

INLAND WATERWAYS AUTHORITY OF INDIA

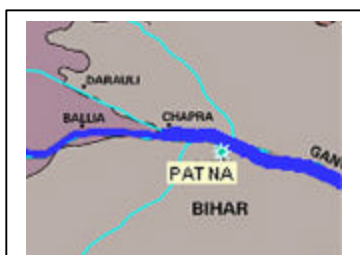
I n v i t e s

ENTREPRENEURS TO OPERATE IWT TERMINAL WITH MECHANISED HANDLING FACILITIES



ON LONG TERM OPERATION AND TRANSFER BASIS at Gaihat, Patna (Bihar) India and Pandu (Guwahati) Assam, India.

The Opportunity: The Inland Waterways Authority of India maintains Ganga-Hooghly-Bhagirathi river and River Brahmaputra as National Waterway-1 & 2 respectively. A permanent Inland Water Transport terminal on the river front at Gaihat, Patna on National Waterway-1 and Pandu (Guwahati) on National Waterway-2 to facilitate loading and unloading of cargo. The Authority will be outsourcing operations at these terminals by leasing out the infrastructure either on long term lease basis for three years / revenue share basis for a period of fifteen years based on competitive bidding.



The Scope : The brief scope includes operation of these terminals comprising a RCC jetty, storage facilities (covered and uncovered) and mobile hydraulic cranes by incurring fuel charges, manpower for operation, repairs and maintenance of the same through out the lease period and transfer the same to the Authority in working condition at the end of the lease period. The entrepreneurs can generate revenue by levying user charges on the IWT cargo handled at these terminals.

Period of Lease : Fifteen years.



The Site Location : The terminal at Gaihat (Patna) is located on the Southern bank of river Ganga about 100 mtrs D/s Mahatma Gandhi setu in Patna city. The Terminal at Pandu (Guwahati) is located on the Southern bank of river Brahmaputra about 500 mtrs U/s of Sarai Ghat road cum Rail Bridge at about 12 kms from Guwahati city. Both the terminal sites are accessible through road from Railway Station and Airport at Patna and Guwahati respectively. The Latitude and the Longitudes of the sites are as follows:

Latitude:	25° 36' 45"	} Patna	26° 00' 00"	} Guwahati
Longitude:	85° 12' 18"	}	92° 00' 00"	}

Applicant : The applicant may be a single entity or a multi entity consortium. The consortium as a whole must have necessary technical and financial expertise to operate the project. The members shall be jointly and severally responsible. The requirements are as under:

1. Full particulars of the Constitution, Ownership, Organizational structure and main activities of the agency including the details of personnel to be involved.
2. Annual reports or audited financial accounts for the last three years.
3. Details of major assignments undertaken of a similar nature during the last five years.
4. A detailed proposal indicating the methodology, work programme.

Procedure for submission of EoI: Detailed EoI along with documents confirming technical and financial requirements separately for terminal at Gaihat (Patna) and Pandu (Guwahati) may be submitted by 16.03.2006 at the address mentioned below. The short listed firms will be requested to submit the financial proposal. Interested parties not able to form consortium required for meeting technical and financial requirement may also submit the EoI along with the details of consortium parties.

Address for communication and submission of EoI: Chief Engineer, Inland Waterways Authority of India, A-13, Sector-1, Noida, U.P- 201301. Tel. No: 0120- 2521664, Fax. No: 2521664, E-mail: iwainoi@nic.in.

