

MINUTES OF THE PRE-BID MEETING HELD ON 17.07.2015 AT 15:00 HRS FOR THE TENDER VIZ.

Tender No. IWAI/MD/133/2015-16 :TENDER FOR DESIGN, CONSTRUCTION & SUPPLY OF TWO NOS. RO-RO VESSELS FOR NW-2

SCHEDULE-A DESIGN, CONSTRUCTION & SUPPLY OF ONE NO. RO-RO VESSEL TO CARRY 12 TRUCKS OF 25,000 KG EACH WITH TWO RAMPS AND 200 PASSENGERS (100 SEATED)

SCHEDULE-B DESIGN, CONSTRUCTION & SUPPLY OF ONE NO. RO-RO VESSEL TO CARRY 8 TRUCKS OF 25,000 KG EACH WITH ONE RAMPS AND 100 PASSENGERS (50 SEATED)

PRESENT

IWAI

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|----------------------|------------------------|
| 1. Sh. Pravir Pandey | Member (Finance) |
| 2. Sh. R.P. Khare | Member (Technical) |
| 3. Sh. S Dandapat | Chief Engineer (P&M) |
| 4. Sh. Ajay Gupta | Chief Accounts Officer |
| 5. Sh. A Sarkar | Consultant |
| 6. Sh. A.R. Ghatak | Consultant |
| 7. Sh. V.C. Dialani | Dy. Director (M) |
| 8. Sh. Karor Singh | Tech. Asst. (M) |

REPRESENTATIVE OF THE FIRMS /PROSPECTIVE BIDDERS

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| 1. Sh. Sudip Ray | M/s A.C. Roy & Co., Kolkata |
| 2. Sh. Suchin Jain | M/s Inoviea Consulting & Services, Noida |
| 3. Capt. H.K. Trehon | M/s Waterways Shipyard, Goa |
| 4. Sh. Dev Khurana | Rep. M/s Waterways Shipyard, Goa |
| 5. Sh. Rakesh Malik | M/s Maersk Broker Asia, Gurgaon |
| 6. Sh. R. Khare | M/s Bharti Shipyard Ltd., Mumbai |
| 7. Brig. D.D. Kapoor | M/s KNK Ship Management, Mumbai |

CLARIFICATIONS AND QUERIES RAISED BY THE PROSPECTIVE BIDDERS

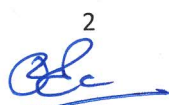
Section I - Notice Inviting Tender

| Sl. No | Clause no | Page No. | Query of the prospective bidders | Clarifications by IWAI |
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| 1 | | | Please note that in the Electronic Procurement Portal the two tenders are appearing as two individual Tender documents with two separate Price Bid/ BOQ. Kindly Clarify. | It was clarified to the bidders that the tender floated by IWAI is a single tender having two separate schedules. Bidders may at their own discretion bid either for Sch-A or Sch- B or both. The tender cost is to be given for one tender only. |
| 2 | | | Eligibility Criteria may be fixed with Average Annual Turnover for last three years as Thirty (30) Percent of the Estimated Value of the Tender as per CVC Guidelines (Vide their Memo No. 12-02-1-CTE-6, Dated: 17.12.2002) and as followed by NHA, | The average annual financial turnover during the last three years ending 31 st March of the previous financial year of at least Rs. 504 lakh (30% of the estimated cost) for Schedule A and Rs. 378 lakh (30% of the estimated cost) for Schedule B and Rs. 882 lakh (30% of the estimated cost) for firms bidding for both |

[Handwritten signatures and initials]

