maintenance of Hot Air Balloon activity in Agra

September 2023

Issued by:



Agra Development Authority

Ratan Muni Road, Jaipur House, Jaipur House Colony, Agra, Uttar
Pradesh, 282010

Contents

1. Data Sheet	2
2. Disclaimer	3
3. Project Background	4
4. Site Location: -	4
5. Scope of Work for the Applicant: -	5
6. Key Terms and Conditions:	6
7. Proposal Submission.....	8
8. Workshop	8

1. Data Sheet

1	Name of the EOI	Appointment of Agency for Installation, Commissioning, Operation and Maintenance of Hot Air Balloon activity in Agra
2	Time Period of Project	06 months (extendable up to 1 year based on the performance of the agency at mutually agreed terms)
3	EOI processing fee Details – Online Payment	Non-refundable fee of INR 2,000 + GST 18% Online Payment Link- https://induscollect.indusind.com/pay/
4	Name of the Authority and address for clarification / queries	Executive Engineer (E&M), ADA Contact: + 91 8007639099, +91 7088790007 E-mail: eeemadaagra@gmail.com Website: http://adaagra.org.in/
5	Proposal Start Date	30th September 2023,
5	Proposal Submission Date	21st October 2023, 4.00 PM To be submitted at - eeemadaagra@gmail.com
6	Queries Submission Date	9th October 2023, 5.00 PM
7	Pre-Application Conference (Discussion on Queries by Applicants)	Pre-Application Conference 9th October · 11:30 – 12:30pm Google Meet joining info Video call link: https://meet.google.com/pju-muhh-zot
8	Presentation Date (For selected Applicants)	To be Communicated to selected applicants by email

2. Disclaimer

Expression of Interest (hereinafter called EOI) for Expression of interest for Appointment of Agency for Installation, Commissioning, Operation and Maintenance of Hot Air Balloon activity in Agra, is hereby invited by Agra Development Authority.

This EOI Document is an invitation to the prospective Applicants to submit their applications and is not an offer and does not carry any commitment to engage with such Applicants who submit the same. Moreover, this EOI Document is for gauging and analysing the market conditions of similar nature of works.

Canvassing in any form whether directly or indirectly, in connection with the bids is strictly prohibited and the bid submitted by the Applicant who resorts to canvassing shall be liable to rejection.

ADA reserves the right to update, amend and supplement the information given in this document at its sole discretion before the last date and time of submission of the responses.

Applicants are encouraged to submit their EOIs after visiting the site and ascertaining for themselves, the site conditions, traffic, location, surroundings, security, climate, availability of power, water, and other utilities access to site, handling and storage, weather data, applicable laws and regulations and any other matter considered relevant by them to Develop, operate, and maintain this project successfully.

This EOI Document includes statements, which reflect various assumptions, which may or may not be correct. This EOI Document does not purport to contain all the information each applicant may require. This EOI Document may not be appropriate for all persons, and it is not possible for Agra Development Authority (ADA) to consider the investment objectives, financial situation and particular needs of each applicant who reads or uses this EOI Document. Each Applicant should conduct its own investigations and analysis and should check the accuracy, reliability, and completeness of the information in this EOI Document.

Neither ADA nor its employees make any representation or warranty as to the accuracy, reliability, or completeness of the information in this EOI Document.

