



**Expression of Interest for Cruise Tourism across National Waterways in the  
State of Gujarat, Maharashtra, Goa, Kerala**



**INLAND WATERWAYS AUTHORITY OF INDIA**  
(Ministry of Ports, Shipping & Waterways)

**A-13 Sector-1 Noida-201301**

**<https://iwai.gov.in>**

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## Table of Contents

### Table of Contents

Disclaimer .....	2
1. Definitions .....	6
<b>2. PREFACE .....</b>	<b>7</b>
<b>3. Background .....</b>	<b>10</b>
4. Routes Identified for River Cruise Tourism .....	10
<b>5. Purpose of this EOI- .....</b>	<b>16</b>
5.1. This EOI intends to understand private sector interest to promote river cruise tourism and list out the proposed infrastructure requirement's to develop the ecosystem for river cruise tourism.....	16
5.2. The bidder can propose luxury cruise, budget cruise and day cruise along any routes depicted in Table 1.1 above. The list is indicative for reference only. The bidder may suggest another route within that NW also. ....	16
5.3. Further details on the listed NWs (Table 1.1) can be accessed at <a href="https://iwai.nic.in/fsr-report">https://iwai.nic.in/fsr-report</a> & <a href="https://iwai.nic.in/waterways/dpr-report">https://iwai.nic.in/waterways/dpr-report</a> . Further any correspondence in this matter may.....	16
<b>5.4. General instructions .....</b>	<b>16</b>
a) Letter comprising application for EOI as per Annexure 1; .....	16
b) Details of Applicant as per Annexure 2.....	16
c) Business proposal as per Annexure 3 .....	16
a) The EOI must be signed by duly authorized person holding the power of attorney in case of limited company, corporation or consortium. A certified copy of the power of attorney shall accompany the EOI; .....	16
b) The EOI should include a brief description of the roles and responsibilities of individual members, particularly with reference to technical obligations; .....	17
c) In case of a consortium, following criteria must be noted by the Applicants .....	17
a) Notwithstanding anything contained in this EOI Document, IWAI reserves the right to accept or reject any EOI or to annul the EOI Process or reject all EOIs, at any time without any liability or any obligation for such rejection or annulment and without assigning any reasons therefore. IWAI reserves the right to reject the EOI if: .....	17
b) At any time during the submission process or thereafter, a material misrepresentation is made or discovered, or.....	18
c) Non-compliance with any clause and provision prescribed in this EOI Document, including requirements specified in the annexures appended herein. ....	18
a) By submitting an EOI application, the prospective Applicants who shall be deemed to acknowledge that they have carefully read all provisions of this EOI Document including the disclaimer, terms and conditions and annexures hereto, and have fully informed themselves about all existing conditions and limitations. ....	18
b) Applications should be submitted before <b>XXXX</b> hours IST on the application due date ("Application Due Date") on the Central Public Procurement Portal <a href="https://eprocure.gov.in/eprocure/app">https://eprocure.gov.in/eprocure/app</a> in the formats specified at Annexure 1-4, together with the documents specified below and mark it as "EOI Application". A receipt thereof should be obtained from the office of the person specified in Article 5.7. ....	18

- c) The Applicant shall upload the documents on the Central Public Procurement Portal <https://eprocure.gov.in/eprocure/app> as specified in Article 5.2.3 alongwith instructions at Annexure-6. The hard copy of documents is also required to be submitted at the address provided in Article 2.13..... 18

**5.5. Language..... 19**

- 5.5.1. The EOI prepared by the Applicant and all correspondence and documents relating to the EOI exchanged by the Applicant and IWAI, shall be in English language, provided that any printed literature furnished by the Applicant in another language shall be accompanied by an English translation in which case, for purposes of interpretation of the application, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Applicant. .... 19

**5.6. Right to extend the validity of EOI Document- ..... 19**

- 5.6.1. IWAI in its absolute discretion and prerogative may extend the validity of the EOI submitted by the Applicants by according proper reasons thereof..... 19
- 5.6.2. No obligation to issue RFQ ..... 19
- 5.6.3. IWAI shall be under no obligation to issue RFQ for the Project described in this EOI Document. .... 19
- 5.6.4. Right to cancel the EOI Process ..... 19
- 5.6.5. IWAI may cancel this EOI Process at any stage without assigning any reasons whatsoever and will not be liable to compensate any Applicant on any grounds whatsoever. The Applicants shall not be entitled to refund of cost of documents or other costs in case the EOI is cancelled for whatsoever reason or without assigning any reason. .... 19

