

REQUEST FOR PROPOSAL (RFP)

For

Selection of schedule airline operators for providing direct flight connectivity from various airports of Madhya Pradesh to other domestic and international destinations



May 2026

Invited By:

Directorate of Aviation

Government of Madhya Pradesh

Raja Bhoj Airport Road, State Hangar, Bhopal, Madhya Pradesh 462030

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Disclaimer

- I. This RFP (defined hereinafter) is issued by Directorate of Aviation, Government of Madhya Pradesh (the “Authority”) in order to set out the process for selection of the Preferred Bidder (defined hereinafter) with respect to the selection of schedule operator(s) for providing direct flight connectivity from airports in Madhya Pradesh to domestic and international destinations and for general information purpose only, without regard to any specific objectives, suitability, financial situations and requirements of any particular person.
- II. The information contained in this RFP or subsequently provided to a Bidder (defined hereinafter), whether verbally or in documentary or any other form by or on behalf of the Authority or any of its employees or advisors, is provided to a Bidder on the terms and conditions set out in this RFP and such other terms and conditions subject to which such information is provided.
- III. This RFP is neither an agreement nor an offer by the Authority to the prospective Bidders or any other person. The purpose of this RFP is to provide interested parties with information that may be useful to them in preparing and submitting their Proposals pursuant to this RFP.
- IV. This RFP does not constitute any recommendation of an offer to buy, purchase or subscribe to any securities or assets mentioned herein. Neither this RFP nor anything contained herein shall form the basis of or be relied upon in connection with any contract, agreement, undertaking, understanding or commitment whatsoever. Furthermore, this RFP confers neither the right nor expectation on any interested party to be selected to participate and/or be selected successfully in the Bidding Process (defined hereinafter).
- V. This RFP does not solicit any action based on the material and information contained in this RFP. Nothing in these materials is intended by the Authority to be construed as legal, technical, accounting or tax advice.
- VI. This RFP includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Services (defined hereinafter). Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This RFP may not be appropriate for all persons, and it is not possible for the Authority, its employees or advisors to consider the investment objectives, financial situation and particular needs of each Bidder who reads or uses this RFP. The assumptions, assessments, statements and information contained in the Bidding Documents, especially details regarding the project sites, may not be complete, accurate, adequate or correct. Further, this RFP may not be all inclusive and may not contain all of the information that the recipient may consider material for preparing and submitting its Bid. Each Bidder should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments,

statements and information contained in this RFP and obtain independent advice from appropriate sources.

- VII. Past performance is not a guide for future performance. Forward-looking statements (if any) contained in this RFP are not predictions and may be subject to change without notice. Actual results may differ materially from the forward-looking statements due to various factors. This RFP and opinions, if any, contained herein are based upon information available to the Authority. No statement, fact, information (whether current or historical) or opinion contained herein should be construed as a representation or warranty, express or implied by the Authority (including its authorized representatives or its professional advisors or any other persons/entities shall be held liable for the authenticity, correctness or completeness of any such statements, facts or opinions).
- VIII. Information provided in this RFP to the Bidder(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.
- IX. The Authority, its employees and advisors make no representation or warranty and shall have no liability to any person, including any applicant or Bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the RFP and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in any way for participation in this bid stage.
- X. The Authority also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Bidder upon the statements contained in this RFP. In addition to other disclaimer(s) of/ by the Authority in this RFP, the Authority hereby further disclaims any and all liability for any statements made or omitted to be made in this RFP or, any action taken or omitted to be taken pursuant to this RFP.
- XI. The Authority may in its absolute discretion, without assigning any reason and at any time during the Bidding Process, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this RFP. The participation in the Bidding Process and shall be deemed to be an acknowledgement by the Bidder that any such amendment shall be binding on such Bidder.
- XII. The issue of this RFP does not imply that the Authority is bound to select a Preferred Bidder and the Authority reserves the right to reject all or any of the Bidders or Bids without assigning any reason whatsoever. Mere submission of a responsive Bid does

not ensure selection of the Bidder as a Preferred Bidder.

- XIII. The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its Bid. All such costs and expenses will remain with the Bidder and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the Bidding Process.
- XIV. Nothing contained in this RFP shall be deemed to relieve, wholly or partially, directly or indirectly, the Bidders from their compliance with any law in force, and/ or any instrument having the force of law, as may be applicable to them. A Bidder shall inform itself concerning, and shall observe and comply with, any applicable legal requirements.
- XV. By procuring a copy of this RFP, the recipient accepts the terms of this disclaimer notice, which forms an integral part of this RFP and all other terms and conditions of this RFP.

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1. Introduction

1.1 Introduction

Over the last few years, Madhya Pradesh has witnessed significant growth in air passenger traffic due to its strategic location in central India, growing industrial activity, and increasing inflow of domestic and international tourists. The launch of the *Madhya Pradesh Civil Aviation Policy, 2025* has further accelerated the state's efforts to enhance air connectivity. Presently, Madhya Pradesh has 20 airstrips and 08 commercial airports, and all airports are operational for scheduled services and have the potential to serve as major hubs for both domestic and international connectivity.

