



MARKET SOUNDING FOR INTEREST

IN

DEVELOPMENT AND OPERATIONS & MAINTENANCE OF RO-RO  
TERMINALS ON NATIONAL WATERWAY-1

Document No. - IWAI/NW-1/WB/AG/Ro-Ro/EoI/2021-22

**INLAND WATERWAYS AUTHORITY OF INDIA**

September 2022

DISCLAIMER

- (a) This market sounding document (hereinafter referred to as 'Document') is neither an agreement nor an offer by IWAI to the prospective parties or any other person. The purpose of this Document is to provide information to the interested parties that may be useful to them in the formulation of their Submission pursuant to this Document.
- (b) IWAI will not be responsible for any delay in receiving the Submission. The issue of this Document does not imply that IWAI is bound to select a party or to appoint the successful party, as the case may be, for the services. IWAI reserves the right to accept / reject any or all Submission submitted in response to this Document at any stage without assigning any reasons whatsoever. IWAI also reserves the right to withhold or withdraw the process at any stage with intimation to all parties who submitted the interest.
- (c) The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. IWAI accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.
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- (e) IWAI or any of its designates reserves the right to cancel this request for submission of interest and / or invite afresh with or without amendments, without liability or any obligation for such request without assigning any reason.

## TABLE OF CONTENTS

1.	Background .....	5
2.	The Project .....	6
3.	Objective .....	7
4.	Scope .....	7
5.	Instruction to Parties .....	8
	FORM – I: PARTY’S SUBMISSION OF INTEREST .....	10
	FORM – II: ORGANIZATION DETAILS .....	11
	FORM – III: TECHNICAL EXPERIENCE .....	12
	FORM – IV: SUGGESTIONS ON INDICATIVE SCOPE OF WORK .....	13

**INLAND WATERWAYS AUTHORITY OF INDIA**

(Ministry of Shipping, Government of India)

**A-13, Sector-1, Gautam Buddha Nagar, NOIDA, U.P. - 201301**

**Tel (0120) 2544004: Fax (0120) 2424544**

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Website: <https://www.iwai.nic.in> & <https://eprocure.gov.in/eprocure/app>

**LETTER OF INVITATION**

Dear Sir

Inland Waterways Authority of India (IWAI) invites online submission of Interest from reputed firms / organizations for undertaking Development, Operations and Maintenance of Ro-Ro Terminals on National Waterway-1 in a safe, efficient, and reliable manner.

The Document containing the details of background, document submission requirements, brief objective and scope of work etc. is enclosed.

The Document has been published on the e-procurement portal i.e., <https://eprocure.gov.in/eprocure/appand> & IWAI's website <https://iwai.nic.in/> and can be downloaded from these respective websites.

You may submit your responses in the prescribed format given in the Document, online through <https://eprocure.gov.in/eprocure/appand> latest by 26.10.2022.

**Vice-Chairman and Project Director,  
Project Management Unit, JMVP,  
Inland Waterways Authority of India,  
(Ministry of Shipping, Govt. of India)  
A-13, Sector – 1, Noida-201301, U. P.  
Tel. Nos. 0120 - 2544004  
Fax No. 0120 – 2424544  
E-Mail: [vc.iwai@nic.in](mailto:vc.iwai@nic.in)**

Some important dates for this process are as follows:

(i)	Document download start date	22.09.2022 at 1500 hrs
(ii)	Clarification/discussion date	04.10.2022 at 1500 hrs
(iii)	Last Date for Submission of Interest	26.10.2022 up to 1500 hrs
(iv)	Submission of Interest Opening date	26.10.2022 at 1530 hrs

Link for Market Sounding for Interest Clarification / discussion is as under:

<https://us06web.zoom.us/j/82448403422?pwd=WGY4YUJYSgT4QVJudXZJaGtUcTFsQT09>

Meeting ID: 824 4840 3422

Passcode: AeMrB9

Clarification / Query, if any, on the document may be forwarded through e-mail at [vc.iwai@nic.in](mailto:vc.iwai@nic.in) latest by 04.10.2022 (1500 hrs). However, IWAI is not bound to share clarifications with Applicants other than the one, who seeks clarification.