**5.7. Correspondence with IWAI ..... 20**

**6. Annexures ..... 21**

**Annexure 1: Letter comprising Application for EOI..... 21**

**Annexure 2: Particulars of the Applicant..... 23**

**Annexure 3: Format for business proposal ..... 25**

**Annexure 4: Checklist for EOI submission ..... 26**

**Annexure 5: Instructions for online submission ..... 27**

## 1. Definitions

<b>Term</b>	<b>Meaning</b>
Applicant	means and includes a Firm, Consortium, Lead Member
Application Due Date	shall mean the application due date mentioned
Authorized representative /signatory	shall mean the person who is duly authorized by the Firm in its EOI submission to sign on the Expression of Interest. This designated person shall be authorized to perform all the tasks including, but not limited to providing information, responding to enquiries, entering into commitments on behalf of the firm
Bidding Process	shall have meaning assigned to it under Article 2.4.1
Consortium	means the Applicant may be a group of Firms/entities
EOI	means the submission or application made by the Applicants in response to this EOI Document;
EOI process	means the entire process from issue of EOI document to the finalization of the concept
EOI Due Date	means the date and time before which the EOI/Expression of Interest Submission should be submitted by Applicants to IWAI
EOI stage	means and includes the first stage of the Bidding Process to seek EOI applications from interested Applicants
Firm	a company validly incorporated and subsisting under the rules applicable to companies in the jurisdiction of its incorporation as on EOI due Date
Gol	Government of India
IWAI	Inland Waterways Authority of India
Lead Member	Lead member of the Consortium
PPP	Public Private Partnership
RFP	Request for Proposal
RFP Stage	means and includes the next stage (Request for Proposal) of the bidding process, after the RFQ process
RFQ	Request for Qualification
RFQ stage	means and includes the next stage (Request for Qualification) of the bidding process, after the EOI process

## **2. PREFACE**

- 2.1** Inland Waterways Authority of India (IWAI) is a statutory body under the Ministry of Ports, Shipping & Waterways, Government of India. IWAI was set up in 1986 for regulation and development of Inland Waterways for the purposes of shipping and navigation. IWAI is primarily responsible for development, maintenance and regulation of Inland Water Transport (IWT) in the country and specifically National Waterways (NW).
- 2.2** Inland Waterways Authority of India primarily undertook the work of development activities in 5 National waterways i.e National Waterway No-1 (Allahabad-Haldia Stretch of the Ganga Bhagirathi- Hooghly River) Act, 1982, National Waterway No-2 (Sadiya-Dhubri Stretch of Brahmaputra River) Act, 1988, National Waterway No 3 (Kollam-Kottapuram Stretch of West Coast Canal and Champakara and Udyogmandal Canals) Act, 1992 , National Waterway No-4 (Talcher-Dhamra Stretch of Rivers, Geonkhali- Charbatia Stretch of East Coast Canal, Charbatia-Dhamra Stretch of Matai River and Mahanadi Delta Rivers) Act, 2008 and National Waterway No-5 (Kakinada-Puducherry Stretch of Canals and the Kaluvelly Tank, Bhadrachalam-Rajahmundry Stretch of River Godavari and Wazirabad- Vijayawada Stretch of River Krishna) Act, 2008 under the ambit of IWAI Act 1985.
- 2.3** Among the various interventions being undertaken by IWAI is construction of multi modal terminal, setting up of floating terminals at various locations, setting up of RIS services, provision of Ro-Ro services dredging across the across the aforementioned national waterways.
- 2.4** The Parliament of India in the year 2016 enacted the National Waterways Act 2016 vide which additional 106 National Waterways were declared. Total 5 nos National Waterways either pass through or are in the state of Gujarat.
- 2.5** After declaration of National Waterways, IWAI prepared the FSR in the first instance and the waterways that were found feasible, DPR's were prepared for these National Waterways. The FSR and DPR can be accessed through the links <http://iwai.nic.in/fsr-report> and <http://iwai.nic.in/waterways/dpr-report> respectively.
- 2.6** From the point of view of development based on the cargo potential, tourism potential IWAI categorised national waterways into 3 categories A, B, C.

- 2.7** As IWAI in the recent past was mostly looking into NWs which have sizeable cargo potential, it was decided that we may explore the possibility of cruise tourism across NWs considering the diversity of ethnicity and nature across NWs in India in lines with Gol policy on Cruise Tourism
- 2.8** Based on the above premise, IWAI prepared an *action plan and road map for development of river cruise in India* which is under the final process of approval. In continuation of the same, Ganga-Vilas, the world's longest river cruise which sailed through NW-1, Indo Bangladesh Protocol Route and NW-2.
- 2.9** Buoyed by the success of Ganga Vilas cruise, it was felt that we may explore the option of plying the cruise across the NWs in the State of Gujarat, Maharashtra, Goa and Kerala which has been blessed with ethnic and natural diversity of Western Ghats.
- 2.10** IWAI will provide infrastructural support in promoting river cruise tourism across the NWs in the State of Gujarat, Maharashtra, Goa and Kerala.
- 2.11** The Chairman, IWAI through this Eol is desirous of inviting Expression of Interest (Eol) from applicant(s) to submit their applications for organizing cruises in the aforementioned States.
- 2.12** The interested applicants can submit an Eol as per the format prescribed in this document. After assessing the Eol, IWAI will take further necessary action
- 2.13** The Eol is available on IWAI website as well as CPPP (Central Public Procurement Portal) as per the following salient dates

Date of downloading of documents	21.04.2023 @ 1800 hrs
Date of online pre-Proposal meeting	03.05.2023 @ 1400 hrs
Date of submission of bids	20.05.2023 @ 1800 hrs
Date of opening of bids	22.05.2023 @ 1030 hrs

- 2.14** The link for pre-proposal meeting is as follows

Join Zoom Meeting

<https://us06web.zoom.us/j/83353090075?pwd=dTdadlFIUldnOUhBcHZ4Zk45YzNFdz09>

Meeting ID: [833 5309 0075](#)

Passcode: 0kqhV1

- 2.15** The applicants should the Eol as per the format prescribed herein on <https://eprocure.gov.in/eprocure/app> with all the supporting documents.



