

**EXPRESSION OF INTEREST (EOI) DOCUMENT**

**FOR**

**SETTING UP OF FLYING / AIRCRAFT MAINTENANCE  
ENGINEERING TRAINING INSTITUTE**

**IN**

**12 DISTRICTS OF UTTAR PRADESH**

***(AMBEDKARNAGAR, FAIZABAD, GHAZIPUR, KUSHINAGAR,  
SHRAVASTI, FARRUKHABAD, ALIGARH, MEERUT, SULTANPUR,  
SONEBHADRA, ETAWAH, KHIRI)***

**ON**

**PRIVATE SECTOR PARTICIPATION**



**Department of Civil Aviation, Government. of U.P., Uttar Pradesh**

**Lucknow Airport, Lucknow, INDIA**

**Phone: +91-522-2436504, 2437567, Fax: +91-522-2435780**

**Website: <http://civilaviation.up.nic.in>**

**Expression of Interest  
for setting up Flying / Aircraft Maintenance Engineering Training Institutes at 12  
Districts of Uttar Pradesh (INDIA)**

Ref: DGCA/EOI/2007/01

Dated: , 2007

1. Department of Civil Aviation, (CAD) Govt. of U.P. owns 12 Airstrips, one each at Ambedkarnagar, Faizabad, Ghazipur, Kushinagar, Shravasti, Farrukhabad, Aligarh, Meerut, Sultanpur, Sonebhadra, Etawah and Kheri in the State of U.P. and intends to utilize these Airstrips and related infrastructure for training of pilots / technical personnel.
2. Offers are invited to set up training centers at any one or more places and to run the same. The CAD shall provide the following facilities to the Private Sector Partner (PSP):
  - a) Allow the training institute to utilize the airstrips.
  - b) Allow use of hangars, wherever available for the purpose of maintenance and housing of Aircrafts.
  - c) Allow the use of terminal building, wherever available.
  - d) Allow to build necessary structures / facilities needed for training and maintenance purposes.
3. One Airstrip can be shared by more than one PSP on sharing basis.
4. The PSP will ensure all the necessary clearances / licenses / approvals / permissions from the respective regulatory bodies including Director General of Civil Aviations, Government of India.
5. The PSP shall make available the Airstrip and other facilities for the landing and housing of Aircrafts owned by CAD and other operators permitted by the CAD or District Magistrate of the concerned district.
6. The complete EOI document containing the terms and conditions of the proposed partnership and qualification criteria can be downloaded from the U.P. Government website at [www.civilaviation.up.nic.in](http://www.civilaviation.up.nic.in).
7. Interested PSPs can submit the completed EOI document to the undersigned accompanied with a non-refundable deposit of Rs.25,000 per Airstrip drawn in favor of Director, Civil Aviation, Government of U.P. by way of Demand Draft payable at Lucknow.
8. The selected PSP shall be required to start the Training within 3 months of signing of Agreement.
9. The undersigned reserves the right to revise or amend the EOI document or to reject any application without assigning any reason thereof.

**Director, Civil Aviation,  
Government of U.P., Lucknow**

## SECTION - I

### INFORMATION TO TENDERERS

#### 1. INTRODUCTION

The Civil Aviation Department (CAD), U.P. owns following Airstrips at 12 places in Uttar Pradesh:

<b>Sr. No.</b>	<b>Location of Airstrip</b>	<b>District</b>
1	Akbarpur	Ambedkarnagar
2	Andhau	Ghazipur
3	Amhat	Sultanpur
4	Dhanipur	Aligarh
5	Dr. Bhimrao Ambedkar	Meerut
6	Farrukhabad	Farrukhabad
7	Faizabad	Faizabad
8	Kasia	Kushinagar
9	Muirpur	Sonebhadra
10	Paliya	Kheri
11	Safai	Etawah
12	Shravasti	Shravasti

CAD, intends to utilize those airstrips and related infrastructure for training of pilots / Aircraft maintenance Engineers / technical personnel etc. The CAD invites offers from PSP to set up their training centers in the above places and to run the same.