Note: The detailed information regarding the infrastructure available at Gaihat, Patna Terminal and Guwahati (Pandu) terminal based on which the EoI shall be submitted and instruction to bidders, evaluation criteria proposed to be adopted is available on IWAI web site www.iwai.nic.in

Time Schedule :

Date of issue of Notification for EoI	: 15.02.2006	}	(Please see corrigendum below.)
Bidder's Conference *	: 06.03.2006 (1100 hrs.)		
Date of submission of EoI	: 16.03.2006		

Bidders who wish to visit the terminal site at Gaihat (Patna) and Guwahati (Pandu) may contact our Directorates at the following address may contact

- Director, IWAI, 5th Floor, Bismaun Bhawan, West Gandhi Maidan, Patna – 800 001. Tel. No. 0612-2230442, 2230789. for terminal at Gaighat (Patna).
- Director, IWAI, 5th Floor, PArmeshwari Building, Chatribari, A.T.Road, Guwahati – 781001, Tel: 0361 – 2541081, 2605807. for terminal at Guwahati (Pandu).

Secretary, IWAI

1st Corrigendum

Ref. : **ENTREPRENEURS TO OPERATE IWT TERMINAL WITH MECHANISED HANDLING FACILITIES**

1. Last date for submission of expression of interest has been extended from 16.03.2006 to 01.04.2006.
2. Date for Bidder's Conference has also been extended from 06.03.2006 to 21.03.2006.

2nd Corrigendum

1. Last date for submission of expression of interest has been extended from 01.04.2006 to 03.05.2006.
2. Date for Bidder's Conference has also been extended from 21.03.2006 to 17.04.2006 (1100 hrs).

3rd Corrigendum

1. Last date for submission of expression of interest has been extended from 03.05.2006 to 24.05.2006.
2. Bid will be opened on 25.05.2006

4th Corrigendum

1. Last date for submission of expression of interest has been extended from 24.05.2006 to 08.06.2006 (1500 hrs).
2. Bid will be opened on 08.06.2006 at 1530 hrs.

Corrigendum

Sub: Expression of Interest from Entrepreneurs to operate IWT terminals with mechanized handling facilities at Gaighat, Patna (Bihar) and Pandu (Guwahati) Assam, India

The last date for submission of the financial bids by the technically qualified bidders has conveyed vide IWAI Ir.no.IWAI/PR-1(35)/2005-06 dated 07.09.2006 for the above referred work (EOI) has been extended from 09.10.2006 (1500 hrs.) to 15.10.2006 (1500 hrs.).

Chief Engineer
IWAI

INLAND WATERWAYS

INLAND WATERWAYS AUTHORITY OF INDIA
A-13, Sector-1, Noida, U.P-201301.

EXPRESSION OF INTEREST FOR OPERATION OF IWT TERMINALS WITH MECHANISED HANDLING FACILITIES ON LONG TERM OPERATION AND TRANSFER BASIS AT GAIGHAT, PATNA (BIHAR), AND PANDU GUWAHATI (ASSAM) INDIA.

Ref: Expression of Interest notification dated 15.02.2006.

In reference to the above notification for Expression of Interest, the detailed information regarding the infrastructure available at Gaighat, Patna terminal on National Waterway-1 & Guwahati (Pandu) terminal on National Waterway-2, instructions to bidders and evaluation criteria proposed to be adopted shall be as per the attachments enclosed. The bidders shall submit the EOI considering the same.

Attachment -1: For National Waterway-1

Attachment - 2 : For National Waterway-2.

Secretary
IWAI

National Waterway-1

About the Waterway

Inland Waterways Authority of India is an Autonomous body under Ministry of Shipping, Road Transport & Highways is responsible for promotion of Inland Water Transport along the National Waterways. The Authority has carried out feasibility studies and prepared Detailed Project Reports for development of IWT on the National Waterways. So far the following river / canal systems have been declared as National Waterways.

1) Ganga-Hooghly-Bhagirathi river system stretching over a length of (1640 kms) between Allahabad and Haldia has been declared as National Waterway by Parliament during 1986. This waterway passes through prominent places viz., Mirzapur, Chunar, Varanasi, Ghazipur, Buxar, Ballia, Patna, Bhagalpur, Kahalgaon, Karagola, Farakka, Triveni, Haldia and Kolkatta. The Authority has its Offices located at Allahabad, Varanasi, Patna (Directorate).

