



HARYANA AIRPORTS DEVELOPMENT CORPORATION LIMITED
GOVERNMENT OF HARYANA

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E-tender No: 2023_HRY_305709_1

Invitation for Expression of Interest from Interested Bidders to operate Flight Training Organization (FTO) at Bhiwani, Narnaul, Hisar, Pinjore and Karnal (Haryana)

The pilot training institutes/ flight training service providers/ relevant agencies are requested to express their interest by submitting details to HADC by 19/09/2023 for possible collaboration on public private partnership (PPP) basis for operating Flight Training Organization (FTO) at Haryana i.e., Bhiwani, Narnaul, Hisar, Pinjore and Karnal. The details of the airstrips/airport are available on website www.haraviation.gov.in and annexure "C" to this EoI.

Managing Director

Haryana Airports Development Corporation

Govt. of Haryana

I. Terms and conditions

1. The pilot training institutes/ flight training service providers/ relevant agencies are requested to express their interest by submitting the technical & financial (Annexure- 'A' & 'B') bid up to 19/09/2023 for possible collaboration on public private partnership (PPP) basis for operating Flight Training Organization (FTO) at Four airstrips of Haryana i.e., Bhiwani, Narnaul, Pinjore, Karnal and Airport at Hisar.
2. Bidders/ applicants shall submit the technical & financial bid (Annexure- 'A' & 'B') separately for each airstrip and airport. The bidder can also submit bid(s) only for interested airstrip(s)/Airport.
3. Interested Bidders/ applicants shall upload technical & financial bid (Annexure- 'A' & 'B') in the prescribed format on the Haryana e-procurement portal <https://etenders.hry.nic.in>. The bid shall be uploaded on or before 5:00 pm (19/09/2023).
4. Delay on part of courier/ speed post will be the responsibility of the applicant. The bids will not be considered after due date and time.
5. The bids will be opened by the HADC at 11 am on 20/09/2023. The summary of dates is as follows: -

S.no.	Description	Date
a)	Date of EoI Publishing	23 rd Aug 2023
b)	Date of Submitting Financial & Technical Bids	19 th Sep 2023(till 5:00 PM)
c)	Date of Opening Bid	20 th Sep 2023 (11:00 AM)

6. It shall be sole responsibility of the FTO to ensure that their pilots, co-pilots, and instructors deputed for imparting the training possess all the statutory requirements of DGCA.
7. It is expected that the successful bidder shall deploy adequately trained staff for training, services, operation and maintenance. Foreign collaborations with world-class institutes and Simulator companies would be considered advantageous. Extension/continuation would be based on the Quality of Training and Output quality of the product.
8. The bidder shall deploy a minimum of 03 airworthy trainer aircraft within 03 months of award of the bid with the requisite staff to operate training aircraft at their full capacity and shall continue to do so for the full period of contract.
9. The FTO shall ensure that the aircraft for training are certified for training.
10. The FTO shall have at least one (01) simulator to cover the syllabus as per concerned DGCA circular.
11. In order to ensure uninterrupted training, the FTO shall maintain adequate number of batteries which in any case should not be less than ten.
12. In order to handle any major breakdown or other problem, the FTO shall be equipped with maintenance equipment.
13. If the firm fails to conduct the training programme as per the schedule, the space awarded to it shall stand cancelled. Also, the HADC shall be free to take any official / legal action against the erring FTO / firm.

14. The bidder may visit the locations for physical verification of existing facilities at the airstrips/airport.
15. The final decision for awarding the work shall be subject to the approval of the Managing Director, HADC/ State Government.
16. The HADC shall have the right to cancel the entire process without any reason.
17. For any query or clarification, please call on: **+91-172-2709386**

II. Eligibility Criteria

Technical Capacity:

1. Should be a company which presently has experience in aviation with a minimum of 3 years in any of the following fields:
 - (a) Experience as Air Operators (SOP/ NSOP).
 - (b) Experience in setting up and operating FTO/ Aviation Training Institutes.
 - (c) Experience in setting up and operating Airport operator facilities.
2. The company or promoter should have security clearances from the Ministry of Home Affairs.
3. The business model must be submitted with the bid.