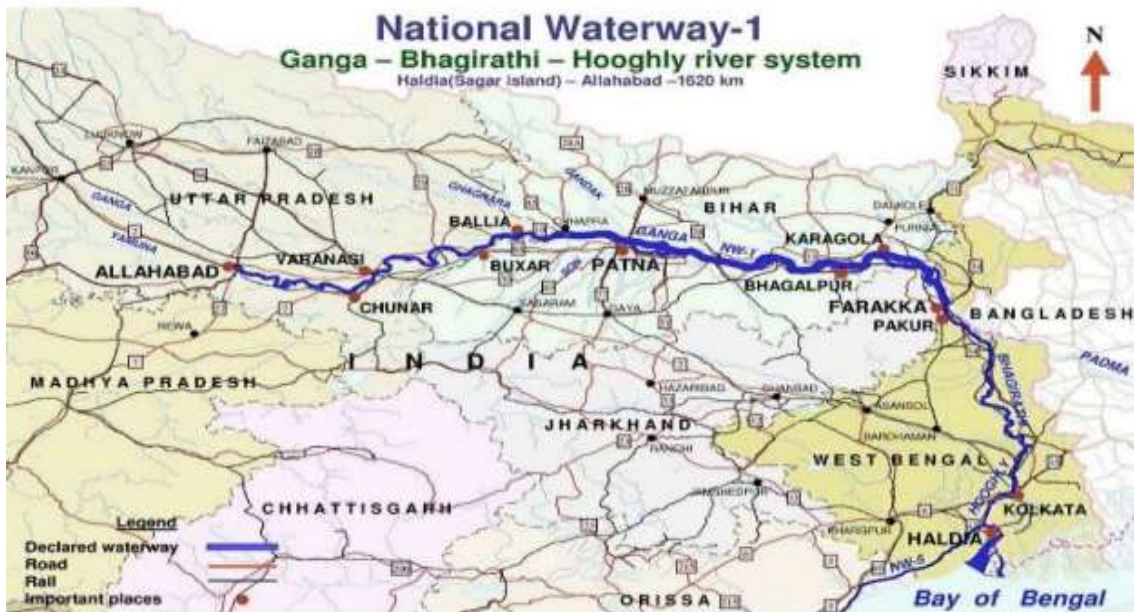
Yours faithfully,

Vice Chairman and Project Director  
Project Management Unit, JMVP  
Inland Waterways Authority of India

**Encl.: Market Sounding Document**

1. **Background**

- (a) Inland Waterways Authority of India (IWAI) (hereinafter referred to as “**Authority**”) is a statutory body of the Ministry of Ports, Shipping & Waterways, Government of India (GoI). The Authority was constituted on 27<sup>th</sup> October 1986, under the Inland Waterways Authority of India Act, 1985 for development and regulation of inland waterways for shipping & navigation. The Authority is primarily responsible for development, maintenance and regulation of 111 National Waterways in the country declared under the National Waterways Act, 2016. The head office of the Authority is at Noida, UP.
- (b) The Authority has its regional offices at Patna, Kolkata, Guwahati & Kochi and sub-offices at Allahabad, Varanasi, Farakka, Sahibganj, Haldia, Swroopganj, Hemnagar, Dibrugarh, Dhubri, Silchar, Kollam, Bhubaneshwar & Vijayawada.
- (c) National Waterway – 1 (NW–1), on the Allahabad - Haldia stretch of Ganga – Bhagirathi - Hooghly river system, is a waterway of national significance passing through four (4) states of Uttar Pradesh, Bihar, Jharkhand & West Bengal and potentially serving the major cities of Haldia, Howrah, Kolkata, Katwa, Behrampur, Farakka, Sahibganj, Rajmahal, Bhagalpur, Patna, Ballia, Buxer, Ghazipur, Varanasi and Allahabad, their industrial hinterlands, and several industries located along the Ganga basin.



- (d) Inland waterways transport (IWT) on NW–1 has the potential to provide a cost efficient, economic, reliable, safe and environment friendly mode of transport. When developed for use by modern inland vessels operating on dependable fairway, it can reduce congestion and investment needs in rail & road infrastructure, promote greater complementarities in the riparian states, enhance intra-regional trade and through increased economies of scale, significantly reduce overall logistics costs for the benefit of the entire economy and India’s global trade competitiveness.