**2.16** Interested firms/ companies/ joint ventures/consortium may obtain further information at the following address.

The Chairman  
Inland Waterways Authority of India  
Head Office, A-13, Sector – 1, Noida  
– 201301, Uttar Pradesh, India  
Tel: +91 120 2424540  
E-mail: [chairman.iwai@nic.in](mailto:chairman.iwai@nic.in)

### 3. Background

- 3.1** Inland Water Transport (IWT) has the potential to form the most economic, reliable, safe and environmentally friendly form of transport. When developed for use by modern inland waterway vessels, it can reduce investment needs in rail and 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.
- 3.2** River Cruise is operating in various segments viz luxury, budget, day cruise etc and with the recent policy initiatives of GoI this sector is ought to grow further.
- 3.3** Govt of India has recently informed that Indian cruise market has the potential to grow 10 folds over the next decade, driven by rising demand and disposable incomes. "The government of India realizes this potential and is determined to position India as a global cruise hub with state-of-art infrastructure for both ocean and river cruises.
- 3.4** In order to boost cruise tourism industry in the country, Government of India has taken several initiatives including infrastructure up gradation, rationalisation of port fees, removing ousting charges, granting priority berthing to cruise ships.
- 3.5** Various efforts are being taken to create an enabling eco-system for development of cruise tourism in the country. The grand success of Ganga-Vilas is a precedent of various initiatives IWAI has undertaken to make this a historic feat.
- 3.6** Buoyed with its grand success, it is felt that IWAI may explore the river cruise potential for NWs in the state of Gujarat, Maharashtra, Goa and Kerala.
- 3.7** The EoI intends to seek business proposals from firms for operating the cruise in either the NWs listed below or any other declared NWs within the state of Goa, Gujarat, Maharashtra and Kerala.

### 4. Routes Identified for River Cruise Tourism

- 4.1** Based on the factors like demography, type of tourism in the hinterland, volume of potential tourist traffic, available infrastructure, connectivity and nature of the waterway, following potential routes are identified on the selected waterways.

**Table 1.1 Proposed Routes for River Cruise Tourism**

Sr	NWs	Type	Proposed Routes
<b>Luxury River Cruise</b>			
1.	NW 3	10 Nights / 11 Days	Kottappuram - Kollam
2.	NW 68 & NW 27	2 Nights / 3 Days	Tourism Jetty Patto - Chorao Island - Old Goa - Divar Island- Tolto ferry ghat - Cortalim
<b>Budget River Cruise</b>			
1.	NW 8	1 Night / 2 Days	Alappuzha - Changanessary
2.	NW 9	1 Night / 2 Days	Alappuzha - Kodimatha
3.	NW 25	1 Night / 2 Days	Morjim - Colvale Dhargal Bridge
4.	NW 71	1 Night / 2 Days	Britona Jetty - Aldona Jetty
5.	NW 100	1 Night	Dumas - Old Surat Castle
6.	NW 111	1 Night / 2 Days	Cortalim – Rassaim – Raia – Sanvordem
<b>Local Ferry Cruise</b>			
1.	NW 53	Day Cruise	Gaimukh - Panju Island
2.	NW 73	Day Cruise	Statue of Unity
3.	NW 83	Day Cruise	Murud - Janjira - Padmagurg
4.	NW 84	Day Cruise	Near Atal Setu - Ranjit Sagar Dam
5.	NW 87	Day Cruise	Gandhi Bridge, Ahmedabad - Nehru Bridge, Ahmedabad
6.	NW 89	Day Cruise	Harihareshwar

## 4.2 Background of NWs

### 4.2.1 National Waterway 3, 8 & 9

NW 3 includes districts of Ernakulam, Thrissur and Kozhikode which are popular tourist destinations of Kerala. Existing houseboat facilities on the backwaters of Kerala attract large number of tourists. The hinterland houses a large number of tourist spots, including beaches, temples, museums, art galleries, sanctuaries and heritage sites.

NW 8 & 9 are inter-connected and share a common hinterland i.e. Alappuzha and Kottayam districts. These waterways collectively connect to NW-3 at Vembanand Lake, the largest lake in Kerala. There are many tourist places like temples, churches, museums in Alappuzha and Kottayam. Alappuzha is famous for backwater tourism, houseboats and boat race. Old vessels are converted into houseboats for backwater rides. Alappuzha – Kottayam route is one of the most

exotic backwater rides in Kerala. They attract both foreign and domestic tourists and with the inception of river cruise, tourism in the region would only grow further.

