



**Expression of Interest for Operationalization of NW-10 and NW- 28 & NW-85 in  
the State of Maharashtra on Design, Build, Finance, Operate and Transfer  
basis.**



INLAND WATERWAYS AUTHORITY OF INDIA

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

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

## **Disclaimer**

The information contained in this EOI or subsequently provided to the prospective Applicants, whether verbally or in documentary or any other form by or on behalf of the Authority or any of its employees or advisors, shall be considered confidential and is not to be reproduced/ adopted/ displayed for any purpose whatsoever.

This EOI is not an Agreement and is neither an offer nor invitation by the Authority to the prospective Applicants or any other person. The purpose of this EOI is to provide the interested parties with information that may be useful to them in the formulation of their proposals pursuant to a specific Request for Qualification (RFQ) and Request for Proposal (RFP) which may be released subsequently by IWAI, at its discretion.

This EOI includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. This EOI may not be appropriate for all persons, and it is not possible for the Authority, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this EOI. The assumptions, assessments, statements and information contained in the EOI, may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources.

Information provided in this EOI to the Applicant(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The Authority, its employees, consultants, representatives and advisors make no representation or warranty and shall have no liability to any person, including any Applicant under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way for participation in this EOI Process.

The Authority also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Applicant upon the statements contained in this EOI.

The Authority may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

The issue of this EOI does not imply that the Authority is bound to select an Applicant or to appoint the selected Applicant Joint Venture (JV), as the case may be, for the Project and the Authority reserves the right to reject all or any of the Applicants or EOIs without assigning any reason whatsoever.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its EoI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by Authority, or any other costs incurred in connection with or relating to its EoI. All such costs and expenses will remain with the Applicant and Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation for submission of the EoI, regardless of the conduct or outcome of the EoI process. Laws of the Republic of India are applicable to this EOI.

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## 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
Consultants	shall mean Consultants engaged by IWAI for Operationalization of NW-10 and NW- 28 & NW-85 in the State of Maharashtra on Design, Build, Finance, Operate and Transfer basis.
DBFOT	Design Build Finance Operate Transfer
RIS	River Information System
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

<b>Inland Waterways Authority of India</b> (Ministry of Ports, Shipping & Waterways Govt. of India)	EoI for operationalization of NW-10, NW-28 and NW-85 in the state of Maharashtra on DBFOT
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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
IMT	Inter Modal Terminal
Lead Member	Lead member of the Consortium
MMT	Multimodal terminal
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 13 nos National Waterways either pass through or are in the state of Maharashtra.
- 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** In the state of Maharashtra 4 nos National Waterways has been categorised as Category A viz River Amba(NW-10), NW-28 ( Dabhol Creek-Vashishti River), NW-85 ( Revadanda Creek & Kundalika River) & NW-100 (River Tapi). River Tapi passes through the State of Gujarat and Maharashtra.
- 2.8** The Chairman, IWAI through this Eol intends the stakeholders to submit a business plan for operationalization of 3 national waterways i.e. NW-10, NW-28 and NW-85.
- 2.9** The interested applicants can submit an Eol as per the format prescribed in this document. After assessing the Eol, IWAI will release a RFQ (Request for qualification) for selection of appropriate applicants for operationalisation of these national waterways.
- 2.10** 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	20.12.2022 @ 1800 hrs
Date of online pre-Proposal meeting	09.01.2023 @ 1400 hrs
Date of submission of bids	02.02.2023 @ 1530 hrs
Date of opening of bids	03.02.2023 @ 1530 hrs

- 2.11** The link for pre-proposal meeting is as follows  
<https://us06web.zoom.us/j/89993690748?pwd=NVIwUEIPVVF3QzA1N2hiUkh5VU9LUT09>  
Meeting ID: [899 9369 0748](https://us06web.zoom.us/j/89993690748?pwd=NVIwUEIPVVF3QzA1N2hiUkh5VU9LUT09)  
Passcode: Dw8QbJ
- 2.12** The applicants should the Eol as per the format prescribed herein on <https://eprocure.gov.in/eprocure/app> with all the supporting documents.
- 2.13** 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** A total cargo movement of 108.79 MMT through the national waterways happened during the F.Y 2021-22 out which the cargo movement through the state of Maharashtra was around 40 MMT duly accounting for 40% of cargo movement across the country.
- 3.3** The four category -A National Waterways in the state of Maharashtra are viz River Amba(NW-10), NW-28 (Dabhol Creek-Vashishti River), NW-85 (Revadanda Creek & Kundalika River) & NW-100 (River Tapi). The DPR of all these rivers are available in open domain at <http://iwai.nic.in/waterways/dpr-report>.
- 3.4** These 4 rivers have the following declared reach as per National Waterways Act 2016

