

**Rajasthan State Sports Council**  
SMS Stadium, Jaipur

EOI No. : 03/2016-17

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**Invitation for EOI to develop and manage center of excellence for Tennis on  
DFBOT basis for RSSC at SMS Stadium, Jaipur.**

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RSSC invites Expression of Interest (EOI) from interested entities for to develop and manage center of excellence for Tennis on Design, Finance, Built, Operate and Transfer (DFBOT) basis for Rajasthan State Sports Council (RSSC) at the prime location at SMS Stadium, Jaipur. Last date for submitting EOI Application will be 02.05.2016 by 5:00 PM at the address mentioned below. Earnest money of Rs. 1,000/- by D.D. or Bankers cheque in the name of Secretary, Rajasthan State Sports Council, Jaipur shall be enclosed with the proposal. Proposal without Earnest money shall not be entertained. For more details please visit our website [www.rssc.in](http://www.rssc.in) or [sppp.raj.nic.in](http://sppp.raj.nic.in).

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Secretary

# INVITATION FOR EXPRESSION OF INTEREST (EOI) TO DEVELOP AND MANAGE CENTER OF EXCELLENCE FOR TENNIS ON DESIGN, FINANCE, BUILT, OPERATE AND TRANSFER (DFBOT) BASIS FOR RAJASTHAN STATE SPORTS COUNCIL (RSSC) AT SMS STADIUM, JAIPUR

## INTRODUCTION

SawaiMaan Singh Stadium, Jaipur is currently the hub of sports training and events in the city of Jaipur as well as state of Rajasthan. It has various facilities like Archery Range, Hockey Field, Kho-Kho and Kabaddi Ground, Indoor Multipurpose Hall, Indoor Badminton Hall etc.

As part of developing this facility further, RSSC is looking for a reputed and well established organization to develop Center for Excellence (CoE) in Tennis on a PPP model. The proposed arrangement with the agency will be Design, Finance, Built, Operate and Transfer (DFBOT). The CoE will function as a training facility for budding players along with tournament destination for national and international events.

More details about this arrangement are provided below.

## FRAMEWORK FOR DEVELOPMENT

At the inception of the project, a technical committee will be formed to oversee all aspects of execution of the contract between RSSC and selected agency. The members of the committee will be as follows:

- 1) **President:** Principal Secretary of YAS (GOR)
- 2) **Secretary:** Nominee of selected agency
- 3) **Treasurer:** Nominee of selected agency
- 4) **Members:**
  - a. 2 members nominated by agency
  - b. 2 members nominated by RSSC (eminent sportspersons with background in playing tennis, tennis coaching or tennis administration)

The committee will appoint a **Project Director** with desired experience and qualification for oversee development of CoE on behalf of the committee.

This committee along with Project Director will be responsible for all decision making related to development and management of the Tennis CoE

## DESIGN OF THE FACILITY

Agency will depute its own engineering team to conduct detailed survey of the proposed area at which CoE is to be established. It will present to the committee detailed drawings of the proposed structure, financial estimates etc. and get the same approved by the committee.

Following are the facilities that RSSC wants to develop as part of CoE

Type of infrastructure	Details	Additional facilities
<b>2 Championship Courts</b>	20 mm asphalt concrete base with minimum 7-layer synthetic surface	<ul style="list-style-type: none"> <li>• Flood lighting</li> <li>• Windscreens</li> <li>• Theatre seating on all 4 sides</li> <li>• Other standard tennis equipment for international competitions like high quality nets, referee chairs, player dugouts etc.</li> <li>• Drainage system with water removing rollers</li> </ul>
<b>6 practice courts</b>	20 mm asphalt concrete base with minimum 7-layer synthetic surface	<ul style="list-style-type: none"> <li>• Flood lighting</li> <li>• Windscreens</li> <li>• Portable Seating</li> <li>• Other standard tennis equipment for international competitions like high quality nets, referee chairs, player dugouts etc.</li> <li>• Drainage system with water removing rollers</li> <li>• Fencing</li> </ul>
<b>Player Amenities</b>	<ul style="list-style-type: none"> <li>• Wash Rooms (separate for boys and girls) <ul style="list-style-type: none"> <li>○ Common changing area with lockers</li> <li>○ Toilets (min. 3 per for boys and girls each)</li> </ul> </li> <li>• Fitness Centre/Gymnasium</li> <li>• Player's Lounge</li> <li>• Cafeteria</li> <li>• Office and Administration Area</li> <li>• Store Room</li> <li>• Staff Room</li> <li>• Housekeeping material and cleaning gear room</li> </ul> <p>Any other facility that agency feels is necessary for training and competition purposes</p>	

## FINANCING

The selected agency will be solely responsible for financing the entire project. Approximate budget for the entire infrastructure is Rs. 3.5 Crores. However, agency is advised to conduct its own due diligence for budgeting for above mentioned infrastructure before submitting EoI.

Agency is free to use any means of financing the project (like internal sources, contributions from individuals/organization etc.) **except for a financing arrangement wherein the underlying land or assets being created are mortgaged in any manner.**

Agency will be required to open a separate bank account for this CoE and will have to deposit the budgeted investment amount in this account before it is allowed to start work on the project. Once the project is in Operations phase, agency will be required to maintain 6 months working capital requirement at all times in this account

## BUILDING INFRASTRUCTURE

Agency will be provided a period of 8 months to make the CoE operational from the date of signing contract with RSSC. Fortnightly review of progress will be conducted by technical committee. RSSC will reserve the right to appoint a Third Part Inspection (TPI) agency to regularly assess the work including quality of raw material, adherence to approved designs, timeline of project etc.