Recognizing the need to integrate Madhya Pradesh with key economic and tourist hubs across India and abroad, the Government of Madhya Pradesh now seeks to strengthen the connectivity of airports in Madhya Pradesh with various domestic/international destinations. This initiative will ensure faster movement of business travellers, tourists, and pilgrims.

In line with this vision, the Government of Madhya Pradesh has mandated the 'Authority' as the nodal agency for the development of aviation infrastructure and for promoting enhanced connectivity. The objective is to position the state as a central aviation hub by providing direct access to important domestic and international markets.

The Government of Madhya Pradesh, through the Directorate of Aviation, now invites proposals from eligible schedule operators to provide connectivity from airports in Madhya Pradesh with domestic / international destinations for a period of one (1) year. Indicative list of destinations is attached to this RFP as Annexure-3, also the participating schedule operators shall have the flexibility to identify and propose new routes, across various domestic / international sectors, based on their market assessment, operational feasibility, and commercial viability. The objective is to encourage schedule operators to explore unserved and underserved destinations, from Madhya Pradesh, while enhancing overall domestic/ international connectivity of the state.

Table 1 : List of MP based Commercial Airports

S. No.	Commercial Airports of MP	Domestic Destination	International Destination
1.	Jabalpur	Any Commercial Airport within India <i>(Indicative list is attached under Annexure-3)</i>	Any International Commercial Airport <i>(Indicative list is attached under Annexure-3)</i>
2.	Gwalior		
3.	Rewa		
4.	Bhopal		
5.	Indore		
6.	Satna		
7.	Khajuraho		
8.	Datia		

1.2 RFP Document

The Tender document is available and downloadable from <https://mptenders.gov.in>. Non-transferable & non-refundable tender fees of INR 10,000 must be paid online at e-procurement portal (www.mptenders.gov.in) to purchase the tender document.

1.3 Earnest Money Deposit (EMD)/ Bid Security

- 1.3.1 The bidder shall submit Earnest Money Deposit (EMD) of the amount Rs. 10,00,000/- (Ten Lakhs only), which shall be deposited online during the submission of the tender on e-Procurement portal.
- 1.3.2 Unqualified bidder's EMD shall be released as promptly as possible, but not later than 120 days after the award of the contract to the successful bidder.
- 1.3.3 The shortlisted bidder's EMD will be converted into Performance Security Deposit for an effective period of one year.
- 1.3.4 The EMD amount is interest free and will be refundable to the unsuccessful Bidders without any accrued interest on it.
- 1.3.5 Proposals not accompanied with the EMD or containing EMD with infirmity (ies) (relating to the amount or validity period etc.), mentioned above, shall be summarily rejected.
- 1.3.6 The EMD may be forfeited in the event of:
- A bidder withdraws its bid during the period of bid validity.
 - The bidder being found to have indulged in any suppression of facts, furnishing of fraudulent statement, misconduct, or other dishonest or other ethically improper activity, in relation to this RFP.

1.4 Performance Security Deposit

The EMD of the selected bidder will be considered as a part of the performance security deposit. It shall be released after the completion of contract period.

1.5 Submission of Proposals

Bidders should submit their responses as per the procedure specified in the e-Procurement portal (<https://mptenders.gov.in>) being used for this purpose. The items to be uploaded on the portal would include all the related documents mentioned in this RFP, such as:

- I. Tender Fee
- II. EMD
- III. Pre-qualification response
- IV. Technical Proposal
- V. Financial proposal
- VI. Additional certifications/ relevant documents Eg. Power of Attorney, CA certificates on turnover etc.

However, each of the above documents must be uploaded in the format specified for this purpose and as per the specified folder structure in the e-Procurement portal. The bidder is responsible for registration on the e-procurement portal (<https://mptenders.gov.in>) at their own cost. The bidders are advised to go through the e-procurement guidelines and instructions, as provided on the e-procurement website, and in case of any difficulty related to e-procurement process, may contact the helpline number 0120-4001002, 0120-4200462.

The bidder must ensure that the bid is digitally signed by the Authorized Signatory of the bidding firm and has been duly submitted within the submission timelines. The user department will in no case be responsible if the bid is not submitted online within the specified timelines. All the pages of the Proposal document must be sequentially numbered and must contain the list of contents with page numbers. Any deficiency in the documentation may result in the rejection of the Bidder's Proposal.

1.6 Bidder's Authorised Signatory

A Proposal should be accompanied by an appropriate board resolution or power of attorney in the name of an authorised signatory of the Bidder stating that he is authorised to execute documents and to undertake any activity associated with the bidder's proposal. A copy of the same should be uploaded under the relevant section/folder on the e-Procurement portal. Furthermore, the bid must also be submitted online after being digitally signed by an authorized representative of the bidding entity.