#### 2. Role of Private Sector Partner (PSP)

1. The PSP is required to establish Flying Training Institute and / or Aircraft Maintenance Training Institute in at least one of the 12 locations in the states.
2. The PSP has to comply with the Civil Aviation Requirements (CAR) for Flying Training Institute relating to infrastructure, procedures and manpower issued from DGCA, New Delhi.
3. The PSP should get all the necessary clearances / licenses / approvals / permissions from the respective regulatory bodies including Director General of Civil Aviations, Government of India.
4. The PSP will ensure that the Airstrip and all the facilities shall be allowed to be used for the Aircraft of CAD and other operators who would have been permitted by CAD or by concerned District Magistrates on behalf of CAD to land / takeoff.
5. The PSP shall maintain the Airstrip and all the facilities / buildings / hangers / boundary wall etc. at their own cost.
6. The PSP shall make arrangements for security / firefighting and other safety measures at the Airstrips and its building structures at their own cost.
7. The PSP shall get insurance coverage for all of the facilities and the staff working with them for the adequate amount. The CAD shall not be responsible for any claim for loss or damage of property or life in any way.
8. The PSP has to deposit security of Rs.15 lacs in form of Bank Guarantee in favour of Government of Uttar Pradesh for a period of sixty six months which shall be renewable for the same period after every five years during the contract period.
9. The PSP has to deposit a fee of Rs.3 lacs per annum for use of one Airstrip, hangers (wherever available) and other infrastructure facilities available at Airstrip. The fee for

initial period of 5 years (i.e. Rs.15 lacs only) should be deposited at the time of signing of Agreement.

10. The Airstrips and its annexed buildings / hangers / structures, etc. shall be allowed to be utilized by the PSP for a period of 30 years, but the initial permission shall be limited to 5 years which shall be renewed every 5 years at the enhanced fee by 50% each time.

### **3. Role of CAD**

3.1 The CAD shall provide the following facilities to the Private Sector Partner (PSP):

- a) Allow the training institute to utilize the airstrips for the period and manner prescribed herein above.
- b) Allow use of hangers, wherever available for the purpose of maintenance and housing the Aircrafts for the period and manner prescribed herein above.
- c) Allow the use of terminal building, wherever available for the period and manner prescribed herein above.
- d) Allow to build necessary structures / facilities needed for training and maintenance purposes for the period and manner prescribed herein above. The structures/Facilities built by the PSP shall vest into the Government of Uttar Pradesh on the date of completion of period of thirty years. If the Agreement is terminated before the period of thirty years due to fault of PSP, in that case too the above said structures/facilities built by PSP shall vest into the Government of Uttar Pradesh.

3.2 The CAD shall inspect the Airstrips and the hangers / buildings annexed therein at any time and shall require the PSP to make good any of the structure / installations.

### **4. Eligibility Criteria**

The PSP should meet the following eligibility criteria:

4.1 It should be:

- a) A citizen of India; or
- b) A group of individuals of Indian nationality or a trust formed under any law of India or States of India or society registered under the Societies Registration Act, 1860; or
- c) A Non-Resident Indian (NRI)/Overseas Corporate Bodies (OCB); or
- d) A company registered under the Companies Act, 1956, having its principal place of business within India ; or
- e) The Central Government or a State Government Undertaking owned or controlled by either of the said Governments.

4.2 The PSP should have an authorized / paid up capital of more than Rs.1 Crore. In cases where PSP is applying for more than one site his authorized/paid up capital should be more than the amount equal to the amount of Rs. 1 crore multiplied by number of site.

### **5. Instructions to PSP for applying for more than one site**

- a) The PSP have option of submitting their EOI for any one or more of the above mentioned locations and /or a combination thereof.
- b) More than one PSP may be considered for setting up training institutes at one location. In such cases, they will have to share the Airstrip and hanger, terminal building etc.
- c) The PSP should indicate the name of locations for which they are submitting their EOI in the letter of Submission.
- d) A PSP applying for more than one location shall be considered as individual entity for each location.

## **6. Conflict of Interest**

PSP shall not have a conflict of interest. All tenderers found to have a conflict of interest as mentioned below will be disqualified:

- a) The tenderers in two or more different tenders submitted according to this tender document have controlling share holders in common ,or
- b) The tenderers (including their personnel and sub-contractors) that have a business or family relationship with such members of the CAD staff who are directly or indirectly involved in the Project will not be considered.

## **7. Corrupt or Fraudulent Practices**

CAD requires that applicants under the proposal observe the highest standard of professional ethics. In pursuance of this policy, CAD:

- a) defines, for the purpose of these provisions, the terms set forth below as follows:
  - i. “corrupt practices” means the offering, giving, receiving or soliciting of any thing of value to influence the action of a public; and
  - ii. “fraudulent practices” means a misrepresentation of facts in order to influence the execution of a selection process and includes collusive practice among Applicants to deprive the benefits of free and open competition.
- b) Will reject the tender if it is found that the selected tenderer has engaged in corrupt or fraudulent practices in competing for selection in question.
- c) Will declare a tenderer ineligible, either indefinitely or for a stated period of time, to be selected as PSP, if it at any time it is found that the tenderer has engaged in corrupt or fraudulent practices in competing for, or executing the Project.

