

**Minutes of the Pre-Bid meeting held on 8<sup>th</sup> March 2013 at IWAI, Kochi Office on RFP floated for Operation and Maintenance of Inland Waterways Terminals on National Waterway-3 for a period of 10 years**

1. RFP for Operation and maintenance of IWAI's inland waterways terminals on NW-3 for a period of 10 years was floated on 23<sup>rd</sup> February 2013. Wide publicity was given for the RFP by issuing notice in newspapers (4 all India editions and 3 Kerala editions) and also uploading on the IWAI's and IIDCs website. Director, IWAI, Kochi had also informed the stake holders by sending e-mail.

2. A pre-bid meeting was held with the prospective bidders on 8<sup>th</sup> March 2013 at 11.00 hrs in the regional office of IWAI at Kochi to clarify the doubts of the bidders and ascertain their views on the RFP.

3. Following officers were present in the pre-bid meeting:

**IWAI**

- (i) Ms. Jayashree Mukhrejee, IAS, Vice Chairperson, IWAI.....in the Chair
- (ii) Mr. R.P.Khare, Chief Engineer, IWAI, Noida
- (iii) Mr. N.Sivaraman, Director, IWAI, Kochi
- (iv) Mr. Ravi Kant, Deputy Director (Traffic), IWAI, Noida

**IL&FS-IDC**

- (i) Mr. Shomendra Murari, Senior Manager, IIDC
- (ii) Mr. Rahul Singh, Manager, IIDC

3. The pre-bid meeting was attended by the representatives of the following six prospective bidders/firms

- (i) Mr. Vinod Kumar K, M/s Kerala Tourism Infrastructure Ltd.
- (ii) Mr. Sunil Chellirian, M/s JITF Waterways
- (iii) Mr. N.A. Muhammed Kutty, M/s Falcon Infrastructure Ltd
- (iv) Mr. SA Balasubramium, M/s ABC & Sons Ltd.
- (v) Mr. Hari Kumar, M/s Lots Shipping Ltd.
- (vi) Mr. Wilson Rajan, M/s Kerala Sea & Trade

4. Director, IWAI Regional office, Kochi welcomed prospective bidders and introduced them to officials present in the meeting.

5. IIDC explained the objectives of the project and elucidated the contours of the project. It was explained to the bidders that project has been divided into four clusters and bidders need to bid in clusters only.

6. Prospective bidders expressed their views in respect of the project and different provisions of the RFP. The view/comments of the bidders alongwith the responses given by IWAI/IIDC are placed in **Annexure-I**.

7. Prospective bidders were requested to send their views/comments if any, the RFP by 14.3.2013 in the prescribed format which were distributed during pre-bid meeting. It was decided to forward the same to these prospective bidders by e-mail also.

8. The meeting ended with a vote of thanks to the Chair.

\*\*\*

## ANNEXURE-I

### **Queries by prospective bidders during Pre-bid meeting held on 8.3.2013 at IWAI Kochi on RFP floated by IWAI for O&M of Inland Waterways Terminals on NW-3**

<b>S. No.</b>	<b>Query</b>	<b>Response by IWAI/IIDC</b>
1.	Whether Tourism activities like operation of sea-plane is allowed to be undertaken by the operator	As per RFP, Tourism activities are part of permissible activities. Refer Appendix-V of RFP
2.	Is Terminal wise bidding permitted or bidders need to bid in clusters only?	Bidders are required to submit their proposal only in clusters as specified in the RFP
3.	Whose responsibility would be to maintain the channel and navigability	Responsibility of channel maintenance is with IWAI
4.	Is it possible to extend the licence period say for 30 years in line with the port sector as these terminals may require additional investment in terms of suitable warehousing and handling infrastructure for handling of containerized cargo as big investment needs longer recovery period?	The O&M contract through the present RFP shall be for 10 years only and RFP conditions shall prevail.
5.	In RFP total 11 terminals are mentioned and only 9 are offered. Whether other two terminals are also open for bidding?	Two terminals at Kakkanad and Chavera are yet to be constructed and are not part of this RFP.
6.	If a bidder chooses to bid for more than one cluster whether he will get concession in terms of technical capability?	No concession for bidding in more than one cluster is available. The technical and financial parameters given in RFP are for each cluster. Accordingly, bidder may bid for one or more clusters.
7.	By when the dredging on the NW-3 will be completed?	Capital dredging is expected to be completed by December 2013
8.	How to overcome the issues related to fishing nets on National Waterway-3	Issue has been already taken up by IWAI with concerned State Agencies

<b>S. No.</b>	<b>Query</b>	<b>Response by IWAI/IIDC</b>
9.	The bidder has highlighted the need for development of dry docking facilities for the vessel plying on back waters. As per the current regulations came in force last year, each barge/vessel is to compulsorily undergo bottom hull testing/inspection for certification every 2 years. Whether IWAI will be constructing dry dock facility also on these terminals?	IWAI is not constructing any dry dock facility on these terminals. The infrastructure already developed by IWAI can be inspected by any bidder before submission of bid. Vessel Repairing facility is one of the permissible activities by the bidder to be developed by bidder. Refer Appendix V of RFP.
10.	Whether scope of operator also includes the dredging of NW-3 channel?	No.
11.	What are the sizes of terminals, availability of storage space, loading / unloading facilities if any, rail / road connectivity, draft availability at terminals, details of facility to be developed, traffic/cargo study report if any	Details such as size of each terminal, jetty size,warehouse, open storage space and cargo handling equipments are provided in RFP. 2 meter draft is being provided in NW-3. Road connectivity is present in all the terminals, however bidder are expected to do their own due diligence. Bidder are required to submit their business plan in accordance to clause no. 2.2.2 (d) of RFP
12.	Bid submission date to be extended by 15-20 days	IWAI may consider to extend date of bid submission by 15 days i.e. upto 8.4.2013 and after taking final decision same will be informed.

\*\*\*