

# Request for Qualification (RFQ)

FOR

EMPANELMENT OF TRANSACTION  
ADVISORS (TA)

FOR

PPP PROJECTS



## **Indian Ports Association**

1st Floor, South Tower, NBCC Place  
B. P Marg, Lodi Road  
New Delhi - 110 003  
Ph No : 011-24369061/63; Fax No : 011-24365866

INR 10,000/-

(February 2017)

**LETTER FOR ISSUE OF RFQ FOR THE**  
**“Empanelment of Transaction Advisors (TA)”**

The set of RFQ document is issued to:

Name : \_\_\_\_\_

Address : \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

The cost of the RFQ document is INR 10,000/- (Indian Rupees Ten Thousand only)

**IPA**

Signature of the Officer

Issuing the RFQ Document : \_\_\_\_\_

## **Indian Ports Association**

IPA/GAD/Consultant-TA/2017

24/02/2017

### **Notice for Empanelment of Transaction Advisor for Major Ports**

Indian Ports Association has been assigned by Ministry of Shipping, Govt of India with the task of preparation of panel of Transaction Advisors for different types of consultancy services for use by the Major Ports as and when required. Accordingly, Indian Ports Association invites Requests for Qualification (RFQ) for empanelment as Transaction Advisors for class namely:

#### **Class-A (Transaction Advisory Services for the PPP Projects with Estimated Cost of Project more than 250 Cr ).**

The panel will be valid for a period of 3 years.

The panel may be used by Major Ports by inviting financial bids as and when required for their projects/works. The detailed terms and conditions including evaluation criteria and application fee are available in the web site [www.ipa.nic.in](http://www.ipa.nic.in).

The schedule for receipt of the application is as follows:-

1. Submission of document fee of Rs.10, 000/- for each RFQ on or before 1500 Hrs on 06/03/2017.
2. Receiving of queries/request for clarifications on or before 3.00 pm (1500 Hrs) on 05/03/2017
3. Pre-bid meeting on 06/03/2017 at 3.00 pm (1500 hrs) at IPA, New Delhi.
4. Receipt of offers on or before 3.00 pm(1500 Hrs) on 27/03/2017
5. Opening of offers at 3.30 pm (1530 Hrs) on 27/03/2017

Reputed and interested Parties/consulting firms/consortia may download the RFQ from the above website and send in their response to the Managing Director, Indian Ports Association, 1st. floor, South Tower, NBCC Place, Bhisham Pitamah Marg, Lodi Road, New Delhi- 110 003.

In case, if RFQ is downloaded from website, the requisite application fee of Rs 10,000/- in form of Demand Draft, in favor of Indian Ports Association shall be submitted along with bid.

# Indian Ports Association

## **Empanelment of Transaction Advisors (TA) for PPP Projects of Major Ports**

### **1. INTRODUCTION**

India's ports comprise of 12 major ports and around 200 non-major ports along the coast and islands. The Major Ports except one i.e. Kamarajar Port (Ennore) are managed by the respective Port Trust Boards and the Kamarajar Port is in the form of Public Limited Company. All the Major Ports are administered by the Central Government under Ministry of Shipping. The total volume of traffic handled by all the Indian Ports during 2014-15 was 1052.00 million tonnes and the major ports account for around 55% of total sea-borne trade. The Government of India has formulated

“National Maritime Agenda 2010-20” in which, a number of development projects has also been identified under five projects heads viz. deepening of channels, construction and re-construction of berths, procurement / modernization of equipment, hinterland connectivity and various other developmental works to be taken up, in order to meet the projected traffic and estimated capacity. The expected investment for the Major Ports from 2010-2020 is 127942.35 crores.

The detail of the expected investment under the National Maritime agenda is as under:

<b>Sl. No</b>	<b>PROJECT HEAD</b>	<b>No. of Projects</b>	<b>Project Cost (Rs. In Crore)</b>
1.	Port Development	36	70,178.19
2.	Port Modernization	32	9,982.80
3.	Port Led Development	33	1,50,657.80
4	Shipbuilding, Ship Repair and Ship Breaking	13	9,560.24
5.	Maritime Education, Training and Skill Development	4	1,191.50
6.	Inland Water Transportation and Coastal Shipping	27	7,414.14
7.	Investment Opportunities in Maritime States	46	37,754.00
8.	Cruise Shipping and Light House Tourism	9	3,202.48

9.	Hinterland Connectivity and Multimodal Logistics	36	1,13,376.00
10.	Green Port Initiatives	4	419.00
	TOTAL	240	4,03,736.20

(Figures provided above are dated and may need to be revised!!!)

Around 240 projects in the maritime sector for investment have been short listed. List of these projects are listed at **Annexure-I**. To execute these projects, Ports would require the services of the consultants to assist the Ports in various activities like preparation of Feasibility / Project reports, tariff proposals, appointment of transaction advisors & independent engineers, preparation of EMP reports, and project monitoring etc. To this endeavor, Indian Ports Association on the direction of Ministry of Shipping has mandated to prepare a panel of consultants for the various types of consultancy services, which may help the various Port Trusts in speedy selection/ appointment of consultants as when required.

Through, the present exercise, the panel of consultants will be prepared through assessment of technical and financial capacity for various disciplines of consultancy services that may be required by the Ports with reference to the estimated cost of the projects. The panel so prepared will be valid for three years from the date of engagement. However, the application for addition to the empanelled list it will be done based on fresh RFQs published in leading newspapers / website of IPL for Transaction Advisors once in every six month. In case of deletion from list the same would be owing to unsatisfactory performance as per contract with individual empanelled TA advisors.

## 2. Objective

The objective of the tender is to prepare a panel of Transaction Advisors for PPP Projects use by the major ports. The individual Major Port seeking Advisory Services on their port activity shall then invite competitive price offers from the panel of Transaction Advisors so prepared for the respective activities and at that time shall also prescribe Terms of Reference and Terms of Payment.

## 3. Broad Role of Transaction Advisors

Transaction Advisors are normally required for rendering their services in Technical, Financial & Legal services for PPP Projects of all Major Ports.

In short, they shall be instrumental in conceptualization of the PPP projects till implementation. However, while inviting the RFP, concerned Port will spell out the detailed scope of work of Transaction Advisor.

#### **4. Entering into Agreement on RFP**

- 4.1 On selection of the Transaction Advisor, the concerned Major Port Trust" will enter into agreement in the form prescribed by them. The format of agreement will be enclosed by the Port Trust while seeking financial offers.
- 4.2 The invitation of the applications for enrolment as Transaction Advisor for PPP Projects will have a pre-bid meeting before submission of final application for evaluation. The Pre-Bid conference will be held on 06/03/2017 at 3.00 pm (1500 hrs) at IPA, New Delhi.

The applicants, who have submitted application fee, will only be allowed to participate in the pre-bid meeting. All the queries must be submitted one day before the pre-bid meeting. No fresh queries will be allowed thereafter. The clarifications will be issued as early as possible so as to have at least 10 days time for submitting the bid.

#### **5. CATEGORIES OF EMPANELMENT**

##### **5.1 Class-A: Transaction Advisory Services for the PPP Projects with Estimated Cost of project is more than Rs. 250 Cr.**

#### **6 Brief scope of Transaction Advisory Services for Class-A for PPP Projects.**

- Preparation of Techno Economic Feasibility Report if required.
- Preparation of Expression of Interest PPP (BOT/Captive) projects and its evaluation.
- As per the Model Documents of Ministry, preparing RFQ on the basis of Feasibility Report and updated figures, data and statistics, etc. ,scrutiny & evaluation thereof.
- Preparation for Pre-Bid and other meetings, conducting the same, preparing replies/clarifications in consultation with officials of Ports.
- Preparation of Tariff Proposal as per prevailing standard guidelines issued by TAMP,

clarification to the queries raised by TAMP and assist Port for finalization of the same from TAMP.

- As per Model Document of Ministry, preparing RFP, issuance, scrutiny and evaluation thereof.
- As per Model document of Ministry, preparing Draft Concession Agreement, finalize the same.
- Follow-up of compliance and scrutiny of conditions precedent and final closure.
- Preparing material for the Board Meeting for obtaining approvals at various stages.
- Preparation of letters, drafts, etc. for obtaining Govt. approvals including Security Clearance, etc.
- Co-ordination and correspondence with concerned statutory State/Central Govt. organizations/persons.
- Providing Transactional and Legal advice as required by Govt.
- Provide necessary technical, financial and legal assistance from time to time from Head Office.
- For appointment of consultant /technical advisor for PPP projects, frame bidding documents & subsequent evaluation thereof.
- Furnish clarification to query from RFQ applicants/bidders, Ministry, TAMP or any other statutory Authority.
- After signing of agreement with concessionaire, provide financial/legal opinion on implementation & operation of terminal.
- Scrutiny of various policies /guidelines issued by statutory authorities from time to time and suggest any action to be taken by Ports.
- Frame the various formats by incorporating information there be sent to concerned authority.
- To work out sustainable Royalty for PPP Project.
- To scrutinize security clearance information of bidders/RFQ Applicants.
- To frame proposals like but not limited to SFC, EFC, PPPAC, CCEA etc. to take approval of competent authority.
- To frame presentation to be made by Port before Authorities to finalization evaluation to seek approval of proposal
- To attend the meeting and assist Port officials in respect to finalization, evaluation & approval of project.
- To frame documents for appointing of Independent Engineer and evaluation thereof.
- Any other matter related to procedural issues of PPP.