## **8. Processing Fee**

- a) The EOI document can be downloaded from the CAD website at <http://civilaviation.up.nic.in>
- b) The EOI document can also be obtained from the office of the Director, Civil Aviation, Government. of UP, Lucknow Airport, Lucknow by paying a cost of Rs. 200 (Rupees two hundred) only.
- c) The EOI document can also be obtained by post by sending an application along with a Demand Draft for Rs. 300 (Rupees three hundred) only in favor of Director, Civil Aviation, Government of UP, payable at Lucknow.
- d) The tenderer shall pay a non-refundable amount of Rs.25,000 (Rupees twenty five thousand only) per Airstrip. This amount shall be paid through a demand draft drawn in favor of ‘Director, Civil Aviation, Government of U.P.’ payable at Lucknow and shall be enclosed with the tender at the time of submission, failing which the tender shall be rejected.
- e) The tenderer shall bear all costs associated with the preparation and submission of its proposal. CAD will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the EOI process.

## **9. Submission of Proposal**

The interested PSP should submit their tender to the Director, Civil Aviations, Government of U.P., Amausi Airport, Lucknow in a sealed cover. The tender shall be submitted with processing fee and necessary details.

## **10. Clarifications of Proposals**

- a) The tenders shall be evaluated on the basis of the Proposal and the supporting documents submitted by them. CAD shall not be under any obligation to seek any further information or clarifications.
- b) Without prejudice to the above, in order to assist in the evaluation of tenders, CAD may, at its sole discretion, ask any tenderer for any clarification on its Proposal which shall be submitted within a stated reasonable period of time. If requested the tenderer must be prepared for a presentation before the evaluation committee.
- c) If a PSP does not provide clarifications requested by the date and time set forth in such request for clarification, its tender shall be evaluated based on the information and documents submitted in the tender at first instance.
- d) It is clarified that PSP shall not be required to submit on their own, additional information or material subsequent to the date of submission and such material if submitted shall be disregarded. It is therefore essential to ensure that all the details are provided fully.

## **11. Evaluation of Proposals**

The tenders received in the CAD shall be considered by a committee headed by an officer not below the rank of Secretary, Government of U.P. with its members as Finance Controller of Civil Aviation Department, Chief Engineer, Civil Aviations Department, Controller of Air worthiness, Department of Civil Aviations, Government of India and Director Civil Aviations, U.P. who shall be Member Secretary and who shall be authorized to correspond, communicate and sign any document on behalf of CAD.

## **12. Right to Accept / Reject any or all tenders**

CAD reserves the right to accept or reject any or all tenders and to annul the selection process at any time without any liability or any obligation for such acceptance, rejection or annulment, without assigning any reason therefor.

## **13. Arbitration:**

All disputes arising out shall be referred to the Principal Secretary, Civil Aviations, Government of U.P., who shall act as arbitrator. The decision taken by the arbitrator shall be the final and binding on both the parties. The provisions of Arbitration and Conciliation Act, 1996 shall apply.

## **14. Jurisdiction**

All disputes arising shall be subject to the jurisdiction of the appropriate court of concerned district.

## LETTER OF SUBMISSION

*[Letterhead paper of the Applicant including full postal address, and telephone, facsimile and e-mail address]*

Date: \_\_\_\_\_

To:

Director of Civil Aviations  
Uttar Pradesh,  
Lucknow Airport,  
Lucknow

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**SUBJECT: Expression of Interest for Setting up Flying / Aircraft Maintenance Training Institute at 12 Districts of Uttar Pradesh (Applicants may indicate the location(s) when submitting their EOIs)**

Sir,

Having examined the details given in EOI document for the above project, I/we \_\_\_\_\_, JV / Company / Partnership Firm / \_\_\_\_\_ hereby submit the relevant information for considering my EOI for setting up Flying / Aircraft Maintenance Training Institute [*cross whichever is not applicable*] at 12 Districts of Uttar Pradesh at .....[ *name of the location/ locations to be mentioned*]

- a) We hereby certify that all the statements made and information supplied in the enclosed forms 'and accompanying statements are true and correct.
- b) I/We have furnished all information and details necessary for EOI and have no further pertinent information to supply.
- c) I/We also authorize Director of Civil Aviation, Uttar Pradesh, Lucknow or his authorized representatives to approach individuals, employers and firms to verify our competence and general reputation.
- d) I/We submit the following documents in support of our suitability, technical know-how and capability.
- e) I/We shall be jointly and severally liable to the CAD for all the Contractual obligation and liabilities as per the contract.

