

# THE PLANTATION CORPORATION OF KERALA LTD

(An ISO 9001:2015 Certified Company under Government of Kerala)

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MD/F-304/

03.09.2025

## INVITATION FOR EXPRESSION OF INTEREST (EOI) & TECHNICAL BID For Operation and Management of The Plantation Valley Farm Resort Adirappilly Thrissur, Kerala

**Issued by: The Plantation Corporation of Kerala Ltd.**

**Muttambalam P.O, Kottayam - 686 004**

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### **i. The Plantation Valley Farm Resort**

The Plantation Corporation of Kerala Ltd., (PCKL) has been running for the past 24years a Resort by the brand name The Plantation Valley Farm Resort (10<sup>0</sup> 17'25.3"N 76<sup>0</sup> 32'51.6"E) at Athirapally, Trissur district. The Resort consisting of three independent cottages, each with four double rooms, a dormitory that can accommodate about 15-20 beds and a kitchen and restaurant facing the river is constructed on five acres of forest land adjacent to the Chalakudy river, about 2 km downstream of the well-known Adirappilly Waterfalls and directly accessible from the Chalakudy-Valparai highway. Across from the Resort on the other bank of the river which is frequented by wild elephants is pristine dense forest which is a hotspot of diverse flora and fauna. The Resort is contiguous with about 1000 ha of oil palm plantation which is part of the larger Kalady Plantations of PCKL falling in the mostly forest areas between Pariyar and Chalakudy rivers. The Resort and its premises are blessed with abundant natural beauty and the place is an abode of peace, serenity and tranquillity round the year. PCKL is planning to outsource the operations and management of the Resort to a competent party for the next 15 years.

## **ii. Purpose of Expression of Interest (EOI)/Technical Bid**

PCKL is proposing to outsource the operations and management of the Resort through a competitive e-tender-cum-e-auction process. Initially this will be for a period of 15 years with a possibility for further extension based on mutually agreed terms and conditions at the end of this period. PCKL is inviting Expression of Interest (EOI) and Technical Bid from financially sound and reputed parties who have demonstrated capability in hospitality business management viz., hotels, resorts, restaurants, etc.

The most suitable party will be selected through a two bid system (technical and financial bids) through e-tender-cum-e-auction

## **iii. Who is eligible to bid?**

Parties fulfilling the following eligibility criteria can participate in the bidding process. The eligibility criteria and the documents to be supported along with the EOI/technical bid are given in the table below.

Sl. No.	Eligibility criteria	Supporting documents to be included in the Technical Bid
1	Any party (individual/ group of individuals/ consortium/ partnership firm/ company, etc.) that is currently running a hospitality industry such as a hotel, restaurant, resort etc. can participate in the bidding process.	Details of the hospitality business and proof that the bidding party (or at least one partner if the bidding party is a group of individuals) is currently in hospitality business.
2	The bidding party (at least one partner of the bidding party) should have at least 3 years of experience in hospitality business such as hotels, resorts, restaurants etc.	Self-attested copies of official documents to prove the required experience. Also to give detailed profiles of the hospitality businesses establishments including their location, addresses, PAN, GSTN etc.
3	The annual turnover of the bidding party should be at least Rs. 5 Crore per year for the past three years.	Self-attested copies of audited accounts for past three years.
4	The bidding party should have made	Self-attested copies of audited accounts

