

ECoR/PR/Rail Heritage Museum/Light & Sound/01

पूर्व तट रेलवे
East Coast Railway



Expression of Interest

For

“Design and Installation of Light and Sound Show having “WOW” Effect at Rail Heritage Museum, Bhubaneswar”.

EOI Notification No.: ECoR/PR/Rail Heritage
Museum/Light&Sound/01

Issued By:

Chief Public Relations Officer
East Coast Railway

Dated: 9th January, 2021

Contents.

Notice Inviting Expression of Interest (EoI).....3

1. Disclaimer.....3

2. Introduction and Background4

3. Description of EOI
Process.....5

4. Scope of
work.....5

5. General
Information.....6

6. Information to be provided in the
EOI.....7

7. Instructions to Applicants7

 7.1 Availing EOI Documents..... 7

 7.2 Completeness of the EOI Response7

 7.3 EOI Preparation Cost.....7

 7.4 Sealing, marking and submission of EOI.....7

 7.5 Late Submission of Proposal for EoI8

 7.6 Language of Bids8

 7.7 Evaluation of EoI8

 7.8 Key Suggestions.....8

 7.9 No obligation to issue an RFT.....8

 7.10 Right to cancel the EOI Process.....8

 7.11 Pre-bid Conference.....8

8. Format for the Applicants to fill in the details (ANNEXURE-A).....9

9. Format for Declaration (ANNEXURE-B)11

10 Format for submission of offer/response to EOI (ANNEXURE-C)12

Notice Inviting Expression of Interest (EOI)

for

“Design and Installation of Light and Sound Show having WOW Effect at Rail Heritage Museum, Bhubaneswar”.

This EOI Document is being issued by East Coast Railway (ECoR) for seeking potential firms and organizations in partnering with ECoR for Design, Engineering, Procurement, Supply, Installation, Testing, Commissioning, Trial Run, Operation and Maintenance of a “LIGHT and SOUND SHOW” on turn-key basis.

Potential bidders are advised to study this EOI Document carefully before submitting their EOI. Expression of Interest (EOI) received in response to this notice shall be utilized to firm up tender specifications and shortlist parties expressing interest in this business model. This EOI document is not transferable. ECoR reserves the right to accept or reject any or all of the EOIs received against this notice without assigning any reasons and without prejudice.

I.	Date of uploading of EOI notice on website	09.01.2021
ii.	Date and time for start of download of this document.	10.01.2021 Time: 1200 hrs.
iii.	Pre-bid Online Conference in connection with EOI	21.01.2021 Time: 1600 hrs.
iii.	Last Date and time of receiving EOI through Email or Post	25.01.2021 Time: upto 1700 hrs.
iv.	Contact details:	cpro@ecor.railnet.gov.in cpro.ecor@gmail.com Phone No. 0674-2303895 Address: Chief Public Relations Officer East Coast Railway Rail Sadan, Chandrasekharpur BHUBANESWAR -751 017.
v.	Website to Download EOI document:	https://eastcoastrail.indianrailways.gov.in

Note: Interested applicants may attend the pre-bid conference through video link. Those who want to join the conference may communicate their willingness in the above mail ID, so that the video link can be sent to them.

1. Disclaimer

Expression of Interest (EOI) contains information considered relevant about the light and

sound show and shortlist potential partners in outsourcing the Design, Engineering, Procurement, Supply, Installation, Testing, Commissioning, Trial Run, Operation and Maintenance of the “LIGHT and SOUND SHOW” on a revenue sharing model. EOI received and selected, shall neither be an agreement nor a contract.

Information provided in this EOI Document pertains to a wide range of subjects, some of which depend on interpretation of law. Applicants are advised to conduct their own independent assessments, site visits, investigations and analysis to gather adequate information they consider relevant.

Furthermore, information provided herein is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. ECoR has no liability under any law, statute or by any rule and/or regulation made there under, tort, equity, principles of restitution, unjust enrichment or otherwise for any loss, damage, costs or expenses which may arise from or be incurred or suffered on account of anything contained in this EOI Document or otherwise, including accuracy, adequacy, correctness, reliability or completeness of information in the EOI Document. Any assessment, assumption, statement or information contained herein or deemed to form part of this EOI Document or arising in any way in this subject shall not create any liability on ECoR.

ECoR reserves the right to change any or all conditions or information in this EOI Document by way of revision, deletion, updation or annulment through issuance of appropriate corrigendum, deemed necessary to protect Railway’s interests without assigning any reason thereof. ECoR will not be liable for any claim as to costs and expenses in relation to the preparation and submission of EOI applications.

Information contained in this EOI Document or subsequently provided to the prospective applicants, verbally or in documentary or any other form by CPRO/ECoR shall be treated as confidential and reproduction, dissemination or use for any other purpose is prohibited.