Certificate from

Signature of the Authorized Signatory

Enclosures

Seal of applicant

Date of submission

**Declaration Regarding Acceptance of Terms & Conditions contained in the  
Expression of Interest (EOI) Document and Declaration Regarding Clean  
Track Record**

To,

Director of Civil Aviations  
Uttar Pradesh,  
Lucknow Airport,  
Lucknow

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Sir,

I/We have carefully gone through the Terms & Conditions contained in the EOI Document regarding applications for Expression of Interest (EOI) from interested PSP for setting up Flying / Aircraft Maintenance Engineering Training Institutes in Uttar Pradesh, India. I declare that all the provisions of this EOI Document are acceptable to my Company / consortium. I/We also declare that my Company has not been debarred / black listed by any Government / Semi Govt. Organization in any Country. I further certify that I am an authorized signatory of my company and am, therefore, competent to make this declaration.

Yours truly

Signature of the Authorized Signatory

**General Information and Documents to be submitted**

1. Name of the Principal firm submitting the proposal: \_\_\_\_\_  
(Attach attested photocopy of Certificate of Registration)
  
2. Legal Status of the firm: Individual Company / Partnership Firm / Joint Venture firm / Trust / Others (Attach Memorandum and Article of Association / Partnership Deed / JV Agreement / By-laws etc.)
  
3. Registered Address, telephone No., fax no. e-mail ID, website  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
4. Contact Person, Designation and address including contact no. and e-mail ID.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
5. Organizational Profile (attach relevant document in their support) :
  - a) Its existing Business
  - b) Details of experience in aviation industry
  - c) Organization Structure
  - d) Names of Directors of the Board and Chairman / Chief Executive Officer, their nationality, passport details, address and other details as per DGCA norms for necessary security clearance
  
6. Curriculum Vitae of Key Professionals (in the format given in EOI Document)
  
7. Certificate of Net Worth
  
8. Approach paper on methodology for setting up training Institute (Flying / Aircraft Maintenance)
  
9. Applicants plans for proposed training Institute i.e. Project Report giving complete details regarding:
  - a) Proposed Organizational setup
  - b) Manpower to be employed and no. of instructors for each type of training
  - c) Training Plan i.e. types of training to be provided, batch size, number of batches to be conducted for each type of course.

d) Proposed utilization of Airstrip (number of hours) i.e. Schedule

e) Infrastructure to be acquired viz.

- Class room,
- Library,
- Other office infrastructure,
- Vehicles,
- Hangers for Aircraft parking,
- Parking for other vehicles
- Navigation equipments,
- Proposed types of aircrafts, their number and where to be purchased / leased.
- Radar & Control Mechanisms
- Existing Aircrafts, their age and date of purchase
- All other facilities required to be setup for Grant of Approval from DGCA, New Delhi

Signature of the Authorized Signatory

**Format of Curriculum Vitae for Key Staff**

1. Proposed position of the Group:
2. Name of Person:
3. Date of Birth:
4. Years with Firm:           Years
5. Total Experience:         Years
6. Total No. of hours flying (In India)
7. Total No. of hours flying (International Flights)
8. Single Engine Experience
9. Multi Engine Experience
10. PROFESSIONAL QUALIFICATIONS:  
(Name of Degree – Graduation onwards, University, Year of Passing)
11. EMPLOYMENT RECORD AND PRESENT COMMITMENTS
12. KEY ACHIEVEMENTS:
13. SPECIALIZATION & EXPERTISE:
14. PROFESSIONAL EXPERIENCE:  
(Starting with present position, list in reverse chronological order, for every employment held)
15. TRAINING COURSES AND WORKSHOPS ATTENDED:  
(Give description of course, year in which held, duration and name of organization who has organized the Workshop)
16. LANGUAGES:  
(Language, proficiency -read, write, and speak)
17. CERTIFICATION:  
I, the undersigned, certify that to the best of my knowledge and belief, this Bio data correctly describes my qualification, my experience and myself.

Signature of Team Members

Date:

Note: the CV should be accompanied with DGCA, New Delhi endorsement certificate)