#### **4.2.2 National Waterway 25**

The stretch of River Chapora starts from Arabian Sea at Morjim to the Bridge near the State Highway 124, is designated as the National Waterway 25. River Chapora originates at Ramghat near the border of the twin talukas of Bardez and Pernem. NW-25 is of length 25 kms, out of which, the proposed river cruise would be of 11 kms. The river falls under the North Goa district in Goa and the entire area is studied for potential of cruise tourism.

#### **4.2.3 National Waterway 27 & 68**

Cumberjua canal is situated in North Goa. This waterway is well connected with roadways, railways and airports. It is known as the crocodile station in Goa. It is popular for breeding broad-snouted marsh crocodiles. Boat tours are available through the river for sightseeing these crocodiles and the nearby wildlife. Cumberjua's stretch is surrounded by mangrove forests. Meanwhile, Mandovi is one of the main west-flowing rivers of Goa. It passes through the capital city of Panaji, which receives numerous tourists from India and abroad. Since, these rivers fall in North Goa district, there are several famous tourist attractions in this area.

#### **4.2.4 National Waterway 53**

The Ulhas River originates in the northern valley of Rajmachi hills formed by mountain streams of the Sayadri Ranges, it is located in the Western Ghats of Maharashtra. The Vasai creek is an estuarine creek and one of the main distributaries of Ulhas River. National Waterway 53 (Kalyan-Thane-Mumbai Waterway) of 145 km is declared in three areas; from Navi Mumbai's Arabian Sea via Ulhas River to SH-76 bridge near Malegaon, from bridge on Kalyan-Badlapur Road till Kalyan, and from Vasai Creek to Kasheli.

Ulhas river flows towards west and north from its origin and forms two main distributaries the Vasai Creek and Thane Creek. Chhatrapati Shivaji Airport is the closest airport. NW-53 is situated in Mumbai the commercial hub of Maharashtra. The world-renowned city attracts countless local and foreign tourists. Various tourist hotspots which are available near NW-53 are Vasai Fort, Kanheri Caves, Sanjay Gandhi National Park, etc.

There are several tourist destinations around Vasai Creek. Tungareshwar Wildlife Sanctuary is one of the most popular places in this area. The Sanctuary has a rich biodiversity containing leopards, wild boars, barking deer, black hare, along with a multitude of birds such as Serpant-eagle, Indian Scops owl, Emerald dove etc. Other attractions such as Vasai Fort, Kanheri Caves, Sanjay Gandhi National Park also get numerous visitors throughout the year.

#### **4.2.5 National Waterway 71**

Mapusa – Moide River is a North bank tributary of River Mandovi. The river stretch from NH-17 bridge till the confluence point at Porvorim is declared as National Waterway 71. From the 27 kms of NW-71, 14 kms is considered as route for the proposed river cruise. The hinterland areas around NW-71 are studied in detail to identify an opportunity for cruise tourism.

Mapusa – Moide River originates in the jungles in Dumacem and Amthane. It is a tidal river under the backwater effect of the Arabian Sea. Britona and Aldona are the locations identified as potential terminals for river cruise. NH-66 passes over Britona, meanwhile Aldona has roadways connection via local roads. Thivim is the nearest railway station within 22 kms. Goa Airport is further located within a distance of 40 kms. Regions around Mapusa provide a scenic view of surrounding hills and nature. North Goa has several prominent tourist destinations consisting of historical monuments, churches, forts etc.

Corjuem Fort is a popular tourist attraction in this stretch. It is a small military fortress built during the 1800s and provides a scenic view of its surroundings.

Corjuem Fort is one of the only two island forts in Goa. St Thomas Church and the famous Houses of Goa are also located in its vicinity.

#### **4.2.6 National Waterway 73**

4 districts, i.e. Narmada, Vadodara, Bharuch & Ankhleshwar are considered as hinterland for NW-73. There are many temples in the hinterland. Statue of Unity and Sardar Sarovar Dam are prominent places, which attract many tourists every year. There are many tourist attractions in Vadodara district, like Ajwa Nimeta Dam and Garden, Maharaja Fatehsingh Museum, Makarpura Palace etc., but they are far from NW 73, so they would not provide any opportunity for cruise tourist traffic.

#### **4.2.7 National Waterway 83**

31 km stretch of Rajpuri Creek from Mhasala to confluence with Arabian Sea is declared as National Waterway 83. The waterway is located in Raigad district of Maharashtra. The total length of the Rajpuri Creek is about 44 km before joining the Arabian sea. The river is under tidal effect of the sea upto Mhasala. Dighi port is operational at chainage of 4 km. Proposed river cruise sailing in NW 83 would be between Murud, Janjira Fort and Padmadurg Fort.

#### **4.2.8 National Waterway 87**

Sabarmati is one of the major west flowing river of India. The river originates from Aravalli hills in Rajasthan. Total length of the river is 371 km, out of which 48 km is in Rajasthan while the rest 323 is in Gujarat. 210 km of the river stretch from Lakroda Dam to confluence with Gulf of Khambhat is declared as National Waterway 87. At present, along with River Cruise Tourism various other water sports activities are operational in River Sabarmati in Ahmedabad. Kayak, Speed boat, Inflatable volley ball, pontoon pedal boats, water bike, Jet ski, etc are the facilities available. Most of the tourist spots include historical monuments and religious places.

