



विपणन विभाग, केंद्रीय कार्यलय, तीसरी मंज़िल, पश्चिम स्कन्ध, योगक्षेम, जीवन बीमा मार्ग, मुंबई ४०० ०२१, फोन नं: 022-66598332,
ईमेल : co_marketing@licindia.com Marketing Department, Central Office, 3rd Floor, West Wing,
'Yogakshema', J.B.Marg, Mumbai-400021 , Tel: 022-66598332

Tender No : MKTG/OPRNS-2/2022-2023

TENDER FOR ARRANGING EDUCATIONAL TOUR OF DEVELOPMENT OFFICERS AND AGENTS OF LIC OF INDIA AT MALAYSIA

Clarifications/Modifications pursuant to Pre-Bid Meeting held on 11th November 2022

Following are the points discussed/queries raised by the Tour Operators and Clarifications/Modifications thereon;

1. Early check-in -

Tour Operators suggested for early check-in.

Clarification/Modification :-

We have already mentioned in our Financial Bid at page No. 34, hence it is clarified that **we require guaranteed early check-in.**

2. Hotel Category - In the Financial Bid, we have given Hotel Category as 4*/5*.

Tour Operators raised query whether hotel category is 4* or 5* as the bid may change as per the star category of Hotel.

Clarification/Modification :-

It is clarified that the requirement is **minimum 4* in Hotel Category.**

3. Payment Terms – As mentioned in Part C General Terms & Conditions, Payment Terms, 50% of the total amount will be paid in advance after the selection of bidder, 30% will be paid 10 days prior to departure of tour and balance will be paid on completion of tour within 30 days from the date of submission of correct bills.

Tour Operators have suggested to increase the number of days to 15 instead of 10 for making 30% advance payment.

Clarification/Modification :-

Modified Payment Terms will be as under;

50% of the total amount will be paid in advance after the selection of bidder, **30% will be paid 15 days prior to departure of tour** and balance will be paid on completion of tour within 30 days from the date of submission of correct bills.

4. Tour Manager - As mentioned in Financial Bid we asked for 2 Tour Managers (one for each Hub).

Tour operators suggested that Tour Managers should be 1 for each coach at foreign destination.

Clarification/Modification :-

Requirement of Tour Managers is modified to **one for each coach at foreign destination and at each departing hub in India.**

5. Eligibility Criteria - The annual turnover of the Tour Operator under Revenue from Operations, as per Audited Books of Account should be ₹100 crore & above in any one of the last five financial years or average ₹ 50 Crore in last 5 Financial Years. i.e. 2017-18, 2018-19, 2019-20, 2020-21, 2021-22.

We received request from one of the tour operators, prior and during the pre-bid meeting to waive or reduce this Criteria of Annual Turnover.

Clarification/Modification :-

It is clarified that there is no modification in the Eligibility Criteria.