2) Cargo

The following cargo is expected to be available on NW-1

Cement, General cargo, rice, edible oil, asbestos sheets, iron dust, clinker, wood, logs, Petroleum Oil Lubricants, Fly ash, pulses, Jute, Over Dimensional Cargo, Bldg, Material, Boulders, Fertiliser, petrocoker, food grains, Coal, Plant & Machinery etc.

3) Fairway and Infrastructure on NW-1:

- Navigable channel with a depth of 2 m for a width of 40 m suitable to navigate 600 ton vessels.
- Navigational aids to identify the channel.
- Loading and unloading facilities on waterfront at the following locations.

- i) Permanent berthing facilities with mechanized handling equipment } Putimari (Pakur), Farakka, Gaihat, Patna.
- ii) Temporary berthing facilities (Floating pontoon with cranes) } Haldia, G.R. Jetty(BISN), Botanical Garden, Bhagalpur, Varanasi, Allahabad.
- iii) Temporary berthing facilities (on need basis) } Ballia, Ghazipur, Chunar, Mirzapur.

4) The Project profile and scope of work at Gaihat terminal, Patna :

The National Waterway-1 has necessary fairway to enable transportation of 600 ton vessels through out the year. The Authority has set up a permanent RCC jetty at Gaighat, Patna to facilitate mechanized loading and unloading of cargo. The feasibility studies conducted on NW-1 reveals availability of various types of cargo for transportation through Inland Water Transport.

5) Infrastructure/Facilities available at Gaighat (Patna) IWT terminal:

(A) Civil Components:

- 1) Total terminal area - 2.93 hectares.
- 2) Berthing jetty of 46.6 m x 15 m size at RL (+) 46.0 m including rubber fender system with an approach jetty of 110 m x 8.7 m with a berthing capacity of 4.17 lakh tons p.a
- 3) Covered storage (Transit shed) : 45 m x 14 m. with three days transit storage facilities
- 4) Open storage (Hard stand) : 56 mtrs x 8.5 mtrs. with floor bearing capacity of 3 ton per sq.m
- 5) POL storage tank: 120 Kilo Ltr. Capacity.
- 6) Underground Sump: 10000 Ltr. Capacity
- 7) A pump room with over head water tank of 20 Kilo Ltr. Capacity.
- 8) Office Building 162 sq.m

(B) Electrical Components:

- 1) Flood light mast
- 2) Generator room with a generator 62.5 KVA capacity.
- 3) Electric Service connection

(C) Fire Fighting facilities:

- 1) Fire fighting with fire pumps and yard hydrants.
- 2) Fire fighting with foam type fire extinguishers.

(D) Mechanical handling facilities:

- 1) Tyre mounted cranes with 10 m ton carrying capacity 4.1 MT at 10 mtr radius with telescopic boom extending 8.8 mtrs to 21.2 mtrs m (Model AP-418S) with Max^m Capacity of 20 tonnes at 2.5 mtrs radius when blocked on out riggers. - 2 no.
- 2) Tyre mounted container crane with Max^m capacity of 75 tonnes at 3 mtrs radius with hydraulic trapezoidal boom extending from 11 mtrs to 34.6 mtrs (Model TIL GROVE RT-880) – 1 no.
- 3) Expression of interest has been invited for outsourcing of the operations outsourcing of operations of the following terminal activities either on Revenue Sharing basis for a concession period of 15 years or on Lease basis for a period of three years.

- i) Manning, operation and maintenance of all civil structures and logistics including water supply, electricity & fire fighting system etc. at the terminal to facilitate loading and unloading of cargo.
- ii) Manning, operation and maintenance of mechanical equipments viz, cranes, vehicles etc. including repairs to facilitate loading and unloading of cargo.

In case of revenue sharing basis, the entrepreneurs shall be required to pay a percentage of revenue earned through levy of **user charges** (indicated below) besides minimum fixed lease charges for utilising the infrastructure. In case of lease basis, the entrepreneur shall be required to pay fixed lease charges for utilising the infrastructure without having relevance to the revenue earned.