Popular tourist destinations in the hinterland of NW-87 are marked in the figure below. Several historical monuments such as Adalaj Vav, Bhadra Fort and so on

fall in this region. Sabarmati Gandhi Ashram among these has gained international fame for its museum based on life of Mahatma Gandhi.

#### **4.2.9 National Waterway 89**

Raigad and Ratnagiri districts fall in the defined hinterland for NW 89. At present, small ferry service runs across the river mouth for locals. Tourist places around the river are located in hilly terrain. Most of the tourist spots include forts. Shrivardhan and Harihareshwar are two famous beaches, located around the mouth of the river. Both places are accessible by Konkan Railway. Dapoli is another popular tourist destination and famous for beaches, temples, historical monuments and local cuisines.

#### **4.2.10 National Waterway 100**

Districts in the hinterland, i.e. Surat and Tapi house many tourist places like gardens & parks, monuments, heritage places, beaches, museum etc. Surat handles significantly large number of visitors in comparison to other districts. Tapi river stretch that extends into Surat has not been earmarked for conversion into an inland waterway. So, tourism-centric development on river Tapi will be an attractive prospect for Surat, only under certain conditions.

#### **4.2.11 National Waterway 111**

The 50 km of Zuari River from Sanvordem bridge to Marmugao Port is declared as National Waterway 111. Out of this stretch, 34 km is planned for proposed river cruise. Hinterland areas around NW-111 are studied in detail to identify an opportunity for cruise tourism. The figure below demonstrates NW-111 with respect to other waterways in Goa.

Hinterland of Zuari has many beaches and a vast ocean stretch which makes it an ideal destination for getaways. Bondla Wildlife Sanctuary is a major tourist attraction in this area and gathers numerous visitors. It has a mini zoo especially for kids to interact with animals, a deer park, a botanical rose garden etc. Another sanctuary in Zuari's vicinity is Bhagwan Mahavir Wildlife Sanctuary, it has the largest wildlife preserve in Goa. A long hiking trail is available for tourists, there

are several waterfalls and religious sites along this path. South Goa is filled with several historical monuments such as Usgalimal, Braganza House, Big Foot, etc. Palacio do Deao is a notable mansion and a must visit tourist site, built more than 200 years ago. It houses the most beautiful garden in Goa and is known for its blend of Hindu-Portuguese architecture.

## 5. Purpose of this EOI-

- 5.1. This EOI intends to understand private sector interest to promote river cruise tourism and list out the proposed infrastructure requirements to develop the ecosystem for river cruise tourism.
- 5.2. The bidder can propose luxury cruise, budget cruise and day cruise along any routes depicted in Table 1.1 above. The list is indicative for reference only. The bidder may suggest another route within that NW also.
- 5.3. Further details on the listed NWs (Table 1.1) can be accessed at <https://iwai.nic.in/fsr-report> & <https://iwai.nic.in/waterways/dpr-report>. Further any correspondence in this matter may

## 5.4. General instructions

- 5.4.1. Applicants are required to carefully read all the contents of this EOI Document and thereafter to provide the required information, as per the checklist provided in Annexure 5.

Submission details: Applicants should submit the following as part of their EOI submission.

- a) Letter comprising application for EOI as per Annexure 1;
- b) Details of Applicant as per Annexure 2
- c) Business proposal as per Annexure 3

- 5.4.2. The following conditions are to be noted before uploading the EOI:

- a) The EOI must be signed by duly authorized person holding the power of attorney in case of limited company, corporation or consortium. A certified copy of the power of attorney shall accompany the EOI;



- b) The EOI should include a brief description of the roles and responsibilities of individual members, particularly with reference to technical obligations;
- c) In case of a consortium, following criteria must be noted by the Applicants
  - i. Members of the Consortium shall nominate one member as the lead member (the “Lead Member”);
  - ii. An individual Applicant cannot at the same time be member of a Consortium applying for the EOI. Further, a member of a particular applicant Consortium cannot be member of any other applicant Consortium.

5.4.3. EOI must include a summary of business to run the cruise service in any or all the waterways as the case may be.

5.4.4. Number of applications and costs thereof

5.4.5. No Applicant shall submit more than one EOI. The Applicants shall be responsible for all costs associated with the preparation and submission of EOI documents. IWAI shall in no way be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Bidding Process.

5.4.6. Acknowledgement by Applicant:--It shall be deemed that by submitting the application, the Applicant has made a complete and careful examination of the EOI, and accepted the risk of inadequacy, error or mistake in the information provided in the EOI or furnished on behalf of IWAI. IWAI shall not be liable for any omission, mistake or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to the EOI or the Bidding Process, including any error or mistake therein or in any information or data given by IWAI.