## **7 Qualification Criteria for Empanelment of Transaction Advisor.**

### **Stage-I**

The Tenderers shall meet the following qualifying criteria:

- 7.1 Average annual turnover during the last 3 financial years ending 31st March (, 2013-14, 2014-15 and 2015-16) should be at least, Rs 75 Lakhs
- 7.2 Experience of having successfully completed similar works during last 7 years, ending last day of the month previous to  
the one in which applications are invited should be either of following:-

### **For Class-A**

- a) Three completed similar works for the PPP Projects each costing not less than Rs 100 Crores.  

OR
- b) Two completed similar works for the PPP Projects each costing not less than Rs. 125 crores.  

OR
- c) One similar completed work for PPP projects costing not less than Rs.200 crores.

**Similar Works:** The Tenderer should have experience of providing Transaction Advisory Services i.e. providing qualified Legal, Financial & Technical Experts with a minimum Three years experience for carrying out PPP Transactions in any infrastructure Projects



**Stage-II (Short listing/Scoring criteria for empanelment of Transaction Advisor).**

**8.0 Evaluation criteria for Class A :**

<b>8.1 Experience (Total : 55 Points)</b>			
8.1.1	For Class-A	<p>The applicant should provide details of completed assignments in the last 07 years to demonstrate experience in providing the consultancy service.</p> <p>For each assignment, the applicant should provide details of the nature of consultancy provided, the clients response, the further action taken by the client in implementation and its status as also the duration of the assignment including date of start and completion of the assignment and cost of project and total fees etc.</p>	<p>Demonstration of appropriate experience upto <b>55 points</b> as per criteria given at Appendix-1.</p>
		<p><b>Response :</b> The applicant should submit clients completion certificate for each assignment to support their claim along with firm's experience and team experience separately not more than 2 pages for specific assignments by the authorized person of the firm.</p>	
<b>8.2 Human Resources (Total : 45 Points)</b>			
8.2.1	Full Time Equivalent (FTE) professional	<p>The applicant should indicate the team with the team leader and the role and responsibility of each key member.</p>	<p>Upto 15 points as per criteria given at Appendix-1.</p>
		<p><b>Response :</b> The applicant should indicate the details of FTE professionals along with supporting documents for their engagement and provide an organization structure of the applicant indicating the FTE professional in that category.</p>	
8.2.2	Key Personnel	<p>The applicant should indicate the team key personnel with experience in finance and legal</p>	<p>Upto 30 points as per criteria given at Appendix-1.</p>

	<p><b>Response :</b> The applicant should submit curriculum vitae of the key personnel, details of assignments carried out and claimed for duly indicating their qualification and experience. The involvement of key personnel in carrying out such similar nature of studies during the past 5 years should be in a brief write up by the key personnel of not more than 2 pages for each assignment indicating their role, responsibility and amount of involvement and duly certified by the firm should be submitted.</p> <p>The firm should also submit an "undertaking" that the key personnel would be maintained during the actual assignment to be awarded in case they are selected. In case replacement is inevitable, the equivalent qualification and experienced key personnel will be inducted to carryout the assignment in case of award.</p> <p><b>Note:</b> The ports will obtain such undertaking while calling financial bids from the empanelled consultants.</p>	
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**Note:** 1) The applications, only of those bidders who qualified as per qualification criteria laid down under stage-I, will be evaluated further against the qualification criteria laid down under stage –II

2) The applicant has to score minimum 50% points in each of above sub criteria viz 8.1.1 ;8.2.1 & 8.2.2 for getting qualified.

**8.3 Empanelment will be based on the marks obtained as per follows:**

<b>CATEGORY</b>	<b>MARKS</b>
<b>Category A</b>	<b>&gt;/= 90</b>
<b>Category B</b>	<b>&gt;/= 80</b>
<b>Category C</b>	<b>&gt;/= 70</b>
<b>Shall not be considered for empanelment</b>	<b>&lt; 70</b>

**9. General Conditions**

**9.1 Conflict of Interest:** The applicant or its affiliates should not have conflict of interest with the project authority in taking up the Transaction Advisory Service assignment. Applicants are required to provide details of any existing or potential conflict of interest. It should be noted that applicants will be required to demonstrate that no conflict of interest exists when providing or submitting financial proposal for specific assignments to the concerned port by way of an Undertaking.

- 9.2 The applicant will be required to submit their financial offer strictly on the basis of terms of reference provided by individual port without attaching any counter conditions and certificate to this effect has to be furnished.
- 9.3 If there is any change in the key personnel or full time professionals, it should be brought to the notice of IPA immediately for considering either to accept such changes or otherwise. The details of qualification, experience etc. of such key personnel when there is change and if they are replaced': with the equivalent level of qualification, experience etc. the same may be intimated. In case the change of personnel/professional is ultimately not acceptable to IPA, the firm will not continue to be empaneled.
- 9.4 The empanelment of Transaction Advisors will be valid for three years or extended period as may be arrived at through mutual consent from the date of original empanelment or any date stated in the empanelment letter.
- 9.5 The applicant has to submit along with the bid document Rs.10,000/- as non-refundable application fee, which will be valid for 3-years irrespective of number of disciplines quoted.
- 9.6 The empanelment made by IPA is intended to be used by all Major Ports.
- 9.7 In case of any dispute arising out of the empanelment, the decision of the Governing Body of IPA will be final and binding.
- 9.8 For applicants who are subsidiaries of foreign companies (Equity of Foreign entity more than 50%) and if their turnover are claimed, the IPA/Major Port shall insist a letter from the Parent Company to make their services available to Indian Company as required and demanded by IPA/Major Port without any extra. .fee liability for such services to IPA/Major Port by such foreign company.
- 9.9 The applicant should have regular set up of a team of Persons having sufficient experience in Technical, Financial & Legal as per requirement of PPP Projects.
- 9.10 When two or more firms are forming a consortium to participate in RFQ than one firm shall become the lead member of the consortium and shall submit an authorization letter for other members of consortium. The evaluation will be conducted on the basis of performance of consortium as a whole against evaluation

criteria. However, no applicant applying individually or as a member of a consortium, as the case may be, can be member of another applicant.

9.11 Even though applicants satisfy the necessary requirements they are subject to disqualification if they have:

- (i) Made untrue or false representation in the form, statements required in the application document.
- (ii) Records of poor performance such as abandoning work, not properly completing contract, financial failures or delayed completion.
- (iii) Submit fake, fictitious or fabricated documents in support of their work experience, eligibility criteria etc

9.12 It may be noted that after empanelment, works shall be allotted to various Transaction Advisors commensurate to their capabilities and capacities as assessed by IPA/Major Port No representation in this respect will be entertained.

9.13 For the purpose of empanelment, applications received will be evaluated based on the details furnished and minimum criteria stipulated at Clause 7 above. Further, the Transaction Advisors who had applied already and were/are in the services of the Major Ports will be reviewed by the Major Ports based on their past performance, if required

9.14 Applicant has to furnish following undertaking along with bid: "I/we certify that in the last three years, we/any of the consortium members have neither failed to perform on any contract, as evidenced by imposition of Penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part".

## **9.15 EARNEST MONEY DEPOSIT**

No tender will be considered which is not accompanied by a sum of Rs.2,50,000.00 (Rs. Two lakhs and fifty thousand only) as Earnest Money Deposit . In the event of the Tenderer withdrawing his tender before the expiry of 180 (one hundred and eighty) days from the date of opening of the tender, the tender would be cancelled and the earnest money deposit therewith would be forfeited by the IPA.

The Earnest Money shall be paid in the form of Demand Draft (DD) issued by a Nationalized Bank / Scheduled Bank drawn on New Delhi Branch of the Bank in favour of the Indian Ports Association, New Delhi. The EMD must be forwarded in separate cover (cover I) along with Tender. In case, it is not forwarded as stated above, the tender will be liable to be rejected. No cash remittance along with the tender will be accepted. The amount of earnest money will be refunded to disqualified Tenderers/non Short listed tenderers as soon as possible by IPA.. EMD of successful bidders/ Empanelled bidders will be retained for the entire period of empanelment i.e 3 years by IPA or such extended period by IPA. No interest will be allowed on the earnest money from both successful and unsuccessful bidders.