(E) Indicative User charges:

The successful operator (bidder will charge user fee for the following kind of services at the approx. user fee indicated below:

- | | | |
|--------------------------------------|---|----------------|
| 1) Berthing charges | : | Rs. 65/ton |
| 2) Extra charges for container cargo | : | Rs. 26/ton |
| 3) Transit shed charges | : | Rs. 45.5 / ton |
| 4) Open storage charges | : | Rs. 13/ton. |

INSTRUCTION TO BIDDERS FOR SUBMISSION OF EOI:

- i) The bidders shall submit the required documents indicated in Eoi notice in a sealed cover superscribing "Technical Proposal for Qualification in respect of Eoi for outsourcing of operations at Gaighat, Patna terminal:
- ii) The bidders short listed on the basis of prescribed evaluation criteria will be invited to submit financial proposal considering the terms & conditions stipulated in the "Request for Financial Proposals" (RFP) which will be furnished to them following their qualification.
- iii) The bidder shall be responsible for
 - a) Arranging requisite finance for the terminal operations
 - b) Carrying out the requisite studies and investigations to firm up the Technical and financial proposals
 - c) Obtaining clearances / licenses from the State Authorities wherever necessary under statutory provisions.
 - d) Operation and maintenance of infrastructure during the entire contractual period.
 - e) Ensuring the performance standards of the facilities with regard to the terminal handling rates, terminal availability cargo quality preservation etc. in keeping with the terms of contract.
- iv) Interested bidders are to demonstrate that they have the relevant experience and have the capability to secure finance.

- v) The bidder may be a single firm /Company / Corporation, partnership firm, Construction of joint venture of such entities who may individually or jointly commit to undertaking the work. In case of partnership firms, construction or JV details of each member should be furnished.
- vi) An individual bidder or a member of a particular construction cannot be a member of any other construction applying for the project.
- vii) Each bidder shall submit only one application. If any bidder or participates in more than one bid will be disqualified.
- viii) Members of a consortium shall nominate one of the members as a lead partner.
- ix) A lead partner shall not have less than 26% equity in the concession company.
- x) All correspondence shall be addressed to Director, IWAI, 5th Floor, Biscomaun Bhawan, West Gandhi Maidan, Patna – 800 001.
Tel. No. 0612-2230442, 2230789
- xi) It is desirable that each entrepreneur submits its bid after visiting the location and ascertain any data considered relevant by him.
- xii) Bidder's conference will be held on 06.03.2006 at 11.00 hrs.
- xiii) The bid document and all related correspondence shall be in the English language. Supporting documents and the printed literature furnished in any other language shall be accompanied by certified translations into English. The interpretations shall be on the English version of the document submitted.
- xiv) The Authority is in the process of working out the lease charges / revenue sharing payable to the Authority by the selected bidder with the help of Tariff Authority for Major Ports / professional agencies.
- xv) The bidders shall use clear terminology while submitting the proposals with explanations wherever necessary.

Submission of Qualification Papers

The bidders application shall be accompanied with the following information/documents in support of their claim for qualification.

1. Full particulars of the Constitution, Ownership, Organizational structure and main activities of the agency including the details of personnel to be involved.
2. Annual reports: The financial capability parameters shall be furnished in the format given below.

S.N	Financial information in Rupee equivalent, with exchange rate, at the end of concerned year	Actuals for previous five years from 1999-2000				
1.	Total Assets					

2.	Current Assets					
3.	Current Assets + Loans & Advances					
4.	Total Liabilities					
5.	Current Liabilities					
6.	Current liabilities & provision					
7.	Profit Before Interest and Tax					
8.	Profit Before Tax					
9.	Profit After Tax					
10.	Shareholder's Funds (Net Worth) = (Paid up equity + Reserves) – (Revaluation Reserves + Miscellaneous Expenditure not written off)					
11.	Depreciation					
12.	Current Ratio (2)/(5)					
13.	Net Cash Accruals = Profit After Tax + Depreciation					

3. Details of major assignments undertaken of a similar nature during the last five years.

4. A detailed proposal indicating the methodology, work programme.

Last date for submission of bids

The bids received after the deadline prescribed for submission of bids i.e 16.03.2006 will be rejected.