5.4.7. Right to accept or reject any or all Applications

- a) Notwithstanding anything contained in this EOI Document, IWAI reserves the right to accept or reject any EOI or to annul the EOI Process or reject

all EOIs, at any time without any liability or any obligation for such rejection or annulment and without assigning any reasons therefore. IWAI reserves the right to reject the EOI if:

- b) At any time during the submission process or thereafter, a material misrepresentation is made or discovered, or
- c) Non-compliance with any clause and provision prescribed in this EOI Document, including requirements specified in the annexures appended herein.

#### 5.4.8. Preparation and submission of the EOI

- a) By submitting an EOI application, the prospective Applicants who shall be deemed to acknowledge that they have carefully read all provisions of this EOI Document including the disclaimer, terms and conditions and annexures hereto, and have fully informed themselves about all existing conditions and limitations.
- b) Applications should be submitted before 1800 hours IST on the application due date (“**Application Due Date**”) on the Central Public Procurement Portal <https://eprocure.gov.in/eprocure/app> in the formats specified at Annexure 1-4, together with the documents specified below and mark it as “EOI Application”. A receipt thereof should be obtained from the office of the person specified in Article 5.7.
- c) The Applicant shall upload the documents on the Central Public Procurement Portal <https://eprocure.gov.in/eprocure/app> as specified in Article 5.2.3 alongwith instructions at Annexure-6. The hard copy of documents is also required to be submitted at the address provided in Article 2.13.

#### 5.4.9. The Application shall contain:

- (a) Letter comprising Application for EOI as per format at Annexure 1
- (b) Particulars of the Applicant as per format at Annexure 2
- (c) Format for business proposal as per format at Annexure 3

(d) Checklist for EOI submission as per format at Annexure 4

- 5.4.10. All the notifications and detailed terms and conditions regarding, this EOI notice hereafter will be published online on web site <https://eprocure.gov.in/eprocure/app> and IWAI website <https://iwai.nic.in>
- 5.4.11. The Application shall be submitted online on the Central Public Procurement Portal <https://eprocure.gov.in/eprocure/app>, in accordance with the instructions for online submission as specified in Annexure 6. Applications submitted by fax, telex, telegram or e-mail shall not be entertained.

### **5.5. Language**

5.5.1. The EOI prepared by the Applicant and all correspondence and documents relating to the EOI exchanged by the Applicant and IWAI, shall be in English language, provided that any printed literature furnished by the Applicant in another language shall be accompanied by an English translation in which case, for purposes of interpretation of the application, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Applicant.

### **5.6. Right to extend the validity of EOI Document-**

- 5.6.1. IWAI in its absolute discretion and prerogative may extend the validity of the EOI submitted by the Applicants by according proper reasons thereof.
- 5.6.2. No obligation to issue RFQ
- 5.6.3. IWAI shall be under no obligation to issue RFQ for the Project described in this EOI Document.
- 5.6.4. Right to cancel the EOI Process
- 5.6.5. IWAI may cancel this EOI Process at any stage without assigning any reasons whatsoever and will not be liable to compensate any Applicant on

any grounds whatsoever. The Applicants shall not be entitled to refund of cost of documents or other costs in case the EOI is cancelled for whatsoever reason or without assigning any reason.

#### **5.7. Correspondence with IWAI**

The Chairman  
Inland Waterways Authority of India  
Head Office, A-13, Sector – 1, Noida – 201301, Uttar Pradesh, India  
Tel: +91 120 2424540  
E-mail: [chairman.iwai@nic.in](mailto:chairman.iwai@nic.in) , [mtr.iwai@nic.in](mailto:mtr.iwai@nic.in) , [akbansal@iwai.gov.in](mailto:akbansal@iwai.gov.in) ,  
[srafat.iwai@nic.in](mailto:srafat.iwai@nic.in)

## 6. Annexures

### Annexure 1: Letter comprising Application for EOI

dd/mm/yyyy

To,

Chairman, IWAI

Inland Waterways Authority of India

Head Office, A-13, Sector – 1, Noida – 201301, Uttar  
Pradesh, India Tel: +91 120 2424540

E-mail: chairman.iwai@nic.in

Sub.: Expression of Interest for Cruise Tourism across National Waterways in the  
State of Gujarat, Maharashtra, Goa, Kerala

EOI Ref.: [•]

Dear Sir,

Having examined the EOI, the receipt of which is hereby duly acknowledged, I/We  
offer to submit the EOI for the Project.

I/We agree and understand that this EOI is non-binding and non-committal. IWAI  
shall not be liable to me/us for any liability arising directly or indirectly from our  
participation in the EOI Process.

I/We further agree, understand and fully comprehend that IWAI may in its absolute  
and exclusive discretion at any time change, alter, replace, remove and/or cancel  
any or all part of this EOI or the Project. IWAI may also abandon, call-off, alter,  
replace, revise the Project. Furthermore, IWAI is under no obligation or compulsion  
in any manner whatsoever to release or publish the RFQ and/or RFP, it may also  
change or replace or cancel any or all part of the bidding process.