## **9.16 Right to accept or reject any or all proposals**

- 9.16.1 Notwithstanding anything contained in this document, the IPA reserves the right to accept or reject any Proposal and to annul the Selection Process and reject all Proposals, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.
- 9.16.2 The Authority reserves the right to reject any Proposal if: (a) at any time, a material misrepresentation is made or discovered, or (b) the Applicant does not provide, within the time specified by the Authority, the supplemental information sought by the Authority for evaluation of the Proposal. Misrepresentation/ improper response by the Applicant may lead to the disqualification of the Applicant. If the Applicant is the Lead Member of a consortium, then the entire consortium may be disqualified / rejected. If such disqualification/rejections occurs after the proposals have been opened and the highest ranking Applicant gets disqualified / rejected, then the Authority reserves the right to consider the next best Applicant, or take any other measure as may be deemed fit in the sole discretion of the Authority, including annulment of the Selection Process.

### **9.17 Language**

The Proposal with all accompanying documents (the "Documents") and all communications in relation to or concerning the Selection Process shall be in English language and strictly on the forms provided in this document. No supporting document or printed literature shall be submitted with the Proposal unless specifically asked for and in case any of these Documents is in another language, it must be accompanied by an accurate translation of the relevant passages in English, in which case, for all purposes of interpretation of the Proposal, the translation in English shall prevail.

### **9.18 Evaluation Processes**

The applications will be scrutinized as per the criteria given in the bid documents and a list of pre-qualified bidder be prepared and communicated to all the Major Ports. The Major Ports as and when required will obtain financial offers from the Transaction Advisors who are empanelled.

### **9.19 Correspondence with Applicant**

Given and except as provided in RFQ, the IPA shall not entertain any correspondence with any applicant in relation to the acceptance or rejection of any application.

#### **9.19A IPA's Rights**

IPA, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time to:

- (a) Suspend and/or cancel the bidding process and/or amend and/or supplement the Bidding process or modify the dates or other terms & conditions relating there to.
- (b) Consult with any applicant in order to receive clarification or further information.
- (c) Empanel or not to empanel any applicant and/or to consult with any applicant in order to receive clarification or further information.
- (d) Retain any information and / or evidence submitted to the IPA by, on behalf of, and/or in relation to any applicant and/or.

- (e) Independently verify, disqualify, reject and/or accept any and all submissions or other information and/or evidence submitted by or on behalf of any applicant.

## **9.20 Fraud and corrupt practices**

9.20.1 The Applicants and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Selection' Process. Notwithstanding anything to the contrary contained in this document, the Authority shall reject a Proposal without being liable in any manner whatsoever to the Applicant, if it determines that the Applicant has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice (collectively the "Prohibited Practices") in the Selection Process. In such an event, the Authority shall, without prejudice to its any other rights or remedies, forfeit and appropriate the Bid Security or Performance Security, as the case may be, as 'mutually agreed genuine pre-estimated compensation and damages payable to the Authority for, *inter alia*, time, cost and effort of the Authority, in regard to this document, including consideration and evaluation of such Applicant's Proposal.

9.20.2 Without prejudice to the rights of the. Authority herein above and the rights and remedies which the Authority may have under the LOA or the Agreement, if an Applicant or Transaction Advisor, as the case may be, is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Selection Process, or after the issue of the LOA or the execution of the Agreement, such Applicant or Transaction Advisor shall not be eligible to participate in any tender or RFP issued by the Authority during a period of three years from the date such Applicant or Transaction Advisor, as the case may be, is found by the Authority to have directly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.

9.20.3 For the purposes of this Section, the following terms shall have the meaning hereinafter respectively assigned to them: (a) "corrupt practice" means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of any person connected with the Selection Process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of the Authority who is or has been associated in any manner, directly or indirectly with the Selection Process or the LOA or has dealt with matters concerning the Agreement or arising there from, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the Authority, shall be deemed to constitute influencing the actions of a person connected with the Selection Process); or (ii) save as provided herein, engaging in any manner whatsoever, whether during the Selection Process or after the issue of the LOA or after the execution of the Agreement, as the case may be, any person in respect of any matter relating to the Project or the LOA or the Agreement, who at any time has been or is a legal, financial or technical Transaction Advisor! adviser of the Authority in relation to any matter concerning the Project; (b) "fraudulent practice" means a misrepresentation or omission of facts or disclosure of incomplete facts, in order to influence the Selection Process; (c) "coercive practice" means impairing or harming or threatening to impair or harm, directly or indirectly, any persons or property to influence any person's participation or action in the Selection Process; (d) "undesirable practice" means (i) establishing contact with any person connected with or employed or engaged by the Authority with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Selection Process; or (ii) having a Conflict of Interest; and (e) "restrictive practice" means forming a cartel or arriving at any understanding or arrangement among Applicants with the objective of restricting or manipulating a full and fair competition in the Selection Process.



## 10. Conflict of Interest

- 10.1 An Applicant shall not have a conflict of interest that may affect the Selection Process or the Consultancy (the "**Conflict of Interest**"). Any Applicant found to have a Conflict of Interest shall be disqualified.
- 10.2 It is necessary that the Transaction Advisor provides professional, objective, and impartial advice and at all times hold the interests of the Port Trust as paramount, avoid conflicts with other assignments or its own interests, and act without any consideration for future work. The Transaction Advisor shall not accept or engage in any assignment that would be in conflict with its prior or current obligations to other clients, or that may place it in a position of not being able to carry out the assignment in the best interests of the Port Trust.
- 10.3 Addressing Conflicts of Interest have been illustrated in the Guidance Note at Schedule. Without limiting the generality of the above, an Applicant shall be deemed to have a Conflict of Interest affecting the Selection Process, if:

(a) the Applicant, its consortium member (the "Member") or Associate (or any constituent thereof) and any other Applicant, its consortium member or Associate (or any constituent thereof) have common controlling shareholders or other ownership interest; provided that this disqualification shall not apply in cases where the direct or indirect share holding or ownership interest of an Applicant, its Member or Associate (or any shareholder thereof having a shareholding of more than 5 per cent of the paid up and subscribed share capital of such applicant, Member or Associate, as the case may be) in the other Applicant, its consortium member or Associate is less than 5% (five per cent) of the subscribed and paid up equity share capital thereof; provided further that this disqualification shall not apply .to any ownership by a bank, insurance company, pension fund or a public financial institution referred to in section 4A of the Companies Act, 1956. For the purposes of this, indirect share holding held through one or more intermediate persons shall be computed as follows:

10.3 (aa) where any intermediary is controlled by a person through management control or otherwise, the entire share holding held by such controlled intermediary in any other person (the "Subject Person") shall be taken into account for computing the shareholding of such controlling person in the Subject Person; and

10.3 (bb) subject always to sub-clause (aa) above, where a person does not exercise control over an intermediary, which has shareholding in the Subject Person, the computation of indirect shareholding of such person in the Subject Person shall be undertaken on a proportionate basis; provided, however, that no such share holding shall be reckoned under this "sub-clause' (bb) . if- the share holding of such-person in the intermediary is less than 26% (twenty six per cent) of the subscribed and paid up equity share holding of such intermediary; (b) a constituent of such Applicant is also a constituent of another Applicant; or (c) such Applicant or its Associate receives or has received any direct or indirect subsidy or grant from any other Applicant or its Associate; or (d) such Applicant has the same legal representative for' purposes of this Application as any other Applicant; or (e) such Applicant has a relationship with another Applicant, directly or through common third parties, that puts them in a position to have access to each others' information about, or to influence the Application of either or each of the other Applicant; or (f) there is a conflict among this and other consulting assignments of the Applicant (including its personnel and Sub-Transaction Advisor) and any subsidiaries or entities controlled by such Applicant or having common controlling shareholders.