**Engineering Department
Agra Development Authority**

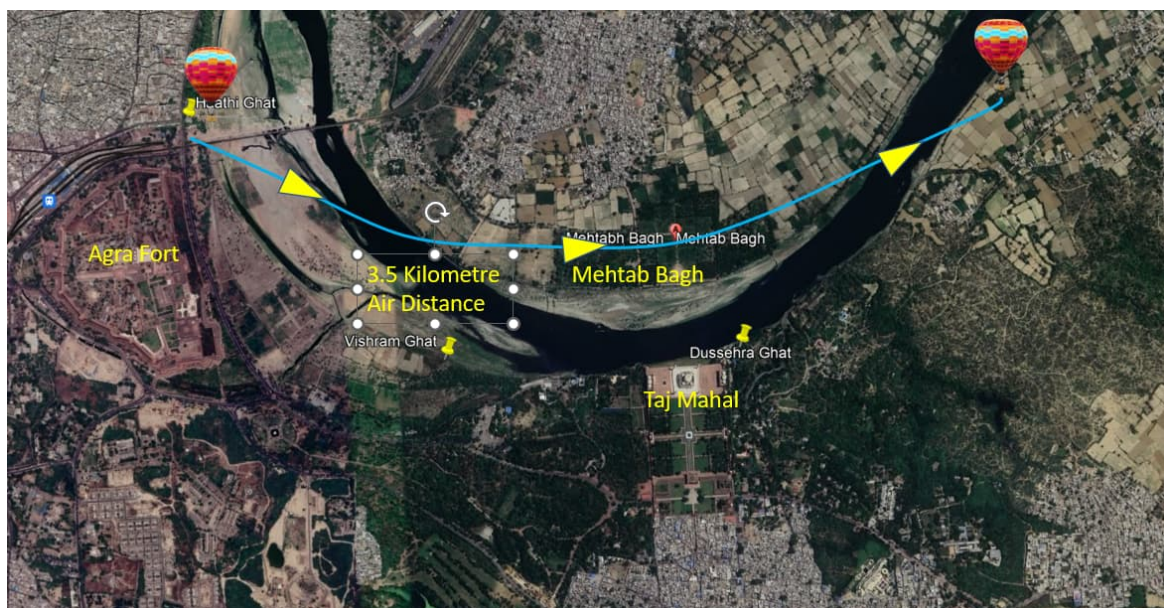
3. Project Background

The Agra Development Authority (ADA) is intended to consider the implementation of a Hot Air Balloon project as a unique and innovative tourism attraction in the city. This project aims to diversify the tourist experience in Agra, enhance its tourism potential, and promote economic development in the region. To proceed with this initiative, ADA need to publish a Request for Proposal (RFP) to solicit potential partners and vendors. Below, we outline the technical requirements and provide justification for the project.

Benefits for Hot Air Balloon Tourism in Agra:

1. **Unique Perspective of Taj Mahal:** Hot air balloon rides provide a breath-taking and unique aerial view of the Taj Mahal, allowing tourists to capture stunning photographs and experience the monument's grandeur from a different angle.
2. **Enhanced Tourism Experience:** Hot air balloon rides offer tourists a memorable and immersive experience, making their visit to Agra more exciting and enjoyable.
3. **Diversification of Tourism Offerings:** Adding hot air balloon rides diversifies Agra's tourism offerings beyond the traditional ground-based tours. This attracts a broader range of tourists, including adventure seekers and photography enthusiasts.
4. **Boost to Local Economy:** Hot air balloon tourism creates jobs in the local economy, including balloon pilots, ground staff, and support services. This infusion of tourism-related income benefits local businesses such as hotels, restaurants, souvenir shops, and transportation providers.
5. **Extended Stay:** Tourists interested in hot air balloon rides may choose to extend their stay in Agra, increasing the city's overall tourism revenue. Longer stays can also lead to increased spending on accommodations and food.
6. **Promotion of Areal View of Taj Mahal:** Balloon tours often include the aerial view of taj mahal and Agra fort.