- (e) In India, almost half the population lives around the Ganges river belt. In terms of trade, 1/5th of all India's freight originates, and 1/3rd terminates in the states around the Ganges belt. Due to the congestion faced by the cities and space constraints, there is hardly any scope for land-based infrastructure development in the region. Hence, river Ganga can play a pivotal role in generating growth prospects for sustainable economic development of the regions by providing a robust mode of transportation and boost the logistics sector in the region.
- (f) IWAI is implementing the Jal Marg Vikas Project (JMVP) funded by the world Bank comprising of JMVP-I and JMVP II projects. The JMVP-II (Arth Ganga) project was conceptualised to energise economic activities which will impact the overall ecosystem along the riverbank. Inland waterways is one of the most important pillars of JMVP-II (Arth Ganga), that can lead to inclusive growth and play a key role in improving the livelihoods of the populations.
- (g) JMVP-II (Arth Ganga) is being developed on an approach based on principles of sustainable development model that focus on economic activities in & around the hinterland of river Ganga by providing opportunity to local communities to transport their goods / produce and passenger & tourist movements through waterways as well as skill development and public / private sector capability developments to support the following:
- a. Economic benefits to the farmers, traders, and public living around the Ganga belt;
  - b. Growth of small-scale industries;
  - c. Employment opportunities;
  - d. Easy, cost-effective and environment friendly transportation of cargo; Improved logistics through small jetties; and
  - e. Wider choice of logistics mode for cargo movement
- (h) The following major components have been envisaged under JMVP-II (Arth Ganga):
- a. Fairway development through dredging including bandalling and navigational aids;
  - b. River Training works;
  - c. Construction of Ro-Ro terminals;
  - d. Construction of new community jetties;
  - e. Modernization / Rehabilitation of existing jetties;
  - f. Modernization / Rehabilitation of existing Navigational Lock at Farakka;
  - g. River Information System and DGPS;
  - h. Hydrographic equipment, HDP Software, Automatic Gauge Stations etc.; and
  - i. IWT Promotional activities

## 2. The Project

- (a) IWAI is currently desirous to undertake the establishment of RO - RO facility with ramp / jetty for operation of RO – RO services at 05 locations on NW-1. These locations with tentative origin and destination for Ro-Ro services are as follows:

- a. Kahalgaon (Bihar) - Tintanga (Bihar)
- b. Bakhtiyarpur (Bihar) - Hasanpur (Bihar)
- c. Buxar (Bihar) - Manihari (Bihar)
- d. Samdaghat (Jharkhand) - Manihari (Bihar)
- e. Rajmahal (Jharkhand) - Manikchak (West Bengal)

3. **Objective**

The objective of this Document is to seek the interest of parties in undertaking **Development and Operations & Maintenance of Ro-Ro Terminals on National Waterway-1** in a safe, efficient, and reliable manner.

4. **Scope**

- (a) The development of the Ro-Ro terminals is proposed to be undertaken by the private sector entity ("Developer") including the design, construction financing, operations and maintenance of the Ro-Ro Terminals by the private sector. The identified location pairs of Ro-Ro Terminals are:
  - a. Kahalgaon (Bihar) - Tintanga (Bihar)
  - b. Bakhtiyarpur (Bihar) - Hasanpur (Bihar)
  - c. Buxar (Bihar) - Manihari (Bihar)
  - d. Samdaghat (Jharkhand) - Manihari (Bihar)
  - e. Rajmahal (Jharkhand) - Manikchak (West Bengal)
- (b) The Developer shall undertake development, operations and maintenance of the pairs Ro-Ro Terminals
- (c) The Ro-Ro Terminals are proposed to be awarded in contract packages as a pair comprising of two locations in each package that correspond to tentative origin and destination. In some instances, the contract package can comprise of more than one pair of Ro-Ro-Terminals.
- (d) Marketing of the Ro-Ro Terminal for increasing the traffic volume handled at the Ro-Ro Terminal and improving its utilization shall be the responsibility of the Developer. The Developer will be required to handle traffic (vehicles and passenger), arrange for safe storage and passage in a timely manner.
- (e) The Developer shall be required to procure and deploy necessary equipment and manpower as deemed required by the Developer in order to provide efficient and timely handling of traffic at the terminal and adhere to prescribed performance standards.
- (f) The Developer shall be required to adhere to defined operations and maintenance standards and safety standards and ensure safe, smooth and uninterrupted flow of traffic under normal operating conditions.