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| | | | KOLKATA PORT TRUST (Ministry of Shipping, GOI) etc. which also used to be the practice followed by IWAI in their earlier Tenders. | Schedule A and Schedule B is agreed to. |
| 3 | | | Refer Drawing No. CM/15-2824/001 for 12 Truck RORO Ferry and Drawing No. CM/15-2824/001 for 08 Truck RORO Ferry the Main Engine Power are stated as 550 BHP and 400 BHP. However in the technical specification they are stated as 520 HP and 300 HP respectively, kindly clarify the same. | The approx. horse power of the main engines of 12 truck RO-RO Ferry is 2 x 520 BHP and for 8 truck RO-RO Ferry is 2 x 300 BHP. It was clarified to the bidders that this is an estimated horse power and bidders are to finalize the same and achieve the trial speed requirements specified in the technical specifications. |
| 4 | | | It is suggested that the Basic requirement of the Technical Specification Serial No. 2.5.6(Ramp) - Width of the Ramp may be kept at 4.5 m in lieu of 6 m (As per the Dimension of the Ramp proposed for the smaller RO -RO Vessel). | The bigger Ro-Ro ferry of 12 trucks is to be design for carrying both 25,000 kg truck as well as 1 TEU on trailer with tractor. Accordingly the width of the ramp is to be kept based on the turning radius of above vehicles. Hence no change in the tender requirement. |
| 5 | Clause 1.4 | 129 | In view of unavailability of RORO Terminal Facility everywhere in India. It is request you to accept speed trial without Trucks. | The speed trials are to be done with empty trucks, however due to non- availability of either trucks or of Ro-Ro terminal facility, it may be ensured that available tanks carry maximum ballast during the trials. |
| 6 | Clause 1.4 | 129 | Engines - (520 X 2) HP Trial Speed — At 85% MCR will be about 8 Knots. Propose to reduce the trial speed to 8 knots. The design and ramp orientation can be decided on the basis of design of jetties and approach to jetties. Hence the final design can be decided by IWAI taking into view the orientation of jetties. | The location of Ro-Ro terminals at Dhubri and Hathsingmari and their layout is enclosed herewith. The Ro-Ro vessel will be berthed alongside and accordingly the orientation of the ramps to be suitably designed and catered to facilitate unhindered movement of trucks from the terminal to the vessel and vice-versa. No change in the speed requirement of the vessel is agreed to. Hence tender condition remain same. |
| 7 | Clause 1.6 | 130 | It is requested that any member of IACS may be the Classification Society for the design & construction of the vessels instead of only IRS. Further statutory plans are to be examined and approved by statutory authorities only. However if there is any additional requirement the same may be specifically stated. | The Ro-Ro vessels are to be built in accordance with the class requirements of any classification society who are a member of IACS (International Association of Classification Societies) and to comply with any additional requirement that may be specifically stated in the technical specifications. |
| 8 | Clause 1.7 | 131 | Since this is an Inland Vessel, there is no load line. | Plimsoll line to be marked on the vessel to indicate the maximum loaded draft of the vessel. |
| 9 | Clause 1.13 | 134 | It is requested to clarify whether not to include spares in the tendered cost as the requirement differ for various manufacturer and may lead to confusion in evaluation. Manufacturer's recommended spares for 2000 hrs. operation to be supplied for major machineries and equipment without extra cost. | Not agreed. The spares of 2000 hrs operations for main engines, auxiliary engine, gear box and bow thruster to be supplied and delivered to IWAI and the price of the same to be taken into account in the quoted price of the Ro-Ro vessel. |



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| | | | The bidder shall submit the cost quotation only for 2000 Hrs spares for major machineries and equipment with their price bid. IWAI shall select the required spares and place the order separately on the contractor(successful bidder) at extra cost . Also the cost quotation submitted by the bidder should not be considered for the evaluation of the price bids | |
| 10 | Clause 1.14.4 | 136 | <p>(i) There is no provision of Dry Docking at DHUBRI. Hence for vessels not undergoing any sea voyage this condition may be excluded.</p> <p>(ii) Dry Docking of the vessel Shortly before and after the transport/ shipment of the Vessel to the place of delivery.</p> <p>Dry docking of the vessel is not required, If the time between the date of Launching and the date of commencement of delivery voyage at the shipyard is within 90 days. IWAI shall arrange the adequate Dry dock at free of cost to the contractor at the place of delivery to dock the vessel by the contractor.</p> | It is clarified to the bidders that dry docking of the vessel prior to delivery is applicable for only those vessels who have undertaken sea voyage. Since there is no dry docking facility available at Dhubri, the same would have to be done at Kolkata if the vessel has undertaken sea voyage. |
| 11 | Clause 2.8.2 | 144 | Hot Dip Galvanizing plants are being removed to prevent pollution. Hence Zinc Rich Primer application in lieu of Galvanizing may be accepted. | Agreed. |
| 12 | Clause 3.2.1 | 150 | Anchors may be of H.H.P type. Hence the Anchors and Chains to be provided shall be as per class requirements. | The anchors to be provided are to meet the Class requirements and the preferred type would be HHP anchors. However other type acceptable to Class can alternatively be provided. |
| 13 | Clause 3.2.3 | 150 | Manual operation may not be possible for Anchors required for these type of vessels. | The anchor and the anchor windlass are to meet the Class requirements. |
| 14 | Clause 3.4.8 | 153 | Heat resistant materials may kindly be specified. However insulation with mineral/Rock wool will reduce heat flow in accommodation. | The material for ceiling , paneling and partitions are to be of marine quality and to withstand the local heat condition and accordingly heat resistant materials to be used for construction: |
| 15 | Clause 4.5.2 | 161 | Wet exhaust for main engines may be accepted. | Agreed. |
| 16 | Clause 5.2.2 | 170 | Generator capacity may be modified to 65 KVA and 25 KVA. | The capacity of the larger Generator to be installed to cater to the entire electrical load requirements with a margin of at least 20%. The smaller Generator of 25 KVA is acceptable and agreed to. |
| 17 | Clause 4.7.2 | 167 | Hull valve and Fire Fighting valves materials may be accepted as per class requirement which is normally LG-2C | The Hull valve and Fire- fighting valves to be installed will have materials as required in accordance with Class or statutory requirements. |
| 18 | Clause 4.7.3 | 168/169 | Piping Systems to be tested as per class requirements. | Agreed to. |