1.7 Due Diligence by Applicants

Applicants are encouraged to inform themselves fully about the requirements of operating new flight routes and the prevailing local conditions before submitting their proposal. They may do so by visiting the offices of the Authority, engaging with relevant stakeholders, and attending the Pre-Bid meeting on the date specified under 'Bid Schedule and Key Timelines' of this RFP

document.

1.8 Validity of the Proposal

The Proposal shall be valid for a period of not less than 180 days from the Proposal Due Date (the “PDD”).

1.9 Brief Description of the Selection Process

The bidding process (“Bidding Process”) shall be carried out in a single stage comprising two parts – evaluation of the Technical Bid and the Financial Bid (collectively referred to as the “Bid”). The eligibility of a bidder to submit a bid shall depend upon the bid being responsive in terms of this RFP and upon meeting, in entirety, the minimum qualification criteria specified herein. The evaluation of Bids shall be undertaken as per the procedure set out in this RFP (“Evaluation Method”). The Bidder is required to quote the amount of Viability Gap Funding (VGF) that it seeks to avail for operations on the proposed routes along with weekly frequency. Separate VGF quotes including the weekly frequency must be provided for each proposed route in financial quotation. The VGF amount must be quoted on one-way stage length basis, though VGF eligibility will be determined only after completion of the round trip on the same calendar date.

1.9.1 The selection of the bidder for a destination shall be based on a **Composite Score (Sc)**.

The scoring methodology for evaluating bids has assigned a 60% weight to the Weekly Frequency Score (S_f), which has encouraged bidders to offer higher flight frequencies, thereby enhancing regional connectivity and improving the quality of passenger service. Concurrently, a 40% weight has been given to the VGF Amount Score (S_{VGF}), which has promoted the responsible use of public funds by favoring bids with lower requested Viability Gap Funding. Calculated using a weighted average of two components with the following distribution:

Score	Weightage	Component Calculations
Weekly Frequency Score (S_f)	60%	$S_f = 100 \times (\text{Quoted weekly flight frequency for the route} / \text{Maximum frequency per week for the route})$
VGF Amount Score (S_{VGF})	40%	$S_{VGF} = 100 \times (\text{Lowest quoted VGF amount for the route} / \text{Quoted VGF amount for the route})$
Composite Score (S_C)		$S_C = 0.6 S_f + 0.4 S_{VGF}$

The bidders achieving the **highest Composite Score** shall be awarded the route. All VGF amounts must be quoted exclusive of taxes.

Note: *The above methodology is adopted in order to achieve an optimal balance between maximizing air service availability and minimizing government expenditure, supporting sustainable and effective route allocation decisions*

- 1.9.2 If two or more schedule operators achieve the same **Composite Score (Sc)** for the same route, then a negotiation meeting will be called. During this meeting, operators may revise their bids for both weekly flight frequency and VGF amount. The route shall be awarded to the schedule operator achieving the highest Composite Score post negotiation.

Note:

1. Financial assistance will be provided per round trip for airlines connecting to a domestic/ international destination.
2. To avail the VGF, airline must complete the round trip.
 - 2.1 Round trip is defined as the journey from point A to B and then B to A.
3. **VGF Calculation Mechanism: One Way Stage Length, as approved by competent authority * Eligible VGF per KM**

The RFP and other related documents can be downloaded from the official e-procurement website **mptenders.gov.in** on or before the Bid Due Date. Bidders are required to submit the bid processing fee and the Earnest Money Deposit (EMD) online.

The Technical Bid, along with the supporting documents, tender fee, and EMD, shall be submitted online through MP Tenders portal (mptenders.gov.in). The Financial Bid shall be submitted only online through the designated e-procurement platform, MP Tenders portal (mptenders.gov.in). Submission of the Financial Bid in physical form will lead to disqualification of the Bidder.

1.10 Bid Schedule and Key Timelines

The Authority would endeavor to adhere to the following schedule.

Bid publishing date	08/05/2026
Document sale start date	08/05/2026
Pre-Bid meeting date	15/05/2026; 3 PM <i>1) All the bidders may submit their prebid queries by 14/05/2026 till 6 PM at mpaviation@mp.gov.in email id in the format attached under Annexure-5. 2) Bidders who wish to join the prebid meeting online, may convey the same by 14/05/2026 till 6 PM. Link to join the prebid meeting online shall be shared, separately.</i>
Bid submission end date	29/05/2026 till 6 PM

1.11 Communications

All communications should be addressed to:

Commissioner, Aviation

Directorate of Aviation, MP Government

State Hangar, Raja Bhoj Airport Area, Bairagarh, Bhopal, Madhya Pradesh 462030

Email: mpaviation@mp.gov.in

Website: aviation.mp.gov.in

2. Instructions to Bidders

2.1 General Terms of Bidding

- 2.1.1 Bidders shall submit bids individually and not as member of a Consortium or Joint Venture. Consortium / Joint Venture are not allowed in this bidding process.
- 2.1.2 The Financial Bid should be furnished in the provided format, clearly indicating the bid amount in both figures and words, in Indian Rupees, and signed by the Bidder's authorized signatory. In the event of any difference between figures and words, the amount indicated in words shall be taken into account.
- 2.1.3 The validity period of the Bid Security/EMD shall not be less than 180 (one hundred and eighty) days from the Bid Due Date, inclusive of a claim period of 60 (sixty) days, and may be extended as may be mutually agreed between the Authority and the Bidder. The Bid shall be summarily rejected if it is not accompanied by the Bid Security. The Bid Security shall be refundable no later than 60 (sixty) days from the Bid Due Date of all the bidders.
- 2.1.4 A Bidder shall be a Company, Corporation, Firm (Sole Proprietorship or Partnership), Society, Trust, Govt Sector undertaking or any other legal entity registered in India.
- 2.1.5 The Bidder should submit a Power of Attorney, authorizing the signatory of the Bid to commit the Bidder.
- 2.1.6 Any condition or qualification or any other stipulation contained in the Bid shall render the Bid liable to rejection as a non-responsive Bid.
- 2.1.7 The Bid and all communications in relation to or concerning the Bidding Documents and the Bid shall be in English language.
- 2.1.8 The documents including this RFP and all attached documents, provided by the Authority are and shall remain or become the property of the Authority and are transmitted to Bidders solely for the purpose of preparation and the submission of a Bid in accordance herewith. Bidders are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and submission of their Bid. Authority will not return to the Bidders any Bid, document or any information provided along therewith.
- 2.1.9 This RFP is not transferable.

2.2 Number of Proposals

Each bidder shall submit only one Proposal under its own name. However, a single proposal may include multiple routes from MP based airports. Submission or participation in more than one proposal by the same applicant shall lead to disqualification of all such proposals.

2.3 Cost of Bidding

The bidders shall be responsible for all the costs associated with the preparation of their bids and

their participation in the bidding process. The Authority will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the bidding process.

2.4 Acknowledgement by Applicant

2.4.1 It shall be deemed that by submitting a Bid, the Bidder has:

- a) Made a complete and careful examination of the RFP, MP Civil Aviation Policy, 2025 and MP Civil Aviation Policy Scheme, 2025;
- b) Received all relevant information requested from the Authority;
- c) Accepted the risk of inadequacy, error or mistake in the information provided in the Bidding Documents or furnished by or on behalf of the Authority relating to any of the matters;
- d) Satisfied itself about all matters, things and information necessary and required for submitting an informed Bid, execution of the Project in accordance with the Bidding Documents and performance of all of its obligations thereunder;
- e) Acknowledged and agreed that inadequacy, lack of completeness or incorrectness of information provided in the Bidding Documents or ignorance of any of the matters shall not be a basis for any claim for compensation, damages, extension of time for performance of its obligations, loss of profits etc. from the Authority by the bidder
- f) Acknowledged that it does not have a Conflict of Interest; and
- g) Agreed to be bound by the undertakings provided by it under and in terms hereof.

2.4.2 The Authority shall not be liable for any omission, mistake or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to RFP, the Bidding Documents or the Bidding Process, including any error or mistake therein or in any information or data given by the Authority.

2.5 Right to reject any or all proposals

2.5.1 Notwithstanding anything contained in this RFP, the Authority reserves the right to accept or reject any proposal and to annul the selection process and reject all proposals, at any time without any liability or any obligation for such acceptance, rejection, or annulment, and without assigning any reasons thereof.

2.5.2 The Authority reserves the right to reject any Proposal if:

- 2.5.2.1 At any time, a material misrepresentation is made or uncovered, or the Applicant does not provide, within the time specified by the Authority, the supplemental information sought by the Authority for evaluation of the Proposal. Such misrepresentation/ improper response may lead to the disqualification of the Applicant. If such disqualification / rejection occurs after the Proposals have been opened and the highest-ranking Applicant gets disqualified / rejected, then the

Authority reserves the right to consider the next best Applicant or take any other measure as may be deemed fit in the sole discretion of the Authority, including annulment of the Selection Process.

2.6 Clarifications

- 2.6.1 Bidders requiring any clarification on the RFP may notify the Authority in writing or by e-mail, they should send in their queries on or before the date mentioned in the Schedule of Bidding Process specified under key timelines. The Authority shall endeavor to respond to the queries within the period specified therein, but no later than 10 (ten) days prior to the Bid Due Date. The responses will be uploaded on www.mptenders.gov.in. Bidders are advised to visit the e-tendering site to view the response to pre bid queries, corrigendum, if any in this regard from time to time.
- 2.6.2 The Authority shall endeavor to respond to the questions raised or clarifications sought by the Bidders. However, the Authority reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring the Authority to respond to any question or to provide any clarification.
- 2.6.3 The Authority may also at its own motion, if deemed necessary, issue interpretations and clarifications to all Bidders. All clarifications and interpretations issued by the Authority shall be deemed to be part of the Bidding Documents. Verbal clarifications and information given by Authority or its employees or representatives shall not in any way or manner be binding on the Authority.

