

MINUTES OF THE PRE-BID MEETING HELD ON 10/03/2014 AT 14:30 HRS FOR THE TENDER FOR DESIGN, CONSTRUCTION AND SUPPLY OF SIX NOS. TWIN SCREW WORKBOATS FOR NW-1 & NW-2 (TENDER NO. IWAI/MD/182/2013-14)

PRESENT

IWAI

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|---------------------------|----------------------|
| 1. Ms Jayashree Mukherjee | Vice Chairperson |
| 2. Shri R.P. Khare | Member (Technical) |
| 3. Shri S Dandapat | Chief Engineer (P&M) |
| 4. Cdr. P.K. Srivastava | Hydrographic Chief |
| 5. Shri M.K. Saha | Director (Traffic) |
| 6. Shri A.K. Gupta | C.A.O. I/c |
| 7. Shri V.C. Dialani | Dy. Director (M) |
| 4. Shri Ajeet Singh | Tech. Asstt. (M) |

REPRESENTATIVE OF THE FIRMS/PROSPECTIVE BIDDERS

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| 1. Shri Abhishek Modi | M/s Shiva Engg. Works & Ferromar Shipping Pvt. Ltd. |
| 2. Shri Gautam Roy | M/s Corporate Shipyard Pvt. Ltd., Kolkata |
| 3. Cmde S R Deshpande | M/s Titagarh Marine Ltd., Kolkata |
| 4. Shri Shailesh Bhobe | M/s Dempo Shipbuilding and Engineering Pvt. Ltd., Goa |
| 5. Shri Praveen Borkar | M/s Dempo Shipbuilding and Engineering Pvt. Ltd., Goa |
| 6. Capt. Hitesh K Trehon | M/s Waterways Shipyard, Goa |
| 7. Shri Sudip Ray | M/s A.C. Roy & Co., Kolkata |

Sl. No.	Refer Clause/ Page No.	Query	Clarification
1	NIT (Page no.-6)	One of the prospective bidder has stated that the work order for 6 work boats; valued at about Rs. 4725 lakh (i.e. Rs. 787.5 lakh each), ordered cumulatively is an exceptional work order and normally such work orders will be for one, two or max three vessels at a time and requested clarifications for the same.	The tender is for six nos. workboats as per the requirement of IWAI and bidders have to quote for all six workboats together in one cost schedule
2	Clause -3 (ii) of NIT Eligibility criteria Page 7	One of the prospective bidder has referred to the tie up with experienced design consultant/ Naval Architect for design, preparation of the construction drawing, approval from classification and statutory bodies as well as model testing. The design consultant shall have completed design of at least three works of	The tie up with the design consultant/ Naval Architect is to be specified in detail and to support their credentials and past experience for at least three works of Inland/Sea-going propelled vessels of similar or higher size/ capacity, necessary documents in this regard are also to be submitted.

(Handwritten signatures in blue ink)

		inland/sea going propelled vessels of similar or higher size/capacity. The prospective bidder has requested for clarification whether any document is to be submitted	
3	NIT 3(i) Eligibility Criteria (Page no. 7)	One of the prospective bidder mentioned that in the Eligibility Criteria it is mentioned that a firm engaged in only for construction of dumb barge and repair of the vessels are not eligible. Further stated that they have constructed both self -propelled and Dumb Crafts and also meet the turnover criteria, but they meet 7c (Page 8) i.e. One similar completed work costing not less than Rs 3780 lakhs (80 % of the estimated cost) for Dumb craft and therefore queried whether they qualify for this tender	<p>The criteria laid in NIT at 7 a) to c) and also in in Instruction to Bidders Clause 4 Qualification of the Bidder (Page 14 to 16) ,Clause 4.4A (b) is for similar completed works (one or two or three costing not less than 80% or 50% or 40 % of estimated cost respectively) and similar works constitutes design, construction and supply of inland/sea going vessels particularly tugs, workboats, cargo vessels, self-propelled barge and other vessels of propelled type.</p> <p>The last line of 3(i) of NIT states that a firm engaged only for construction of Dumb Barge and repair of vessels are not eligible. Further in Clause 3 Eligible bidders are bidders engaged in shipbuilding and has constructed vessels of similar type of vessels with similar or higher size/capacity as already described in NIT.</p> <p>Thus any shipbuilding firm having constructed both dumb crafts and self- propelled vessels are eligible to bid but for satisfying the qualifying criteria in terms of no. of work and cost as percentage of the estimated cost would be taken into account for the self -propelled vessels only.</p>
4	NIT and Instruction to bidders, Eligibility criteria and Qualification of the Bidder. (Page no. 7 & Pages 14 to 16)	One of the prospective bidder has stated that Indian private shipyards are facing severe cash crunch and manufacturing industries showing great decline in order books; and execution of the contract is getting delayed due to uncertainty of order	<p>As already clarified, the tender is for six nos. workboats as per the requirement of IWAI and bidders have to quote for all six workboats together.</p> <p>Therefore the request of the</p>





		<p>and payments. Although eligible criteria of the tender clearly shows that the loss making shipyards and late delivery of vessels will disqualify from bidding and it is known fact the most of the private shipyards are continuously making losses during the last 4 years due to lack of orders and cash flow in Indian Ship building industry.</p> <p>Therefore the bidder has requested that they should be permitted to quote for a minimum of two workboats instead of six workboats. In such case, eligible criteria of turnover of shipyard and earnest money deposit will also be lower side and this will also encourage a healthy competition in prices of the work boats.</p>	<p>bidder to quote for only two nos. workboats is not accepted</p>
5	<p>NIT (Page no.-8) & Clause 4.4A (b) of Instruction to Bidder Qualification of the Bidder (Page no.-15.)</p>	<p>One of the prospective bidder has stated CVC's guidelines are based on Civil & Electrical Contracts which are much different from Shipbuilding contract. However vide item no 2 & 4 of circular no 12-02-1- CTE-6 dated 17.12.2002, GoI, CVC New Delhi, states that 1) " It is necessary to fix in advance the minimum qualifications, experience and number of such similar works of a minimum magnitude satisfactorily executed in terms of quality and period of execution ' for fair competition and 2) Item 4 further states that while framing prequalification criteria, end purpose of doing so be kept in view, thus scope and nature of such work, experience of firm in the same field and financial soundness of firm be considered. The prospective bidder has requested for clarification for the same.</p>	<p>The qualification criteria of the bidder is given in Clause 4.4 A of the Instructions to Bidders and there will be no change in the Clause.</p>
6	<p>NIT Page no. 6</p>	<p>The prospective bidders have requested for extension of submission period for 15 days, i.e. till 10.04.2014 instead of 25.03.2014; in view of year ending</p>	<p>The last date of submission of bid is extended up to 21st April 2014.</p>