Evaluation:

The evaluation of bids shall be done in two stages.

Stage-1

Technical bid evaluation

Stage-2

Financial bid evaluation

The qualifying criteria require a minimum threshold of 50% points for technical qualification. Financial evaluation is based on a hurdle criterion

In case of a consortium, the technical and financial capability shall be judged on the basis of arithmetic sum of all the proposed partners provided their individual equity in the consortium / concession company is more than 10%. The experience and net worth of members of the consortium whose proposed equity is less than 10% shall not be taken into consideration for evaluation of technical and financial capability of the consortium. Also, the net worth and aggregate net cash accrual of the lead partner should not be less

than 26% of the net worth and aggregate net cash accrual of the consortium, respectively.

Coverage of overall scope of work by the bidding entity by itself or through members of the consortium, sub contractor(s) / consultant (s) / associates (s) shall be judged in respect of the following categories:

- **Category 1:** Experience in development of BOOT, BOLT, BOO or other privatization projects as shareholder, where financial closure has been achieved.
- **Category 2:** Experience in installation and operation of bulk material handling systems, or experience in projects relating to handling, storage and transportation of food grains or other bulk commodities. Qualifying experience will include project management, operation and maintenance of mechanized handling systems and equipment of similar nature and magnitude.
- **Category 3:** Experience in execution of relevant construction works or projects relating to bulk grain handling systems including project management, operation and maintenance of mechanized handling systems and equipment of similar magnitude and nature.

For the purpose of calculation of cost of the various projects executed in various categories mentioned below, the awarded value of the project and the year of award should be inflated at 10% p.a to be brought to the level of the current year.

Technical Evaluation:

i) Coverage of overall scope of work: the purpose is to determine the bidder's overall understanding of the project, with assigned role of the different members of the consortium, consultants and sub-contractors. The weightages will be as under:

- Coverage of works indicated in scope - 3
- Coverage of 75% of items - 2
- Less than 75% - 1

ii) Category – 1: Experience in development of BOOT, BOLT, BOO or other privatization projects as share holder, where financial closure has been achieved.

- Experience of two or more projects - 3
- Experience of one project - 2
- Experience of Nil project - 0

iii) Category -2 :Experience in terminal operations including operation and maintenance of mechanized handling systems and equipment of similar magnitude and nature, (bidder or consortium member having the proposed equity in the concession company of more than 10%).

- Experience of three or more projects - 3
- Experience of only two projects - 2
- Experience of only one project - 1

- Experience of Nil project - 0

iv) Category 3: Experience in execution of berth & equipment maintenance projects in ports, State IWT Deptts. etc. relating to Port Management operations including maintenance of mechanized handling systems, inland water transportation of similar magnitude (a partner/member of consortium shall have a share of more than 10% in the proposed equity of the concession company for being considered for evaluation)

- Experience of three or more projects - 3
- Experience of only two projects - 2
- Experience of only one project - 1
- Experience of Nil project - 0

Evaluation sheet for Technical qualification shall be as at Appendix-1.

Financial Evaluation:

Financial capability shall be judged on the basis of the following:

- a) Net worth of the bidders at the end of the most recent financial year shall be equal to at least Rs. 3 crs..
- b) Aggregate Net Cash Accruals of the bidders for the last three financial years should be equal to at least Rs. 1.5 cr.

Attachment-2

National Waterway-2

About the Waterway

1) River Brahmaputra (891 kms) between Bangladesh Border and Sadiya has been declared as National Waterway-2 during 1988. This waterway passes through prominent places viz. Dhubri, Jogighopa, goalpara, Bohari, Pandu, Guwahati, Tezpur, Silghat, Neamati, dibrugarh, Sadiya and Saikhowa. The Authority has its Office located at Guwahati. (Directorate)

As per the feasibility reports the following cargo is expected to be available for movement on NW- 2 between various destinations.