We submit hereto my/our EOI as per the requirements and details specified in the  
EOI Document. I/We confirm that the information contained in these submissions or  
any part thereof, including the annexures, and other documents and instruments  
delivered or to be delivered to IWAI, are true, accurate, verifiable and complete.  
These submissions include all information necessary to ensure that the statements  
therein do not in whole or in part mislead IWAI in its EOI Process.

I/We fully understand and agree to comply that on verification, if any of the

information provided here is found to be misleading the EOI Process, I/we are liable to be disqualified from the EOI Process, if selected to do so.

I/We agree for unconditional acceptance of all the terms and conditions set out in the EOI Document and also agree to abide by this EOI.

I/We agree that you are not bound to accept any EOI you may receive. I/We also agree that you reserve the right in absolute sense to reject all or any of the EOI received as per the EOI Document.

I/We fully understand and acknowledge that I/ we shall have no special rights even if our proposal is accepted and the terminal is developed accordingly.

It is hereby confirmed that I/We am/are entitled to act on behalf of my/our firm and empowered to submit this document as well as such other documents, which may be required in this connection.

---

Signature of Authorized Signatory (with official stamp) Vide Board Resolution dated [•]

Name: [•]

Designation:

[•] Address: [•]

Telephone & Fax:

[•] E-mail address:

[•]

## **Annexure 2: Particulars of the Applicant**

1.
  - (a) Name:
  - (b) Country of incorporation:
  - (c) Address of the corporate headquarters and its branch offices, if any, in India:
  - (d) Date of incorporation and/ or commencement of business:
  
2. Brief description of the Company including details of its main lines of business and proposed role and responsibilities in this Project:
  
3. Details of individuals who will serve as the point of contact/ communication for the Authority:
  - (a) Name:
  - (b) Designation:
  - (c) Company:
  - (d) Address:
  - (e) Telephone Number:
  - (f) E-Mail Address:
  - (g) Fax Number:
  
4. Particulars of the Authorized Signatory of the Applicant:
  - (a) Name:
  - (b) Designation:
  - (c) Address:
  - (d) Phone Number:
  - (e) Fax Number:
  
5. In case of a Consortium:
  - (a) The information above (1-4) should be provided for all the Members of the Consortium.
  - (b) Information regarding the role of each Member should be provided as per table below:

S No.	Name of Member	Role	Percentage of equity in the Consortium
1.			
2.			
3.			
4.			

6. The following information shall also be provided for each Member of the Consortium

**Name of Applicant/ member of Consortium:**

S No.	Criteria	Yes	No
1.	Has the Applicant/ constituent of the Consortium been barred by the Central/ State Government, or any entity controlled by it, from participating in any project?		
2.	If the answer to 1 is yes, does the bar subsist as on the Application Due Date?		
3.	Has the Applicant/ constituent of the Consortium paid liquidated damages of more than 5% of the contract value in a contract due to delay or has been penalised due to any other reason in relation to execution of a contract, in the last three years?		

7. A statement by the Applicant and each of the Members of its Consortium (where applicable) disclosing material non-performance or contractual non-compliance in past projects, contractual disputes and litigation/ arbitration in the recent past is given below (Attach extra sheets, if necessary):



### **Annexure 3: Format for business proposal**

<b>Title of business proposal</b>	Expression of Interest for Cruise Tourism across National Waterways in the State of Gujarat, Maharashtra, Goa and Kerala.
<b>Description of business proposal( Various activities are listed herein, the bidder is free to choose any or all of the activities)</b>	<p>The objective is to understand the needs for promoting the River cruise tourism across NWs. IWAI intends to connect with prospective/existing cruise operators and understand the basic infrastructure/other requirements to be catered for enabling this form of service. IWAI would also like to understand that if any of these projects can be powered through PPP mode.</p> <p>Interested parties can submit their business proposal for running the river cruise tourism and the obstacles/requirements of this segment of business to develop an enabling ecosystem for a sustainable mode of development.</p>

**Annexure 4: Checklist for EOI submission**

Content	Forms	Remark Yes / No
EOI for Business proposal-Submitted by <u>[insert applicant name]</u>	NA	
Formats as specified in the EOI including supporting documents.	Annexure 1	
	Annexure 2 with supporting documents ( if any)	
	Annexure 3 with supporting documents (if any)	
	Annexure 4 with supporting documents (if any)	

## **Annexure 5: Instructions for online submission**

### **Instructions to the Bidders for the e-submission of the Bid online through the Central Public Procurement Portal for procurement**

**<https://eprocure.gov.in/eprocure/app>**

1. Possession of valid Digital Signature Certificate (DSC) and enrolment/registration of the Concessionaires/bidders on the e-procurement/e-tender portal is a prerequisite for e-tendering.
2. Bidders should do the enrolment in the e-Procurement site using the <https://eprocure.gov.in/eprocure/app> option available on the home page. Portal enrolment is generally free of charge. During enrolment/registration, the bidders should provide the correct/true information including valid email id. All the correspondence shall be made directly with the Concessionaires/bidders through email id provided
3. Bidder need to login to the site through their user ID/ password chosen during enrolment/registration.
4. Then the Digital Signature Certificate (Class II or Class III Certificates with signing key usage) issued by SIFY/TCS/n-Code/e-Mudra or any Certifying Authority recognized by CCA India on e-Token/Smart Card, should be registered.
5. The DSC that is registered only, should be used by the bidder and should ensure safety of the same.
6. Concessionaire/Bidder may go through the tenders published on the site and download the required tender documents/schedules for the tenders he/she is interested.
7. After downloading / getting the tender document/schedules, the Bidder should go through them carefully and then submit the documents as asked.

