



Maharashtra Airport Development Company Ltd.

(A Government of Maharashtra Undertaking)

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CIN:U45203MII2002SGC136979

No. MADC/2025/RCS/ 2025/018

Date: 1st April, 2025

To,
Shri. Hemant Su. Dange
Deputy Secretary,
General Administration Department,
Govt. of Maharashtra,
Mantralaya, Mumbai- 400032

Sub: Request for proposal for selection of Airline Operator for Solapur – Pune and Solapur – Mumbai routes

Ref: 1. Government Resolution (GR) dated 09 October 2024
2. DO letter dated 23 January 2025
3. Letter from GAD, GoM dated 31 January 2025

Respected Sir,

MADC as State Nodal Agency has reimbursed payment towards 20 % VGF State share to honour the commitments made by Government of Maharashtra as per MoU signed with Government of India for RCS Scheme of Rs. 69.72 Cr. for VGF Claim No. 1 to 80. Balance amount to be paid Rs. 4.55 Cr for claim no. 78 & 81 is in process. Currently VGF is being reimbursed for Sindhudurg, Nanded, Jalgaon, Kolhapur, Nashik and Gondia.

Further, Govt of Maharashtra vide GR dated 9th Oct 2024 approved in principle to provide 100 % Viability Gap Funding (VGF) for RCS services from Solapur Airport on Solapur – Pune – Mumbai route based on UDAN (RCS) for one year or till starting of RCS services from Solapur Airport whichever is earlier. In accordance Govt in GAD Civil Aviation directed MADC to complete the bidding process for selection of Airline Operator.

MADC referred the RFP documents/agreements available on the subject mainly being used by Airport Authority of India (AAI) for selection of Airline operators for RCS routes in the country. Prior to this, MADC requested Ministry of Civil Aviation (MoCA) and AAI seeking guidance and advice. However, they advised to proceed, as other states are undertaking similar initiatives. The RFP released by Government of Meghalaya has also being referred in this regard. Subsequently as per directives from GAD, GoM though letter dated 31.01.2025, a committee was formed and Tender was floated online on e-portal www.mahatenders.gov.in on 31st Jan 2025. For this Pre-bid meeting held on 11.02.2025 and pre-bid minutes issued on 17.02.2025. The Tender document included RFP and draft selected airline operator agreement (SAOA). The

RFP document also provided indicative information about Solapur Airport as received from Operator AAI. Eligibility criteria, technical evaluation were related to submission of Air Operator's Certificate (AOP), Airworthiness certificate, certificate of registration and weight schedule of proposed Aircrafts, security clearance, turnover etc. The RFP stipulations also contained that prospective bidders shall contact Solapur Airport for available infrastructure confirmation of Aircraft Landing Facilities as certified by DGCA, AAI and clarification of the Airport, cleared for all such Landings and Take offs. RFP also provided that Aircraft must be category 2 (40 – 80 seats) and 50% seats to be reserved for RCS. These seats shall be eligible for VGF. The financial bids to be opened for technically qualified bidders and financial evaluation is based on LCBS (Least Cost Basis System). Among qualified bidders, whoever quotes minimum VGF per RCS seat will become selected bidder. The bid processing fee was kept as Rs. 25000/- and EMD as Rs 1000000/- .

Two bidders namely Just Udo Aviation Pvt Ltd (Fly 91) and Ghodawat Enterprises Pvt Ltd (Star Air) participated and their technical bids were opened on 03.03.2025. On technical evaluation the technical bid of Just Udo was found to be not qualified by Evaluation committee of MADC. As only one technically qualified bid, it was decided to cancel the tender process and re-invite tender on short term basis. The tender was re-invited on 10.03. 2025 and opened on 18.03.2025. This time again Just Udo and Ghodavat Enterprises participated. As per evaluation committee report (as enclosed), both the bidders Just Udo (Fly 91) and Ghodawat Enterprises (Star Air) got technically qualified. Fly 91 proposed ATR 72 aircraft and Star Airways proposed Embarer ERJ 170. Both bidders provided frequency 7 days a week flight on advertised routes.

Subsequently, on opening of financial bids of both technically qualified bidders, it was found that Star Air quoted VGF of Rs 3240/- per RCS seat each for Solapur – Mumbai and Solapur – Pune route. The respective figures for Fly 91 are VGF of Rs 5150/- & Rs 4450/-. Therefore Star Air became eligible for selection for both routes being lowest quotes of VGF per RCS seat. The copy of financial bids enclosed. Evaluation committee report enclosed.

