

# **Expression of Interest (EoI)**

for

**Comprehensive Hospitality & Operating  
Partner for Rajasthan International Centre,  
Jaipur**

**Issued by:**

**JAIPUR DEVELOPMENT AUTHORITY**

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**Phone:0141- 2569696 Email:**

**REQUEST FOR EXPRESSIONS OF INTEREST**  
**(COMPREHENSIVE HOSPITALITY SERVICES)**  
**JAIPUR DEVELOPMENT AUTHORITY**

**Assignment Title:** 'Comprehensive Hospitality & Operating Partner for Rajasthan International Centre, Jaipur'

**Reference No.:** .....

**Section-I - About the Project**

Jaipur Development Authority (JDA) has conceptualized and constructed Rajasthan International Centre (RIC) at Jhalana Institutional Area - the concept of which is inspired from the experience of India International Centre, Delhi.

Rajasthan international center showcases the beauty of art & architecture of the entire state under one roof. Auditorium, Convention Halls, Conference Halls are designed & constructed around the prominent architecture styles of different regions of Rajasthan and furnished with world class facilities for organizing conferences and seminars. RIC has been constructed with a total built area of approx 3 lakh sq. ft. on a land area of 1.52 Hectare which includes two lawn areas.

*A guest house with accommodation facility, banquet hall and lawn is under construction adjacent to RIC building, and expected to be completed by November 2023. It is proposed to serve as additional facilities of RIC. The selected hospitality partner for RIC will have first right of refusal for operating this Guest House as per the terms and conditions to be specified in the RFP.*

The facilities available in RIC main building are as below:

Lower and Upper basement	Two Level Underground Parking
Lower Ground Floor	Exhibition Halls, Restaurant, Kitchen
Ground Floor	Convention Centre, Auditorium, Pre-Function Halls
First Floor	Conference Hall, Mini Auditorium, Multipurpose Halls
Second Floor	Library, Lecture Hall, Conference Hall, Restaurant

For more details about RIC, please visit: [RIC Site Photos & Videos](#)

## Section II – Information for Participants

**Intended Objective:** JDA intends to appoint preferably a single entity with proven technical and financial competence in providing hospitality services matching the scale and quality intended to be provided through RIC as per its founding objectives.

<b>For Operations, planning &amp; hosting of events</b>	<ul style="list-style-type: none"><li>• Operations of Multicuisine Roof top restaurant, Restaurant and Café-Bakery in Lower Ground floor</li><li>• Marketing the RIC facilities for events matching the RIC objectives and extending integrated services for operation of all facilities and catering as per the requirements of event sponsors.</li></ul>
<b>For Housekeeping, Maintenance &amp; security</b>	<ul style="list-style-type: none"><li>• <b>Entire RIC Building</b> (all floors including parking) and external premises including maintenance of gardens its landscaping</li><li>• <b>Security Surveillance</b>– For entire RIC premises and Parking</li></ul>

JDA seeks engagement of reputed, experienced and financially sound entity for providing 'Comprehensive Hospitality & Operating services' in the Rajasthan International Centre (RIC) for a period of upto 10 years ("**Contract Period**") having minimum experience of 05 years in hospitality business with an Annual Financial Turnover of Rs. 30 Crores in any one year in last 5 years from hospitality business.

EoIs are invited from reputed business entities who are registered under the Indian Companies Act 2013 and has proven capabilities for a minimum period of five years in providing hospitality services including housekeeping/facility management services in any one or more of the following:

- a) International Business Centers/Convention Centers
- b) Reputed Hotel(s) with Convention Centers. Entities operating hotels as franchise of global chains are also invited.
- c) Institutional buildings/ Complexes / International Airports

## Key Considerations

<b>Potential revenue</b>	Revenue sharing from <ul style="list-style-type: none"><li>- Multi-cuisine restaurants, bakery, café</li><li>- Catering services to programmes at RIC as per requirement of event sponsors</li><li>- Hire charges from all programme areas (listed as annexure)</li></ul>
<b>Lock-in period</b>	- 3 years from signing of Agreement
<b>Lease rights</b>	- No sub-lease rights for any part of the RIC

### Section III - Scope of work (for Hospitality Partner of RIC) broadly includes: -

Hospitality services including operation of restaurants, café , marketing and organizing events at RIC will be the primary responsibilities of the Hospitality Partner and required to be performed on its own. These activities are not allowed to be Outsourced. Brief details of scope are as under:

- Operation of a multi cuisine restaurant on roof top, restaurant including café & bakery in the lower ground floor.
- Plan, marketing, solicit and manage programmes/ events at RIC facilities (RIC will specify a negative list of events which are not permissible).
- Complete Housekeeping, operations and maintenance of entire RIC Building and external areas including maintenance of garden and landscaping. This includes common usage areas in the RIC building complex.
- Managing reception areas with appropriate staff trained for international standards of customer care.
- Event management of all functions organized in the program areas including those solicited by the Hospitality Partner and those events hosted by RIC.
- Regular Cleaning and maintenance to keep all plant and equipments (Lifts/ Pumps/ HVAC/ Fire Hydrant systems, light & sound systems etc) installed by RIC in working condition. AMC for major equipments with OEM (for periodical maintenance) will be undertaken by RIC.
- Provide Catering services to all programmes/events hosted at RIC.
- Providing complete Security & Surveillance services (24x7) for entire RIC premise including parking area, using the CCTV system installed by RIC

## EOI Schedule

The Details and Schedule of EOI process is as under.