## OPERATIONS OF THE COE

### TRAINING SERVICES

As mentioned earlier, the purpose of the CoE is to promote tennis among budding athletes along with providing a space for excellence training. In order to achieve the above, agency will be required to run the following batches. Indicative fee structure for the batches is also mentioned below, subject to change/escalation as per decision/direction of RSSC.

Batch Name	Duration	Service Quality	Fee Structure (per month)	Timings
<b>Mini Tennis (for 4-8 yrs.)</b>	30 Mins	<ul style="list-style-type: none"><li>Separate arrangement in 1-2 courts for mini tennis</li><li>Special equipment (including balls) for mini tennis to be provided</li></ul>	Rs. 300	6:00 AM to 10:00 AM 4:30 PM to 9:00 PM (timings can be extended if required)
<b>Beginner</b>	1 Hour	<ul style="list-style-type: none"><li>Max. 20 players per court per batch</li><li>Min. AITA Level 2 coach (or equivalent)</li><li>Balls to be provided by agency to all players</li></ul>	Rs. 1500	6:00 AM to 10:00 AM 4:30 PM to 9:00 PM (timings can be extended if required)
<b>Intermediate</b>	1.5 Hours	<ul style="list-style-type: none"><li>Max. 8 player per court per batch</li><li>Min. AITA Level 3 coach (or equivalent)</li><li>Balls to be provided by agency to all players</li></ul>	Rs. 3500	6:00 AM to 10:00 AM 4:30 PM to 9:00 PM (timings can be extended if required)
<b>Advanced</b>	2 Hours	<ul style="list-style-type: none"><li>Max. 4 player per court per batch</li><li>Min. AITA Level 3 coach (or equivalent)</li><li>Balls to be provided by agency to all players</li></ul>	Rs. 7500	6:00 AM to 10:00 AM 4:30 PM to 9:00 PM (timings can be extended if required)
<b>Personal Coaching</b>	NA	NA	Rs. 500 per court per hour	Available only when other batches are not running

Other conditions related to training services:

- Agency will be required to setup & operate Fitness Centre/Gymnasium with fully functional equipment for fitness & conditioning of trainees.
- Agency will be required to establish an IT based system for registration of all members. It will be required to issue Photo ID cards to all members
- Agency will be required to design & develop a complete training manual detailing Standard Operating Procedures for all categories of trainees.
- The aforementioned IT system should be integrated with a computerized monitoring system for scheduling and tracking of all trainees.

- Agency will be required to send monthly report on financial and operational performance of the CoE
- Agency will be allowed to charge additionally for playing under flood lights
- Agency will be required to provided training to 15 players nominated by RSSC **without any charge**.
- Agency will be allowed to operate cafeteria within CoE premises. However, this will be for exclusive use of staff, players and their accompanying guardians. Additional catering arrangements will be allowed during tournaments and events. Agency will not be allowed to run cafeteria as a commercial venture catering to non-members.

As mentioned above, the conditions are indicative only to provide a framework within which training services will be provided. These conditions may be modified upon discussion with various agencies participating in the Eol process.

### TOURNAMENTS

The agency will be encouraged to conduct state, national and international level tournaments at the CoE. In order to maintain continuity in training services, tournaments may be conducted for **maximum 50 days** in a calendar year.

### MAINTENANCE OF ASSETS

It will be the responsibility of agency to maintain all assets in working and playing condition. Hygiene should be maintained in all areas especially player washrooms and lounge areas.

The agency will be required to re-surface the courts after every 6 years of operation.

### TRANSFER OF ASSETS

The suggested duration for the contract is **15 years**. After this period, the agency will be required to transfer all moveable and immoveable assets purchased initially and as part of operations to RSSC.

In addition, the agency will also be required to deposit any fees collected for which services are yet to be provided.

### GENERAL CONDITIONS

- 1) Agency will be responsible for salary payments to all staff working at the CoE
- 2) Agency will have to comply with all statutory requirements of operating the academy including taxation, employee benefits, minimum wages etc. Agency will indemnify RSSC against all claims related to above compliances
- 3) All electricity and power expenses will be borne by the agency

### PRE-QUALIFICATION CRITERIA

RSSC invites Eol from reputed organization in the field of sports management including companies, trusts, NGOs etc. for this project. In order to bid for this project, bidder should fulfil the following criteria:

Criteria	Requirements
<b>Turnover</b>	Avg. turnover of Rs. 2 Crores in the last 3 years. Turnover should be from sports and/or educational activities
<b>Experience</b>	Agency should have min. 5 years of experience in managing sports academy of this nature.

## BIDDING PROCESS

### STAGE 1: PRE-QUALIFICATION

EoIs received by bidders will be evaluated w.r.t meeting pre-qualification criteria mentioned above. Only those bidders qualifying in this stage will be invited for Stage 2.

### STAGE 2: TECHNICAL PRESENTATION

Bidder qualifying from Stage 1 will be invited to present to RSSC, their operational plan especially their suggested fee structure for training services. The presentation will also include rent and revenue share the bidder will give to RSSC from operations of the CoE

### STAGE 3: FINANCIAL BID

Based on technical presentations made by all pre-qualified bidders, RSSC will issue a term sheet with detailed listing of various operational conditions and final fee structure for the academy. RSSC will also decide on minimum rent it would charge per month for the space being provided to the agency. Bidders will then be required to submit their financial bid in terms of revenue share they would be willing to give to RSSC in addition to the monthly rent fixed by RSSC.

The bidder with the highest revenue share would be awarded the project.