- (g) The development and activities at the proposed Ro-Ro terminals shall be required to adhere to the provisions of the prevailing acts such as The Bengal Ferries Act, 1885, The Northern Indian Ferries Act, 1878, and any other relevant applicable acts in the respective state.
- (h) In this regard, the Authority seeks the suggestions from the interested parties on the key aspects of the Project for successful implementation and operations of these Ro-Ro Terminals. Some of the key aspects on which suggestions from the interested parties are sought are:
- i) Arrangement for the land to be made by the Developer or at some locations the Authority can arrange the same and enter into a suitable arrangement with the Developer.
  - ii) The funding requirements, if any, or the financial terms for the development of the Ro-Ro terminals
  - iii) Mode of construction to be undertaken by the Authority or the Developer
  - iv) Mode of payments and financial terms for the operations of the Ro-Ro terminals
  - v) Design, Operations and maintenance considerations
  - vi) Support required from the Authority
  - vii) Tenure and mode of the contract
  - viii) Key performance indicators for services provided by the Developer etc.
  - ix) Profile of the interest parties including similar experience, financial capacity, technical capabilities etc
- (i) Accordingly, the Authority proposes to seek interest of the private sector for the development and operations of these Ro-Ro terminals.

#### 5. **Instruction to Parties**

- (a) This notice is issued only to elicit an interest from parties interested in the project and does not constitute any binding / commitment from the Authority to invite any or all the parties in the subsequent bidding process. The Authority will not be responsible / liable to any party in any way for costs associated with preparation and submission of interest. The Authority is also not obliged to share clarification related questions with other parties than the one, which seeks clarification.
- (b) The parties are advised to avoid last moment rush for the online Submission and they should upload their Submissions well in advance before the last date. The Authority shall not be liable for failure of online Submission by the parties that may arise due to any reason whatsoever. The submission of hard copy is not a mandatory requirement. However, if a party submits hard copy of the Submission, it shall not be treated as a substitute to online Submission and in case a party fails to submit online Submission due to any reason, the hard copies of the Submission shall not be considered.
- (c) The parties are expected to examine all instructions, forms and other details in this Document carefully. Failure to furnish complete information as mentioned in this Document or Submission of interest not substantially responsive to this Document in every respect will be at the party's risk.
- (d) The Submission of interest, complete in all respects, should be submitted as per sequence mentioned below on the e-procurement portal:
- (i) Party's Submission of interest as per Form – I



- (ii) Organization's Contact Details as per Form – II along with supporting documents as mentioned below:
1. Copy of Certificate of Incorporation;
  2. Copy of Article of Association & Memorandum of Association;
  3. Undertaking regarding blacklisting by any Central Govt. / State Govt. / PSUs / Govt./ Autonomous Bodies;
  4. Annual Report / Audited Balance Sheets, for the last three financial years ending 31<sup>st</sup> March of the previous financial year;
  5. GST Registration certificate; and
  6. PAN card of the Company
- (iii) Technical Experience of the party as per Form – III
- (iv) Submission of Interest for undertaking the **Development and Operations & Maintenance of Ro-Ro Terminals on National Waterway-1** covering the following aspects:
1. Approach & Methodology to be adopted
  2. Role and responsibilities of the Developer
  3. Support required from IWAI for development and operations
  4. Land and waterfront arrangement
  5. Key considerations for contract
  6. Performance Parameters
  7. Estimated Traffic
  8. Revenue projections, sharing
  9. Project funding
  10. Suggestion to be provided on the indicative scope of work provided as per Form - IV
  11. Any other information, which the party feels as relevant for successful implementation of the Project

**FORM – I: PARTY’S SUBMISSION OF INTEREST**

*(To be submitted on Party’s Letter Head)*

To,

Vice Chairman and Project Director  
Project Management Unit, JMVP  
Inland Waterways Authority of India  
A-13, Sector – 1, Noida – 201301, U.P

**Sub.: Submission of Interest for undertaking Development and Operations & Maintenance of Ro-Ro Terminals on National Waterway-1 in a safe, efficient, and reliable manner**