2.7 Amendment to the RFP

- 2.7.1 At any time prior to the Bid Due Date, the Authority may, for any reason, whether at its own initiative or in response to clarifications requested by a Bidder, modify the RFP by the issuance of Addendum.
- 2.7.2 Any Addendum/corrigendum/amendments issued hereunder will be displayed on www.mptenders.gov.in.
- 2.7.3 In order to afford the Bidders a reasonable time for taking an Addendum into account, or for any other reason, the Authority may, in its sole discretion, extend the Bid Due Date.

3. Pre-Qualification Criteria

The bidder must possess the requisite experience, strength and capability necessary to meet the requirements as described in the RFP documents. The invitation to proposal is open to all bidders who qualify the eligibility criteria as given below:

S. No.	Basic Requirement	Description	Document Required
1	Legal Entity	A Proposer shall be a Company, Corporation, Firm (Sole Proprietor or Partnership) or any other Legal Entity registered in India with minimum 3 years of existence.	Certificates of incorporation / Registration Certificates
2	DGCA scheduled operator	The Proposer must have relevant certificate issued by DGCA, if applicable.	<ul style="list-style-type: none"> ▪ Air Operator Certificate (AOC) / Air Operator Permit (AOP) ▪ Certificate of Airworthiness / Airworthiness Review Certificate ▪ Air Operator's Permit (AOP)
3	Statutory Registrations	The Agency must have a valid GST Number and PAN Card in India	Copy of valid certificate
4	Blacklisting / Terminations	The agency should not have been blacklisted by any Central or State Government department or Corporation or Board/PSU/ Semi Government organization as on the date of submission of RFP.	A signed undertaking to this effect should be submitted on Proposer's letter head

A bidder must qualify for the pre-qualifying criteria mentioned in this section to be eligible for consideration of his financial proposal. The Proposals of those bidders who have not qualified for the pre – qualification criteria shall be considered as non-responsive and hence, rejected and their financial proposals shall not be opened.

4. Eligibility Criteria to avail VGF on New Route Development

4.1 Eligibility Criteria

- 4.1.1 The schedule operator must operate fixed-wing aircraft with a minimum passenger seating capacity of equal to or more than 50 seats for Domestic destination and equal to or more than 180 seats for international destinations.
- 4.1.2 The schedule operator must have all the requisite permissions for domestic and international operations from the respective Regulators / Authorities and comply with all applicable regulations.
- 4.1.3 The proposed route must not have been served by any scheduled commercial flights within the last 6 months or should not be part of any valid awarded (and yet not operational) route from any airport in the State of Madhya Pradesh under the UDAN Scheme or should not be a route which has been notified under UDAN Scheme (and not yet tendered out) by Ministry of Civil Aviation, Government of India.
- 4.1.4 Deleted

4.2 Financial Assistance Mechanism

- 4.2.1 Financial assistance will be provided based on a one-way stage-length basis of a round trip to the scheduled operator connecting a new domestic / international destination. Eligibility for such financial assistance shall arise only upon completion of the entire round trip. A round trip is defined as the journey from Point A to Point B and return from Point B to Point A, on the same calendar date.
- 4.2.2 The assistance will be offered for period of 6 (six) months. Subject to review of the policy's effectiveness and the route's performance, the assistance may be renewed for another 6 (six) months.
- 4.2.3 The quantum of financial assistance (Viability Gap Funding) for Domestic and International routes shall be calculated as under:

#	Route Category	Aircraft Category	Incentive / VGF	Route Length
1	Domestic	Fixed Wing Aircrafts with Capacity equal to or more than 50 seats	INR 1,000 per KM with an upper limit of INR 7.5 Lakh, per round trip	Upto 750 KMs
2		Fixed Wing Aircrafts with Capacity equal to or more than 50 seats	INR 1,000 per KM with an upper limit of INR 10 Lakh, per round trip	More than 750 KMs

#	Route Category	Aircraft Category	Incentive / VGF	Route Length
3	International Routes	Fixed Wing Aircrafts with Capacity equal to or more than 180 seats	INR 1,000 per KM with an upper limit of INR 10 Lakh, per round trip	Upto 1000 KMs
4		Fixed Wing Aircrafts with Capacity equal to or more than 180 seats	INR 1,000 per KM with an upper limit of INR 15 Lakh, per round trip	More than 1000 KMs

Note:

1. Stage length will be decided based on the standards followed by the competent authority.
2. Round trip is defined as the journey from point A to B and then B to A.
3. Round trip will decide the eligibility of the schedule operator to avail VGF.
4. VGF calculation shall be based on one way stage length multiplied by eligible VGF amount per KM.