A comparison of the quotes for the VGF (Viability Gap Funding) per RCS seat from both bidders is as follows:

Sl. No.	Description of Work / Item(s)	Ghodawat Enterprises Pvt. Ltd	Just Udo Aviation Pvt. Ltd
1.	Solapur-Mumbai-Solapur Route	Rs. 3,240.00	Rs. 5,150.00
2.	Solapur-Pune-Solapur Route	Rs. 3,240.00	Rs. 4,450.00

As per GR the 100 % VGF will be provided by Govt of Maharashtra for operating RCS network routes Solapur – Mumbai – Solapur and Solapur – Pune – Solapur for a year. Total VGF therefore as per lowest quote is tabulated below:


Sr. No	Network	Origin Airport	Destination Airport	Total seats	RCS seats @ 50%	Frequency per week	VGF per seat in Rs.	Total VGF in Rs. for a year
1.	Solapur - Mumbai - Solapur	Solapur Mumbai	Mumbai Solapur	76	38	7	3240/-	8,98,77,600/-
2.	Solapur - Pune - Solapur	Solapur Pune	Pune Solapur	76	38	7	3240/-	8,98,77,600/-
Grand total of VGF per year – Rs.								17,97,55,200/-

Therefore provision needs to be made for VGF of Rs 17,97,55,200/- for operating RCS services on Route Network as per GR for a year.

In view of above the proposal is put up for approval of Govt in GAD, Civil Aviation for VGF scheme as described above and also to issue letter of award to L1 bidder (lowest VGF quoted per RCS seat) M/s Ghodawat Enterprises (Star Air) for each of route i.e. Solapur - Mumbai and Solapur - Pune @ Rs 3,240/- per RCS seat. The successful bidder M/s Ghodawat Enterprises (Star Air) has to submit performance guarantee in the prescribed format @ 5% of total VGF of one year for each route and execute agreement within three months from date of Letter of award or one week before the commencement of services whichever is earlier.

Based on the approval of GoM, LoA will be issued to M/s Ghodawat Enterprises (Star Air) as L1 bidder.

Thanking you,

Yours sincerely,

(Nishikant Deshpande)
 Additional collector

Encl: As above

TENDER EVALUATION COMMITTEE REPORT

Date: 21.03.2025

Subject: Evaluation of Bids Submitted for RFP "Selection of Airline Operator under UDAN for Solapur-Pune-Mumbai Route"

1. Introduction:

In accordance with the published Tender, the Maharashtra Airport Development Corporation (MADC) invited proposals under the Regional Connectivity Scheme (RCS) – UDAN for the selection of an airline operator to provide air connectivity services on the Solapur-Pune and Solapur-Mumbai routes. The Request for Proposals (RFP) was re-published on 10 March 2025, with the deadline for submission set to 17 March 2025, at 15:00 hours, subject to the necessary approvals. The bid submission period closed, and the opening of bids was conducted on 18th March 2025, post-15:00 hours.

2. Bidders:

Two bidders submitted their respective bids for the subject tender:

- M/s Ghodawat Enterprises (Star Air)
- M/s Just Udo Aviation Pvt. Limited (Fly 91)

3. Evaluation Committee:

In accordance with the Office Order dated 20th February 2025, the following members constituted the Evaluation Committee for the tender evaluation process:

1. Chief Financial Officer (CFO), MADC
2. Chief Planner, I/C – Planning, MADC
3. Legal Advisor, MADC

Further, it was felt that the original Evaluation Committee did not have sufficient expertise in Airside Operations to fully assess all aspects of the RFP. To address this gap, Mr. Rohit Rehpade, Airside Manager - Shirdi, was included in the committee for both the evaluation process and post-evaluation monitoring.

4. Bid Evaluation:

The Evaluation Committee convened on 21st March 2025 to conduct the technical evaluation of the bids, as per the RFP documents. All relevant proposals and tender documents were thoroughly deliberated upon, with particular attention to the criteria stipulated in the tender.

5. Discussion Points:

The following points were discussed during the evaluation meeting:

- a) Operational Status of Bidders: Both bidders, M/s Ghodawat Enterprises (Star Air) and M/s Just Udo Aviation Pvt. Limited (Fly 91), are currently operational under the RCS-UDAN scheme.
- b) Documentary Compliance: The Evaluation Committee confirmed that the necessary documents in the checklist were present and met the requirements, and were found satisfactory.
- c) EMD Compliance and financial parameter: The Accounts Department confirmed that the Earnest Money Deposit (EMD) in the form of a Bank Guarantee (BG) submitted by both airlines is in compliance with the tender requirements and is satisfactory. Other finance related documents by the bidders were found to be satisfactory.
- d) Technical Compliance: The technical aspects of the bids, including compliance with the RFP document, were thoroughly evaluated and found to be in line with the stipulated requirements.