The duties of the Transaction Advisor will depend on the circumstances of each case. While providing consultancy services to the Authority for this particular assignment, the Transaction Advisor shall not take up any assignment that by its nature will result in conflict with the present assignment; or (g) a firm which has been engaged by the Authority to provide goods or works or services for a project, and its Associates, will be disqualified from providing consulting services for the same project save and except as provided conversely, a firm hired to provide consulting services for the preparation or implementation of a project, and its Members or Associates, will be disqualified from subsequently providing goods or works or services related to the same project; or (h) the Applicant, its Member or Associate (or any constituent thereof), and the bidder or Concessionaire, if any, for the Project, .its. \_contractors or sub contractor(s) ( or any constituent thereof) have

common controlling shareholders or other ownership interest; provided that this disqualification shall not apply In cases where the direct or indirect share holding or ownership interest of an Applicant, its Member or Associate (or any shareholder hereof having a share holding of more than 5% (five per cent) of the paid up and subscribed share capital of such Applicant, Member or Associate, as the case may be.) in the bidder or Concessionaire, if any, or its contractor(s) or sub-contractor'(s) is less than 5% (five per cent) of the paid up and subscribed share capital of such Concessionaire or its contractor(s) or sub-contractor(s); provided further that this disqualification shall not apply to \_ ownership by a bank, insurance company, pension fund or a Public Financial Institution referred to in section 4A of the Companies Act, 1956. For the purposes of this sub-clause (h), indirect shareholding shall be computed in accordance with the provisions of sub-clause (a) above.

- 10.4 For purposes of this bid, Associate means, in relation to the Applicant, a person who controls, is controlled by, or is under the common control with such Applicant (the "Associate"). As used in this definition, the expression "control" means, with respect to a person which is a company or corporation, the ownership, directly or indirectly, of more than 50% (fifty per cent) of the voting shares of such person, and with respect to a person which is not a company or corporation, the power to direct the management and policies of such person by operation of law or by contract.
- 10.5** An applicant eventually appointed to provide consultancy by any port trust or any specific project and its associate, shall be disqualified from subsequently providing goods or works or services related to the construction and operation - of the same Project-and-any breach - of this obligation shall be construed as Conflict of Interest; provided that the restriction herein shall not apply after a period of 5 (five) years from the completion 'of the original assignment or to consulting assignments granted by banks/ lenders at any time; provided further that this 'restriction shall not apply to consultancy/ advisory services performed for the Port Trust in continuation of a specific Consultancy or to any subsequent consultancy/ advisory services performed for the Port Trust in accordance with the rules of the Port Trust. For the avoidance of doubt, an entity affiliated with the Transaction Advisor shall include a partner in the Transaction Advisor's firm or a person who holds more than 5% (five percent) of the subscribed and paid up share capital of the Transaction Advisor, as the case may be, and any Associate thereof.

## Guidance Note at Schedule

SCHEDULE-3  
(See Clause 10.3)

### **Guidance Note on Conflict of Interest**

1. This Note further explains and illustrates the provisions of Clause 10.3 of the RFQ and shall be read together therewith in dealing with specific cases.
2. Transaction Advisors should be deemed to be in a conflict of interest situation if it can be reasonably concluded that their position in a business or their personal interest could improperly influence their judgment in the exercise of their duties. The process for selection of Transaction Advisors should avoid both actual and perceived conflict of interest.
3. Conflict of interest may arise between the Major Ports/IPA and a Transaction Advisor or between Transaction Advisors and present or future concessionaries/ contractors. Some of the situations that would involve conflict of interest are identified below:

#### **(a) Major Ports/IPA and Transaction Advisors:**

- (i) Potential Transaction Advisor should not be privy to information from Major Ports/ IPA which is not available to others; or
- (ii) Potential Transaction Advisor should not have defined the project when earlier working for the Major Ports/IPA; or
- (iii) Potential Transaction Advisor should not have recently worked for the Major Ports/IPA overseeing the project.

#### **(b) Transaction Advisors and concessionaires/contractors:**

- (i) No Transaction Advisor should have an ownership interest or a continuing business interest or an on-going relationship with a potential concessionaire/ contractor save and except relationships restricted to project-specific and short-term assignments; or
- (ii) No Transaction Advisor should be involved in owing or operating entities resulting from the project; or
- (iii) No Transaction Advisor should bid for works arising from the project.

## RFQ FOR SELECTION OF TRANSACTION ADVISORS

The participation of companies that may be involved as investors or consumers and officials of the Major Ports/IPA who have current or recent connections to the companies involved, therefore, needs to be avoided.

4. The normal way to identify conflicts of interest is through self-declaration by Transaction Advisors. Where a conflict exists, which has not been declared, competing companies are likely to bring this to the notice of the Major Ports/IPA. All conflicts must be declared as and when the Transaction Advisors become aware of them.
5. Another approach towards avoiding a conflict of interest is through the use of “Chinese walls” to avoid the flow of commercially sensitive information from one part of the Transaction Advisor’s company to another. This could help overcome the problem of availability of limited numbers of experts for the project. However, in reality effective operation of “Chinese walls” may be a difficult proposition. As a general rule, larger companies will be more capable of adopting Chinese Walls approach than smaller companies. Although, “Chinese Walls” have been relatively common for many years, they are an increasingly discredited means of avoiding conflicts of interest and should be considered with caution. As a rule, “Chinese Walls” should be considered as unacceptable and may be accepted only in exceptional cases upon full disclosure by the Transaction Advisor coupled with provision of safeguard to the satisfaction of the Major Ports/IPA.
6. Another way to avoid conflicts of interest is through the appropriate grouping of tasks. For example, conflicts may arise if Transaction Advisors drawing up the terms of reference or the proposed documentation are also eligible for the consequent assignment or project.
7. Another form of conflict of interest called “scope-creep” arises when Transaction Advisors advocate either an unnecessary boarding of the terms of reference or make recommendations which are not in the best interest of the Major Ports/IPA but which will generate further work for the Transaction Advisors. Some forms of contractual arrangements are more likely to lead to scope-creep. For example, lump-sum contracts provide fewer incentives for this, while time and material contracts provide built in incentives for Transaction Advisors to extend the length of their assignment.
8. Every project contains potential conflicts of interest. Transaction Advisors should not only avoid any conflict of interest, they should report any present/potential conflict of interest to the Major Ports/IPA at the earliest. Officials of the Major Ports/IPA involved in development of a project shall be responsible for identifying and resolving any conflicts of interest. It should be ensured that safeguards are in place to preserve fair and open competition and measures should be taken to eliminate any conflict of interest arising at any stage in the process.

## Appendix – I

<b>1</b>	<b>Experience Criteria as per Para 7.2</b>	<b>POINTS : 55</b>
1.1	<p><b><u>For Class-A</u></b></p> <p>a) Three completed similar works for the PPP Projects each costing not less than Rs. 100 Crores.</p> <p style="text-align: center;">OR</p> <p>b) Two completed similar works for the PPP Projects each costing not less than Rs. 125 Crores.</p> <p style="text-align: center;">OR</p> <p>c) One completed similar work for the PPP Projects costing not less than Rs. 200 Crores.</p> <p><b>Note:</b> For each additional project - additional 2 points will be given if the similar project cost is not less than Rs. 100 cr and 3 points if the similar project cost is not less than Rs. 125 cr and 5 points if the similar project cost is not less than Rs. 200 cr.</p>	<p>Initial three completed similar works for the project – 20 points.</p> <p>Initial two completed similar works for the project – 20 points.</p> <p>Initial one completed similar works for the project – 20 points</p>
<b>2</b>	<b>Human Resources as per Para 8.2</b>	<b>POINTS : 45</b>
2.1	<p><b>Details of full Time Equivalent (FTE) professional as per Para 8.2.1</b></p> <p><b>For Class A</b> (Project value more than Rs 250 Cr – <b>Min 20 FTE</b>)</p>	<p>For 20 FTE – <b>10 points</b></p> <p>More than 20 FTE – <b>15 points</b></p>
2.2	<p><b>Key Personnel as per Para 8.2.2</b></p> <p>The applicant should indicate the team key personnel with experience in finance and legal</p>	<p>Key personal with experience in finance and legal – <b>30 points</b></p> <p>Distribution of 30 marks will be as follows:</p> <p>1. Finance Key Personnel – 20 points (for one – 10; for two – 15 for three and above – 20).</p>

		2. Legal key Personnel – 10 (for one – 5 and for two and above – 10)
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**Minimum Qualification for**

- **Finance Key Personnel** : Either CA, or ICWA or CFA or MBA (Finance)
- **Legal Key Personnel** : Bachelor of Law or any equivalent Degree in Law and above

# **Annexure - I**



### Projects in Port Development

Sl. No	Project Name	Project Cost (Rs in Cr)	Project Proponent
1	Development of Cochin Outer Harbour	4,944.00	CoPT
2	Setting up of a container terminal (2.19 million TEUs) at Tuna Terka, Kandla Port	2,250.00	KPT
3	Development of 14 <sup>th</sup> multipurpose berth on BOT basis, Kandla Port	238.52	KPT
4	Development of 16 <sup>th</sup> multipurpose berth on BOT basis, Kandla Port	238.52	KPT
5	Development of Multi-Purpose Cargo Berth at Tuna Terka on BOT basis, Stage-II, Kandla Port	1,250.00	KPT
6	Development of JD East berths for handling bulk cargoes at Chennai Port	360.00	ChPT
7	Development of BD II as Coal Terminal at Chennai Port	180.00	ChPT
8	Setting up of Single Point Mooring Terminal at Chennai Port	1200.00	ChPT
9	Development of Multi-User Liquid Terminal II (3 MMTPA) for handling POL products	576.00	KPL
10	Development of Liquid cargo berth and one coastal berth at Vasco Bay	300.00	MgPT
11	Development of two beths in Vasco bay with connecting flyover for Navy/Coast Guard	500.00	MgPT
12	Development of Outer Harbour at Paradip Port	4,250.00	PPT
13	Development of LNG Terminal/FSRU at New Mangalore Port	3,000.00	NMPT