Illustration for VGF calculation:

If a schedule operator operates flight from Airport A to Airport B, of which at least one airport is based in MP, then the following method shall be used:

1. **Eligibility:** In addition to other eligibility parameters mentioned in the RFP, Schedule operator has to complete the round trip from Airport A to Airport B, on the same calendar date, to be eligible to avail VGF.
2. Considering the one-way stage length is X KMs between Airport A and Airport B (as approved by competent authority), then

**The VGF shall be calculated = X KM (one way stage length) * eligible VGF per KM
i.e. INR 1,000**

4.2.4 This bid is for the schedule operators which will deploy aircraft with more than or equal to 50 seats for domestic destinations and more than or equal to 180 seats for international destinations.

4.2.5 Deleted

4.2.6 No other support shall be provided by the State to the selected schedule operator(s) for the proposed route, including finalizing an appropriate slot at the airport. Schedule operator(s) shall be required to undertake their own due diligence with the Airport authorities.

4.2.7 Selected schedule operator(s) needs to follow due procedures as per the DGCA guidelines with respect to ticket fares.

4.3 Exclusivity of Financial Support

- 4.3.1 Enabling seamless intra-State, inter-State and international connectivity by creating a favorable eco-system for schedule operator(s) to develop new air routes and provide citizens with access to safe, secure, efficient, and affordable air connectivity is a key policy objective as stated in the Madhya Pradesh Civil Aviation Policy 2025.
- 4.3.2 Recognizing the demand risk that Selected schedule operator(s) will have to bear when developing new routes and to help mitigate the same to an extent, **only the first selected schedule operator(s) shall be granted the financial support specified in table above for operating air transport services / flights on a new domestic / international route.** During this period of 6 (six) months, the State Government shall not provide financial support to any other schedule operator(s) for the specific domestic / international route.

4.4 Period of Financial Support

The period of financial support shall be as under:

- 4.4.1 As specified in the Letter of Award for commencement of flight services issued to the schedule operator(s) i.e. from the date of the commencement to the expiry or lapse of the time period (including any extension thereof).

4.5 Application and Disbursement Proce

- 4.5.1 Financial assistance shall be provided to schedule operator(s) selected through a transparent bidding process carried out by Directorate of Aviation, GoMP.
- 4.5.2 In accordance with the bidding process adopted by Directorate of Aviation, GoMP, schedule operator(s) must participate in the bid floated by Aviation Directorate, GoMP.
- 4.5.3 Proposals will be evaluated based on the criteria prescribed by Directorate of Aviation, GoMP, and eligible schedule operator(s) will be notified of the financial assistance award. Aviation Department shall publish Government order as per the policy and communicate the approval to schedule operator(s). In case more than one proposal is received for the same domestic/ international destination, decision of the Empowered Committee on Aviation would be final.

4.6 Monitoring and Compliance

- 4.6.1 The selected schedule operator(s) will be required to commence operations within a period of 2 months for domestic destinations and 3 months for international destinations, from the date of award of the new route. The period for commencement of the operation may be extended (not beyond 6 months) wherever needed by Sanctioning Committee.
- 4.6.2 The selected schedule operator(s) will be required to maintain a minimum level of service as agreed upon in the terms of financial assistance.

- 4.6.3 The Directorate of Aviation will monitor the performance of the new routes and ensure compliance with the policy provisions.
- 4.6.4 The Selected schedule operator(s) must share operational data, including passenger load factors and number of seats sold, for each flight as requested by the Directorate of Aviation.

4.7 Policy Review and Amendments

- 4.7.1 The policy/ guidelines will be subject to periodical review, every six months, by the Aviation Department to assess its effectiveness and make necessary amendments.

4.8 Mechanism to Avail Viability Gap Funding (VG)

- 4.8.1 Bidders are required to go through the MP Civil Aviation Policy Scheme document for the detailed mechanism to avail VGF.

5. Preparation and Submission of Bids

5.1 Language

The Bid and all related correspondence and documents in relation to the bidding process shall be in English language. Supporting documents and printed literature furnished by the Bidder with the Bid may be in any other language provided that they are accompanied by translations of all the pertinent passages in the English language, duly authenticated and certified by the Bidder. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Bid, the English language translation shall prevail.

5.2 Format and Signing of Bid

The Bidder shall provide all the information sought under this RFP. The Authority will evaluate only those Bids that are received in the required formats and complete in all respects.