National Waterway 10 <i>Amba River:</i>	Arabian Sea, Dharamtaar creek near village Revas at Lat 18°50'15"N, Lon 72°56'31"E to a Bridge near Nagothane ST Stand at Lat 18°32'20"N, Lon 73°08'0"E.
National Waterway 28 <i>Dabhol Creek Vashishti River:</i>	Arabian Sea at Dabhol Lat 17°34'51"N, Lon 73°09'18"E to bridge at Pedhe Lat 17°32'39"N, Lon 73°30'36"E.
National Waterway 85 <i>Revadanda Creek Kundalika River System:</i>	Arabian Sea at Revadanda Lat 18°32'20"N, Lon 72°55'33"E to bridge on Roha-Astami Road near Roha Nagar Lat 18°26'32"N, Lon 73°07'11"E.
National Waterway 100 <i>Tapi River</i>	Hatnur Dam Near Mangalwadi Lat 21°04'22"N, Lon 75°56'45"E to Gulf of Khambhat (Arabian Sea) at Lat 21°02'16"N, Lon 72°39'30"E

- 3.5** The rivers intended to be developed on DBFOT basis are NW-10, NW-28 & NW-85.

## 4. Overview of the Rivers

### 4.1 River Amba (NW-10)

4.1.1 Amba River is one of the waterways declared as National Waterway in March, 2016 as NW 10. The Amba River originates in the Borghat hill of the Sahyadri ranges and joins the Arabian Sea in Dharamatar creek near village Revas duly traversing about 76 Kms. The declared stretch of the river is of about 45 km length from Arabian Sea, Dharamatar Creek near village Revas to a Bridge near Nagothane ST Stand. The river is tidal in its entire reach with an average tidal variation of 3.73 m.



INDEX MAP OF RIVER AMBA (NW-10)

4.1.2 The existing waterway is being used for mobility of the cargo of M/s Karanja, Port M/s JSW and M/s PNP through their captive jetties located just downstream of the Bridge at 19.64 km. The cargo consists of Iron Ore; Coking Coal; Coal; Lime Stone; Finished Products; Cement; Clinkers and Dolomite. The total cargo movement through this NW in FY 2021-22 was 20.22 MMT.

4.1.3 Based on the existing fairway and the hindrances etc., it has been proposed by DPR Consultant to consider the development of the Initial stretch from Ch. 0.00 km to Ch. 19.64 km as Class VII for mobility of 8000 T as a convoy of 4 x 2000 T up to Ch. 19.00 km. The balance Stretch from Ch. 19.64 km to Ch. 44.971 km

has been limited to Class III waterway. The usage of the waterway in this stretch has been observed as minimal.

4.1.4 The Least Available depth with respect to CD is as follows

<b>LAD Status (w.r.t. CD)</b>	<b>Total ( in Km)</b>
Stretch (From.... To.....)	
Length with LAD < 1.2 m	15.97
With LAD from 1.2-1.4 m	1.0
With LAD from 1.5-1.7 m	3.0
With LAD from 1.8-2.0 m	0.0
With LAD > 2.0 m	25.001
<b>Total</b>	<b>44.971</b>

4.1.5 The future cargo projections put-forth by DPR Consultant are as follows

Total/FY	2025	2030
Cargo movement (MMT)	39.5	49.4

**4.2 Dabhol Creek Vashishti River (NW-28)**

4.2.1 Vashishti River (Dabhol Creek) has been declared as National Waterway 28 with a total length of 45.228 Km. The River Vashishti originates in the Western Ghats till its confluence with Arabian Sea at Dabhol. The entire declared reach is tidal with an average tidal variation of 2.896 m.