6. Findings:

Upon careful scrutiny of the bids, the Evaluation Committee noted the following bid submitted by M/s Just Udo Aviation Pvt. Limited (Fly 91) and M/s Ghodawat Enterprises (Star Air) are qualified in technical evaluation.

9. Conclusion:

Both M/s Just Udo Aviation Pvt. Limited (Fly 91) and M/s Ghodawat Enterprises (Star Air) are meeting the necessary technical qualifications as per the RFP. The Evaluation Committee recommends further steps in accordance with the tender process.

Legal Advisor, MADC

Airside Manager (Shirdi)

Chief Planner, In-charge – Planning, MADC

For CFO, MADC

Abhijit W.
21/03/25

28/03/25

The Selection of Airline Operator for Solapur- Mumbai & Solapur – Pune sector at Solapur Airport under Regional Connectivity Scheme (RCS) – UDAN

In accordance with the tender issued by the Maharashtra Airport Development Company (MADC), proposals were invited under the Regional Connectivity Scheme (RCS) – UDAN for the selection of an airline operator to provide air connectivity services on the Solapur-Pune and Solapur-Mumbai routes. The tender process was re-published on 10th March 2025, with the final date for submission set as 17th March 2025. The bids were subsequently opened on 18th March 2025.

This Evaluation Committee has carefully reviewed the two bids received for the tender. Following the evaluation, the Committee has concluded that both M/s Ghodawat Enterprises (Star Air) and M/s Just Udo Aviation Pvt. Limited (Fly 91) have satisfied the necessary qualifications as per the Request for Proposals (RFP). Both bidders have successfully complied with the technical, financial, and operational requirements set out in the tender documents. As a result, the process proceeded to the opening of the financial bids.

The financial bid opening was conducted on 24th March 2025, during which Ms. Rubina Sheikh from M/s Fly 91, AAO, MADC and Manager RCS were present.

Subsequent, after financial bid opening, the documents as obtained from portal submitted to Evaluation committee.

A comparison of the quotes for the VGF (Viability Gap Funding) per RCS seat from both bidders is as follows:"

Sl. No.	Description of Work / Item(s)	Ghodawat Enterprises Pvt. Ltd (GSTN-NA) BID ID - 6562214	Just Udo Aviation Pvt. Ltd (GSTN-NA) BID ID - 6553317
1.	Solapur-Mumbai-Solapur Route	Rs. 3,240.00	Rs. 5,150.00
2.	Solapur-Pune-Solapur Route	Rs. 3,240.00	Rs. 4,450.00

A detailed comparison sheet, as available on the portal, is enclosed for reference.

In light of this, M/s Ghodawat Enterprises (Star Air) for the Solapur-Mumbai and Solapur-Pune routes, at a rate of Rs. 3,240/- VGF per RCS seat for each route.

Submitted for your review, approval for issuance LoA to M/s Ghodawat Enterprises (Star Air) for the Solapur-Mumbai and Solapur-Pune routes, at a rate of Rs. 3,240/- VGF per RCS seat for each route.

Legal Advisor, MADC

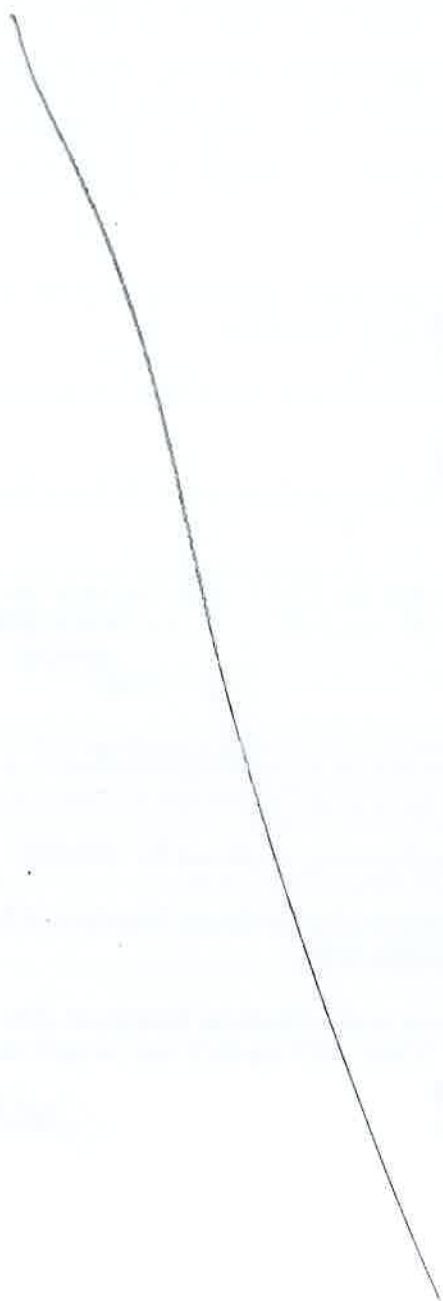
Airside Manager (Shirdi)

