

Expression of Interest

For

**Transaction Advisory Services for Pilot run of Commercial
Drone Services in Himachal Pradesh on PPP Mode**

Issued by

HP INFRASTRUCTURE DEVELOPMENT BOARD, SHIMLA, HP

(This notice is open to all Consultants on the panel of HPIDB & DEA, GoI)

DISCLAIMER

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The EoI is not an offer by HPIDB, but an invitation for bidder's responses. No contractual obligation on behalf of HPIDB, whatsoever, shall arise from the offer process unless and until a formal contract is signed and executed by duly authorized entities of Govt. of HP and the Bidder.

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1. Introduction

The Himachal Pradesh Infrastructure Development Board (HPIDB), on behalf of the Government of Himachal Pradesh (GoHP), invites Expressions of Interest (EoI) from consulting firms in the panel of HPIDB & DEA, GoI for PPP projects for providing comprehensive consultancy services. These services are for conducting a detailed feasibility study and bid process management for the implementation of Commercial Drone Services through pilot run in the state under a Public-Private Partnership (PPP) model.

The GoHP aims to leverage drone technology to enhance connectivity, improve emergency response, support the local economy, and promote sustainable mobility in its challenging mountainous terrain. This initiative is a key step towards achieving the "Green Himachal Vision" and positioning the state as a leader in advanced air mobility.

2. Background

Himachal Pradesh faces unique geographical challenges that impede efficient ground transportation of goods and timely delivery of emergency services. The proposed Drone services will address these issues by providing a rapid and reliable alternative.

The project's primary focus will be on:

- Goods Transportation: Swift delivery of goods, perishable horticulture and agricultural produce, from farms to markets.
- Improve Emergency Response: Facilitating quick medical and disaster relief operations in inaccessible regions.
- Connectivity: Providing enhanced connectivity to remote sites.
- Support local Economy by creating employment opportunities in Drone operations, maintenance and related services.
- Deliver departmental services such as mapping/surveying/areal inspection/photography etc. on chargeable basis.
- The successful implementation of a pilot project of Drone services shall be further scaled and implemented in other areas.

3. Proposal Objective

The main objective of the proposed Drone Services is to enhance connectivity providing rapid and efficient transportation solutions to remote and underserved areas of Himachal Pradesh. This initiative aims for swift delivery of goods, perishable horticulture and agriculture produce from farms to market contributing to improved supply chain efficiency and enhanced quality of life in remote communities, to improve emergency response capabilities by facilitating quicker delivery of medical supplies and disaster relief materials to inaccessible regions. By promoting the use of drone technology, the project also seeks to support the local economy through the creation of employment and self-employment opportunities in drone operations, maintenance, and related services. Aligned with the "Green Himachal Vision," the project emphasizes sustainable mobility by exploring the deployment of electric-powered drones, thereby reducing reliance on conventional, often polluting, ground transportation in ecologically sensitive zones.

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4. Scope of Services - The scope of work shall include, but is not limited to:-

A. Feasibility Studies

- i. Inception Report/Conceptual Plan shall have to be prepared and submitted by the selected Consultant. Sites visit, Surveys, collection of requisite data.
- ii. Demand Assessment: Analyze the market demand for drone services for cargo, perishable goods, medical supplies etc.
- iii. Route and Topographical Analysis: Identify and propose commercially and technically viable drone corridors and vertiport locations, considering the state's challenging topography, weather patterns, and DGCA regulations.
- iv. Techno-Commercial Evaluation: Evaluate various drone technologies and their suitability for Himachal Pradesh's environment, including required payload capacity, range, and operational costs.
- v. Regulatory and Legal Analysis: Provide a detailed report on the regulatory landscape, including required DGCA approvals (BVLOS, type certification, etc.), and recommend a framework for compliance in the state.
- vi. Financial Viability: Develop a detailed financial model for the project under a PPP framework, including a sustainable revenue model, cost estimates and risk analysis.
- vii. Social and Environmental Impact: Assess the potential impact on employment, local economy, and the environment.

