

Pre-Bid Clarification on Bidding Document for Procurement of Four (4) no Survey Vessels						Annexure-A	
ICB No: IN-IWAI-490114-GO-RFB					Pre-Bid Held on 05.08.2025		
Sr No	Reference Title	Clause No	Page No	Clause	Bidders query	Response by IWAI	
1	Section VII-Schedule of Requirements	PROJECT QUANTITY AND DELIVERY SCHEDULE	82	Delivery timeline: First boat to be delivered in 8 months from the date of order. Subsequent boats to be delivered every 2 months, completing the delivery of all boats within 14 months from project initiation.	The delivery timeline is proposed to be 12 months for the first vessel with every subsequent vessel in 2 months for a total build period of 18 months. This is in consideration of the lead time of major equipment as indicated by the OEMs.	To be read as First two boats to be delivered in 10 months from the date of order. Subsequently two boats to be delivered within 14 months from project initiation. Refer Amendment-1	
2	Section VII-Schedule of Requirements	1.General	69	The builder shall supply/fit any item/equipment shown in the guidance General Arrangement Plan, but not explicitly stated in these specifications.	It is mentioned that guidance general arrangement will be provided. The same is requested to be provided as it was not shared with the tender documents.	To be read as The builder shall supply/fit any item/equipment as per approved General Arrangement plan, but not explicitly stated in these specifications. Refer Amendment-1	
3	Section VII-Schedule of Requirements	1.General 1.2 Main Particulars	69	Parameter	Specification	It is recommended that the depth (mld) be as per design requirement in consideration with other key parameters such as draft, length and beam.	Depth: Min. 1.2 m/ As per Zone-2 guidelines Refer Amendment-1
				Depth (mld.)	0.750 m		
4	Invitation for Bid	Invitation for Bid	1	Bid Submission Deadline	In consideration of the tender document modifications post the pre bid meeting, request an extension of the bid submission date by 4 weeks.	Appropriate time shall be provided for Bid Submission after uploading Pre-Bid Responses.	
5	Qualification Criteria (ITB 32.1)	(b) Experience and Technical Capacity	45	“Similar items” means Design, Fabrication, supply & commissioning of Hybrid/ Electric/ Solar – Electric Boats (any of these of minimum Length 24 M), mandatorily with electric motor propulsion & built with Class approval (from IACS member society).	The crucial element in evaluating project experience should be the <b>delivery of electric boats certified by IRS Class with type-approved batteries</b> . Whether the vessel is 10 m, 20 m, or 24 m in length, the level of complexity remains the same. In our case, we have delivered six such vessels ranging from 10 m to 26 m, with operational periods ranging from 1 month to 8 years. We kindly request a relaxation in the length requirement, while <b>ensuring that the experience in building electric boats with IRS class certification and type-approved batteries is maintained</b> .	To be read as “Similar items” means Design, 'Fabrication, Supply, Testing and Commissioning of Inland Vessels/Sea going Vessels/ Propelled/Non Propelled dredgers/electric catamarans/ other propelled green vessels duly certified by any classification society". Refer Amendment-1	
6	General	General	46	Work Experience- Company structure	Our company structure is as follows: we have a holding company, Naval Green, which owns 100% of two shipyards-Navgathi and Navalt Solar & Electric Boats. All three entities are under a single ownership structure. Therefore, the experience of projects undertaken by Navgathi and Navalt, both fully owned by Navalt Green, should be considered for this tender.	The similar works experience of parent company / subsidiary / sister Company of the Bidder shall not be considered.	