Dear,

In response to the Document published on 22.09.2022 for the above purpose, we would like to express interest to carry out the above proposed task. As instructed, we are hereby submitting the following documents as part of the Submission:

- (i) Organizational Details as per Format – II along with supporting documents as mentioned below:
1. Copy of Certificate of Incorporation;
  2. Copy of Article of Association & Memorandum of Association;
  3. Undertaking regarding blacklisting by any Central Govt. / State Govt. / PSUs / Govt./ Autonomous Bodies;
  4. Annual Report / Audited Balance Sheets, for the last three financial years ending 31<sup>st</sup> March of the previous financial year;
  5. GST Registration certificate; and
  6. PAN card of the Company
- (ii) Technical Experience of the party as per Format - III
- (iii) Proposal for undertaking **Development and Operations & Maintenance of Ro-Ro Terminals on National Waterway-1,**

Sincerely Yours,

Signature of the authorised representative of the Party

{Full Name of the Authorised Representative}

(Full Name of the Party)

Stamp.....

Date: .....

**FORM – II: ORGANIZATION DETAILS**  
*(To be submitted on Party's Letter Head)*

S. No.	Organizational Details
1.	Name of the Organization
2.	Party's Legal Address in country of constitution
3.	Party's authorized representative information Name: <i>[insert full name]</i> Address: <i>[insert street/ number/ town or city/ country]</i> Telephone/Fax numbers: <i>[insert telephone/fax numbers, including country and city codes]</i> E-mail address: <i>[indicate e-mail address]</i>
4.	Type of Organization / Firm / Company firm registered under the Indian Companies Act, 2013 / Partnership Firm / Proprietorship Firm
5.	Whether the firm has been blacklisted by any Central Govt. / State Govt. / PSUs / Govt. / Autonomous Bodies?

**Enclosure with Form:**

1. Copy of Certificate of Incorporation
2. Copy of Article of Association & Memorandum of Association in respect of S. No. 4 above
3. Undertaking in respect of S. No. 5 above
4. Annual Report / Audited Balance Sheets, for the last three financial years ending 31<sup>st</sup> March of the previous financial year
5. GST Registration certificate
6. PAN card of the Company

Sincerely Yours,

Signature of the authorised representative of the Party  
{Full Name of the Authorised Representative}  
(Full Name of the Party)

Stamp.....

Date: .....

**FORM – III: TECHNICAL EXPERIENCE**  
**(To be submitted on Party's Letter Head)**

Experience during the last 5 years in executing similar assignments\* or providing logistics services like cargo handling, transporting, warehousing, inland waterway transport, shipping, ferry services and Ro-Ro services as on last date of this Submission. The party shall enlist such projects in the table appended below:

1. In case of experience in similar assignments or experience in providing logistics services like cargo handling, transporting, warehousing, inland waterway transport, shipping, ferry services and Ro-Ro services -

<b>S. No.</b>	<b>Client Name &amp; location</b>	<b>Contract Value in INR</b>	<b>Date of start of work</b>	<b>Actual completion date</b>	<b>Scope of works undertaken by the party including year wise volume of cargo handled/ transported/ passengers/ tonnage</b>	<b>Remarks</b>

\*Similar Assignment - Providing seaport terminal / inland waterway terminal / ferry terminals/ ferry services/ shipping services

Sincerely Yours,

Signature of the authorised representative of the Party  
{Full Name of the Authorised Representative}

(Full Name of the Party)

Stamp.....

Date: .....

**FORM – IV: SUGGESTIONS ON INDICATIVE SCOPE OF WORK**

**Interested Parties to provide response to the following:**

1. Preferred duration of the contract
2. Parameters for performance evaluation of the terminal operations
3. Expected traffic and minimum guaranteed traffic level at the Ro-Ro Terminals
4. Tariff levels and annual revenue level at the Ro-Ro Terminals
5. Bid parameter outlining the Payment of annual fixed charge to the authority post an initial moratorium period.
6. Approach & Methodology to be adopted for carrying out the Project
7. Role and responsibilities of the Developer for seamless development and operations of the Terminals
8. Any support required from IWAI
9. Land and waterfront arrangement to be undertaken by the developer and any support required from IWAI
10. Key considerations proposed for the contract
11. Any other information, which the party feels as relevant to carry out the scope of work
12. Any other views on the proposed brief scope of work outlined in this Document