4.2.2 At the mouth of the river Dabhol port (non-major) is operational, it handles liquid, break bulk and project cargo.

4.2.3 As regards to connectivity NH 66 crosses over the river from tail side. SH 96 & SH 4 crosses near the mouth of the river. Apart from these two State Highways, no bridge crosses the river. Both highways are more than 30 km away from each other. Industries notably Lote Parshuram use NH66 to transport cargo to JNPT for export purpose. Chiplun & Khed are passenger railway stations in the catchment of the river. This railway line is nearby to end of the river. No rail connectivity at mouth of the river.

4.2.4 The index map of the river is attached below



**INDEX MAP OF NW-28**

4.2.5 The Least Available depth with respect to CD is as follows

LAD Status (w.r.t. CD)	Total ( in Km)
Stretch (From.... To.....)	
Length with LAD < 1.2 m	6.228
With LAD from 1.2-1.4 m	0.0
With LAD from 1.5-1.7 m	3.0
With LAD from 1.8-2.0 m	1.0
With LAD > 2.0 m	35.0
<b>Total</b>	<b>45.228</b>

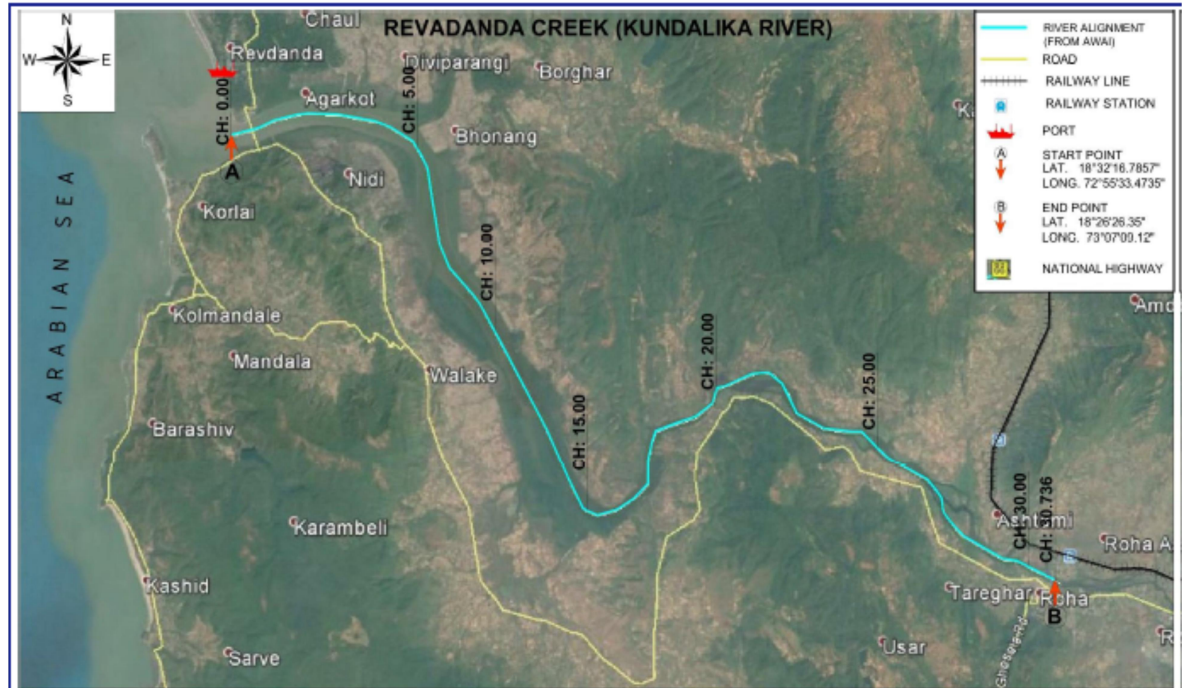
4.2.6 The future cargo projections put-forth by DPR Consultant are as follows

Total/FY	2025	2030	2035
Cargo movement (MMT)	6.0	12	15

### 4.3 **Revadanda Creek Kundalika River System (NW-85)**

4.3.1 Kundalika River has been declared as NW 85 having a total length of 30.736 Km. Kundalika River originates in Western Ghats and meets the Arabian Sea near Revedanda in Raigad district. The NW-28 starts from Revadanda Creek at Revadanda and extends upto to Bridge on Roha-Astami Road near Roha Nagar. The river is entirely tidal with an average tidal variation of 3.38 m.