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7	Invitation for Bid	Bid Security	5	Bid Security/ Qualification criteria	<p>In Section 1.7 - Fundamental Principles of Public Procurement, under point (iii) Broader Obligations Principle, the guidelines clearly outline preferential treatment for MSEs. This preferential policy allows MSEs to bypass or receive relaxation in qualification criteria. In contrast, the current tender structure seems to be framed in a way that limits MSME participation, contradicting the intent of the guidelines. Furthermore, the same manual also outlines EMD/Bid Security exemptions for MSEs, which again appear to have been overlooked in this tender.</p> <p>More references are provided below and refer the MSME act</p> <table><thead><tr><th>Criteria</th><th>MSE Exemption / Relaxation</th><th>Exact Source (Page &amp; Section)</th></tr></thead><tbody><tr><td>1. EMD (Earnest Money Deposit)</td><td>Exempted</td><td>Page 17 → Section 1.10.4: “...exempting MSEs from payment of earnest money deposit...”  It was cited that being composite tender, this is not exempt. This is a product supply, and we bill 5% GST on boats. To manufacture this we may do design, engineering and manufacturing, but your tender is not a separate activity. Hence the argument that it is composite tender and hence cannot get exemption is not correct.</td></tr><tr><td>2. Tender Document Fee</td><td>Exempted</td><td>Page 17 → Section 1.10.4: “...providing them tender documents free of cost...”</td></tr><tr><td>3. Prior Turnover Requirement</td><td>Relaxation Permitted</td><td>Page 17 → Section 1.10.4: “...relaxation in prior turnover and prior experience criteria...”</td></tr><tr><td>4. Prior Experience Requirement</td><td>Relaxation Permitted</td><td>Page 17 → Section 1.10.4: “...relaxation in prior turnover and prior experience criteria...”</td></tr><tr><td>5. Bid Security (Rule 170)</td><td>Exempted for MSEs</td><td>Page 106 → Section 6.1.1: “...except Micro and Small Enterprises (MSEs)...”</td></tr></tbody></table>	Criteria	MSE Exemption / Relaxation	Exact Source (Page & Section)	1. EMD (Earnest Money Deposit)	Exempted	Page 17 → Section 1.10.4: “...exempting MSEs from payment of earnest money deposit...”  It was cited that being composite tender, this is not exempt. This is a product supply, and we bill 5% GST on boats. To manufacture this we may do design, engineering and manufacturing, but your tender is not a separate activity. Hence the argument that it is composite tender and hence cannot get exemption is not correct.	2. Tender Document Fee	Exempted	Page 17 → Section 1.10.4: “...providing them tender documents free of cost...”	3. Prior Turnover Requirement	Relaxation Permitted	Page 17 → Section 1.10.4: “...relaxation in prior turnover and prior experience criteria...”	4. Prior Experience Requirement	Relaxation Permitted	Page 17 → Section 1.10.4: “...relaxation in prior turnover and prior experience criteria...”	5. Bid Security (Rule 170)	Exempted for MSEs	Page 106 → Section 6.1.1: “...except Micro and Small Enterprises (MSEs)...”	<p>This tender is financed under a World Bank–funded project, under which no purchase preference, qualification relaxation, or EMD/Bid Security exemption for MSEs is permitted.</p> <p>Tender Condition Prevails.</p>
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1. EMD (Earnest Money Deposit)	Exempted	Page 17 → Section 1.10.4: “...exempting MSEs from payment of earnest money deposit...”  It was cited that being composite tender, this is not exempt. This is a product supply, and we bill 5% GST on boats. To manufacture this we may do design, engineering and manufacturing, but your tender is not a separate activity. Hence the argument that it is composite tender and hence cannot get exemption is not correct.																						
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8	Section VII-Schedule of Requirements	Section VII, Clause 1.2	69	General arrangement of the boat is given for information and guidance only	Request to share the guidance GA of the vessel	The General Arrangement Drawing shall be prepared by the successful bidder (to whom the contract is awarded) and to be finalized in consultation with the owners before commencement of detailed designing. Refer Amendment-1																		
9	Section VII-Schedule of Requirements	Section VII, Clause 1.2	69	Depth - 0.75 M Draft - 0.6-0.8 M	IWAI is requested to review the requirement. Recommended that depth restriction maybe omitted from Spec and only draft and minimum freeboard requirement maybe indicated.	Min. 1.2 m As per Zone-2 guidelines Refer Amendment-1																		

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10	Section VII-Schedule of Requirements	Section VII, Clause 4.6 and 4.4	77	4.6 states "Two enclosed bathrooms shall be provided for the crew" 4.4 states 'Two spacious rooms with beds will be provided for the officers who will be joining the survey"	1) Request confirm that the vessel shall be equipped with 02 toilets & there is no separate toilet requirement for female crew. 2) There is no separate toilet requirement for the additional surveyors. Request confirm.	It is confirmed that the vessel shall be equipped with two (02) bathrooms – one designated for the crew and the other for the officers joining the survey.