B. Bid Process Management

- i. Project Structuring: Advise on the most suitable PPP model for the pilot run of project, ensuring a fair risk-sharing mechanism between the public and private sectors. The pilot run shall be undertaken at 3 sites as per the feasibility studies.
- ii. Preparation of Bid Documents: Draft all necessary bid documents, including the Request for Proposal (RFP), concession agreement, and other contract documents for the selection of service providers.
- iii. Bidder Selection: Assist HPIDB in the short listing of bidders, evaluation of technical and financial proposals, and final selection of the service provider.
- iv. Assist the HPIDB in fulfilling the Condition Precedents and financial closure by the selected bidder/operator.

C. Legal Advice

Offering Legal Advice on any matter relating to the assignment referred to it by HPIDB/Authority.

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5. Eligibility Criteria for Bidders/Consultants

The interested Bidder/Consultant should meet the following minimum eligibility criteria:

- i. The Bidder/Consultant should have at least 10 years of experience in PPP projects structuring.
- ii. Experience in projects related to the drone technology and understanding of infrastructure requirements including vertiports, charging stations, cold storage integration, and coordination with multiple stakeholders such as government bodies and farmer organizations will be a significant advantage. The Bidder/Consultant should demonstrate understanding of the Drone ecosystem including regulatory framework, operational challenges and market dynamics.
- iii. The Bidder/Consultant must not be blacklisted or debarred by any Government organization or PSU.
- iv. The Bidder/Consultant must have successfully completed atleast 2 similar projects in the last five years. Similar project means projects involving feasibility studies, due diligence, PPP modeling in aviation, logistics or new technology sector. A list of those projects with client reference must be provided.
- v. Must have a minimum annual turnover of Rs. 50 Crore in 3 out of last five Financial Years. Audited statements are required.
- vi. The Bidder/Consultant must propose a team of relevant experts including:
 - **Financial Expert-cum- PPP Expert:** MBA/CA having at least 10 years of experience in financial modelling and structuring of PPP projects
 - **Legal Expert:** LLB, having at least 10 years of experience in PPP contracts/agreements and other legal aspects of PPP projects.
 - **Technical Expert (Drone):** Degree in Aeronautics, Mechanical/ Electrical/ Robotics/ Geomatics/GIS, having experience in Drone technology, Air mobility, Air cargo logistics.

(Full time deployment on site is not required, deployment/ site visits as per the scope of work to ensure achievement of deliverables shall be required.)

- vii. The Bidder/Consultant may associate domain experts/firms specializing in Drone technology or Drone related services to form Consortium/JV.

The number of Consortium partners shall be limited to 2, including the lead Consultant. The main responsibility shall remain with the Lead Bidder/Consultant.

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6. Evaluation Criteria

| S.No. | Criteria | | Weightage | Max. Marks | Supporting Documents Required |
|-------|--------------------|--|----------------------------------|------------|--|
| 1 | Experience | i. Experience in conducting feasibility studies /structuring PPP projects in aviation, logistics or technology sectors | 10 marks for each assignment | 40 | Completion certificates/ work orders |
| | | ii. Specialized experience in Drone logistics, drone technology relating assignments. | 5 marks for one assignment | 10 | |
| | | iii. Prior experience of working with HP Govt. Department | 5 marks for one assignment | 10 | |
| 2 | Team Composition | Adequacy of the proposed team and mix of expertise | --- | 25 | List of experts and designation/ proposed role |
| 3 | Financial Capacity | Average turnover from consultancy in last three years: i) More than 100 Cr. ii) 75-100 Cr. iii) 50-75 Cr. <i>(Turnover of Lead Bidder shall be considered only)</i> | 15 marks 10 marks 05 marks | 15 | Audited Financial Statements |

6.1 Shortlisting

- HPIDB will evaluate all EOI's based on the above criteria.
- A minimum qualifying score of 70 points is required to be shortlisted.
- Only firms that meet the minimum qualifying score will be invited to submit detailed technical & financial proposal at RFP stage.