8. If there are any clarifications, this may be obtained online through the tender site, or thro' the contact details. Bidder should take into account of the corrigendum published before submitting the bids online.
9. Bidder then logs in to the site through the secured log in by giving the user id/ password chosen during enrolment/registration and then by giving the password of the e-Token/Smart Card to access DSC.
10. Bidder selects the tender which he/she is interested in by using the search option & then moves it to the 'my favourites' folder.
11. From the My favourites' folder, he selects the tender to view all the details indicated.
12. It is construed that the bidder has read all the terms and conditions before submitting their offer. Bidder should go through the tender schedules carefully and upload the documents as asked, otherwise, the bid will be rejected.
13. Bidder, in advance, should get ready the bid documents to be submitted as indicated in the tender document/schedule and generally, they can be in PDF/xls/rar/jpg/ formats. If there is more than one document, they can be clubbed together and can be provided in the requested format. Each document to be uploaded through online for the tenders should be less than 2MB. If any document is more than 2MB, it can be reduced through zip/rar and the same can be uploaded, if permitted.
14. If there are any clarifications, this may be obtained through the site, or during the pre- Bid meeting if any. Bidder should take into account the corrigendum published from time to time before submitting the online bids.
15. The Bidders can update well in advance, the documents such as certificates, annual report details etc., under My Space option and these can be selected as per tender requirements and then send along with bid documents during bid submission. This will facilitate the bid submission process faster by reducing uploadtime of bids.
16. Bidder should submit the Tender Fee/ EMD as specified in the tender. The original payment instruments should be posted/couriered/given in person to the Tender Inviting Authority within the due date as mentioned in this tender document. Scanned copy of the instrument should be uploaded as part of the offer, if asked for.
17. While submitting the bids online, the bidder reads the terms & conditions and

accepts the same to proceed further to submit the bid packets.

18. The bidder has to select the payment option as offline to pay the Document Fee as applicable and enter details of the instruments.
19. The details of the DD/any other accepted instrument, physically sent, should tally with the details available in the scanned copy and the data entered during bid submission time. Otherwise submitted bid will not be acceptable.
20. The bidder has to digitally sign and upload the required bid documents one by one as indicated. Bidder to note that the very act of using DSC for downloading the bids and uploading their offers shall be deemed to be a confirmation that they have read all sections and pages of the bid document including General conditions of contract without any exception and have understood the entire document and are clear about the requirements of the tender requirements.
21. The bidder has to upload the relevant files required as indicated in the cover content. In case of any irrelevant files, the bid will be rejected.
22. The bidders are requested to submit the bids through online e-tendering system to the Tender Inviting Authority (TIA) well before the bid submission end date & time (as per Server `System Clock). The TIA will not be held responsible for any sort of delay or the difficulties faced during the submission of bids online by the bidders at the eleventh hour.
23. After the bid submission, the acknowledgement number, given by the e-tendering system should be printed by the bidder and kept as a record of evidence for online submission of bid for the particular tender and will also act as an entry pass to participate in the bid opening date.
24. The bidder should ensure/see that the bid documents submitted should be free from virus and if the documents could not be opened, due to virus, during tender opening, the bid is likely/liable to be rejected.
25. The time settings fixed in the server side & displayed at the top of the tender site, will be valid for all actions of requesting, bid submission, bid opening etc., in the e-tender system. The bidders should follow this time during bid submission.

26. All the data being entered by the bidders would be encrypted using PKI encryption techniques to ensure the secrecy of the data. The data entered will not be viewable by unauthorized persons during bid submission & not be viewable by any one until the time of bid opening.
27. Any bid document that is uploaded to the server is subjected to symmetric encryption using a system-generated symmetric key. Further this key is subjected to asymmetric encryption using buyers/bid opener's public keys. Overall, the uploaded tender documents become readable only after the tender opening by the authorized bid openers.
28. The confidentiality of the bids is maintained since the secured Socket Layer 128 bit encryption technology is used. Data storage encryption of sensitive fields is done.
29. The bidder should logout of the tendering system using the normal logout option available at the top right hand corner and not by selecting the (X) exit option in the browser.
30. For any queries regarding e-tendering process, the bidders are requested to contact through the modes given below:

E-mail: [chairman.iwai@nic.in](mailto:chairman.iwai@nic.in)  
[mtr.iwai@nic.in](mailto:mtr.iwai@nic.in) .  
[akbansal.iwai@nic.in](mailto:akbansal.iwai@nic.in)  
[srafat.iwai@nic.in](mailto:srafat.iwai@nic.in)

Contact Telephone Numbers: 0120- 2544036/2543972/2527667

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