This EOI Document is only a prospective exploration and does not bind ECoR to select or short-list applicants for a firm commitment at any time.

2. Introduction and Background

East Coast Railway is a premium blue chip zone of Indian Railways. This Railway has a glorious past from the times of old Bengal Nagpur Railway (BNR), to South Eastern Railway (SER) followed by the present form.

East Coast Railway is in the process of constructing a Rail Heritage Museum. The museum will display the antiques associated with Indian Railways such as crockery, telephones, brass bells etc.

In this context, a Light and Sound System is being proposed to be organized in the Rail Heritage Museum, to show case the rich and vibrant history of the railways in general and East Coast Railway in particular. The show will be touching important aspects like origin of ECoR, its history and growth, year of railway installations at important locations like Cuttack, Puri, Visakhapatnam, Sambalpur etc, contribution of East Coast Railway to the growth and development in the region.

It is proposed to be done on a revenue sharing model. The period of revenue sharing is negotiable. Revenue expected will be based on the land use. Revenue is expected from ticket sales for the show. It is to be located in the heart of Bhubaneswar city. It is at a

stone's throw from the East Coast Railway headquarters office building. East Coast Railway will be providing the land for installation of the show and parking space for visitors along with electricity. This show will be a permanent feature. Each show would be for maximum of 40-45 minutes. It is expected that 2-3 shows will be shown everyday in the evening, with a sitting capacity of around 100-120 visitors per show. The show may change its content with time to include new things. Since, this is a first of its kind in Bhubaneswar, it is likely to attract a large visitor-ship.

East Coast Railway seeks Expression of Interest (EOI) for outsourcing the light and sound show starting from design, installation to operation and maintenance.

3. Description of EOI Process

Expression of Interest (EOI) is being sought to identify potential partners to outsource the light and sound show starting from design, installation to operation and maintenance on a revenue sharing basis. Suggestions to firm up specifications for subsequent tenders are solicited through this EOI.

Subsequent to this EOI and short listing of potential partners, it is proposed to issue a Request for Tender (RFT) to award a contract or enter into a Concession Agreement.

One or more pre-bid conferences may be held to elicit and incorporate ideas and suggestions of potential bidders.

East Coast Railway, however, does not in any manner, whatsoever warrant or represent that it will subsequently proceed to invite a RFT.

4. Scope of Work

The scope of work to be included in the prospective RFT to be uploaded subsequent to this EOI shall include:

1. Concept development, script writing, artistic direction and production of a 40-45 min. light and sound show at Rail Heritage Museum, Bhubaneswar. The conceptualization of script backgrounder would include research through books written from time to time. This will also include research on the style of music that is contemporary to the show.
2. Design, engineering, manufacturing, installation, testing and commissioning of hardware, system integration and programming for the show. This would include site visit for audio considerations including location of speakers and projectors.
3. Commissioning of light and sound control system and synchronizing of light and sound circuits.
4. The equipments should be of latest technology in the field of audio, lighting and sound effects, following the relevant standards and code of practices of BIS. The choice would lie with the party, but broad guidelines shall be ease in availability, maintainability, sustainability and energy efficiency.

5. Preparing appealing design for the spectator's gallery. A visit to the site and understanding finer details of the site including spectator's gallery and other physical constraints.
6. Civil works related to the permanent structure on which projectors would be focusing on. Only corrosion proof materials or corrosion protected materials to be used to ensure minimum maintenance and life span.
7. The operation of the show shall be in Hindi and Odia.
8. The theme of the light and sound show should be Railways in general and East coast Railway in particular. Starting from the erstwhile Bengal Nagpur Railway (BNR) to its successor South Eastern Railway (SER) and finally the East Coast Railway, the show should point on important landmarks, of these periods.
9. Sounds of Steam Engine of olden days, hawker sounds in stations, elephant shunting of olden days, diesel engine sounds, evolution of railway tracks from wooden to concrete, train passing on a bridge (old and new), wagon tippler sounds, involvement of Railways in famous Rath Yatra of Puri etc., are some of the specific inputs which may be included in the script for showcasing the transition of railway system from old days to current times.
10. A maintenance and operation manual may be developed at a later stage.
11. A public address system may be in place in the control room.
12. There should be an operator and an assistant to run, operate and maintain the show.

5. General Information

5.1 Eligibility Criteria:

Applicants engaged in the following business shall be eligible to participate:

1. An applicant may be a single entity or a group of entities ("consortium").
2. An applicant may be a natural person or a private entity or any combination of both with a formal intent of entering into joint bidding.
3. The applicant or the agency it will engage should be essentially involved in creative and artistic production.
4. The applicant should have experience of designing and mounting minimum two light and sound show of 30 minutes duration in last 5 years.