Financial Capacity:

The Bidder shall have an Annual average financial turnover of INR 3 crores during the last 03 (three) consecutive financial years ending on 31st March 2023 with clear provisioning of funds available for setting up academy and running the academy for 03 (three) years.

III. Scope of the Work

1. The HADC seeks the participation of private entity for setting up and operating the Flying Training Organization (FTO) on non-exclusive basis, including inter alia all works related to, or incidental to, or required to be undertaken for the purpose, in accordance to the provisions of the applicable laws, including the commercial development of the FTO on Lease Rental basis and has decided to carry out the bidding process for the selection of a private entity to whom the Project may be awarded. The HADC may decide to accommodate more than one FTO at each of the five specified locations.
2. The scope of work will broadly include setting up and operationalization of the Flying Training Organization (FTO) on non-exclusive basis” at Bhiwani / Narnaul / Hisar / Pinjore / Karnal. The Selected Bidder will be responsible for the following:
 - a) Setting up of Flight Training Organisation.
 - b) Operations of Flying Training Organization for the duration of lease agreement.
 - c) The bidder must comply with the Civil Aviation Requirements (CAR) as issued by DGCA, New Delhi for regulating the Flying Training Organisation relating to infrastructure, procedures, and manpower issued from DGCA, New Delhi.
 - d) The bidder should get all the necessary clearances/ licenses/ approvals/ permissions from the respective regulatory bodies including Director General of Civil Aviation (DGCA), Government of India.
 - e) The bidder shall get insurance coverage for all the facilities and the staff working with

them for an adequate amount. The HADC will not be responsible for any claim for loss or damage of property or life in any way.

- f) For setting up of a Flying Training Organisation, the bidder should be able to deploy minimum of 03 airworthy aircraft within 3 months of award of the bid (or as mutually agreed with the HADC).
- g) The bidder may create his own infrastructure where land maybe allotted at the airport at prevailing rate as and when required.
- h) The bidder may also utilize additional space over and above the minimum area as mentioned in this EoI. In such cases, the bidder will have to pay the additional charges to the HADC as per the standard Rate Card stipulated by the Government of Haryana.
- i) The bidder will undertake deployment of adequately trained staff for training, services, operation and maintenance. Foreign collaborations with world class institutes, Flying Training Organization and simulator companies would be considered advantageous. Extension / continuation would be based on the Quality of Training.
- j) Use of airstrip/airport and its infrastructure on a non-exclusive basis. The HADC reserves the right to invite bids for setting up additional MRO, SOP/ NSOP operations and any other aviation related activity at the airstrip(s)/airport.

IV. Components of Business Model

1. The proposal must contain a short report on business model along with the brief financial plan in not more than 10 A4 Pages. The report shall mention the following components:
 - a) Project scope.
 - b) Project sizing.
 - c) Proposed Approach and methodology for setting up an Approved training organization.
 - d) Proposed Fee Structure.
 - e) Organization structure, team composition, and staffing.
 - f) Qualification and Experience of the key persons.
 - g) Detailed month-wise work plan.
 - h) Demand and supply analysis.
 - i) Financial model for the duration of the Agreement.
 - j) Financing gap analysis.
 - k) Periodic capital investment.
 - l) The regulatory framework for current regulations.
 - m) Demand supply analysis to justify the projected revenues and the financial returns.
 - n) The component wise break-up of project cost with clear mention of assumptions and benchmarks.
 - o) Training course structure including timeline, the fee structure of the course, and whether the course will be daytime or night-time.
 - p) Proposed benefits/ relaxations to be offered for female candidates under Beti Bachao Beti Padhao initiative of Government of India Campaign.
 - q) Proposed benefits/ relaxations for Haryana State Domicile candidates.

2. The business model submitted as part of the bid will be evaluated to ascertain the technical eligibility of the bidder.
3. The technical bids may be accepted or rejected based on the decision of the evaluation committee, particularly on the relevance and quality of the proposed business model to the scope mentioned in this bid.