11	Section VII-Schedule of Requirements	Section VII, Clause 7.3	79	A battery bank consisting of approximately 240 kWh (120 kWh each) Lithium-Iron-phosphate type batteries shall be provided	Specification mentions LFP chemistry for the battery. Is this mandatory/ final or is the option of choosing appropriate chemistry open to the bidders? Request kindly clarify.	The specified battery chemistry is indicative. Bidders may propose other suitable battery chemistries, provided they meet or exceed the performance, safety, and lifecycle requirements specified in the tender, <b>ensuring compliance with the vessel's intended operational profile and endurance.</b>
12	Section VII-Schedule of Requirements	Section VII, Clause 7.3	79	The actual capacity of the battery bank shall be determined to ensure that the boat can operate continuously for 6 hours at the <b>design speed</b> on battery power alone, subject to a maximum battery discharge of 80%. An additional auxiliary battery bank of size 40 kWh shall be provided for Air-conditioning navigation lights and cabin lights. A separate grid charger shall be provided for this.	1. Request confirm that design speed is service speed, i.e. 7 knots. 2. Additional 40 kWh is for AC, nav lights & cabin lights. Request clarify power source for other eqpt incl. survey eqpt etc. 3. Is the 40-kWh capacity final, or is it to be suitably selected by the bidder to cater the appropriate load requirement. In case bidder has to decide, request to indicate the endurance of the vessel for battery selection.	1. The vessel shall have a minimum speed requirement of 7 knots. 2. The Additional 40 kWh is for AC is indicative; the power source for other equipment, including survey equipment, shall be suitably proposed by the bidder. 3. The 40 kWh capacity is indicative. The bidder may suitably select the battery capacity to meet the overall load requirement.
13	Qualification Criteria	Section III 1.1 A(b)	45	The bidder should have manufactured and supplied at least Two (2) numbers of similar item in at least one of the last five years the ending on 31st March 2025, and out of which: At least one (1) numbers of the similar item should be in successful operation for at least two (2) years on the date of bid opening.	It is requested to accept manufacturing and supply of at least one no. similar item in at least one of the last five years ending on 31st March 2025 and the same is in successful operation for at least one (1) year on the date of bid opening.	Tender Condition Prevails
14	GCC	Section IX, GCC 13.1 (iv)	110	Insurance certificate	On delivery of vessel, which Insurance certificate need to be provided by the supplier?	The insurance shall be paid of the EXW value of the Goods from "Warehouse to final destination" on "All Risks" basis including War Risks and Strikes. Refer Section IX- GCC 24.1
15		Section IX, GCC 21	112	Sub-contracting: Not allowed	It is requested to allow Sub-contracting of labour/ service for building of the Hybrid Survey Vessel.	Not allowed. Tender Condition Prevails
16	Section IV Bidding Forms	Price and Completion Schedule	56	Form no.2 (Price and Completion Schedule - Related Services)	It is requested to confirm that Form no.2 will be applicable or not.	Not applicable. However, related services-Manning and Operation shall be quoted along with the supply item as indicated in the revised BoQ.
17	Invitation For Bids	Section I: Sl. 4(f)	4	Last date and time for receipt of bids : 26.08.2025 at 15:00 Hours	It is requested to extend the bid submission date by 30 days (04 Weeks)	Appropriate time shall be provided for Bid Submission after uploading Pre-Bid Responses.

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18	Invitation For Bids	Section I: Sl. 2	3	First boat to be delivered in 8 months from the date of order. Subsequent boats to be delivered every 2 months, completing the delivery of all 4 boats within 14 months from project initiation.	It is requested to extend the delivery period with first boat to be delivered in 12 months and subsequent boats to be delivered every 2 months. Competing the delivery of all 4 boats within 18 months from project initiation.	To be read as First two boats to be delivered in 10 months from the date of order. Subsequently two boats to be delivered within 14 months from project initiation. Refer Amendment-1
19	SCC	GCC16.1	111	Note: All the percentages mentioned above shall be applicable on the total contract price on pro-rata basis as per price schedule.	All the percentages mentioned above from SL (i) to (v) shall be applicable on the base contract price on pro-rata basis as per price schedule. GST @ 100% will be paid with SL (vi).	Tender Condition Prevails
20	SCC	GCC16.1	111	Under Note: SL(d) - Reimbursement of Local Taxes such as GST and other similar taxes, to the extent applicable, will be at actuals based on documentary evidence of payment within 30 days of submission of bill with documents.	Reimbursement of Local Taxes such as GST and other similar taxes, to the extent applicable, will be at actuals based on documentary evidence of payment within 30 days of submission of bill with documents along with SL (vi).	Tender Condition Prevails
21	SCC	GCC 18.3	112	The Performance Security shall be in the form of a "Bank Guarantee" or "a cashier's cheque or banker's certified cheque or crossed demand draft or pay order (including e-bank guarantee)" drawn in favour of the Purchaser.	It is proposed that Indemnity Bond be accepted as performance security instead of "Bank Guarantee" or "a cashier's cheque or banker's certified cheque or crossed demand draft or pay order (including e-bank guarantee)"	Indemnity Bond not acceptable. Clause may be read as: The Performance Security shall be in the form of a "Bank Guarantee" or "a cashier's cheque or banker's certified cheque or crossed demand draft or pay order (including e-bank guarantee)" drawn in favour of the Purchaser. Insurance Surety Bond is also acceptable.