- 4.3.2 This waterway transported around 0.7 MMT of cargo during the FY 2021-22.
- 4.3.3 At present Kundalika river is operational. Sanegaon Jetty & Salav Jetty are handling Coal & Iron Ore respectively. 3 MIDC - Dhatav, Vile Bhagad & Usar and 2 industries in Salav – JSW & Welspun Maxsteel exists within a radius of 25 km.
- 4.3.4 As regards to connectivity NH 66 cross the river and it is well connected through SH/MDR. Roha Railway Station is 5 km from the end point of river.
- 4.3.5 The index map of the river is attached below



**INDEX MAP OF NW-85**

- 4.3.6 The Least Available depth with respect to CD is as follows

LAD Status (w.r.t. CD)	Total ( in Km)
Stretch (From.... To.....)	
Length with LAD < 1.2 m	7.486
With LAD from 1.2-1.4 m	0.0
With LAD from 1.5-1.7 m	0.150
With LAD from 1.8-2.0 m	1.120
With LAD > 2.0 m	21.980
<b>Total</b>	<b>30.736</b>

- 4.3.7 The future cargo projections put-forth by DPR Consultant are as follows

Total/FY	2025	2030	2035
Cargo movement (MMT)	2.83	3.14	3.25

## 5. Purpose of this EOI-

5.1. This EOI intends to understand private sector interest to undertake the proposed project and gauge the market views/ responses for the same or any other opportunities which private players might like to bring on board.

### 5.2. General instructions

5.2.1. IWAI proposes to adopt a three-stage process, which includes an EOI, RFQ and an RFP stage for selection of the Applicant. The first stage ("EOI Stage") involves submission of EOIs by interested Applicants. In the second stage ("RFQ Stage"), IWAI will issue a RFQ for shortlisting the Applicants based on the eligibility and qualification criteria set out in the RFQ document. In the third stage ("RFP Stage"), IWAI will issue an RFP for selecting the preferred bidder basis the highest/ lowest bid as applicable depending on bid parameter.

5.2.2. 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 Eol submission.

- a) Letter comprising application for EOI as per Annexure 1;
- b) Details of Applicant as per Annexure 2
- c) Power of attorney as per Annexure 3
- d) Business proposal as per Annexure 4

5.2.3. The following conditions are to be noted before uploading the Eol:

- 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 Eol;
- 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.

5.2.4. EOI must include a summary of business proposal intended at operationalization of the any or all the waterways as the case may be.

5.2.5. Number of applications and costs thereof

5.2.6. 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.

5.2.7. 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.

5.2.8. The Applicant acknowledges that in the event the proposal submitted by it is accepted and RFQ and RFP are issued for said project, the Applicant shall have no preferential rights and selection of developer shall be undertaken strictly as per Article 5.2 above.

5.2.9. 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) The Applicant does not respond promptly and diligently to requests for supplemental information required for evaluation of the EOI;
- d) Non-compliance with any clause and provision prescribed in this EOI Document, including requirements specified in the annexures appended herein.

5.2.10. 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 1500 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 1-5, 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 5.6.
- 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.

5.2.11. 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) Power of Attorney for signing the EOI as per format at Annexure 3
- (d) Format for business proposal as per format at Annexure 4
- (e) Checklist for EOI submission as per format at Annexure 5

5.2.12. 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>

5.2.13. 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.

### **5.3. Language**

5.3.1. 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.

#### **5.3.2. Schedule of EOI Application Process**

The schedule of the Application process is as below. While the Authority shall endeavor to adhere to the schedule, it reserves the right to modify the schedule



without providing any reasons thereof:

SNo.	Event Description	Date
1	Release of EOI	T
1	Last date for receiving queries	T+ 18 days
2	Pre-application conference	T+ 21 days at 1500 hrs IST
3	Authority response to pre application queries latest by	T+ 35 days
4	Application Due Date	T+ 44 days at 1530 hrs IST
5	Application opening date	T+45 days at 1530 hrs IST
6	Selected business model	Application due date + 30 days

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

5.4.1. IWAI in its absolute discretion and prerogative may extend the validity of the EOI submitted by the Applicants by according proper reasons thereof.

5.4.2. No obligation to issue RFQ

5.4.3. IWAI shall be under no obligation to issue RFQ for the Project described in this EOI Document.

5.4.4. Right to cancel the EOI Process

5.4.5. 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.

