

INLAND WATERWAYS AUTHORITY OF INDIA

(Ministry of Shipping, Govt. of India)

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F.No. IWAI/HY/Kumbh/Hovercraft//2018/1

EXPRESSION OF INTEREST (EOI)

1. Inland Waterways Authority of India (IWAI), Ministry of Shipping, Government of India is the apex body for development of Inland Waterways in the country for Shipping and Navigation. The details on IWAI is available at www.iwai.nic.in.
2. IWAI intends to avail the services of a firm for plying "HOVERCRAFT" having capacity of 30 + passengers for a period of six months from December 2018 between Varanasi and Allahabad (U.P.)". However, applicant can come out with the suitable alternative proposals based on the details given below.
3. Indian and overseas operators, service providing firms/organizations involved in River / Sea tourism, water sports & tourism event managers to facilitate Water Tourism from Varanasi to Allahabad (approx. 240 km) in river Ganga to submit their proposal.

4. Scope of work and Implementation Model

IWAI plans to promote tourism activities via Hovercraft operations by undertaking the following implementation model:

- Operation of Hovercrafts from Varanasi to Allahabad and around Kumbh Mela sites
- Start and undertake Tour Operations
- Conduct Site seeing tour within the stretch
- Undertake Ticketing operations (physical and online) and guide facilities, comprehensive tour packages for passengers on payment basis
- Boarding / De-boarding operations and associated facilities

IWAI plans to develop and operate tourism infrastructure under the following implementation model

Operating Model

Option 1:

- IWAI will appoint an operator initially for the period of at Allahabad (U.P.) from December 2018 to May 2019 on pilot project basis. Operation period will be reviewed and extended for a further suitable period of time throughout the year (including or excluding Monsoon and Flood Season) based on investment, operating model, payback period and revenue sharing model.
- Deployment may also be undertaken in other National Waterways as desired by IWAI.
- This operational mechanism as proposed will be reviewed on year to year basis and any changes/modifications (if required) to existing mechanism will be decided mutually in order to optimize operational efficiency. Accordingly the operator is supposed to propose complete end to end details for conducting the operation,

support system required from IWAI & other Statutory Bodies (Local, State and Central Government).

- The development model shall be faced over a period of 2-3 years & operating model with revenue sharing shall also be worked out keeping payback period against investment over a further extendable period of 5 years.
- The development model may also be proposed in PPP model/any other viable revenue sharing model based on payback period corresponding to investment.

Option 2:

- The Craft can be provided by the vendor on wet lease basis to be operated for three years. It would be a lease contract and the operator is liable to operate the same. The scope of operation will be as per Option 1.

5. Component of Application:

In view of the above proposals, the applicants are requested to submit their expression of interest. Interested participants are required to submit their Expression of Interest in writing, indicating the following:

- i). Name, address, authorized person, phone no., e-mail address of the Company
- ii). Declaration that firm has not been banned or de-listed by any Govt. or quasi Govt. agency or Public Sector Undertaking.
- iii). Background of the organization with respect to similar experience and brief description of projects recently undertaken in the relevant field.
- iv). To furnish last 3 financial years (2014-15, 2015-16 & 2016-17) audited balance sheet / annual reports) showing turnover, net worth, profitability and cash flow or as certified by a firm of Chartered Accountants.
- v). Documents in respect of PAN, GST number.
- vi). Registration Certificate / ISO Certificates / Other accredited agency certificates.
- vii). Tables showing organizational strength including manpower, other resources etc.
- viii). Detailed presentation on the operational parameters including Implementation plan as defined in the scope of work.
- ix). Suggest or propose mode for operation with understanding on financials and Terms & Conditions applicable.
- x). Any other details which the firm feel relevant to carry out the present assignment.
- xi). Parties to clearly state their expectation from IWAI/Central Government/State Government for indicating the services including development of infrastructure.

IWAI shall facilitate and provide support for the implementation based on the response to EOI and feedback from participating firms.

6. Submission of EOI

The submission of the Expression of Interest (EOI) together with requisite documents in a sealed envelope clearly mentioning “**EXPRESSION OF INTEREST (EOI) FOR HOVERCRAFT OPERATION**” shall be addressed to the Hydrographic Chief, Inland Waterways Authority of India, A-13, Sector-1, NOIDA, Distt. G.B. Nagar (U.P.) – 201301 by the intending firms in their own letter head and should be reached by 1500 hours on 19th July, 2018 and will be opened on 20th July 2018 at 1530 hours in the presence of representatives of intending bidders.

7. Evaluation

Based on the response, proposals would be shortlisted based on commercial viability in terms of cost, repayment period, safety norms, socio-economic benefit and

development model. However, shortlisted agencies would be asked to give presentation before IWAI in order to arrive at final decision.

After assessing the response and presentation from the parties bid documents with costing option will be formulated and same shall be either issued to shortlisted parties responding to this EOI or by open bidding system though advertisement in the daily newspaper and IWAI website.

Disclaimer

- i). This EOI document is neither an agreement nor an offer by the Inland Waterways Authority of India (IWAI) to the prospective Applicants or any other person. The purpose of this EOI is to provide information to the interested parties that may be useful to them for operation of Hovercraft from Varanasi to Allahabad and around Kumbh Mela sites.
- ii). IWAI does not make any representation or warranty as to the accuracy, reliability or completeness of the information in this EOI document and it is not possible for IWAI to consider particular needs of each party who reads or uses this EOI document. Each prospective applicant should conduct its own investigations, analysis and check the accuracy, reliability and completeness of the information provided in this EOI document and obtains independent advice from appropriate sources.
- iii). IWAI will not be responsible for any delay in receiving the responses. The issue of this EOI does not imply that IWAI is bound to select an applicant or to appoint the successful applicant, as the case may be, for development, maintenance and operation of Inland Waterways infrastructure and IWAI reserves the right to accept / reject any or all of the responses submitted against this EOI document at any stage without assigning any reasons whatsoever. IWAI also reserves the right to withhold or withdraw the process at any stage with intimation to all who submitted the EOI Application.
- iv). The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. IWAI accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.
- v). IWAI reserves the right to change / modify / amend any or all provisions of this EOI document. Such revisions to the EOI / amended EOI will be made available on the website of IWAI.

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Hydrographic Chief