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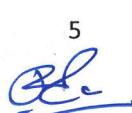

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| | 1.2.1 | 27 | <p>Maximum outside air temperature of 45oC with 90% relative humidity. - Air temperature of 50oC with 90% relative humidity in the engine room.</p> <p>Usually the engine room temperature will be approx. 10 to 15 degrees higher than the ambient temperature. Therefore If Maximum outside air temperature is 45 Deg C then the Engine room temperature shall be between 55 to 60Deg C</p> | The design condition for selection of equipment and machinery will be as specified in Clause 1.2.1. Tender condition remain same. |
| 20 | | 130 | <p>MODEL INLAND VESSEL RULES prepared by IWAI.</p> <p>Please provide the copy of "MODEL INLAND VESSEL RULES prepared by IWAI".</p> | It was clarified to the bidders that the Model Inland Vessel Rules are available on IWAI Website. |
| 21 | 1.15 | 137 | <p>Vessel shall be handed over to the Owner with at least 50% of liquid stores on board.</p> <p>If the qty of all the liquid stores on board is more than 50% capacity at the time of handing over of the vessel, the cost of the additional qty over and above 50% shall be reimbursed to the contractor.</p> | Agreed. |
| 22 | 1.2 | 14 | <p>Delivery period of RORO vessel carrying 12 trucks + 100 Pax in 15 months from the date of LOI</p> <p>Request you to kindly consider the delivery period of 15 months from the date of successful completion of model test.</p> <p>Delivery period of RORO vessel carrying 8 trucks + 50 Pax in 15 months from the date of LOI</p> <p>Request you to kindly consider the delivery period of 12 months from the date of successful completion of model test.</p> | <p>The delivery period of the 12 trucks Ro-Ro vessel will be 16 months from the date of award of work.</p> <p>The delivery period of the 8 trucks Ro-Ro vessel will be 14 months from the date of award of work.</p> |
| 23 | 5 | 7 | <p>The EMD to be submitted by 50% by DD and 50% by Bank Guarantee.</p> <p>Request you to consider submission of Bank Guarantee for 100% value of EMD, valid for (120+90 days) 7 months.</p> | The tender requirement of EMD is in accordance of CPWD which have been presently adopted by IWAI. No change is agreed to. Tender condition remain same. |
| 24 | 3(i) | 6 | Since the tender is invited mainly from shipyards and experienced ship builders; it should include other vessel or similar or larger size vessels like | Agreed. It has been already specified as other vessels of propelled type. Tender condition remain same. |