22	SCC	GCC 24.1	113	a) The Supplier shall maintain an insurance policy (insured value should be equivalent to the Contract value) to take care of any damage caused by theft, fire, rain, snowfall, floods or any other natural calamity, whatsoever, during the execution of the Contract for which the payment has been advanced to Supplier. The validity of the insurance shall be starting from the issuance of LoA to handing over of Goods to IWAI. Nothing extra shall be payable to the Supplier for maintaining such insurance policy. b) A copy of the insurance clearly showing the value & validity to be submitted during submission of every bill (as per the payment milestones). The insurance shall be paid in an amount equal to 110 percent of the EXW value of the Goods from "Warehouse to warehouse (final destination)" on "All Risks" basis including War Risks and Strikes.	Builders risk insurance (BRI) coverage will be taken to cover risk of loss during the period of construction of the vessel. Accordingly, it is proposed to replace the Insurance clause as follows: Until delivery and acceptance, the Builder bears the risk of loss of or damage to the VESSEL, materials, parts, machinery, boilers and equipment. Extent of Insurance Coverage:  From the time of keel laying until Delivery and Acceptance of the Vessel by the OWNER, the BUILDER shall, at its own cost and expense, insure the VESSEL and all machinery, equipment and outfits, built into or installed in or upon the VESSEL or in storage in yard against all risks including, the ICBR, War and SRCC risks from a reputed insurance co. in India. The amount of such insurance coverage shall be equal to contract price of the vessel.	Tender Condition Prevails

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23	Section IV Bidding Forms	Bidding Forms	49	Bidding Forms	Request confirm Bidding Forms will be filled-up, scanned and uploaded to <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a> (website) or filled-up online and submitted to the website.	Bidding Forms are to be filled-up, scanned and uploaded on CPP Portal. BoQ to be filled and uploaded in excel format.
24	Qualification Criteria (ITB 32.1)	(b) Experience and Technical Capacity	45	“Similar items” means Design, Fabrication, supply & commissioning of Hybrid/ Electric/ Solar – Electric Boats (any of these of minimum Length 24 M), mandatorily with electric motor propulsion & built with Class approval (from IACS member society).	<p>Please note Hybrid/Solar/Electric is only a mode of propulsion and is a new technology that is being adapted progressively and should not be proposed mandatorily for pre-qualification criteria.</p> <p>Shipyards having experience in building Passenger, Vessels, Survey Vessels and other self-propelled vessels built under class must be allowed to participate in the Bid.</p> <p>Refer your NIT No: IWAI/ TECH/ RP/ ELECTRICCATAMARAN/ 2025 dated 01.07.2025 towards 'Design, Construction, Supply, Testing and Commissioning of 50 Pax Hybrid Electric Passenger Ferry' the Similar works has been defined as 'Fabrication, Transportation, Installation, Testing and Commissioning of Inland Vessels/Sea going Vessels/Propelled/Non Propelled dredgers/electric catamarans/ other propelled green vessels duly certified by any classification society".</p> <p>We would implore you to incorporate the same definition of "Similar Works" in this Tender document as well.</p>	<p>To be read as: “Similar items” means Design, 'Fabrication, Supply, Testing and Commissioning of Inland Vessels/Sea going Vessels/ Propelled/ Non Propelled dredgers/ electric catamarans/ other propelled green vessels duly certified by any classification society".</p> <p>Refer Amendment-1</p>