5.5. Validity of applications:

5.5.1. The EOI submitted by Applicants shall be valid for a period of 120 days from the EOI Due Date.

5.6. 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) , [mt.iwai@nic.in](mailto:mt.iwai@nic.in) , [vc dialani@iwai.gov.in](mailto:vc dialani@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.: Submission towards Expression of Interest (“EOI”) for “Operationalization of  
NW-10, NW-28 and NW-85 in the state of Maharashtra on DBFOT.

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 or  
its directors, employees, associates, affiliates or its agents 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 for a period of 120 days from the date of submission.

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: Power of Attorney for signing the EOI

[To be printed on Non-Judicial Stamp Paper and duly attested by notary public]

EOI Ref.: [•]

Know all men by these presents, We ..... (name of the firm

and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorise Mr/ Ms (name), ..... son/daughter/wife of

.....  
and presently residing at.....

....., who is presently employed with us/ the Lead Member of our Consortium and holding the position of....., as our true and lawful attorney (hereinafter

referred to as the "Attorney") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our application for qualification and submission of our bid for the Inland Waterways Authority of India (the "Authority") including but not limited to signing and submission of all applications, bids and other documents and writings, participate in Pre-Applications and other conferences and providing information/ responses to the Authority, representing us in all matters before the Authority, signing and execution of all contracts including the Concession Agreement and undertakings consequent to acceptance of our bid, and generally dealing with the Authority in all matters in connection with or relating to or arising out of our bid for the said Project and/ or upon award thereof to us and/or till the entering into of the Concession Agreement with the Authority.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, ....., THE ABOVE- N A M E D PRINCIPALHAVE EXECUTED THIS POWER OF ATTORNEY ON THIS ..... DAY OF ..... 2.....

For

.....

Witnesses:

- 1.
- 2.

(Signature, name, designation and address)

(Notarized)

Accepted

.....

(Signature) (Name, Title and

Address of the Attorney)

Notes:

- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executants and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
- *Wherever required, the Applicant should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.*
- *For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Applicants from countries that have signed the Hague Legislation Convention 1961 are not required to be legalised by the Indian Embassy if it carries a conforming Apostille certificate.*

### Annexure 4: Format for business proposal

<p><b>Title of business proposal</b></p>	<p>Operationalization NW-10,NW-28 &amp; NW-85 in the state of Maharashtra on DBFOT.</p>
<p><b>Description of business proposal( Various activities are listed herein, the bidder is free to choose any or all of the activities)</b></p>	<p>The objective is enhancing the utilization of the NW-10, NW-28 and NW-85 for inland waterway transport, a number of infrastructure development and service initiatives can be undertaken. These include but are not limited to IWT terminals with multi modal connectivity, fairway development through maintenance dredging, and improving navigability by providing navigational aids, vessel track and management systems etc as a service. The services listed herein are not exhaustive, bidder may suggest other activities concerned to IWT development</p> <p>Interested parties can submit their business proposal for any of such development and services initiatives with information on</p> <p><b>Scope of the initiatives proposed: Works proposed to development / services to be provided with information on equipment,</b></p> <ul style="list-style-type: none"> <li>• Capacity / size/coverage,</li> <li>• Rationale for the initiative: For infrastructure this can be the anticipated commodities, estimated cargo volumes, hinterland, anticipated traffic and projections. For services this can be the nature of customers/ users, volume projections, willingness to pay, estimated tariff.</li> <li>• Sources of revenue</li> <li>• Key operational considerations</li> <li>• Key performance indicators</li> <li>• Estimated cost</li> <li>• Proposed contracting model and tenure of contract</li> <li>• Support required from the Authority</li> </ul>



**Annexure 5: Checklist for EOI submission**

Content	Forms	Remark Yes / No
EOI for Business proposal-Submitted by <u><i>[insert applicant name]</i></u>	<b>NA</b>	
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 6: 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 openers 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)  
[mt.iwai@nic.in](mailto:mt.iwai@nic.in)  
[vc dialani@nic.in](mailto:vc dialani@nic.in)  
[srafat.iwai@nic.in](mailto:srafat.iwai@nic.in)

Contact Telephone Numbers: 0120- 2544036/2543972/2527667

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