2) Cargo

The following cargo is expected to be available on NW-1.

Cement, Jute, Over Dimensional Cargo, Forest products, Bldg, Material, Boulders, Fertiliser, petrocoke, food grains, Gen. Cargo, Coal, Plant & Machinery etc.

4) Fairway and Infrastructure on NW-2:

- Navigable channel with a depth of 2 m for a width of 40 m suitable to navigate 600 ton vessels.
- Navigational aids to identify the channel.
- Loading and unloading facilities on waterfront at the following locations.

i) Permanent berthing facilities with mechanized handling equipment } Pandu (Guwahati)

Temporary berthing facilities (Floating pontoon with cranes) that are available / can be made available } Dhubri, Jogighopa, Tezpur, Silghat

ii) Temporary berthing facilities (on need basis) } Neamati, Dibrugarh, Sadiya, Saikhowa.

4) The Project profile and scope of work at Pandu, Guwahati:

The National Waterway-2 has necessary fairway to enable transportation of 600 ton vessels through out the year. The Authority has set up a permanent RCC jetty at Pandu, Guwahati to facilitate mechanized loading and unloading of cargo. The feasibility studies conducted on NW-2

reveals availability of various types of cargo for transportation through Inland Water Transport.

5) Infrastructure / Facilities available at Gaihat (Patna) IWT terminal:

(C) Civil Components:

- 1) Total terminal area - 6.0 hctrs.
- 2) Berthing jetty of 50.0 m x 20.0 m size at RL (+) 46.0 m including rubber fender system with an approach jetty of 112 m x 8.7 m with a berthing capacity of 3.24 lakh tons p.a
- 3) Covered storage (Transit shed) : Two nos. transit shed of size 75 m x 20 m. storage area in each.
- 4) Open storage : 10000 Sqm. with floor bearing capacity of 3 ton per sq.m
- 5) POL storage tank: 100 Kilo Ltr. Capacity.
- 6) Underground Sump: 100000 Ltr. Capacity
- 7) A pump room with over head water tank of 20 Kilo Ltr. Capacity.
- 8) Office Building 150 sq.m

(D) Electrical Components:

- 1) Flood light mast
- 2) Generator room with a generator 62.5 KVA capacity.
- 3) Electric Service connection

(C) Fire Fighting facilities:

- 1) Fire fighting with fire pumps and yard hydrants.
- 2) Fire fighting with foam type fire extinguishers.

(E) Mechanical handling facilities:

- 3) Tyre mounted cranes with 10 m ton carrying capacity 4.1 MT at 10 mtr radius with telescopic boom extending 8.8 mtrs to 21.2 mtrs m (Model AP-418S) with Max^m Capacity of 20 tonnes at 2.5 mtrs radius when blocked on out riggers. - 2 no.
- 4) Tyre mounted container crane with Max^m capacity of 75 tonnes at 3 mtrs radius with hydraulic trapezoidal boom extending from 11 mtrs to 34.6 mtrs (Model TIL GROVE RT-880) – 1 no.

The entire terminal area is protected by a compound wall with sentry post. The terminal site is also provided with internal road network system and is well connected through two way metal road to the Assam Trunk Road (AT Road).

Expression of interest has been invited for outsourcing of the operations outsourcing of operations of the following terminal activities either on Revenue Sharing basis for a concession period of 15 years or on Lease basis for a period of three years.

1. Manning, operation and maintenance of all civil structures and logistics including water supply, electricity & fire fighting system etc. at the terminal to facilitate loading and unloading of cargo.
2. Manning, operation and maintenance of mechanical equipments viz, cranes, vehicles etc. including repairs to facilitate loading and unloading of cargo.

In case of revenue sharing basis, the entrepreneurs shall be required to pay a percentage of revenue earned through levy of **user charges** (indicated below) besides minimum fixed lease charges for utilising the infrastructure. In case of lease basis, the entrepreneur shall be required to pay fixed lease charges for utilising the infrastructure without having relevance to the revenue earned.