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| | | | <p>tankers, Multi utility vessels, tug boats, AHTS, OSVs and other vessels of similar size. Please consider inclusion of aforesaid vessel types and please confirm?</p> <p>Will you please include other vessels such as tankers & multi utilities vessel, tug boats and similar size ?</p> | |
| 25 | 3(vii) | 6 | Will the financial solvency certificate from first class bank be accepted? For the purpose of solvency kindly allow total solvency of all the partners in case of JV or Consortium; please confirm? | The total solvency of all the partners in case of JV or consortium will be considered. Solvency to be given by Scheduled bank. |
| 26 | 3(ix) | 7 | Will you please consider the Bank guarantee for EMD in case of foreign partner to be accepted from first class foreign bank? | Tender condition remain same. |
| 27 | 3(x) | 7 | Will the turnover of both the partners in JV or Consortium be considered for the purpose of arriving at the average financial turnover? | Agreed.. Please see Reply to SL 32 below. |
| 28 | 3(xi) | 7 | For the purpose of experience of successful completion of similar works can design, construction and supply of similar or larger size vessels be considered by respective partner in JV or Consortium for the purpose of eligibility. | For the purpose of experience the successful completion of design, construction and supply of similar or larger size vessels will be considered. One of the partners of JV or Consortium to fulfill this requirement. |
| 29 | 3.1 | 13 | This clause clearly states that the eligible bidders must be a ship builder having construction similar or higher capacity vessels not necessarily dredger therefore condition in NIT in query no. 01 request is being made to consider other vessel types; please confirm? | All self-propelled vessel of similar or higher size will be considered. Non-propelled vessel will not be considered. |
| 30 | 4.2 (f) | 14 | Financial requirement is for 5 years whereas in NIT as per our query no. 05 it is three years; please clarify? | The proof of turnover for the past five years is to be given by the Chartered Accountant on their letter head. |
| 31 | 4.3.1 | 14 | Please clarify the meaning of proof of registration of JV before award of work. | As per Clause 4.3.1 (v) JV is to be registered before signing of the Agreement. |
| 32 | 4.3.1 | 14 | JV is allowed with not more than two partners that will amount of partnership rather than JV; Will you please consider more than two partners in a JV? | <p>As per Clause 4.3.1, JV can be entered between two or more firms.</p> <p>The modified JV allowing the bidders to participate in the bidding is given below:-</p> <ol style="list-style-type: none"> The JV can be constituted with two or more partners limited to maximum six. The lead partner has to be an Indian company. The lead partner shall have minimum 51% share or equity participation. The 2nd partner shall have minimum 26% share. Shares of the other partners shall be within rest 23%. In case the lead partner does not have |

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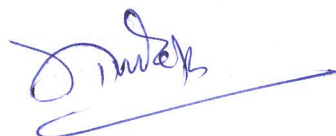
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| | | | | <p>requisite technical qualification, the second partner must have the requisite qualification & experience.</p> <p>The JV agreement in the format <i>as attached</i> on the non-judicial stamp paper having notary affidavit is required for bidding. After the award of the work the formation of the JV and registration of the same as per the relevant company Act is essential for execution of the work.</p> <p>Modified requirement for bidding by consortium is as given above as in the case of Joint Venture.</p> |
| 33 | 4.3.1 (a) | 14 | <p>Please delete the requirements; "... Most experience lead partner will be the one defined ..." Because the JV partners will themselves define the lead partner and the lead partner has to be Indian firm therefore this requirements is restrictive. Please clarify?</p> | <p>As per Clause 4.3.3, the eligibility of lead partner is defined. The Lead Member of the J.V. to be a registered firm/ company having ship building experience of at least three years and has adequate financial capacity to the tune of at least 50% of the financial criteria.</p> <p>In view of the above in Clause 4.3.1 (v) for the words " the most experienced lead partner" will stand accordingly modified as mentioned above.</p> |
| 34 | 4.3.2 (a) | 16 | <p>The numbers of members in the consortium is not more than two; it will amount to partnership and not really Consortium.</p> | <p>As already clarified in 32 above, the number of members in a JV or Consortium can be constituted with two or more partners limited to maximum six.</p> |
| 35 | Clause 5 | 5 | <p>With reference to pg 5 sch A & B, the EMD amount given is 26.80 lakh and 22.60 lakh respectively. Whereas on pg. 6 clause 5, the EMD amount is given as 13.40 lakh and 11.30 lakh respectively.</p> | <p>The EMD for 12 trucks Ro-Ro vessel is Rs. 26.80 lakh which can be submitted 50% in Demand Draft and remaining 50% as Bank Guarantee. Similarly The EMD for 8 trucks Ro-Ro vessel is Rs. 22.60 lakh which can be submitted 50% in Demand Draft and remaining 50% as Bank Guarantee. Alternatively the entire amount can be submitted by Demand Draft.</p> |
| 36 | 4.3 | 15 | <p>The expressions or words "Joint Venture" and "Consortium" both have been used throughout this clause sometimes exclusively sometimes interchangeably; please clarify whether both these terms and expressions mean the same for the purpose of this bid document?</p> | <p>The bid is to be submitted either by a firm or a joint venture or consortium and in compliance to all specified requirements. The word Joint Venture or the word Consortium are not inter changeable as the bid would be submitted either by Joint Venture firm or by a Consortium.</p> |
| 37 | 4.3 (iii) | 16 | <p>The Joint Venture Agreement to be submitted with the bid; does this have to be registered? If yes, how registered?</p> | <p>As already mentioned in reply to 32 above, the JV agreement in the format <i>as attached</i> on the non-judicial stamp paper having notary affidavit is required for bidding. After the award of the work the formation of the JV and registration of the same as per the relevant company Act is essential for execution of the work.</p> |
| 38 | 4.3.1 (iii & v) (f) | 16 | <p>Sub Clause iii states " lead partner" has to be an Indian company whereas sub clause v states the lead partner should be the one having most experience; it would simply mean that the Indian co. must be the most experienced; if this</p> | <p>As already mentioned in reply to 33 above, the following is mentioned again:</p> <p>In view of the above in Clause 4.3.1 (v) for the words " the most experienced lead partner" will stand accordingly modified.</p> |