14	Development of Outer Harbour (82.50 MMTPA capacity addition) at V.O. Chidambaranar Port (Phase I)	11,725.00	VoCPT
15	Development of Green Field Port at Colachel (Enayam) in the State of Tamil Nadu	6,575.15	VoCPT
16	Development of Additional Container Berths in Inner Harbour or V.O. Chadambaranar Port	1,200.00	VoCPT
17	Creation of 2 <sup>nd</sup> Transloading arrangement within KoPT limits and at Konica Sands (Paradip Limit)	300.00	KoPT(Haldia)
18	Improving the capacity utilization of OR1 & OR2 and Fertilizer Berth at Visakhapatnam Port	270.00	VPT
19	Development of Multipurpose Berth Outside the Dock Basin at Kolkata	200.00	KoPT(Haldia)
20	Setting up of a fully mechanised cargo handling jetty with backup facility (cargo terminal-I) at Haldia Dock-II, Shalukkhali	450.00	KoPT(Haldia)
21	Setting up of a Multipurpose dry cargo handling jetty with backup facility (cargo terminal-II) at Haldia Dock-II, Shalukkhali	400.00	KoPT(Haldia)
22	Setting up of a fully mechanised cargo handling jetty with backup facility (cargo terminal-III) at Haldia Dock-II, Shalukkhali	450.00	KoPT(Haldia)
23	Development of New Major Port at Sagar Island, West Bengal	1,464.00	KoPT(Kolkata)
24	Development of LPG import terminal in Gujarat	500.00	MoP&NG
25	Development of LNG import terminal in Kakinada in Andhra Pradesh	3,000.00	MoP&NG
26	Development of LPG import terminal in	800.000	MOP&NG

	Eastern Ports		
27	Multipurpose Terminals in Uran Mudflats at JNPT	1,000.00	JNPT
28	Development of 5 <sup>th</sup> Cargo Terminal at JNPT	5,500.00	JNPT
29	Terminal in Nhava Creek at JNPT	600.00	JNPT
30	Construction and commissioning of additional Liquid Bulk Berth for handling POL at Visakhapatnam Port Trust	100.00	VPT
31	Setting up of Edible Oil Terminal at Cochin Port	10.00	CoPT
32	Development of an Oil Jetty outside Dock Basin at Haldia	100.00	KoPT(Haldia)
33	Finger Jetty at Vasco Bay for Liquid Cargo, Passenger and Fishing at Mormugao port	80.00	MgPT
34	Development of Container yard & cargo handling at Mc-Therson Island near Phongi Balu	2,000.00	ALHW
35	Development of Satellite port for JNPT at VadHAVAN (Dahanu, Taluka, Palghar District)	9,167.00	JNPT/MMB
36	Development of Satellite port at Bellekeri (North Kanara)	5,000.00	NMPT/Govt. of Karnataka
	<b>Total</b>	<b>70,178.19</b>	

## Projects in Port Modernisation

Sl. No	Project Name	Project Cost (Rs in Cr)	Project Proponent
1	Mechanisation of berth CJ6 for import of fertilizers, Kandla Port	200.00	KPT
2	Mechanisation of barge jetties in Bunder basin to support coal lighterage operations, Kandla Port	100.00	KPT
3	Deepening and widening of Mumbai Harbour Channel and JN Port Channel (Phase-II)	2,029.00	JNPT
4	Development of Integrated Common Rail Yard at JNPT for containers	200.00	JNPT
5	Development of North Anchorage at JNPT	50.00	JNPT
6	Augmentation of Fixed Fire Fighting System at Oil Dock as per OISD 156 norms	66.00	ChPT
7	Capital Dredging Phase-V at Kamarajar Port Limited	300.00	KPL
8	Deepening of approach channel to second /First Chemical Berth at Mumbai Port	150.00	MbPT
9	Mechanisation of CQ1 to CQ2 berths at Paradip Port	1,103.42	PPT
10	Modification and improvement to existing Iron Ore handling plant at Paradip Port	175.00	PPT
11	Expansion of the Mechanised Coal Handling Plant (MCHP) stack yard for additional coal storage	150.00	PPT
12	Mechanisation of Berth No. 8 for handling container and other clean cargoes.	200.00	NMPT
13	Dredging in front of North Cargo Berth-III, North Cargo Berth-IV, 5 Nos of SDB berths and SEPC berth at V.O. Chidambaranar	1,150.58	VoCPT

	Port		
14	Installation of Marine Unloading Arms for handling LPG at 1 <sup>st</sup> , 2 <sup>nd</sup> and 3 <sup>rd</sup> oil jetty of Haldia Dock Complex	150.00	KoPT(Haldia)
15	Mechanisation of berth 3 at Kolkata Port	150.00	KoPT(Haldia)
16	Utilisation of full capacity at North Cargo Berth 1 at V.O. Chidambaranar Port	760.00	VoCPT
17	Dredging of – 5 km common channel of Magdalla and Sewagram in Gujarat to facilitate coastal movement of cement	30.00	SDC/GMB
18	Re-arrangement of yard for improving the efficiency of Port's Container Terminals and allow for inter terminal movement at JNPT	200.00	JNPT
19	Additional coal stack yard for VGCB to increase the terminal capacity at Visakhapatnam Port	150.00	VPT
20	Conversion of OCT to handle Steel Cargo and Cars at Mumbai Port	100.00	MbPT
21	Mechanised food grain handling facility at Cochin Port	120.00	CoPT
22	Mechanised fertilizer handling facility at Cochin Port	155.00	CoPT
23	Mechanised fertilizer handling facility at New Mangalore Port	155.00	NMPT
24	Mechanised food grain handling facility at New Mangalore Port	120.00	NMPT
25	Up gradation of Coal jetty II (CJ-II) at VOC Port, Tuticorin	250.00	VoCPT
26	Circulation plan for ease of movement of break bulk cargo at Mormugao Port	50.00	MgPT
27	Establishment of Vessel Traffic	11.63	DGLL

	Management Service (VTMS) at Karwar		
28	Extension and raising of Breakwater by 300 meter at Campbell Bay in Great Nicobar	600.00	ALHW
29	Extension of Mus Island Breakwater with additional Wharf along with shore	600.00	ALHW
30	Augmentation of Kandla LPG import terminal	300.00	IOCL&KPT
31	Mechanisation of berth CJ2 for export of food grains at Kandla	155.00	KPT
32	Modernisation of Sassoon Dock fishing harbour in Mumbai Port	52.17	MbPT/MoAFW
	<b>Total</b>	<b>9,982.80</b>	

## Projects in Port Led Development

Sl. No	Project Name	Project Cost (Rs in Cr)	Project Proponent
1	Development of Free Trade Warehousing Zone (FTWZ) near Cochin Port	600.00	CoPT
2	Development of Cochin Smart Port City	3,000.00	CoPT
3	Development of Port based Special Economic Zone (Phase-I) at JNPT	468.82	JNPT
4	Development of Free Trade Warehousing Zone on DBOFT basis at KPL	889.00	KPL
5	Power complex in Andhra Pradesh	7,000.00	SDC/MoP
6	Power complex in Maharashtra	7,000.00	SDC/MoP
7	Power complex in Tamil Nadu	7,000.00	SDC/MoP
8	Development of an integrated export based leather and footwear cluster in Kolkata/Bantala	1,800.00	SDC/MIC & DIPP
9	Development of an integrated export based leather and footwear cluster in Perambur	1,800.00	SDC/MIC & DIPP
10	Development of an integrated export based leather and footwear cluster in Muzaffarpur	1,800.00	SDC/MIC & DIPP
11	Export based electronics cluster in Northern Maharashtra	3,500.00	SDC/MoCIT
12	Export based electronics cluster in Northern Tamil Nadu/Andhra Pradesh	3,500.00	SDC/MoCIT
13	Export based apparel cluster in Vidarbha	3,500.00	SDC/MoT
14	Export based apparel cluster in Central Andhra Pradesh	3,500.00	SDC/MoT
15	Export based apparel cluster in Saurashtra	3,500.00	SDC/MoT
16	Development of marble based furniture cluster in Kutch	2,300.00	SDC/MCI & DIPP

