

Project Management Unit  
Capacity Augmentation of the National Waterway – 1 Project (Jal Marg Vikas)  
**INLAND WATERWAYS AUTHORITY OF INDIA**  
(Ministry of Shipping, Government of India)  
Head Office: A-13, Sector – 1, Noida - 201301

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### Expression of Interest

1. Inland Waterways Authority of India (IWAI), Ministry of Shipping, Government of India has applied for financing from the World Bank towards the cost of the Project “**Capacity Augmentation of the National Waterway – 1 (Jal Marg Vikas Project)**”, and intends to apply part of the proceeds for consulting services.
2. The consulting services (“the Services”) include **Consultancy Services for Asset Management & Operation Framework Development for National Waterway-1**. IWAI plans to engage consultants to help in developing the asset management and operation framework including inter alia the business plan for market development of National Waterway- 1 for suitable cost recovery and tariff realization mechanism. In addition, the consultant is expected to assess and develop a plan for Multimodal Logistics Parks near the Multimodal Terminals at Varanasi, Sahibganj and Haldia. The duration of the service would be 12 months.

The scope of the study includes:

- a) Identification and detailed classification of all the physical assets that have been developed or envisaged to be developed on the NW-1.
  - b) Identification of suitable asset management and operations options for the various asset classes.
  - c) Assessment of the financial viability of the different assets.
  - d) / Assessment of impact of the asset management framework options and optimal structure for financing and operations of the assets.
  - e) Identification of key risks and allocation of risks to various stakeholders in different options. Classification of risk based on various parameters.
  - f) Developing Standard operating procedures for operations and maintenance of assets that have been developed or envisaged to be developed.
  - g) Suitable cost recovery, tariff realization mechanism and suggest applicable tariff.
  - h) Developing a Business plan for market development.
  - i) Development of Multimodal Logistics Parks including assessment of current demand and projection of future demand, identification of land parcels, Master plan and design of services, Financial and economic feasibility assessment.
3. The Project Director, Project Management Unit, IWAI, invites eligible consulting firms (“Consultants”) to submit their interest to provide Consultancy services for “**Consultancy Services for Asset Management & Operation Framework Development for National Waterway-1.**” Consultants interested in providing the Service should provide information demonstrating that they have the required

qualifications and relevant experience to perform the Services. Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications. The short listing criteria are:

- a) Consultant should be engaged in conducting similar activities for the past 5 years – copy of Certificate of Incorporation to be submitted along with the EOI.
  - b) Consultant should have a minimum financial turnover of INR 2.00 Crore during any of the last 5 years – CA certified declaration for last 5 years to be submitted along with the EOI.
  - c) Consultant should have completed 2 such studies of similar / related work during the last 5 years – List of scope of work, date of commencement, date of completion, client's details to be submitted.
  - d) Consultant should be having a minimum of 50 employees on their payroll – declaration to be submitted.
  - e) Copy of Power of Attorney of the signatory/ies signing the EoI and/or associating to submit the EoI - to be submitted.
  - f) Consultants submitting proposals as association, must clarify the nature of association, whether JV or sub-consultancy.
  - g) In case of EoI submission as Joint Venture, copy of JV Agreement to be submitted.
5. Expressions of interest must be submitted on CPPP Portal of GoI by 5<sup>th</sup> July, 2017 by 15:00 hours (IST) and it shall be clearly marked “Expression of interest for Consultancy services for **“Consultancy Services for Asset Management & Operation Framework Development for National Waterway-1.”**”
  6. The REoI & draft ToR would also be published on the website of IWAI ([www.iwai.nic.in](http://www.iwai.nic.in)), interested consultants are requested to go through the documents prior to submitting their Expression of Interest.
  7. The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's *Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers* dated January, 2011 (“Consultant Guidelines”), setting forth the World Bank's policy on conflict of interest.
  8. A Firm or an individual Debarred by the World Bank in accordance with the anticorruption guidelines shall be ineligible for this Assignment in any form or way. A list of debarred firms and individuals is available at the Banks external website: [www.worldbank.org/debarr](http://www.worldbank.org/debarr).

9. A Consultant will be selected in accordance with the Quality and Cost Based Selection method set out in the Consultant Guidelines.
10. Further information can be obtained at the address mentioned above during office hours.

**Instructions for submission of Expression of Interest:**

1. Accomplished Expression of Interest (Application) must be submitted together with a Letter of Intent not later than 15:00 hours (IST) on 5<sup>th</sup> July, 2017. Documents in support of all qualification information shall be submitted with application. Proposal of EOI with qualification information shall be furnished on / before the due date of submission at the address mentioned above.
2. The Application shall be basis of drawing up a shortlist of eligible Consultants who will be invited to submit proposal for services required.
3. All Applications shall be submitted in English.
5. A Consultant shall submit only one proposal. If a Consultant submits or participates in more than one proposal, all such proposals shall be disqualified. This does not, however, preclude a consulting firm to participate as a sub-consultant, or an individual to participate as a team member, in more than one proposal when circumstances justify and if permitted by the Request for Proposals.
6. The Application and all related correspondence and documents should be written in the English language. Supporting documents and printed literature furnished by Applicant with the Application may be in any other language provided that they are accompanied with translations in the English language. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Application, the English language translation shall prevail.
7. IWAI reserves the right to reject any Applications, without assigning any reasons thereof.
8. The Applicant shall provide all the information sought under this Qualification Document. PMU, IWAI would evaluate only those Applications that are received within the specified time and complete in all respects. Incomplete and/or conditional Applications shall be liable to rejection.

**Guidelines for preparation of Expression of Interest**

Following information shall be submitted:

1. Complete name of firm(s), date of establishment and type of organization whether individual, proprietorship, partnership, private limited company, public limited company etc.
2. Exact and complete corporate/registered/home office address, business address, telephone numbers, fax numbers, E-mail and cable address. For Consultant of foreign

registry, indicate if there is any branch office(s) established in India with details in aforesaid manner.

3. If present firm(s) is the successor to or outgrowth of one or more predecessor firms, fresh name(s) of former entity (ties) and year(s) of their original establishment with details in aforesaid manner.
4. Present a brief narrative description of the firm(s). Kindly avoid submission of company brochures for the purpose description of the firm.
5. List of not more than two (2) principals who may be contacted by this Office.
6. Listed principals must be empowered to speak for him or for the firm on policy and contractual matters.
7. Indicate financial figures from consultancy business for past 5 (five) financial years.
8. Organizational strength of Consultant shall be given.

**(Project Director)**