

**REQUEST FOR EXPRESSION OF INTEREST  
FROM  
APPLICANTS FOR OPERATING TOURIST VESSELS / FERRY SERVICES FOR  
TOURISM ACTIVITIES ON YAMUNA RIVER FROM WAZIRABAD TO  
FATEHPUR JAT STRETCH (16 KM)**

Inland Waterways Authority of India (IWAI) invites 'Expression of Interest from Indian and overseas Vessel Operators/Ferry service providing firms/organisations involved in River / Sea tourism owning vessels / cruises / Crafts / passenger to facilitate Water Tourism from Wazirabad to Fatehpur Jat stretch of Yamuna River. Companies/Organisations engaged in the River/ Sea Tourism business having operational tourist vessels, ferry crafts are eligible to submit their proposal.

**Background**

Inland Waterways Authority of India (IWAI) is a statutory body under Ministry of Shipping, Government of India. IWAI was set up in 1986 for regulation and development of Inland Waterways for the purposes of shipping and navigation. IWAI is primarily responsible for development, maintenance and regulation of Inland Water Transport (IWT) in the country and specifically National Waterways (NW).

The Government of India is aiming at the development of the Yamuna River in the city of Delhi. In view of the above, IWAI has launched a Composite and Integrated development of River Yamuna to achieve navigation and to develop water transport facilities in Delhi region.

The technical feasibility and impact of different navigation alternatives on the river Yamuna in the Delhi region was undertaken. A recreative navigation alternative (watersports and touring) which was the least technically demanding has been proposed initially. From impact side also water-taxi and touring alternatives are the most positive ones.

The main feature of the project is Water Transportation in the Delhi stretch of Yamuna River upstream of Wazirabad Barrage approx. 16 Km.

**Objective**

The objective of this EoI is to seek participation from prospective firms for running / operating / maintaining their own vessels. Experienced tourist vessel operators/ cruise operators / ferry service operators having own vessels / cruises operations who are interested

to operate in Wazirabad to Fatehpur Jat Stretch of Yamuna River for year on year basis may participate in the EOI. IWAI shall act as facilitator to the vessel / cruise / ferry operator so as to enable movement of vessels / cruises (through developed infrastructure) for tourism in Yamuna River.

The terminals identified in between Wazirabad to Fatehpur Jat Stretch (16 km) on which the Tourist Vessel Cruise (capacity: around 40 PAX) shall ply are as follow:

1. Wazirabad / Sonia Vihar Pump House
2. Sonia Vihar (Children's Park)
3. Jagatpur (Bio Diversity Park)
4. Tronica City (Bird Nesting Sites)
5. Fatehpur Jat

### **Scope of Work and Implementation Model**

IWAI plans to promote tourism activities via, Vessel / ferry operations by undertaking the following implementation model

1. Operation of privately owned tourist vessels / cruises:
  - Start & Undertake Tour Operation and watersports in the stretch
  - Conduct Site seeing tour within the stretch
2. Operation of facilities at Terminals
  - Undertake Ticketing operations and guided tour facilities for passengers on payment basis.
  - Boarding / De-boarding operations
  - Upkeep of terminal infrastructure which will include waiting lounge, sanitation facility

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

### **Operating Model:**

- IWAI will appoint an operator for a period of 3 years initially. The operator will be responsible for bringing atleast two vessels, each of around 40 PAX capacity. The bids from interested operator will be evaluated on the basis of consolidated operational fees

quoted by them for three years from date of award of work. The bidder shall also provide detailed breakup of monthly fees envisaged for deriving the consolidated operational fees for three years.

- During these three years of operation, all the fare box (ticketing & touring) revenue will form part of operator's revenue stream. Revenue accrued by the operator will be reviewed quarterly.
- In case the total fare box collection at the end of any given quarter and within the first two year of operation falls short of the overall quarterly operational fees envisaged/quoted by the bidder for that quarter, the short fall amount shall be reimbursed by IWAI at the end of the quarter post review & certification by competent authority from IWAI.
- In case the total fare box collection at the end of any given year & within the first two years of operation exceeds the overall yearly operational fees quoted by the bidder for that year, the surplus amount over and above the quoted fees shall be used by the operator to neutralize the amount paid as shortfall by the IWAI in that financial year. Any surplus above the neutralizing amount and yearly operational fees quoted by the bidder for that year shall be the profit of the operator, at the end of year.
- The operator will be required to submit relevant proof supporting the monthly revenue stream from operation of vessels on a monthly basis, which shall form a basis for accounting the quarterly revenue accrued through ticketing & touring. A mechanism in this regard will be decided mutually.
- This operational mechanism will be reviewed at the end of 2<sup>nd</sup> year of operation and any changes/modifications (if required) to existing mechanism will be decided mutually in order to optimize operational efficiency.

### **Submission**

In view of the above implementation, 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

1. Name of the Company with details of business and achievements of last 3 years.
2. Brief outline of the operational parameters including Implementation plan.
3. Suggest or propose mode for operation with understanding on financials and terms and conditions applicable.

4. Number of tourist vessels / cruises proposed to be supplied for touring along the stretch of Yamuna River on agreed terms and conditions
5. Terms and conditions for operation of vessels / cruises for tourism activities.
6. Propose a payment structure for the operation of tourist vessels operation between Wazirabad to Fatehpur Jat stretch (16 km) of Yamuna River.

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

The interested parties are requested to submit their proposal furnishing the above details latest by 15:00 hrs on 15<sup>th</sup> of September 2016 in an envelope duly super scribed

**‘OPERATION OF SELF OWNED VESSELS / CRUISES FOR TOURISM ACTIVITIES ON YAMUNA RIVER (WAZIRABAD TO FATEHPUR JAT)**

To:

Hydrographic Chief

Inland Waterways Authority of India

A-13, Sector-1, Noida (UP), PIN- 201301

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### **Disclaimer**

1. 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 vessels / cruises on Wazirabad to Fatehpur Jat stretch of Yamuna River.
2. 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 and analysis and check

the accuracy, reliability and completeness of the information provided in this EoI document and obtains independent advice from appropriate sources.

3. IWAI will not be responsible for any delay in receiving the Bids. 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 Bids submitted in response to 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.
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