17	Development of wooden furniture cluster in Kerala	2,300.00	SDC/MCI & DIPP
18	Development of bamboo based furniture hub in Assam	2,300.00	SDC/MCI & DIPP
19	Development of Cement cluster in Gujarat	700.00	SDC/MCI & DIPP
20	Development of Cement cluster in Central Andhra Pradesh	700.00	SDC/MCI & DIPP
21	Development of Steel Cluster in Southern Maharashtra/ Goa	10,500.00	SDC/ Ministry of Steel
22	Development of Steel Cluster at Ennore	10,500.00	SDC/ Ministry of Steel
23	Development of Automotive cluster at Sanand	4,600.00	SDC/MCI
24	Development of Port-based Mega food processing park in Southern Maharashtra	2,350.00	SDC/MoFPI
25	Development of Port-based Mega food processing park in Kakinada	2,350.00	SDC/MoFPI
26	Petrochemical cluster at Ennore	5,000.00	SDC/MoP&NG
27	Petrochemical cluster at Gujarat	5,000.00	SDC/MoP&NG
28	Petrochemical cluster at Kakinada	5,000.00	SDC/MoP&NG
29	Petrochemical cluster at Mangalore	5,000.00	SDC/MoP&NG
30	Development of Greenfield refinery at Tamil Nadu	25,000.00	SDC/MoP&NG
31	Development of Greenfield refinery at Maharashtra	20,000.00	SDC/MoP&NG
32	Development of Smart Industrial Port City (SPIC) at Paradip	To be assessed	PPT
33	Development of Smart Industrial Port City (SPIC) at Kandla-Gandhidham-Adipur Complex	To be assessed	KPT
	<b>Total</b>	<b>1,50,657.00</b>	



### Shipbuilding, Ship Repair and Ship Breaking

Sl. No	Project Name	Project Cost (Rs in Cr)	Project Proponent
1	Supplying, operating and maintaining 2 Nos. of 50 T Bollard Pull Tug on hiring basis	175.00	NMPT
2	Construction of Floating Dry Docking facility on DBOFT basis through PPP mode at V.O.C. Port	200.00	VoCPT
3	Modernisation of Ship Repairing facilities at Kolkata Dock System	100.00	KoPT(Kolkata)
4	Development of Marine cluster at Ennore	4,100.00	SDC
5	Building Barge Jetties to Support the Anchorage operations at Haldia	120.00	KoPT
6	Dry Docking facilities at Mumbai Port	50.00	MbPT
7	New Dry Dock facility at Cochin Shipyard Ltd., Kochi	1,500.00	CSL
8	International Ship Repair Facility (ISRF) project at Cochin Port Trust premises, Kochi	970.00	CSL
9	Providing Ship Repair facility (Ship-lift/slipway) capable of handling 5000 DWT vessels, at Port Blair Port	500.00	PMB
10	Extension of Dry Dock-II at Marine Dockyard in Port Blair	96.24	ALHW
11	Development of New Dry Dock-II at Bambooflat (for Mainland Vessels)	455.00	ALHW
12	Acquisition of 2 nos. Suezmax tankers	844.00	SCI
13	Procurement of 8000 Cu.M hopper capacity Trailer Suction Hopper Dredger	450.00	DCI
	<b>Total</b>	<b>9,560.24</b>	

## Maritime Education, Training and Skill Development

<b>Sl. No</b>	<b>Project Name</b>	<b>Project Cost (Rs in Cr)</b>	<b>Project Proponent</b>
1	Development of Gujarat Maritime University	858.50	GMB
2	Setting up Logistics and Maritime University at Kakinada, Andhra Pradesh	300.00	Govt. of AP
3	Procurement of VTS Simulator for Training Centre at Kolkata	3.00	DGLL
4	Capacity building of workers involved in ship recycling activities at Alang, Gujarat	30.00	GMB
	<b>Total</b>	<b>183.34</b>	

## Inland Water Transportation and Coastal Shipping

Sl. No	Project Name	Project Cost (Rs in Cr)	Project Proponent
1	Development of IWT Terminal at Paradip Port	300.00	PPT
2	Setting up of Outer Riverine Terminal (OT-1) at Kolkata Port	413.28	KoPT(Haldia)
3	Setting up of Outer Riverine Terminal (OT-2) at Kolkata Port (Haldia Dock)	190.00	KoPT(Haldia)
4	Construction of IWT jetties in lieu of existing Inland Vessel Wharves/jetties of KoPT on River Hoogly near Kolkata	120.00	KoPT(Haldia)
5	Capacity Augmentation of Navigational Infrastructure of National Waterway-I	400.00	KoPT(Haldia)
6	Dedicated coastal berth for food grain imports at V O Chidambaranar Port in Tuticorin	80.00	VoCPT
7	Development of Coastal Berth for Liquid cargo at JNPT	20.00	JNPT
8	Development of coastal food export berth for rice in Kakinada Anchorage Port	150.00	FCI
9	Movement of 3 MMTPA import coal from Bay of Bengal to NTPC Barh, Bihar for a period of 10 years	1,100.00	IWAI
10	Development of GR Jetty and BISN jetty through PPP mode in Kolkata on National Waterway-1	102.00	IWAI
11	Development of Ro-Ro Terminal on Brahmaputra (NW-2) for providing Ro-Ro Services	82.26	IWAI
12	Construction of new navigation lock gate at Farakka	344.35	IWAI
13	Assured Depth Contract between Bhagalpur-Farakka Stretch	203.00	IWAI
14	Construction of Multimodal Terminal at Ghazipur	200.00	IWAI
15	Construction of Multimodal Terminal at Haldia	465.00	IWAI
16	Construction of Multimodal Terminal at Patna	200.00	IWAI

17	Construction of Multimodal Terminal at Tribeni/Kalyani	200.00	IWAI
18	Consultancy for Supporting Services for Design of Inland Vessels for Capacity Augmentation of National Waterway-1	4.25	IWAI
19	Fairway Development of Krishna River in NW-4	80.00	IWAI
20	Development of IWAI for transportation of cargo on Ghagea River	410.00	IWAI
21	Development of IWAI for transportation of cargo on Gandak River	510.00	IWAI
22	Development of IWAI for transportation of cargo on Kosi River	275.00	IWAI
23	Development of Indo Bangladesh Protocol route for day night navigation on the Sunderbans River	25.00	IWAI
24	Development of IWT for transportation of cargo on Mandovi, Zuari and Cumberjua River	377.00	IWAI
25	Development of IWT for transportation of cargo on Barak River	120.00	IWAI
26	Development of Multimodal Inland Water Transport terminal at Sahibganj in Jharkhand	534.00	IWAI
27	Ro-Pax Ferry Services between Gogha and Dahej in Gulf of Cambay	509.00	GMB
	<b>Total</b>	<b>7,414.14</b>	

## Investment Opportunities in Maritime States

Sl. No	Project Name	Project Cost (Rs in Cr)	Project Proponent
1	Providing alternative Road from Bhavnagar to Sosiya-Alang Ship Recycling Yard	90.00	GMB
2	Azhikkal Port - Proposed NH – Bypass and widening of 2 km	61.00	Govt of Kerala
3	Upgrading of Manginapudi Beach Road to a 4 lane road	60.00	Govt. of AP
4	Upgrading 24 Km road to four lane that connects Nellore City (NH-16) to Krishnapatnam Port in Andhra Pradesh	350.00	Govt. of AP
5	Development of Four lane green field road from Machilipatnam South Port to NH-9 in Andhra Pradesh	458.00	Govt. of AP
6	Development of Four Lane green field road from Machilipatnam North Port to NH-SH-46 in Andhra Pradesh	232.00	Govt. of AP
7	Development of 7.2Km green field road connecting NH 65 to Machilipatnam Port in Andhra Pradesh	175.00	Govt. of AP
8	Development of Four lane of Kakinada Anchorage Port Uppada beach road connection upto NH-16 in East Godavari District of Andhra Pradesh	980.00	Govt. of AP
9	Formation of New By-pass parallel Road west of NFCL and CFL in Kakinada Andhra Pradesh	70.00	Govt. of AP
10	Upgrading existing R&B road from Chilakuru to Power plants near Krishnapatnam Port in Andhra Pradesh	300.00	Govt. of AP
11	Construction of two Nos. of four lane ROBs at (i) Dummulapeta and (ii) Old Port area in Kakinada, Andhra Pradesh	80.00	Govt. of AP
12	Development of 5Km long Green field Road connecting South and North industrial cluster of Khandaleru creek Near Krishnapatnam Port Andhra Pradesh	90.00	Govt. of AP
13	Augmentation of road connectivity to	603.00	TNMB