	(individually or collectively in the case of a group of partners) a profit at least for one year during the past 3 years.	(profit & loss statement) for the last three years.
5	Current net worth of the bidding party (individually or collectively) should be at least Rs. 5 cr.	Certificate of Chartered Accountant.
6	Willingness to deposit two year's fees (as per the financial bid) at the time of signing the agreement which will be considered as the fees for the first year and the 10 <sup>th</sup> year.	Undertaking by the bidding party on plain paper
7	<p>Bidding party's vision/mission statements and business plan for the Resort for the next 10 years.</p> <p><i>(Important: Please note that while submission of this document is an essential requirement to qualify the technical bid, final selection of a party will be made based on the highest financial bid offered during financial bidding and the funds that will be used for implementing the proposed business plan will not be a consideration for the selection).</i></p>	<p>Submit a Vision and Mission statements for running the Resort which should be clear and concise. A comprehensive business plan for the Resort should be submitted indicating likely improvements that will be made for better guest experience, brand building and marketing of the Resort etc. and the timeframe for implementing them. This should also contain an estimate of the amount of money that will be spent for these improvements and proof of fund availability (such as savings, credit line offer from a bank etc.)</p>

The EOI/Technical Bid should necessarily contain all the information and documents given in the table above.

Those who meet the above criteria and are willing to participate in the Expression of Interest (EOI) and Technical Bid may submit the same **through the e-tender portal <https://etenders.kerala.gov.in/> on or before 30.09.2025 at 4.30 PM.**

The Expression of Interest (EOI) should be submitted through the e-portal and this should be in the form of a concise covering letter briefly introducing the bidding party (official name, registered address, legal status, PAN, GSTN, etc.) and a brief profile of the bidding party/agency/company. Along with the EOI, a detailed Technical Bid as per the description given in the table above should be submitted.

### **Pre-bid Meeting and Site Inspection**

PCKL strongly recommends that those who are interested to participate in the EOI/Technical Bid may first visit and inspect the Resort and the premises before submitting their EOI/Technical Bid. For arranging the visit, prospective bidders may contact us ([pvfrpckltd@gmail.com](mailto:pvfrpckltd@gmail.com)). No financial bid should be submitted along with the EOI/technical bid.

Those parties who qualify the Technical Bid will be short-listed and they will be invited to submit their Financial Bids through e-tender-cum-e-auction.

### **Role of PCKL**

The role of PCKL will be limited to permitting the selected party to run the Resort and the premises entirely at their risk, responsibility and cost.

The selected party will be free to operate the Resort and premises after making necessary repairs, renovations, etc., but no permanent constructions will be permitted. Temporary constructions will be allowed with the prior approval of PCKL.

PCKL will have the right to check/inspect the functioning of the Resort without any obstructions from the operator.

If PCKL finds out any unlawful or unacceptable activities, agreement with the selected party will be cancelled with immediate effect.

Any modifications to the buildings or premises should be done by the selected party only with prior approval of PCKL.

At the end of the agreement (i.e., after 15 years), all developments, modifications, renovations, repairs, etc. made by the selected party will become the property of PCKL and the selected party will have no rights or claims in this regard. The amount spent for these purposes will not be counted towards the fees for outsourcing the Resort and premises to the selected party.

PCKL reserves the right to accept or reject any or all offers of Expression of Interest and Technical Bid without assigning any reason or whatsoever and the bidder will have no right to claim any liability.

PCKL will be free to verify any or all information provided by the bidder.

### **Role of the selected party**

Every aspect of the routine day-to-day operation and management of the Resort and the premises including marketing, management of front office and guest services, housekeeping and laundry services, restaurant, Food & Beverage operations, maintenance and upkeep of all Resort facilities, equipment and grounds/premises, HR management, procurement and inventory management, etc. is entirely the responsibility of the selected party. The selected party shall run the Resort entirely at their risk and cost and PCKL shall not be liable for any damages to property or people which will be the total responsibility of the selected party.

The selected party shall adhere to all laws, rules, regulations of the PCKL, government and Forest Department as relevant to the running of the Resort and its premises.

The brand name, Plantation Valley Farm Resort cannot be changed by the operator. Any effort for branding enhancement should have the prior approval of PCKL.

The selected party cannot handover the operation and management of the resort to another party.

### **Tender Fee**

- All bidders are required to remit a **non-refundable Tender Fee of ₹10,000/- (Rupees Ten Thousand only)** through **online payment mode only**, as enabled in the e-tender portal.

For further information may contact :

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**Managing Director**