5.3 Bidding Process

- 5.3.1 The RFP document is available for purchase online at <https://mptenders.gov.in/nicgep/app>. The bidders are required to enroll as per the process detailed in instructions for online bid submission.
- 5.3.2 Since the bidders are required to sign their bids online using class-III Digital Signature Certificate with encryption they are advised to obtain the same at the earliest.
- 5.3.3 Please note that it may take upto 7 to 10 working days for issue of Digital Signature Certificate. The authority will not be responsible for delay in issue of Digital Signature Certificate.
- 5.3.4 If bidder is bidding for the first time for e-tender, then it is obligatory on the part of the bidder to fulfil all formalities detailed in instructions for online bid submission.

- 5.3.5 Bidders are requested to visit the e-tendering website www.mptenders.gov.in regularly for any clarifications, date extensions, corrigendum, amendment etc.
- 5.3.6 The authority shall not be responsible anyway for the delay/ difficulties/ in accessibility of the downloading from the website for any reason whatsoever.
- 5.3.7 All time hours or hrs. mentioned in this bid document is in Indian Standard Time (UTC/ GMT + 5:30 hours)
- 5.3.8 Address for all communication shall be as under:
Commissioner, Aviation
Directorate of Aviation, MP Government
State Hangar, Raja Bhoj Airport Area, Bairagarh, Bhopal, Madhya Pradesh 462030
Email: mpaviation@mp.gov.in
Website: aviation.mp.gov.in

5.4 Bid Due Date

- 5.4.1 Bids should be submitted online on the Bid Due Date in the manner and form as detailed in this RFP.
- 5.4.2 The Authority may, in its sole discretion, extend the Bid Due Date by issuing an Addendum.

5.5 Late Bids

Bids received by the Authority after the specified time on the Bid Due Date shall not be eligible for consideration and shall be summarily rejected.

5.6 Contents of the Bid

- 5.6.1 The Bid shall be furnished in the format provided and shall consist of Viability Gap Funding (VGF) / financial quotation. The Bidder shall specify (in Indian Rupees) the Viability Gap Funding (VGF), expected by him, to undertake the Project in accordance with this RFP.
- 5.6.2 The opening of Bids and acceptance thereof shall be substantially in accordance with this RFP.

5.7 Modifications/ Substitution/ Withdrawal of Bids

The Bidder is not permitted to modify, substitute or withdraw its bid after submission.

5.8 Rejection of Bids

- 5.8.1 Notwithstanding anything contained in this RFP, the Authority reserves the right to reject any Bid and to annul the Bidding Process and reject all Bids at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons therefor. In the event that the Authority rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Bids hereunder. Bids submitted at values lesser than the minimum bidding value/reserve price shall be rejected.
- 5.8.2 The Authority reserves the right not to proceed with the Bidding Process at any time, without notice or liability, and to reject any Bid without assigning any reasons.

5.9 Validity of Bids

The Bids shall be valid for a period of not less than 180 (one hundred and eighty) days from the Bid Due Date. The validity of Bids may be extended by mutual consent of the respective Bidders and the Authority.

5.10 Confidentiality

Information relating to the examination, clarification, evaluation and recommendation for the Bidders shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising the Authority in relation to, or matters arising out of, or concerning the Bidding Process. The Authority will treat all information, submitted as part of the Bid, in confidence and will require all those who have access to such material to treat the same in confidence. The Authority may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/ or the Authority or as may be required by law or in connection with any legal process.

5.11 Correspondence with the Bidder

Save and except as provided in this RFP, the Authority shall not entertain any correspondence with any Bidder in relation to acceptance or rejection of any Bid.

6. Arbitration

6.1 Procedure

Any Dispute which is not resolved amicably within 30 days, the same shall be referred to the sole arbitration of Commissioner, Directorate of Aviation whose decision shall be final and binding on both the Parties. Such arbitration shall be governed by the Arbitration and Conciliation Act, 1996 ("Arbitration Act").

Place of Arbitration

The place of arbitration shall ordinarily be at Bhopal but by agreement of the Parties, the arbitration hearings, if required, may be held elsewhere.

6.2 Enforcement of Award

The Parties agree that the decision or award resulting from arbitration shall be final and binding upon the Parties and shall be enforceable in accordance with the provision of the Arbitration Act subject to the rights of the parties to secure relief from any higher forum.

6.3 Performance during dispute resolution

Pending the submission of and/or decision on a dispute and until the arbitral award is published; the Parties shall continue to perform their respective obligations as per this RFP, without prejudice to a final adjustment in accordance with such award.

7. Bid Summary/ Fact Sheet

1	Method of Selection	The evaluation of Bids shall be on the principle of Quality and Cost Based Selection (QCBS) for Technically Qualified Bidder.
2	Bid Processing Fee	Rs. 10,000/- (Rupees Ten Thousand only) which shall be deposited online during the submission of the tender on e-Procurement portal
3	EMD	Rs. 10,00,000/- (Rupees Ten Lakhs only) which shall be deposited online during the submission of the tender on e-Procurement portal
4	Validity for EMD	180 days (one hundred eighty) days from the Bid Due Date. In the event the validity of the Bid is increased then the validity of the EMD will also be proportionately increased.
5	Performance Security	The EMD of the selected bidder will be considered as a part of the performance security deposit. The EMD of the selected bidders will be released after the completion of contract period.