(E) Indicative User charges:

The successful operator bidder will charge user fee for the following kind of services at the approx. user fee indicated below:

- | | | |
|--------------------------------------|---|----------------|
| 1) Berthing charges | : | Rs. 65/ton |
| 2) Extra charges for container cargo | : | Rs. 26/ton |
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| 4) Open storage charges | : | Rs. 13/ton. |

INSTRUCTION TO BIDDERS FOR SUBMISSION OF EOI:

- i) The bidders shall submit the required documents indicated in Eoi notice in a sealed cover superscribing "Technical Proposal for Qualification in respect of Eoi for outsourcing of operations at Pandu, (Guwahati) terminal:
- ii) The bidders short listed on the basis of prescribed evaluation criteria will be invited to submit financial proposal considering the terms & conditions stipulated in the "Request for Financial Proposals" (RFP) which will be furnished to them following their qualification.
- iii) The bidder shall be responsible for
 - f) Arranging requisite finance for the terminal operations
 - g) Carrying out the requisite studies and investigations to firm up the Technical and financial proposals
 - h) Obtaining clearances / licenses from the State Authorities wherever necessary under statutory provisions.
 - i) Operation and maintenance of infrastructure during the entire contractual period.
 - j) Ensuring the performance standards of the facilities with regard to the terminal handling rates, terminal availability cargo quality preservation etc. in keeping with the terms of contract.
- iv) Interested bidders are to demonstrate that they have the relevant experience and have the capability to secure finance.

- v) The bidder may be a single firm /Company / Corporation, partnership firm, Construction of joint venture of such entities who may individually or jointly commit to undertaking the work. In case of partnership firms, construction or JV details of each member should be furnished.
- vi) An individual bidder or a member of a particular construction cannot be a member of any other construction applying for the project.
- xvi) Each bidder shall submit only one application. If any bidder or participates in more than one bid will be disqualified.
- xvii) Members of a consortium shall nominate one of the members as a lead partner.
- xviii) A lead partner shall not have less than 26% equity in the concession company.
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Tel. No. 0361- 2541081, 2605807.
- xx) It is desirable that each entrepreneur submits its bid after visiting the location and ascertain any data considered relevant by him.
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- xv) The bidders shall use clear terminology while submitting the proposals with explanations wherever necessary.

Submission of Qualification Papers

The bidders application shall be accompanied with the following information/documents in support of their claim for qualification.

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2. Annual reports: The financial capability parameters shall be furnished in the format given below.

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1.	Total Assets					

2.	Current Assets					
3.	Current Assets + Loans & Advances					
4.	Total Liabilities					
5.	Current Liabilities					
6.	Current liabilities & provision					
7.	Profit Before Interest and Tax					
8.	Profit Before Tax					
9.	Profit After Tax					
10.	Shareholder's Funds (Net Worth) = (Paid up equity + Reserves) – (Revaluation Reserves + Miscellaneous Expenditure not written off)					
11.	Depreciation					
12.	Current Ratio (2)/(5)					
13.	Net Cash Accruals = Profit After Tax + Depreciation					

5. Details of major assignments undertaken of a similar nature during the last five years.
6. A detailed proposal indicating the methodology, work programme.

Last date for submission of bids: 16.03.2006

The bids received after the deadline prescribed for submission of bids i.e 16.03.2006 will be rejected.

Evaluation Criteria :

The evaluation of bids shall be done in two stages.

Stage-1

Technical bid evaluation

Stage-2

Financial bid evaluation

The qualifying criteria require a minimum threshold of 50% points for technical qualification. Financial evaluation is based on a hurdle criterion

In case of a consortium, the technical and financial capability shall be judged on the basis of arithmetic sum of all the proposed partners provided their individual equity in the consortium / concession company is more than 10%. The experience and net worth of members of the consortium whose proposed equity is less than 10% shall not be taken into consideration for evaluation of technical and financial capability of the consortium. Also, the net worth and aggregate net cash accrual of the lead partner should not be less

than 26% of the net worth and aggregate net cash accrual of the consortium, respectively.