4. Site Location: -



5. Scope of Work for the Applicant: -

The broad scope of the work shall be as follows:

- Preparation of a detailed plan on the management of the Hot Air Balloon activity in the designated area.
- Contingency for Accidents and Evacuation Plan
- Maintenance of the provided area/venue and will keep the same clean/tidy
- Power distribution and cabling and equipment details. Specifications and details of 100% power back-up plan
- Department reserves the right to change the number and schedule of all flights. There would be daily regular morning flights and evening flights/evening tether flight on the day of the event except for unavoidable reasons like bad weather etc., if any.
- Deployment of pilot and other technical and non-technical staff. Adequate manpower for all areas as advised by the Authority to be deployed and kept as back up Specifications of Hot Air Balloon and Setup with comprehensive details of the Balloon Make, Quality, Warranties, Propane, Stability, Range, ropes / cables etc. shall be provided by the bidder in the technical bid.
- The operator / company will be solely responsible for planning and executing the Hot air Balloon activity as suggested by ADA, at the same time adhering to all prevalent safety and security norms making it safe for passengers. ADA will under no circumstances bear any cost arising out of any claim related to any accident, loss of life or equipment, malfunctioning of the balloons or natural calamity.
- The firm should have requisite AOP (Air Operator Permit) as issued by civil aviation for balloons.
- The firm selected for the job will have to obtain necessary permits from requisite authorities as required to organize the activity.
- The balloon proposed for the activity should have valid Airworthiness Review Certificates
- The company will be required to obtain necessary approvals/clearances/coordination for the flights from Airports Authority of India, state authorities/Ministry of Defence and ATC units
- as per Civil Aviation rules & guidelines
- The flights must be flown as per the guidelines of ATC (Air Traffic Controller)
- The Balloons are required to be flown by well trained, experienced, and valid license holder pilots. Sufficient technical knowledge in hot air balloon operations
- The ground crew handling the job should also be highly trained and experienced
- Regulations and Safety norms should be followed as per the DGCA guidelines.
- All flights including the passengers on board should be insured
- ADA will make efforts to advertise and market the event through print and electronic media besides facilitating support of local administration.

Minimum Technical Details for Hot Air Ballooning:

The details specified below are desirable.

- HOT AIR BALLOON (TETHERED): 1 Capacity Minimum 8 Passenger (excluding Pilot)
- 2 Burners: Burners using LPG/Propane 3
- Flight Details: Tethered flight with 3rope anchors for maximum height 200 ft

Project Duration:

- The project duration shall be of 6 months and may be extendable up to 1 year. For the extended period, the cost shall be paid based on rates quoted in this bid.

Responsibilities of the Operator:

- The Operator shall be responsible to invest in Hot Air Balloon mechanics such as movable / immovable assets, interiors & fit-outs and equipment for the purpose of operations and maintenance. The Operator shall complete necessary fit-out works etc. on the Project Facilities before Commercial Operations Date (COD) i.e., within 15 (Fifteen days) weeks from the issue of Letter of Award/ Work Order.
- The Operator shall be responsible for complete operations, maintenance, and management of the Hot Air Balloon activity.
- The Operator shall be responsible to pay to the Authority utility charges, for usage of water and power, based on actuals / pre-determined rates as guided by the applicable Authorities from time-to-time.

Project Financials:

- The Agency shall finance the project and recover his investment through Collection of Tickets, advertising (hoardings, standees, banners, etc),temporary food joints and cafes, kiosks etc. The applicant must take prior approval for all infrastructure/installations/hoardings/kiosks to be installed at the site.

6. Key Terms and Conditions:

The land will be available for 6 months (extendable to 1 year at mutually agreed terms) for Installation, Commissioning, Operation and Maintenance of Hot Air Balloon activity in Agra with a view of Taj Mahal. The period of contract is extendable depending upon the performance of the selected Agency. There are some specific conditions of this contract, which are as follows:

- 1) The selected hot air balloon operator(s) must comply with all safety regulations and standards established by the relevant authorities. Proof of required licenses, insurance coverage, and adherence to safety protocols must be provided.
- 2) The hot air balloon operator(s) shall maintain adequate insurance coverage to protect against liabilities related to passengers, equipment, and third parties. Proof of insurance coverage shall be provided upon request.
- 3) The operator(s) shall be responsible for the regular maintenance and inspection of all hot air balloons used in the project to ensure their safety and airworthiness.

- 4) The operator(s) shall indemnify and hold harmless the project owner from any legal liabilities arising from accidents, injuries, fatalities or property damage during the provision of hot air balloon services.
- 5) The operator(s) shall have a clear and transparent policy regarding flight cancellations due to weather conditions or other factors. A refund policy for passengers shall also be in place.
- 6) No activities like marriage, ring ceremonies or private parties will be allowed. The licensee shall not allow any non-permissible activities, creating nuisance and or damage to neighbouring structures, buildings, and activities.
- 7) Permanent Construction is not allowed on the allotted land parcel. Temporary structures, boring etc. shall be developed by the licensee only on allocated sites approved by the Authority on its own expenditure.
- 8) The Agency has no right to excavate the allotted land parcel, without prior permission from the Authority.
- 9) The Agency will be responsible for all statutory compliances / approvals from relevant authorities for setting up and operation of Hot air balloon.
- 10) The Authority will remain to be the rightful owner of the Geological Properties. The licensee will not encroach additional land parcel and will confine its operations to the allotted land.
- 11) The Agency shall arrange for required electric / water/ irrigation facilities/sewage Disposal/Solid Waste Disposal.
- 12) The Agency shall be responsible for the safety and security of the area, existing and new infrastructure, trees, electric and other utilities. The licensee shall bear the expenditure for provisions of safety measures for operation of Hot air balloon.
- 13) The Agency shall be responsible for the cleanliness, maintenance and upkeep of the entire site and shall bear the costs associated for the same. The Licensee shall comply will all guidelines and directions of ADA regarding Solid waste management, composting and proper disposal of wet waste and dry waste.
- 14) ADA holds the right to check and verify the premise, infrastructure, trees, and plants or the progress of the other development and maintenance works, as prescribed in the scope of work, and at locations as directed by ADA at any point of time. The site plan should be in response to the existing trees on site. Cutting of trees will not be allowed.
- 15) The licensee shall have to follow all guidelines by Authority, issued from time to time.
- 16) At the end of license period, the developed site should be in proper condition as it was at the start of the project.
- 17) The licensee agency will be liable to a heavy penalty, legal action and blacklisting if found to be violating any of the conditions mentioned in this EOI.
- 18) The agency shall assume full responsibility for ensuring the safety and well-being of attendees, guests, staff, and all involved parties. Any breach of safety protocols leading to hazards or unsafe conditions will result in immediate corrective action and may result in termination of the contract. The agency shall comply with all local regulations, codes, and guidelines related to safety and hazard management. By adhering to these protocols, the agency will contribute to creating a secure and enjoyable experience of Hot air balloon.
- 19) Hot air balloon flight is not allowed within 1.5 Km radius from Taj Mahal.
- 20) The agency is required to strictly adhere to all ADA norms and regulations. Any violations or misconduct will result in penalties ranging from ₹10,000 to ₹1,00,000, per incident determined based on the severity of the infraction, at the discretion of ADA. Penalties will be formally

communicated to the agency and must be remitted within the specified timeframe. Repeated violations may lead to contract suspension or termination.

7. Proposal Submission

The interested applicants having requisite experience are requested to submit a proposal in the form of a presentation on vcada@gmail.com which should include:

- i. A brief company profile in narrative form.
- ii. Capability statement, experience, and expertise in implementation of projects in the development, operations, and maintenance
- iii. Financial Statements stating turnover and net profit for the last 3 FY certified by CA.
- iv. Design Drawings; Construction Drawings
- v. Operational Concepts; Maintenance Plan
- vi. Business concepts and schematic plan (themes, components, etc.)

The interested applicants are encouraged to visit sites while preparation of the proposal at their own cost.

8. Workshop

A presentation workshop is planned, where the bidders will present their proposal. The time of virtual meeting and link for the same shall be shared with the selected applicants through email.

This expression of interest is an important step in finalising the Appointment of Agency for Installation, Commissioning, Operation and Maintenance of Hot Air Balloon activity in Agra. ADA will formulate the EOI incorporating the suggestions / inputs received during the process.