*** The final selection of the Consultant will be based on Technical & Financial scores at RFP stage.**

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7. Timelines and Payment Milestones

| S.No | Deliverables/Milestones | Time for Consultant to submit the deliverable | % of the Total fees Payable |
|------|--|---|-----------------------------|
| 1. | Inception Report / Conceptual Plan. | Two weeks from signing of the Agreement. | 10% |
| | Technical Assessment & Financial Feasibility Report. Structuring/ Financial modelling of the Proposal etc. <i>(Further work on assignment shall depend upon the outcome of Inception Report/Feasibility Study acceptable to the HPIDB).</i> | Draft documents within Three weeks from acceptance of first deliverable | |
| | | Final documents within One week after acceptance of draft report. | 20% |
| 2. | Preparation of Bid Documents (RFP/ Concession Agreement /other documents as may be required). <i>(Legally vetted)</i> | Two week from acceptance of second deliverable. | 20% |
| 3. | Selection of the Bidder/Issue of award letter <i>(In case bids are not received for the selection of concessionaire in first call, the Transaction Advisor shall carry out bid process for second and third call at no extra cost to the HPIDB)</i> | Five weeks from acceptance of third deliverable/or as per RFP. | 20% |
| 4. | Successfully signing of Concession Agreement and submission of Performance Security by the selected bidder. | As per RFP | 10% |
| 5. | Financial Closure | As per CA. | 20% |

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8. The Bidder/Consultant shall provide comments on the objectives and scope of work/services of EOI in their proposal.

9. General Terms and Conditions:

- i. Bid Validity: The bid shall be valid for 120 days.
- ii. Confidentiality: All information shared by the HPIDB will be treated as strictly confidential.
- iii. Right to Reject: The HPIDB reserves the right to accept or reject any or all proposals without assigning any reason.
- iv. Dispute Resolution: Any disputes arising will be subject to the exclusive jurisdiction of Court in Shimla.
- v. Applicants must submit only one proposal either individually or as a JV/consortium. Multiple submissions will result in rejection of all submissions. In case the JV/consortium, copy of JV agreement/letter of intent/MOU is required to be submitted with the proposal.

10. PRE-BID CONFERENCE

A pre-bid meeting with the prospective Bidders/Consultants shall be held as per Schedule mentioned in NIT available on website.

11. Bid Submission Requirements

Interested Bidders/Consultants are required to submit the documents as part of their EoI as per Bid Submission Checklist **Annexure-I**.

12. Instructions for Bid Submission

Proposals are required to be submitted as per the following directions:

- i. The bids submitted should be unconditional and in accordance with the terms and conditions of this notice for the appointment of Transaction Advisor/Consultant. HPIDB reserves the sole right to accept or reject any or all Proposals thus received without assigning any reasons thereof.
- ii. Failure by any Applicant(s) to provide all the information required in the proposal or any additional information requested by HPIDB may lead to rejection of the Applicant's proposal in its entirety.
- iii. In case it is found that during the course of the assignment or at any time before award of the assignment or after its execution and during the period of subsistence or after the period thereof, that one or more of the terms and conditions laid down in this Expression of Interest has not been met by the Bidder/Consultant, or the Bidder/Consultant has made material misrepresentation or has given any materially incorrect or false information, the Bidder/Consultant shall be disqualified forthwith as the Transaction Advisor/Consultant.

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- iv. List of Annexures to be enclosed with the proposal Cover shall be as per the Bid format ***Annexure 1***.
- v. In case Consultant wish to associate experts for this assignment, proper agreement between the parties be enclosed specifically to delineate respective responsibilities under this agreement, along with credential in this area, but main responsibility would be of the Empanelled Consultant.
- vi. **Technical proposal** comprising of Credentials of team for doing this assignment and any other relevant details (Acceptable to the HPIDB), to be submitted in separate envelope, which should be super-scribed as ***“Technical Bid”***.
- vii. The complete bid must be securely bound. Loose documents, stapled papers are not acceptable and will be grounds for rejection.

All pages of the Bids must be consecutively numbered. The Bid must include a Table of Content and cross reference for easy navigation.
- viii. Expressions of Interest must be submitted in a sealed envelope ***super-scribed as “Expression of Interest for Transaction Advisory Services for Pilot run of Commercial Drone Services in Himachal Pradesh on PPP Mode”***.

The EOI shall be addressed to Chief General Manager, HPIDB, New Himrus Building, Circular Road, Shimla-171001, and should reach on or before **01.10.2025 upto 04.00P.M.** For any further enquiry, please contact the undersigned.