	Cuddalore		
14	Development of Fisheries Harbour at Kulai, Mangalore, Karnataka	230.00	Govt. of Karnataka
15	Doubling of the existing rail link connecting Dhamra Port to Bhadrak on Chennai- Howrah main line	1,500.00	Dhanra Port
16	Connectivity to NH – 17 – Upgrading of SH 92, 96, 97 to connect NH17 to North and South banks of Dighi Port	600.00	Digi Port
17	Up gradation of SH 164 (Nivli to Jaigad) to connect Jaigad Port to NH 17 at Nivali (PE69)	333.00	JSW Jaigarh Port Ltd
18	Four Lane green field road to Krishnapatnam Port from Naidupeta in Andhra Pradesh	670.00	Govt. of AP
19	Development of four lane bypass road for existing Gangavaram Port connectivity road in Visakhapatnam District in Andhra Pradesh	80.00	Govt. of AP
20	Upgradation of existing B.T. Roads and backup area in to C.C. Pavement in the Anchorage Port area of Kakinada Port in Andhra Pradesh	31.00	Govt. of AP
21	Upgrading of the existing four lane road connecting to NH16 to Gangavaram Port in to six lane road in Andhra Pradesh	50.00	Govt. of AP
22	Development of Fishing Harbour in Juvvaladinne for Coastal Community in SPSR Nellore District in Andhra Pradesh	100.00	Govt. of AP
23	Four lane road connectivity for the existing two lane road from Kakinada Port to NH16 at Rajanagaram in East Godavari District, Andhra Pradesh	600.00	Govt. of AP
24	Four lane road connectivity for the existing two lane road from Achampeta Junction to joining NH 16 at Kathipudi in East Godavari District Andhra Pradesh	500.00	Govt. of AP
25	Development of River Chapora for eco-friendly tourism activities and inland water transport	100.00	Govt. of Goa
26	2nd stage development of Karwar Port in	2,500.00	Govt. of Karnataka

	Uttara Kannada District		
27	Development of Green Field, Deep Draft Modern Port at Tadri in Uttara Kannada District	3,000.00	Govt. of Karnataka
28	Planning, Designing and Development of a Captive Port at Pavinakurve in Honnavar Taluka of Uttara Kannada District	1,000.00	Govt. of Karnataka
29	Development of Honavar Port in Honnavar Taluka of Uttara Kannada District	511.00	Govt. of Karnataka
30	Providing Infrastructure to Facilitate Ro-Ro Pax Services and construction of Break Water at Mandwa, Tal. Alibag, Maharashtra	130.00	MMB
31	Development of Chettinad Tharangambadi Captive port in Nagapattinam district	1,000.00	TNMB
32	Development of port – based Special Investment Region (SIR) at Navlakhi	To be decided	GMB
33	Development of coastal jetty by GMB at Navlakhi and Porbandar	300.00	GMB
34	Development of Maritime Cluster in Gujarat	373.00	GMB
35	Development of Nargol Port in Gujarat	4,000.00	GMB
36	Development of Dahej Port in Gujarat	2,501.80	GMB
37	Bahabalpur Port at Bahabalpur in Balasore District, Odisha	4,576.00	Govt. of Odisha
38	Bahuda Port at Bahuda in Ganjam District, Odisha	3,454.00	Govt. of Odisha
39	Development of Infrastructure facilities at Cuddalore Non Major Port.	98.20	TNMB
40	Development of Infrastructure facilities at Kanniyakumari Port	20.00	TNMB
41	Construction of Bridge from Rajachak to Nandigram over Haldi River in Purba Mednipur	500.00	Govt. of West Bengal
42	West Bengal North- South Road Corridor Project (SASEC Port Connectivity)	4,697.00	Govt. of West Bengal
43	Renovation and Upgradation of 103 Nos of Jetties over the rivers of Haldi, Bhagirathi and Hooghly	210.00	Govt. of West Bengal
44	Water Transportation Facility from Kolkata	20.00	Govt. of West Bengal

	to Digha including construction of a jetty at Digha		
45	Construction of Marine Aquarium/Museum at Digha	20.00	Govt. of West Bengal
46	Establishment of Off-shore Transshipment of Bulk Cargo in the Andaman Islands	500.00	A&N Administration
	<b>Total</b>	<b>37,754.00</b>	



### Cruise Shipping and Light House Tourism

Sl. No	Project Name	Project Cost (Rs in Cr)	Project Proponent
1	International Cruise Terminal at Cochin Port	1,000.00	CoPT
2	Modernizing the cruise Terminal at Indira Dock to International Standards	54.00	MbPT
3	Ropeway service between Sewree Fort and Elephanta island in Mumbai Harbour	150.00	MbPT
4	Operation and Maintenance of Cruise Terminal at Mormugao Port	8.79	MgPT
5	Development of Marina on DBFOT basis through PPP mode at V.O.C.Port for a period of 30 years	33.69	VoCPT
6	Seaplane operations on Hooghly River	6.00	KoPT(Kolkata)
7	Development of mega-cruise terminal in Mumbai	600.00	SDC
8	Development of Cruise tourism on National Waterways	100.00	IWAI
9	Development of Tourism at 78 Lighthouses	1,250.00	DGLL
	<b>Total</b>	<b>3,202.48</b>	

## Hinterland Connectivity and Multimodal Logistics

Sl. No	Project Name	Project Cost (Rs in Cr)	Project Proponent
1	Developing a Dry Port at Jalna	400.00	JNPT
2	Development of Dry Port at Nagpur	400.00	JNPT
3	Development of Road Facilities For Cargo Evacuation inside the Chennai Port	100.00	ChPT
4	Connectivity from Sheela Nagar junction to Anakapalli – Sabbavaram/ Pendurti Anandapuram Road NH16 (Former Nh5) Phase-III	505.02	VPT
5	Direct Connectivity to Mindi Yard in Visakhapatnam Port from Eco.Railway	117.00	VPT
6	New ICD Development in South Uttarakhand	85.00	SDC/MCI
7	New ICD Development in North MP/CG border (Singrauli)	85.00	SDC/MCI
8	New ICD Development in Central Rajasthan (Nagaur))	85.00	SDC/MCI
9	New ICD Development in Hyderabad	85.00	SDC/MCI
10	New ICD Development in North Bengal (Darjeeling)	85.00	SDC/MCI
11	New ICD Development in Raipur	85.00	SDC/MCI
12	Connection of western DFC to Mundra	3,500.00	SDC/MoR
13	Connection of western DFC to Pipavav	2,500.00	SDC/MoR
14	Connection of western DFC to Hazira	3,000.00	SDC/MoR
15	Expressway from Whitefield industrial cluster (Bangalore) to Chennai	10,000.00	SDC/MoRTH
16	Expressway from Whitefield industrial cluster (Bangalore) to Enayam	3,000.00	SDC/MoRTH
17	Expressway from Sarkhej (Ahmedabad) to Pipavav	9,000.00	SDC/MoRTH
18	Expressway from Tirupur industrial cluster (Coimbatore) to Enayam	1,300.00	SDC/MoRTH
19	Expressway from Sanathnagar industrial cluster (Hyderabad) to Vodarevu	10,000.00	SDC/MoRTH
20	Expressway from Sarkhej (Ahmedabad) to Mundra	10,000.00	SDC/MoRTH
21	Expressway from Panagarh (Durgapur) to Haldia	9,000.00	SDC/MoRTH

22	Expressway from Sanathnagar industrial cluster (Hyderabad) to Jawaharlal Nehru Port Trust	22,000.00	SDC/MoRTH
23	Expressway from Dighi Industrial Cluster (Pune) to Jawaharlal Nehru Port Trust	4,500.00	SDC/MoRTH
24	Expressway from Ahmedabad to Jawaharlal Nehru Port Trust	18,000.00	SDC/MoRTH
25	Salaya Mathura crude pipeline expansion	1,000.00	MoP&NG/IOC
26	Product pipeline from Paradip to Hyderabad	3,000.00	MoP&NG/IOCL
27	Flyovers at Y junction, approaches to existing terminals to improve flow of containers Movement	200.00	JNPT
28	Flyover for GTI Entry/Exit over the Rail Tracks for seamless traffic movement at Jawaharlal Nehru Port Trust	70.00	MoP&NG/IOCL
29	Four lane road from Northern gate of Kamarjar port to Thachur, outer ring corridor - 6 laning with service roads	271.00	SDC
30	Northern Rail Link connecting north of Minjur to Kamarajar Port Limited	228.00	KPL
31	Hare Island - Red Gate - Tuticorin Thermal Power Station Circle Road Connectivity	105.00	VoCPT
32	Evacuation road to the standalone Container Terminal (330m extension to DPW terminal) upto Karal	120.00	JNPT
33	Improvement of existing road connecting Kolkata Port Trust to NH6 and nearby Industrial Clusters	24.00	JNPT
34	Rail connectivity between proposed Port at Sagar Island and Kashinagar Rail station	270.00	KoPT
35	Road connectivity between proposed Port at Sagar Island and Muriganga bridge & between Muriganga bridge and proposed Rail yard at Kashinagar	171.00	KoPT
36	New ICD development in Jharsuguda	85.00	SDC/MCI
	<b>Total</b>	<b>1,13,376.00</b>	