V. Responsibilities of the HADC

1. To provide NOC regarding the usage of four (4) airstrips and one airport to the bidder/ agency so that they can apply to DGCA for the establishment of FTO. The details of airport/airstrips are placed at Annexure 'B' to this document. However, the NOC will remain valid as long as the agreement/ MoU remains valid.
2. Facilities to be provided by HADC to the bidder:
 - a) An area of for parking trainer aircraft and office space adjacent to the hangar.
 - b) Provision of water, electricity, and conservancy services on an actual usage cost basis.
 - c) The bidder may also utilize additional space over and above the minimum area mentioned. In such cases, the bidder will have to pay the additional charges to the HADC as per the prevailing land rate/ rentals.
3. The HADC will provide appropriate lodging facilities to the trainees and trainers of the bidder on a concessionaire basis wherever the facility exists. However, trainees and trainers of the bidder will bear the cost of food and travelling.
4. The HADC will provide classroom and all other logistic support which is available at the premises.
5. The bidder shall be entitled to all incentives highlighted in the Haryana Aerospace & Defense Policy 2022.

VI. Responsibilities of Bidder/ Agency

1. The bidder will apply to DGCA for the establishment of FTO at airstrips/airport, and the entire cost of getting the approval from DGCA will be borne by the bidder.
2. All the regulatory and legal requirements of FTO to be handled by the bidder.
3. The bidder will provide certified/ qualified Instructors/ trainers along with required, training models, training material etc.
4. The bidder will incur expenditure for repair and maintenance of Aircraft or replacement of damaged / broken aircraft.

VII. Validity of MoU

MoU shall come in effect on the date of signing of MoU and shall be valid for a period of 10 years extendable by 5 years unless terminated. The MoU may be terminated by either Party upon giving one (01) month advance written notice to the other Party or by mutual written consent on a date mutually decided upon by the Parties.

Annexure-A
Technical Capacity:

Sl. No.	Description	Remarks
a)	Experience in Aviation for minimum 3 years in any of the following: - (a) Experience as Air Operators (SOP/ NSOP). (b) Experience in setting up and operating FTO/ Aviation Training Institutes. (c) Experience in setting up and operating Airport operator facilities.	Submit Requisite documents.
b)	Promoters should have security clearances from the Ministry of Home Affairs	Submit Requisite documents.
c)	Business model	To be Enclosed

Any other information:

**Signature of the Authorized person
with seal**

Annexure-B
Financial Details

1. Details

Name of the Agency	:	
Address	:	

2. Details of training program and proposed fees to be charged from trainees / applicants

Name of the training course	Course Duration	Course Structure (Attach separate sheet if required)	Training Fees to be charged	GST

Note: The agencies are suggested to quote for all those training program which are needed.

3. Revenue sharing model

Name of the training course	Total fees to be charged per trainee without GST	Agency Share	Govt. Share

Note: Before filling revenue sharing model, the agencies are suggested to read the terms and conditions of this document along with the responsibilities of the Govt. Institute and the Agency which will provide the training.

Any other information:

**Signature of the Authorized person
with seal**

Annexure C

Airports/Airstrips at Haryana

The State Govt. of Haryana owns 01 Domestic Aerodrome and 04 Minor Airstrips controlled by the Haryana Airports Development Corporation. The details are as follows:

Name of Airport/Airstrip	Hisar	Karnal	Pinjore	Narnaul	Bhiwani
Co-ordinates	29° 10' 42.27" N 75° 45' 17.07" E	29.7143° N, 77.0342° E	30.8242° N, 76.8829° E	28.0866260N 76.1977539E	28° 50' 21.76" N 76° 10' 26.66" E
Runway (in feet)	10000x150	3000x150	3000x115	3000x75	3500x75
Runway Direction	12/30	13/31	16/34	09/27	12/30
Surface Type	Flexible	Flexible	Flexible	Flexible	Flexible
Security Wall	Yes (Std)	Yes (Non-Std)	Yes (Non-Std)	Fenced	Yes (Non-Std)
Landscape (in acres)	7200	104	96	98	128
Aerospace Industrial Zone (AIZ in Sqm)	3000 Acres (Assigned for IMCs (AKIC))	22,000 Sqm	16,500 Sqm	22,000 Sqm	27,500 Sqm
Terminal Building	Yes, 50 PAX, being upgraded	No	No	No	No
No of Hangers	05	01	02	01	01