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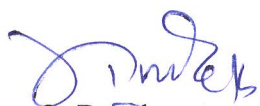
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| | | | being the case why would JV be required ? These requirements are restrictive and may restrict the competition. Will you kindly consider deleting the condition; "most experienced as lead partner" because Indian company will be better enforceability even if less experienced. | |
| 39 | 4.3.1 (v) | 16 | The requirement to form a company, in case of forward is too harsh and will have its own practical difficulties such as bringing in required equity into the country from likely foreign JV partner to name but a few; will you please consider deleting this requirement? This may please be changed to having a legally binding and enforceable contract in place. | Not agreed. The requirements as mentioned in reply to 32 above are to be complied with, |
| 40 | 4.3.1 (vi) | 16 | This clause requires minimum 26% equity from each JV member; whereas clause 4.3.4 (iii) requires min of 51% equity by lead member and total number of partners allowed are more than two (4.3.1); these requirements do not add up together (as total goes to 103% in case of 3 members' JV for example); therefore please consider them to be deleted and confirm? | The requirements now specified in the reply to 32 above are to be complied with. |
| 41 | 4.3.3 | 18 | The lead member is defined again in this clause as having minimum 50% financial criteria qualification; that is not in sync with other qualifications of the lead member? This condition is too restrictive; please consider deleting this and confirm? | Not agreed. The requirements now specified in the reply to 32 above are to be complied with. |
| 42 | 4.3.4. (I & iii & v b) | 18& 19 | The number of members is more than two at 4.3.1 whereas it restricts to three here and then requirement of equity holding between the lead partner and other goes over 103%; thereafter requirement of company formation is mandated at v (b). All these clauses when read in conjunction are confusing and lack clarity; please consider deleting them as these are repetitions leading to confusions and may be subject to multiple interpretations; will you please consider deleting them? | Refer to reply of 32 above and the requirements mentioned there in are to be complied with. |
| 43 | 4.3.5 | 19 | This clause introduces a new term "associate" in para 2 of this clause. According to this definition; JV members could only be associate members; meaning thereby their ownership structure should be common or commonly controlled. This is too restrictive a bid requirement and needs | The requirements of J.V. or Consortium have already been specified in reply to 32 above which are to be complied with. Other tender conditions remain same. |



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| | | | to be deleted; please confirm. This definition of "associate" disregards the purpose of JV as given at 4.3 and 4.4 and sub clauses thereof. Further it will amount to "inter party transactions" as well. Kindly consider deletion of this clause. | |
| 44 | 4.4 A | 20 | Who is each bidder in case of JV? Please clarify that for the purpose of qualification; technical and financial qualifications of each member of JV will be added; please clarify? | Agreed. For evaluation of tender the technical and financial of each J.V. partner may be considered. |
| 45 | 4.4 A | 20 | Kindly consider relaxation in turnover requirement from 100% to 60% of estimated cost in case a bidder wishes to bid for both schedules as is the practice in other govt. bids to invite more bids from SME sector as well. Please confirm? | Not agreed. Tender condition remain same. |
| 46 | 25.2 | 26 | Please provide Appendix 5 as mentioned in this clause but not given in this bid document... | The format for Appendix 5 is enclosed. |
| 47 | | 251 | Kindly clarify whether bidder is required to submit technical specification if yes how are they expected to upload it because cost schedule or BOQ is not permitted to be changed; or a simple statement that the bid is as per specifications given in the tender document; please clarify? | The bidder is required to furnish all documents as mentioned in the tender. The format of BOQ cannot be changed by the bidder. |
| 48 | | 251 | Please confirm whether IWAI as taken any special permission from GOI in respect of : a) Custom duty on components or Machinery that may be require be imported b) Any waiver on VAT and c) whether IWAI will issue from C for CST. | All action regarding permission etc. or waiver if any applicable will have to be taken by the bidders themselves. IWAI does not issue any form C for CST. |
| 49 | | | Extension of bid submission date | The last date of submission of bid is extended and is 15.09.2015 upto 15:00 hrs and the bid will be opened on same date at 15:30 hrs. |



S. Dandapat
Chief Engineer (P&M)



R.P. Khare
Member (Technical)



Pravir Pandey
Member (Finance)