The Applicant must be a company registered in India and should have been operational for at least last three financial years on the date of offer/bid submission. The Applicant should be legally competent to enter into a contract as per extant Indian laws.

5.2 Financial Eligibility Criteria :

- i. The applicant should have filed audited balance sheets and other statutory documents for the last three financial years.

- ii. The applicant should have filed income tax Return during the last three financial years.
- iii. The applicant should not be a defaulter of a bank loan.
- iv. The applicant should not be under proceedings in Insolvency and bankruptcy Board or in Debt Recoveries Tribunal. Documents to substantiate claims for eligibility must be enclosed with the offer.

6. Information to be provided in the EOI

1. Applicant must submit all information as requested in this document in the prescribed formats attaching relevant documents.
2. Applications must be signed by a person duly authorized by the company. (A certified copy of the Power of Attorney or such authorization must be enclosed with the application).

7. Instructions to Applicants

East Coast Railway invites eligible potential companies to participate in the outsourcing of light and sound show and submit the EOI as specified in this Expression of Interest (EOI) document. Only one application shall be entertained from one company/party.

7.1 *Availing EOI Documents*

The EoI Document can be downloaded from the website <https://eastcoastrail.indianrailways.gov.in> as per schedule indicated in Notice Inviting EOI without any charge.

7.2 *Completeness of the EOI Response*

Applicants are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of bid shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications. The response to this EOI should be full and complete in all respects. Incomplete or missing information as sought in this EOI document or submission of a proposal not substantially responsive to the EOI document will be at the Applicant's risk and the EOI so submitted is liable to be rejected. ECoR will not entertain or enter into any correspondence on such incomplete applications.

7.3 *EOI Preparation Cost*

The Applicant is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of its Application, in providing any additional information required by ECoR to facilitate the application process. ECoR will in no case be responsible or liable for any costs connected in any way to submission of an EOI application by a party regardless of the conduct or outcome of the bidding process. All information submitted by the Applicant in connection with this EOI application shall be the property of ECoR.

7.4 *Sealing, marking and submission of EOI*

E-applications or Physical (hard copy) applications shall be entertained.

ECoR/PR/Rail Heritage Museum/Light & Sound/01

The Application and all enclosed documents, including the duplicate set, shall be typed and the Applicant's signature attached to each page.

The Applicants shall submit all supporting documents in the format as prescribed in the EOI.

ECoR reserves the right to accept or reject any or all of the Applications received without assigning any reason without prejudice.

7.5 Late Submission of Proposal for EOI

EOI application shall be sent within the time limits as indicated in the Notice for inviting EOI.

7.6 Language of Bids

The responses prepared by the Applicant and all correspondence and documents relating to the bids exchanged by the Applicant and ECoR, shall be in English language only.

7.7 Evaluation of EOI

All information provided in the EOI application shall be considered for the purpose of evaluation. ECoR may invite eligible Applicants to make presentations or for discussion after closure of bids.

7.8 Key Suggestions

Applicants are free to offer their views and suggest changes to any clause in this document. However, ECoR reserves the absolute right to accept or reject any or all opinions of any or all applicants without assigning any reason.

7.9 No obligation to issue an RFT

ECoR shall be under no obligation to issue a Request for Tender at any later stage after opening of EOI applications despite the intent to enter into contracts as envisaged herein at a later stage through issue of RFT.

7.10 Right to cancel the EOI Process

ECoR reserves the right to cancel or close this EOI process at any stage without assigning any reason whatsoever and will not be liable to compensate any Applicant on any grounds whatsoever. The Applicants shall not be entitled to any refund of cost of documents or any other costs incurred by him to participate in this EOI process.

7.11 Pre-bid Conference

A pre-bid conference will be held on **21.01.2021 at 1600 hrs** to clarify any queries, if any, from the interested applicants. The conference will be held online, through a CISCO Webex link. Those who would be interested to attend the pre-bid conference have to send their willingness prior to the pre-bid conference date to cpro@ecor.railnet.gov.in or cpro.ecor@gmail.com, so that the link can be shared to them.

8. Formats for the Applicants :

8.1 Format A_1: Cover Letter

[To be printed on the Applicant company's/ Lead Member's letterhead and signed by its Authorized signatory]

dd/mm/yyyy

To,
Chief Public Relations Officer
East Coast Railway
Rail Sadan,
Chandrasekharpur
BHUBANESWAR -751 017,
(Odisha), India

Sub.: Submission towards Expression of Interest (“EOI”) for “Design and Installation of Light and Sound Show having “WOW” Effect at Rail Heritage Museum, Bhubaneswar”.