Coverage of overall scope of work by the bidding entity by itself or through members of the consortium, sub contractor(s) / consultant (s) / associates (s) shall be judged in respect of the following categories:

- **Category 1:** Experience in development of BOOT, BOLT, BOO or other privatization projects as shareholder, where financial closure has been achieved.
- **Category 2:** Experience in installation and operation of bulk material handling systems, or experience in projects relating to handling, storage and transportation of food grains or other bulk commodities. Qualifying experience will include project management, operation and maintenance of mechanized handling systems and equipment of similar nature and magnitude.
- **Category 3:** Experience in execution of relevant construction works or projects relating to bulk grain handling systems including project management, operation and maintenance of mechanized handling systems and equipment of similar magnitude and nature.

For the purpose of calculation of cost of the various projects executed in various categories mentioned below, the awarded value of the project and the year of award should be inflated at 10% p.a to be brought to the level of the current year.

Technical Evaluation:

i) Coverage of overall scope of work: the purpose is to determine the bidder's overall understanding of the project, with assigned role of the different members of the consortium, consultants and sub-contractors. The weightages will be as under:

- Coverage of works indicated in scope - 3
- Coverage of 75% of items - 2
- Less than 75% - 1

v) Category – 1: Experience in development of BOOT, BOLT, BOO or other privatization projects as share holder, where financial closure has been achieved.

- Experience of two or more projects - 3
- Experience of one project - 2
- Experience of Nil project - 0

vi) Category -2: Experience in terminal operations including operation and maintenance of mechanized handling systems and equipment of similar magnitude and nature, (bidder or consortium member having the proposed equity in the concession company of more than 10%).

- Experience of three or more projects - 3
- Experience of only two projects - 2
- Experience of only one project - 1
- Experience of Nil project - 0

vii) Category 3: Experience in execution of berth & equipment maintenance projects in ports, State IWT Deptts. etc. relating to Port Management operations including maintenance of mechanized handling systems, inland water transportation of similar magnitude (a partner/member of consortium shall have a share of more than 10% in the proposed equity of the concession company for being considered for evaluation)

- Experience of three or more projects - 3
- Experience of only two projects - 2
- Experience of only one project - 1
- Experience of Nil project - 0

Evaluation sheet for Technical qualification shall be as at Appendix-1.

Financial Evaluation:

Financial capability shall be judged on the basis of the following:

- c) Net worth of the bidders at the end of the most recent financial year shall be equal to at least Rs. 3 crs..
- d) Aggregate Net Cash Accruals of the bidders for the last three financial years should be equal to at least Rs. 1.5 cr.

S.No	Item	Points(max.)	Weightage	Total
Qualification				
	Coverage of the overall scope of work through members of the consortium, sub contractors/consultants.	3	6.66	20
	Category 1: Experience in development of BOOT/BOLT/BOO or other privatisation projects as shareholder, where financial closure has been achieved.	3	5	15
	Category -2 :Experience in terminal operations including operation and maintenance of mechanized handling systems and equipment of similar magnitude and nature, (bidder or consortium member having the proposed equity in the	3	13.3	40

	concession company of more than 10%).			
	• Experience of three or more projects			
	• Experience of only two projects			
	• Experience of only one project			
	• Experience of Nil project			
	Category 3: Experience in execution of berth & equipment maintenance projects in ports, State IWT Deptts. etc. relating to Port Management operations including maintenance of mechanized handling systems, inland water transportation of similar magnitude (a partner/member of consortium shall have a share of more than 10% in the proposed equity of the concession company for being considered for evaluation)	3	8.33	25
	• Experience of three or more projects			
	• Experience of only two projects			
	• Experience of only one project			
	• Experience of Nil project			
			Total=	100