8. Annexures

(To be attached with the technical bid document.)

Annexure-1: Covering Letter

(To be submitted on the Company letter head)

To,
The Commissioner,
Directorate of Aviation
Bhopal

Date:

Dear Sir/Madam,

We, the undersigned, present our proposal to the RFP '**Selection of schedule airline operators for providing direct flight connectivity from various airports of Madhya Pradesh to other domestic and international destinations**' under the ambit of Madhya Pradesh Civil Aviation Policy, 2025.

We hereby declare that:

- a) All the information and statements made in this Proposal are true and we accept that any misinterpretation or misrepresentation contained in this Proposal may lead to our disqualification by the Directorate of Aviation.
- b) We meet the eligibility requirements as stated in this RFP, and we confirm our understanding of our obligation to a Proposal by the policy in regard to corrupt and fraudulent practices.
- c) Our Proposal is binding upon us and subject to any modifications/ amendments Directorate of Aviation made before the date of submission.
- d) Our Firm /Company do not face any sanction or any pending disciplinary action from any authority against our Firm /Company.
- e) We understand that the Directorate of Aviation is not bound to accept any Proposal that the Directorate of Aviation receives.

Thanking you,

Authorized Signature (In full and initials with Seal):

Name and Title of Signatory:

Name of Proposer (Firm/ Company's name):

In the capacity of:

Address:

Contact information (phone and e-mail):

Date & Time: _____

Place: _____

Annexure 2: Document Checklist

1. Cover Letter
2. Tender Purchase and EMD Payment Challan
3. Certificates of incorporation / Registration Certificates
4. Air Operator Certificate (AOC)
5. Certificate of Airworthiness
6. Air Operator's Permit (AOP)
7. Copy of GST and PAN Card
8. A signed undertaking to this effect should be submitted on Proposer's letter head
9. Any other relevant document as required

Annexure 3: Indicative List of Destinations from MP Based Airports

1. Below is the indicative list of destinations that GoMP intends to connect from the State based airports.
2. Schedule operator(s) are free to suggest and bid for routes (both destination and origin).

Domestic Destinations

- 1) Raipur, Chhattisgarh
- 2) Lucknow, UP
- 3) Varanasi, UP
- 4) Patna, Bihar
- 5) Jammu, J&K
- 6) Kolkata, West Bengal
- 7) Chennai, Tamil Nadu
- 8) Jaipur, Rajasthan
- 9) Goa
- 10) Bhubaneswar, Odisha
- 11) Bagdogra, West Bengal
- 12) Kochi / Trivandrum, Kerala
- 13) Tirupati, Andhra Pradesh
- 14) Port Blair, A&N Irelands
- 15) Ranchi, Jharkhand
- 16) Amritsar, Punjab
- 17) Chandigarh

Note: The above list is indicative, schedule operators are free to choose any Commercial Airport within India.

International Destinations

- 1) Singapore
- 2) Kuala Lumpur, Malaysia
- 3) Bangkok, Thailand
- 4) Jeddah, Kingdom of Saudi Arabia
- 5) Abu Dhabi, UAE
- 6) Dubai, UAE
- 7) Sharjah, UAE
- 8) Doha, Qatar

Note: The above list is indicative, schedule operators are free to choose any International Commercial Airport outside India.

Annexure 4: Details of selected route

To,
The Commissioner,
Directorate of Aviation,
Govt of Madhya Pradesh,
State Hanger, Raja Bhoj Airport Area, Bairagarh,
Bhopal - 462030,
Madhya Pradesh

Ref No: RFP for **'Selection of schedule airline operators for providing direct flight connectivity from various airports of Madhya Pradesh to other domestic and international destinations'**

Dear Sir/Madam,

In response to the RFP.....datedas an owner/ partner/ Director of....., I/We hereby declare that our Firm is pleased to submit our proposal to operate new flights on following routes.

Route Information					
S. No.	Departure Airport of MP	Destination Airport	Weekly Frequency of operations	Aircraft Type	One Way Stage Length (in KM)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

1. We hereby confirm that we have all the required permissions and approvals to start operation on the above suggested sectors, within 2 months for domestic destinations / 3 months for international destinations, from the date of award of the route.
2. In case of any delay, we accept that the awarded route would be considered as deemed cancelled.

Yours Sincerely,

Vide Company Board Resolution/Authority Letter dated:

Name of Authorized Signatory:

Designation of Authorized Signatory:

Address of the Applicant:

Telephone No:

Fax No:

Email:

Annexure 5: Format for pre-bid queries/ recommendations

S. No.	Section, clause & Page No.	Text requiring Clarification	Applicant's query/ recommendation