Chief Planner, In-charge – Planning, MADC

CFO, MADC

[Signature]
Manager (RCS)

[Signature]
B. Chitale



Item Rate BoQ

Validate Print Help

Tender Inviting Authority: Vice Chairman & Managing Director, Maharashtra Airport Development Co Ltd

Name of Work: REQUEST FOR PROPOSAL (RFP) for Selection of an Airline Operator to Provide Flight Operations for Solapur - Pune - Mumbai under Regional Connectivity Scheme (UDAN)

Contract No: GOM/MADCRCS/2025/

Name of the Bidder/ Bidding Firm / Company : Just Udo Aviation Private Limited				
PRICE SCHEDULE				
(This BOQ template must not be modified/replaced by the bidder and the same should be uploaded after filling the relevant columns, else the bidder is liable to be rejected for this tender. Bidders are allowed to enter the Bidder Name and Values only)				
Sl. No.	Item Description	RATE In Figures To be entered by the Bidder Re. P	TOTAL AMOUNT	TOTAL AMOUNT In Words
1	2	13	53	55
1	Solapur- Mumbai- Solapur (Route)			
1.01	VGf per RCS seat	5150.00	5150.00	INR Five Thousand One Hundred Fifty & Paise Zero Only
1.02	Maximum Airfare per RCS seat (If VGf is sought)	4500.00	4500.00	INR Four Thousand Five Hundred & Paise Zero Only
1.03	Maximum Airfare per RCS seat (If VGf is not sought)	0.00	0.00	INR Zero Only
2	Solapur- Pune- Solapur (Route)			
2.01	VGf per RCS seat	4450.00	4450.00	INR Four Thousand Four Hundred Fifty & Paise Zero Only
2.02	Maximum Airfare per RCS seat (If VGf is sought)	3700.00	3700.00	INR Three Thousand Seven Hundred & Paise Zero Only
3	Maximum Airfare per RCS seat (If VGf is not sought)	0.00	0.00	INR Zero Only

24/04/2025

24/04/2025

24/04/2025

Item Rate BoQ

Validate

Print

Help

Tender Inviting Authority: Vice Chairman & Managing Director, Maharashtra Airport Development Co Ltd

Name of Work: REQUEST FOR PROPOSAL (RFP) for Selection of an Airline Operator to Provide Flight Operations for Solapur – Pune – Mumbai under Regional Connectivity Scheme (UDAN)

Contract No: GOM/MADC/RCS/2025/

Name of the Bidder/ Bidding Firm / Company : Ghodawat Enterprises Private Limited			
PRICE SCHEDULE			
(This BOQ template must not be modified/replaced by the bidder and the same should be uploaded after filling the relevant columns, else the bidder is liable to be rejected for this tender. Bidders are allowed to enter the Bidder Name and Values only)			
NUMBER #	TEXT #	NUMBER #	TEXT #
Sl. No.	Item Description	RATE In Figures To be entered by the Bidder Rs. P	TOTAL AMOUNT
1	2	13	53
1	Solapur- Mumbai- Solapur (Route)		
1.01	VGf per RCS seat	3240.00	INR Three Thousand Two Hundred Forty & Paise Zero Only
1.02	Maximum Airfare per RCS seat (If VGf is sought)	3240.00	INR Three Thousand Two Hundred Forty & Paise Zero Only
1.03	Maximum Airfare per RCS seat (If VGf is not sought)	4511.00	INR Four Thousand Five Hundred Eleven & Paise Zero Only
2	Solapur- Pune- Solapur (Route)		
2.01	VGf per RCS seat	3240.00	INR Three Thousand Two Hundred Forty & Paise Zero Only
2.02	Maximum Airfare per RCS seat (If VGf is sought)	3240.00	INR Three Thousand Two Hundred Forty & Paise Zero Only
3	Maximum Airfare per RCS seat (If VGf is not sought)	3788.00	INR Three Thousand Seven Hundred Eighty Eight & Paise Zero Only

24/03/2025

23/3/25