Dear Sir/ Madam,

Having examined the EOI, the receipt of which is hereby duly acknowledged, I/We offer to submit the EOI for the Project.

I/We agree and understand that, this EOI is non-binding and non-committal. Further, I/we confirm that neither ECoR nor any of its employees, associates, affiliates or its agents shall be liable to me/us for any liability arising directly or indirectly from our participation in the EOI Process.

I/We further agree, understand and fully comprehend that ECoR may in its absolute and exclusive discretion at any time; change, alter, replace, remove and/or cancel any or all part of the EOI Document or the Project. ECoR may also abandon, call-off, alter, replace, and revise the Project. Furthermore, ECoR is under no obligation or compulsion in any manner whatsoever to release or publish the RFT, it may also change or replace or cancel any or all part of the bidding process.

I/We submit hereto my/our EOI as per the requirements and details specified in the EOI Document. I/We confirm that the information contained in these submissions or any part thereof, including the appendices, and other documents and instruments delivered or to be delivered to ECoR, are true, accurate, verifiable and complete. These submissions include all information necessary to ensure that the statements therein do not in whole or in part mislead ECoR in its EOI Process.

I/We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading during the EOI Process, I/we are liable to be disqualified from the EOI Process.

I/We agree for unconditional acceptance of all the terms and conditions set out in the EOI Document and also agree to abide by this EOI for a period of 120 days from the date of submission.

ECoR/PR/Rail Heritage Museum/Light & Sound/01

I/We agree that you are not bound to accept any EOI you may receive. I/We also agree that you reserve the right in absolute sense to reject all or any of the EOI received as per the EOI Document and Advertisement.

It is hereby confirmed that I/We am/are entitled to act on behalf of my/our firm and empowered to submit this document as well as such other documents, which may be required in this connection.

Signature of Authorized Signatory (with official stamp)

Vide Company Board Resolution/ Authority Letter dated

Name of Authorized Signatory:

Designation of Authorized Signatory:

Address of the Applicant:

Telephone & Fax of the Applicant:

E-mail address of the Applicant:

8.2 Format for Declaration :

[To be printed on the Applicant company's/ Lead Member's letterhead and signed by its
Authorized Signatory]

dd/mm/yyyy

To,
Chief Public Relations Officer
East Coast Railway
Rail Sadan,
Chandrasekharapur
BHUBANESWAR -751 017,
(Odisha), India.

Ref. No:

Dear Sir/ Madam,

In response to the EOI Reference No. _____/2020 dated _____ "Design and Installation of Light and Sound Show having "WOW" Effect at Rail Heritage Museum, Bhubaneswar ", as an owner/ partner/ Director of _____, I/ We hereby declare that presently our firm _____ is having unblemished record and is not declared ineligible for corrupt and fraudulent practices either indefinitely or for a particular period of time by the Government of India and/or any State Government in the last 3 (three) preceding financial years from 2020-21.

I/We further declare that presently our Firm (name of the Firm) is not blacklisted and not declared ineligible for reasons other than corrupt and fraudulent practices by any State/ Central Government/ PSU on the date of Application Submission.

If this declaration is found to be incorrect then without prejudice to any other action my/our Application may be rejected and ECoR may take any other action that may deem fit to it.

Yours sincerely

Signature of Authorized Signatory (with official stamp)

Vide Company Board Resolution/Authority Letter dated

Name of Authorized Signatory:

Designation of Authorized Signatory:

Address of the Applicant:

Telephone & Fax of the Applicant:

E-mail address of the Applicant:

8.3. Format for submission of offer/response to the EOI :

1. Company details -
 - a) Name of the company - Certificate of incorporation
 - b) Name of key persons,
 - c) Authorized signatories (Certified copy of Power of Attorney)
 - d) Contact details,
 - e) Registered and local office addresses (with documentary proof)

2. Profile of the company - Brief description on type of business, experience, etc.

3. Documents to demonstrate the financial capacity - Last three years annual turnover, tax paid, solvency certificate etc.(Copies to be enclosed).

4. Description/details of similar assignments carried out during last five years. Following details for each assignment must be provided with supportive documents:
 - a) Name of the work.
 - b) Name of the client.
 - c) Brief description of scope of assignment.
 - d) Components of assignment.
 - e) Cost of Project and funding
 - f) Any other details

5. Brief description of the concept note that should include:
 - a) Detailed plan for the Light and Sound Show
 - b) The theme as accurate as desired
 - c) Details of light and sound equipments
 - d) Details of Spectator's gallery for a seating plan of 100-120
 - e) Details of the permanent structure which would be built
 - f) Details of Revenue sharing plan
 - g) Expectations from Railways
 - h) Any other relevant details