Sr. No.	Event's Name	Information
1.	Name of Work	Comprehensive Hospitality & Operating Partner for Rajasthan International Centre, Jaipur
2.	Site visit and interaction meeting	Site visit at 10/02/2023, 11:00 HRS at RIC Centre, Jhalana Doongri Institutional Area, J.L.N. Marg, Jaipur Interaction meeting at 10/02/2023, 16:00 hrs at Conference Hall, 3 <sup>rd</sup> Floor, Town Planning Department, J.L.N. Marg, Jaipur (Facility for joining the interaction through Video Conference facility would be offered on request from entities located outside Jaipur)
3.	EOI submission	<a href="http://www.erpoc.rajasthan.gov.in">www.erpoc.rajasthan.gov.in</a>
4.	Last date of Submission of EOI Applications	21/02/2023 till 18:00 hrs

**Important Note:** *This notice is solely intended to invite competent agencies to express their interest and help understand their perspectives regarding the opportunity cited in this document. This is NOT a Request for Proposal and NOT an offer document for establishment of a commercial contract.*

*JDA reserves the right to amend the conditions specified in the EoI and define detail Terms and Conditions at the time of issuance of RFP.*

**Annexure**

**Area detail and capacity of RIC facilities (Floor wise & Block wise)**

<b>Sr.</b>	<b>Facility</b>	<b>Level</b>	<b>Block</b>	<b>Nos.</b>	<b>Area in SQM (approx.)</b>
1	Exhibition Halls (1 & 2)	Lower Ground Floor	A	1 Nos.	1633
2	Exhibition Hall- 3		A	1 Nos.	980
3	Restaurant (+ Kitchen)		C	1 Nos.	943.63
4	Conventional Hall	Ground Floor	A	1 Nos.	887
5	Main Auditorium		C	1 Nos.	565
6	Mini Auditorium- I	First Floor	A	1 Nos	265
7	Mini Auditorium- II		A	1 Nos.	279
8	Multi-Purpose Hall		B	1 Nos.	365
9	Conference Room -I		B	1 Nos.	188
10	Conference Room - II		B	1 Nos.	188
11	Admin Block				1 Nos.
12	Restaurant (+ Kitchen)	Second Floor	B	1 Nos.	484.4
13	VIP Lounge		B	1 Nos.	270
14	Lecture Halls		B	1 Nos.	60.77
15	Lecture Halls		B	1 Nos.	60.77
16	Lecture Halls		B	1 Nos.	54.84
17	Library (1), E- Library (1)	Second Floor	B	1 Nos.	390
18	Roof Top Restaurant	Second Floor Roof Top			

## Form

### Applicant's detail

Copies of all supporting documents duly signed and stamped by the Authorized Signatory of the bidder in support of the particulars below must be attached along with this checklist.

<b>Particular</b>	<b>Details</b>	<b>Supporting document attached</b>
Name of the Agency		
Registered Office Address (with telephone no. & email address and website)		
Year of incorporation / constitution of Agency		
Registration No. / Trade License No.		
PAN No.		
GST No.		
Authorized Signatory Details	Name: _____ Designation: _____ Mobile No: _____ Email: _____	
Brief on Operating facilities with area details and accommodation capacity. Highlight the nature of events being hosted or managed		
Any other relevant information		

**Form**

**Form - Financial Capacity of the Applicant**

<b>Financial Years</b>	<b>Turnover of the Applicant (Amount in INR)</b>
2018-19	
2019-20	
2020-21	
2021-22	
2022-23	

**Note:** *The Applicant shall submit the audited Financial Statements (Balance Sheet and P&L) for the last five financial years, duly certified by the Statutory Auditor/ CFO.*

Signature of Authorized Signatory

Name:

Designation:

Company:

Date:

Seal of the Applicant



**Comments and Suggestions by EoI Participants**

EoI Participants may submit their specific suggestions regarding the following

- 1. Suggestions regarding the Scope of Work specified

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- 2. Suggestions regarding the Consideration Framework

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- 3. Suggestions regarding the Specific Rights sought for the Hospitality Partner

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- 4. Any other suggestions to make the operations efficient

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Signature of Authorized Signatory

Name:

Designation:

Company:

Date:

Seal of the Applicant