Chief General Manager
H.P. Infrastructure Development Board
New Himrus Building, Himland, Shimla-171001 (H.P.)
Tel 0177-2626696, 2627312, E-Mail:hpdb-hp@nic.in

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ANNEXURE I: EOI SUBMISSION CHECKLIST

| S. No. | Field | Details to be Provided by Bidder/Consultant | *Page No. |
|---------------|--|---|------------------|
| 1. | Bidder/Consultant Particulars | Full legal name, Address, contact Details etc. Sole Bidder/JV/Consortium | |
| 2. | Cover Letter | As per Annexure II <i>(to be given on Consultant's letter head)</i> | |
| 3. | Authority Letter | As per Annexure III <i>(to be given on Consultant's letter head)</i> | |
| 4. | Declaration | As per Annexure IV | |
| 5. | Bidder/Consultant Experience | As per Annexure V | |
| 6. | Details of Key Personnel | As per Annexure VI <i>(Provide CVs of key team members, highlighting relevant experience)</i> | |
| 7. | Proof of GST & PAN Registration | Attach registration certificate | |

** The aforementioned documents/ Information from S. No. 1 to 7 must be submitted in indexed form with proper page numbering.*

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ANNEXURE II**Cover letter***(To be given on Consultant's Letter Head)*

Date:

To

The Chief General Manager
HPIDB, New Himrus Building
Circular Building, Himland
Shimla-2

Subject: Regarding Submission of Expression of Interest for Transaction Advisory Services for Pilot run of Commercial Drone Services in Himachal Pradesh on PPP Mode

Sir,

In response to your EOI, dated..... our firm hereby express the interest in providing comprehensive advisory services for the assignment relating to implementation of Commercial Drone Services in the State of Himachal Pradesh. We have examined the EOI document and understand the scope of services, eligibility criteria and submission requirements. We confirm that our firm meets all the specified criteria and possesses the necessary qualifications and experience to undertake this assignment. We commit to providing all required information and supporting documents as part of our submission.

We understand that HPIDB reserves the right to accept or reject any or all EOIs without assigning any reason.

Yours Faithfully,

(Seal with Signature of Authorized Signatory)

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ANNEXURE III

Authority letter

(To be given on Consultant's Letter Head)

Date:

To

The Chief General Manager
HPIDB, New Himrus Building
Circular Building, Himland
Shimla-2

Subject: Authority Letter authorizing the person of the bidder to sign the proposal.

Sir,

With reference to the Expression of Interest for the Transaction Advisor/Consultant dated....., Mr./Mrs. [Name of the authorized signatory to be appointed] is appointed as an authorized signatory on behalf of the consultant/firm.

Mr./Mrs. [Name of the authorized signatory to be appointed] as an authorized signatory will represent the consultant /firm for the purpose of bidding with respect to the Expression Of Interest issued by HPIDB dated..... and will sign, submit and execute all documents on behalf of the consultant/firm.

Mr. /Mrs. [Name of the authorized signatory to be appointed] will be the authorized signatory of the consultant and all the acts done or documents executed by him/her shall be binding on the consultant /firm.

Yours Faithfully,

(Seal with signatures of authorized signatory)

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ANNEXURE IV

Declaration

“We certify that all information provided in this proposal is accurate and true to the best of our knowledge. We understand that any misrepresentation may lead to disqualification”.

(Seal with signatures of authorized signatory)

Annexure-V**Bidder/Consultant Experience**

| S.No | Name of Project | Name of Client | Scope of Work | Estimated capital cost of Project | Supporting documents |
|-------------|------------------------|-----------------------|----------------------|--|---|
| (1) | (2) | (3) | (4) | (5) | Please provide detailed breakup of experience and attach relevant documents to substantiate the experience claimed. |
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |

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Annexure-VI**Details of Proposed Team (Key Personnel)**

| S.No. | Name | Designation | Qualification | Experience | No. of Assignments | Supporting documents |
|--------------|-------------|-----------------------------|----------------------|-------------------|---------------------------|-----------------------------|
| 1 | | Technical Expert (Drone) | | | | |
| 2 | | Financial – cum- PPP Expert | | | | |
| 3 | | Legal Expert | | | | |

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