### Green Port Initiatives

<b>Sl. No</b>	<b>Project Name</b>	<b>Project Cost (Rs in Cr)</b>	<b>Project Proponent</b>
1	Development of 14.5 MW Wind Farm, Chennai Port	95.00	ChPT
2	Setting up of 25 MW Solar power plant at Jawaharlal Nehru Port Trust	150.00	JNPT
3	Setting up of 14 MW solar power plant at Kandla Port Trust	84.00	KPT
4	Setting up of 15 MW renewable power plant at V.O. Chidambaranar Port Trust	90.00	VoCPT
	<b>Total</b>	<b>419.00</b>	

### **(Technical Proposal-Standard Forms)**

Form TP 1: Letter of Proposal submission

Form TP 2: Consultant's organization & experience

Form TP 3: Comments & suggestions on TOR

Form TP 4: Approach & Methodology

Form TP 5: Curriculum vitae

Form TP 6: Information regarding any conflicting activities and declaration thereof.

### **Technical Proposal-Other Undertakings**

1. An undertaking stating that firm/organization is not blacklisted by Government or its agencies including Central/State Level Public Enterprises.
2. Undertaking stating that "Team Leader/Members would be maintained during the actual assignment to be awarded in case they are selected. In case replacement is inevitable, the equivalent qualification and experienced team/lead/member will be inducted to carry out the assignment in case of award."
3. Undertaking stating that "I/We certify that in the last three years, we/any of the consortium members have neither failed to perform on any contract, as evidenced by imposition of Penalty by an arbitral or Judicial authority or a Judicial pronouncement or arbitration award, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part."
4. An undertaking regarding non-disclosure/sharing of confidential information with third parties.

**LETTER OF PROPOSAL SUBMISSION**

TO: [Name and address of Employer]

Dear Sirs,

We, the undersigned, offer to provide the consulting Assignment/job for [Empanelment of Consultants-Transaction Advisor (TA)]in accordance with your Request for Proposal dated [insert date] and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal sealed under a separate envelope and requisite EMD.

We are submitting our Proposal in association with [Insert a list with full name and address of each Consultant]

We hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

If negotiations are held during the period of validity of the Proposal, we undertake to negotiate on the basis of the proposed staff. Our Proposal is binding upon us and subject to the modifications resulting from Contract negotiations.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely

Authorized Signature [in full and initials];

Name and Title of Signature:

Name of Firm:

Address:

## **FORM TP-2**

### **CONSULTANT'S ORGANIZATION AND EXPERIENCE**

#### **A- Consultant's Organization**

[Provide here a brief description of the background and organization of your firm/entity and each associate for this Assignment/job. The brief description should include ownership details, date and place of incorporation of the firm, objectives of the firm etc. Also if the consultant has formed a consortium, details of each of the member of the consortium, name of lead members etc shall be provided]

#### **B- Consultant's Experience**

[Using the format below, provide information on each Assignment/job for which your firm, and each partner in the case of consortium or joint venture, was legally contracted either individually as a corporate entity or as one of the major partners within an association, for carrying out consulting Assignment/job similar to the ones requested under this Assignment/Job (if possible, the employer shall specify exact assignment/job for which experience details may be submitted). In case of consortium, association of consultants, the consultant must furnish the following information for each of the consortium member separately]

**A) Organizational Experience**

Sl. No.	Name of Entity with complete communication address.	Order No. and Date	Scope of Consultancy work	Date of award of contract & Contract Period	Value of Contract	Actual Date of Completion	Person/ Project authority who could be contracted for further information.	Supporting Document

**B) Skill & Competencies & Key Personnel**

SL. No.	Name of the Key personnel	Qualification/ Professional qualification	No of Years Experience	Details of Experience	Remarks

**C) Gross Annual Revenue ( in ` )**

Financial year	Gross Annual revenue/Turnover	Revenue/Turnover from consultancy business	Remarks
2013-14			
2014-15			
2015-16			

**(Seal & Signature of Bidder)**



**Note:** Please provide documentary evidence from the client i.e. copy of work order, contract and completion certificate for each of above mentioned assignments. The Competent Authority of the consulting firm shall self-certify if the firm has non-disclosure agreements with its clients. The experience shall not be considered for evaluation if such requisite support documents are not provided with the proposal. In case of selection, the details of work order, contract and completion certificate which have non-disclosure agreements shall be submitted for verification.

**COMMENTS AND SUGGESTIONS ON THE TERMS OF REFERENCE AND ON  
FACILITIES TO BE PROVIDED BY THE EMPOLYER**

**1. on the Terms of Reference**

[Suggest and justify here any modifications or improvement to the Terms of Reference you are proposing to improve performance in carrying out the Assignment/job (such as deleting some activity you consider unnecessary, or adding another, or proposing a different phasing of the activities). Such suggestions should be concise and to the point, and incorporated in your proposal]

**DESCRIPTION OF APPROACH, METHODOLOGY AND WORK PLAN FOR  
PERFORMING THE ASSIGNMENT/JOB**

Technical approach, methodology and work plan are key components of the Technical Proposal. You are suggested to present your Technical Proposal divided into the following three chapters:

- a) Technical Approach and Methodology,
  - b) Work Plan, and
  - c) Organization and Staffing
- a) **Technical Approach and Methodology:** In this chapter you should explain your understanding of the objectives of the Assignment/job, approach to the Assignment/job, methodology for carrying out the activities and obtaining the expected output, and the degree of detail of such output. You should highlight the problems being addressed and their importance, and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.
- b) **Work Plan:** The consultant should propose and justify the main activities of the Assignment/job, their content and duration, phasing and interrelations, milestones (including interim approvals by the employer), and delivery dates of the reports. The proposed work plan should be consistent with the technical approach and methodology showing understanding of the Tor and ability to translate them into a feasible working plan. A list of the final documents, including reports and tables to be delivered as final output, should be included here.
- c) **Organization and Staffing:** The consultant should propose and justify the structure and composition of your team. You should list the main disciplines of the Assignment/job, the key expert responsible, and proposed technical and support staff.]

**CURRICULUM VITAE (CV) FOR PROPOSED KEY PERSONNEL**

1. Proposed Position :

[For each position of key professional separate from Tech-5 will be prepared]:

2. Name of Firm :

[Insert name of firm proposing the Staff]:

3. Name of Staff :

[Insert full name]:

4. Date of birth :

5. Nationality :

6. Education :

[Indicate college/university and other specialized education of staff member, giving names of institutions, degrees obtained, and dates of obtainment]:

7. Membership of Professional Associations :

8. Other Training :

9. Countries of work experience :

[List countries where staff has worked in the last ten years]:

10. Languages :

[For each language indicate proficiency: good, fair, or poor in speaking, reading, and writing]:

11. Employment Record :

[Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment name of employing organization, positions held]:

From [Year]: To Year]

Employer:

Positions held:

12. Detailed Tasks Assigned :

[List all tasks to be performed under this Assignment/Job]:

13. Work undertaken that best illustrates Capability to Handle the Tasks Assigned: [Among the Assignment/Jobs in which the staff has been involved, indicate the following information for those Assignment/jobs that best illustrate staff capability to handle the tasks listed under point 12]

Name of Assignment/job or project:

Year:

Location:

Employer:

Main project features:

Positions held:

Activities performed:

14. Certification :

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any wilful misstatement described herein may lead to my disqualification or dismissal, if engaged.

[Signature of staff member or authorized representative of the staff]

[Full name of authorized representative]

Date

Place :

**INFORMATION REGARDING ANY CONFLICTING ACTIVITIES AND  
DECLARATION THEROF**

Are there any activities carried out by your firm or group company or any member of the consortium which are of conflicting nature as mentioned in RFQ, If yes, please furnish details of any such activities.

If no, please certify,

We hereby declare that our firm our associate/group firm or any of the members of the consortium are not indulged in any such activities which can be termed as the conflicting activities at this present moment. Further, we hereby agree to disclose any further conflicting activities, in case they occur, till the finalization of the bid. We also acknowledge that in case of misrepresentation of the information, our proposals/contract shall be rejected/terminated by the employer which shall be binding on us.

Authorized Signature [in full and initials]:

Name and title of Signatory:

Name of Firm:

Address

: