

Dated : 25<sup>th</sup> October 2024

**Corrigendum – 03 Change in Bid Schedule**

**Bid Reference No. 667/Invest UP/2024-25**

*(Request for Proposal for Selection of a Promoter Agency for Conceptualizing, Organizing and Promoting the Moto GP Event in Uttar Pradesh, India)*

Clause No.	Existing Schedule				Revised Schedule			
	S. No.	Particulars	Date	Time	S. No.	Particulars	Date	Time
Page No 1 & 6	7	Bid Submission End Date	13 <sup>th</sup> Nov 2024	16:00 Hrs	7	Bid Submission End Date	30 <sup>th</sup> Nov 2024	15:00 Hrs
	8	Opening of Technical Bid	13 <sup>th</sup> Nov 2024	17:00 Hrs	8	Opening of Technical Bid	30 <sup>th</sup> Nov 2024	17:00 Hrs

( प्रथमेश कुमार )  
अपर मुख्य कार्यपालक अधिकारी  
इन्वेस्ट यू.पी.

(Prathamesh Kumar)  
Adl. Chief Executive Officer  
Invest U.P.

**INVEST UP**

(Investment promotion & facilitation  
Agency of Govt. of Uttar Pradesh)

4th Floor, A-Block, PICUP Bhawan, Vibhuti Khand  
Gomti Nagar, Lucknow-226 010 (U.P.)

E-mail : [info@investup.org.in](mailto:info@investup.org.in)

Website : <http://www.invest.up.gov.in>

Phone : (0522)-2720236, 2720238



## Pre-Bid Queries & Responses

Bid Reference: 667/Invest UP/2024-25

(Request-for-Proposal for Selection of a Promoter Agency for Conceptualizing, Organising and promoting the MotoGP event in Uttar Pradesh, India)

**Pre-Bid Meeting: 14<sup>th</sup> October 2024**

#	Clause No. <Page No.>	Tender Clause	Query Received	Response
<b>Showcraft Productions Pvt Ltd</b>				
1	Clause No. 5 <Page no. 7>	<b>Background:</b>  Invest UP signed an agreement with Dorna Sports S.L. for organising MotoGP event in India at Buddha International Circuit, Greater Noida for three consecutive years (i.e.: 2025, 2026 and 2027). As per condition of this agreement, Invest UP will have to onboard a Promoter for conceptualizing, organising and managing entire event for next three years. Promoter company will also get exclusive rights, which are explicitly detailed in this RFP document.	MotoGP India Leg is kept on "reserve." Request clarification on the advance notice that the promoter will receive for preparation.	As per Dorna Sports, the MotoGP India Leg is tentatively scheduled for March 2026. The promoter will be duly notified in advance of the finalised dates to ensure adequate preparation.
2	Appendix - I, Schedule - 2, Clause No. 3 <Page no. 64>	For the avoidance of doubt DORNA shall be exclusively entitled to enter into agreements with third parties concerning the right to advertise and to secure and display Advertising within and around the circuit throughout the Event (or part thereof) ("DORNA Signage") and to grant Title Sponsorship to the Event to any person or persons on such terms and conditions as DORNA may deem fit.	Title Sponsorship retained by Invest UP with a fee of Rs.15 crore. Request that the promoter be allowed to sell sponsorships.	The promoter will have exclusive rights for promoting and sourcing title sponsorship, which can be offered to a company in consultation with Invest UP. Additionally, Invest UP will also source sponsorship to cover its own cost. However, It will be sole responsibility of the promoter is to give proper visibility and takeaways to the sponsor sourced by Invest UP on a mutually agreed term. This will be in accordance with Synopsis of the RFP Document mentioned at Page No. 8.

*(Signature)*  
**ANURUDDHA KSHATRIYA**  
General Manager  
Investment Promotion

( प्रमोशन कुमार )  
अपर मुख्य कार्यपालक अधिकारी  
इन्वेस्ट यू.पी.

( ANURUDDHA KSHATRIYA )  
General Manager  
Investment Promotion



#	Clause No. <Page No.>	Tender Clause	Query Received	Response
3	Clause No. 5 <Page no. 8>	Synopsis	No direct clause exempting liability. SOW has various elements which pertain to the track infra and under the purview of Invest UP for which the Promoter should not be held liable.	The track will be procured, repaired and homologated by YEIDA at its own cost before the event. However, it will be sole responsibility of promoter to ensure proper compliance and safety measures during the race at the track. It will be in accordance with clause no. 6.1.2 at page no. 9 of RFP Document.
4	Appendix – I <Page no. 46 - 65>	Appendix I: "Promoters Contract Form/Promoters Agreement (Draft)"	Appendix H has various deliverables which are under the purview of Invest UP and hence the Promoter shouldn't be the only signatory along with Dorna.	It will be a tripartite agreement between Dorna Sports, Invest UP, and the promoter. Even draft promoter agreement provided at Appendix-I of the RFP contains the same.
5	Clause No. 33, 1, 2 <Page no. 30>	The bidding entity must have minimum Average Annual Turnover of at least Rs. 200 Cr. in last 3 financial years from 2021-2024 (i.e. 2021-22, 2022-23 and 2023-24) from Event, Advertising and Marketing related activity. (Turnover of sister concerns/affiliates will not be considered)	Request to consider the combined turnover of JV partners to meet the Rs. 200 crore eligibility requirements.	As per the Corrigendum below
6	Clause No. 6.1.6 <Page no. 10>	<b>Audience Engagement and Ticketing:</b> 1. Develop a ticketing strategy and manage ticket sales. 2. Create and manage fan engagement activities and entertainment. 3. To prepare a social media strategy, which should be approved by the Invest UP, to create right buzz around event and ticket sale.	Need more clarity on the Tickets for the Paddock and how many guests can be given to various sponsors etc.	The promoter will have control over entire ticket sales of the viewing gallery. The access to Paddock area will be exclusively granted by Dorna Sports. However, the Promoter will provide a grandstand area free of charge for pass holders to view the races, with a maximum capacity of 1000 persons. It will be in accordance with Clause No. 6.5.5 at page no. 14.


*(Signature)*  
ANURUDDHA KSHATRIYA  
General Manager  
Investment Promotion

(प्रथमेश कुमार)  
अपर मुख्य कार्यपालक अधिकारी  
इन्वेस्ट यू.पी.

(ANURUDDHA KSHATRIYA)  
General Manager  
Investment Promotion



#	Clause No. <Page No.>	Tender Clause	Query Received	Response
7	Clause No. 13, 8 <Page no. 20>	<b>Royalty:</b> The applicant would provide the proposal stating the Royalty amount that it would be providing to Invest UP for the event in the year 2024-25. This Royalty amount will be indexed upward annually by 5%. The quote should be exclusive of taxes, i.e. the bidder would have to pay the applicable tax extra beyond the quoted amount.	Viability Gap Funding has been removed and Royalty has been asked for. We propose that for the 1st year, Invest UP may kindly consider VGF also.	Cannot be considered. The clause will remain as per RFP
Shrachi Sports				
1	Clause No. 14 <Page no. 20>	<b>EARNEST MONEY DEPOSIT (EMD)</b> An Earnest Money Deposit (EMD) for an amount of INR 10,00,000/- (Rupees Ten Lakh only) if the Bidder is an Indian entity, or USD 12000 (Twelve Thousand US dollars) if the Bidder is a foreign entity through RTGS has to be submitted for acceptance of the e-bid. The RTGS has to be made on or before the bid submission date and time	Requesting your kind confirmation to adjust the already submitted Bid Fee + EMD towards the revised RFP process.	The Bid Fee and EMD submitted for the earlier RFP will not be adjusted against this RFP. If a bidder has submitted Tender Fee and EMD against the RFP issued earlier, then they may claim the return of the same by sending a written request to Invest UP.
Enjin Experience				
1	Clause No. 13 <Page No. 19>	Each bidder shall submit a maximum of one (1) proposal for the assignment, in response to this tender document. Any bidder who submits more than one proposal for the assignment shall be disqualified. A Joint Venture/Consortium of maximum of 3 partners is allowed. The lead partner of Joint Venture/Consortium should have at least 26% share and should satisfy technical and financial qualification as per this RFP. The proposal shall remain	Consortium is allowed?	Yes, Consortium is allowed

  
**(ANURUDDHA KSHATRIYA)**  
 General Manager  
 Investment Promotion

(प्रथमेश कुमार)  
 अपर मुख्य कार्यपालक अधिकारी  
 इन्वेस्ट यू.पी.

		valid for a period of not less than 180 days from the proposal due date (proposal validity period). The Client reserves the right to reject any proposal, which does not meet this requirement.		
2	Clause No. 5 <Page no. 7>	<p><b>Background:</b></p> <p>Invest UP signed an agreement with Dorna Sports S.L. for organising MotoGP event in India at Buddha International Circuit, Greater Noida for three consecutive years (i.e.: 2025, 2026 and 2027). As per condition of this agreement, Invest UP will have to onboard a Promoter for conceptualizing, organising and managing entire event for next three years. Promoter company will also get exclusive rights, which are explicitly detailed in this RFP document.</p>	Moto GP event is confirmed @ Bharat 2025-2027 or is it 2026-2028?	As per Dorna Sports, the MotoGP India Leg is tentatively scheduled for March 2026. The promoter will be duly notified in advance of the finalised dates to ensure adequate preparation.

*Anuruddha Kshatriya*  
**(ANURUDDHA KSHATRIYA)**  
 General Manager  
 Investment Promotion

*(प्रथमेश कुमार)*  
 अपर मुख्य कार्यपालक अधिकारी  
 इन्वेस्ट यू.पी.

*(ANURUDDHA KSHATRIYA)*  
 General Manager  
 Investment Promotion



# Corrigendum – 1

Bid Reference: 667/Invest UP/2024-25

(Request-for-Proposal for Selection of a Promoter Agency for Conceptualizing, Organising and promoting the MotoGP event in Uttar Pradesh, India)

Clause No. <Page No.>	Existing Clause	Revised Clause
Clause no. 13 <Page No. 18-19>	<p><b>INSTRUCTION TO BIDDERS</b></p> <p>The Promoter shall function as the Sports Event Management Agency for Conceptualizing, Organising and promoting the MotoGP event in Uttar Pradesh, India and its scope would be extended to items lists in the scope of work.</p> <p>The proposal will be evaluated on the basis of the evaluation criteria set out in this tender document in order to identify the successful bidder ('successful bidder'). The successful bidder will be issued a work order by the Client. The Client intends to adopt a single stage-two envelope bidding process for the selection of the agency for the assignment. Hence, the technical and financial proposal shall be uploaded as two separate files on the e-tendering website.</p> <p>Each bidder shall submit a maximum of one (1) proposal for the assignment, in response to this tender document. Any bidder who submits more than one proposal for the assignment shall be disqualified. A Joint Venture/Consortium of maximum of 3 partners is allowed. The lead partner of Joint Venture/Consortium should have at least 26% share and should satisfy technical and financial qualification as per this RFP. The proposal shall remain valid for a period of not less than 180 days from the proposal due date (proposal validity period). The Client reserves the right to reject any proposal, which does not meet this requirement.</p>	<p><b>INSTRUCTION TO BIDDERS</b></p> <p>The Promoter shall function as the Sports Event Management Agency for Conceptualizing, Organising and promoting the MotoGP event in Uttar Pradesh, India and its scope would be extended to items lists in the scope of work.</p> <p>The proposal will be evaluated on the basis of the evaluation criteria set out in this tender document in order to identify the successful bidder ('successful bidder'). The successful bidder will be issued a work order by the Client. The Client intends to adopt a single stage-two envelope bidding process for the selection of the agency for the assignment. Hence, the technical and financial proposal shall be uploaded as two separate files on the e-tendering website.</p> <p>Each bidder shall submit a maximum of one (1) proposal for the assignment, in response to this tender document. Any bidder who submits more than one proposal for the assignment shall be disqualified. <b>A Joint Venture/Consortium of maximum of 3 partners is allowed. The lead partner of Joint Venture/Consortium should have at least 26% share and cumulative credentials of all the Members of consortium/joint venture having more than 26% share in the consortium should satisfy technical and financial qualification as per this RFP. Even for Technical Evaluation as per clause no. 33 (2) of this RFP will be done on the basis of cumulative credentials of all the members having more than 26% share in the consortium/joint venture.</b> The proposal shall remain valid for a period of not less than 180 days from the proposal due date (proposal validity period). The Client reserves the right to reject any proposal, which does not meet this requirement.</p>

*Akshat*  
**AKSHAT KSHATRIYA**  
 General Manager  
 Investment Promotion

(प्रथमेश कुमार)  
 अपर मुख्य कार्यपालक अधिकारी  
 इन्वेस्ट यू.पी.



Clause No. <Page No.>	Existing Clause	Revised Clause
Clause No. 6.6 (7) <Page no. 16>	The Promoter will have to open an Escrow Bank Account with Invest UP as joint holder. All the revenue earned by the Promoter and expenses made should be through this Escrow Bank Account and should require approval of both Promoter and Invest UP in case of any drawl. This Escrow Bank Account should be kept operational till the end of agreement.	Clause Deleted
Appendix – B <Page No. 39>	Appendix B –  Organisational Profile: FORM-I Details of Bidder (On the letterhead of the bidder)	Appendix B –  Organisational Profile: FORM-I Details of Bidder (On the letterhead of the bidder/Lead Member of the Consortium)
Appendix – E <Page No. 43>	Appendix E – Financial Capacity of the Bidder/Lead Member of Consortium (Chartered Accountant certificate, for any three consecutive financial years from 2021-2024 (i.e. 2021-22, 2022-23 and 2023-24))	Appendix E – Financial Capacity of the Bidder/Lead Member of Consortium/Member with more than 26% share in Consortium (Chartered Accountant certificate, for any three consecutive financial years from 2021-2024 (i.e. 2021-22, 2022-23 and 2023-24))  Note: Separate CA Certificates for each member having more than 26% in the Consortium/Joint Venture is to be provided.

*Anuruddha Kshatriya*  
(ANURUDDHA KSHATRIYA)  
General Manager  
Investment Promotion

(प्रथमेश कुमार)  
अपर मुख्य कार्यपालक अधिकारी  
इन्वेस्ट यू.पी.

(ANURUDDHA KSHATRIYA)  
General Manager  
Investment Promotion