Pre-Application Conference for the RFQ for empanelment of Firm for certification of performance standards for Multimodal Terminal at Haldia

Minutes of Meeting

Project Name: Empanelment of Firm for Certification of Performance Standards for Multimodal Terminal at Haldia						
Meeting Subject:	Pre- Application Conference for the RFQ for empanelment of Firm for certification of performance standards for Multimodal Terminal at Haldia	Meeting Venue:	Through Video Conferencing			
Meeting Date:	29 th March 2023	Meeting Time:	15:00 Hours			

List of Attendees

S. No	Name	Organization
(1)	Sh. Ravi Kant	CE & PM, JMVP, IWAI
(2)	Sh. Ahinsa Aakash	Sr. Consultant, JMVP
(3)	Sh. Prashant Pratap Singh	Sr. Consultant, JMVP
(4)	Sh. Somen Saha	IR Class Systems and Solutions Pvt Ltd
(5)	Sh. Siddhant Kamble	IR Class Systems and Solutions Pvt Ltd
(6)	Col S.P Tomer	Arkitechno Consultants (India) Pvt Ltd
(7)	Ms Yamini Khurana	Eskana Advisors
(8)	Sh. Sathis Ratinam	BMT Consultants (India) Pvt. Ltd
(9)	Sh. Shomendra Murari	KPMG Advisory Services Private Limited (KASPL)
(10)	Ms. Neha Thakur	KASPL

Agenda for meeting:

IWAI has issued a RFQ for the empanelment of the Firm for certification of performance standards for Multimodal Terminal at Haldia. As a part of RFQ, a pre- Application conference was conducted on 29th March 2023 wherein the queries of the prospective Applicants were taken up and discussed in detailed. The Key point of discussion of the meeting is provided hereunder:

Key Discussion Points

No. Description

- (1) Key Discussion Points
 - (a) CE, IWAI welcomed participants and informed them about the RFQ which was issued for the empanelment of the firm for certification of performance standards for Multimodal Terminal at Haldia. He then requested representatives from KASPL to provide an overview of the projects and also the key terms of the RFQ.
 - (b) Representatives from KASPL presented an overview covering the following aspects:
 - (i) Purpose of RFQ
 - (ii) Infrastructure specifications of Haldia MMT
 - (iii) Selection Process

- (iv) Brief Scope of Work
- (v) Minimum Eligibility criteria
- (vi) Experience and Qualification of the Key Personnel
- (c) The presentation was followed by an open discussion to seek views from prospective Applicants. The following feedback/ queries was received from participants:
 - (i) Arkitechno Consultants (India) Pvt Ltd
 - A. Sought clarity on the eligible Assignments for the project
 - B. Requested to consider the PMC assignment of Infrastructure works related to construction and/or Operation of IWT Terminal facilities/ Sea/ River Port construction/ River Bridge construction.
 - C. Requested to consider Ongoing Projects also to evaluate the Technical Capacity of the Applicant
 - D. Requested to amend the Experience and Qualification of Team leader

(ii) IR Class Systems and Solutions Pvt Ltd

A. IR Class informed that they have already submitted the queries in writing and there are no more queries that are to be discussed in pre-Application conference.

(iii) BMT Consultants (India) Pvt Ltd

A. Requested to give a day to submit the queries.

(2) Way forward

- (a) All the Participants are requested to submit the queries by 30th March 2023.
- (b) IWAI shall examine the queries received from prospective Applicants and publish the responses soon.

Annexure I: Copy of Presentation Annexure II: Responses to Pre-Bid Queries Annexure III: Corrigendum-1

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Inland Waterways Authority of India

Pre-Application Conference for the RFQ for Empanelment of Firm for certification of performance standards for Mulit-modal terminal at Haldia

March 2023

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Agenda

Introduction

Infrastructure at terminal

Selection Process

The Participation

Brief Scope of Work

Minimum Eligibility Criteria

Key Personnel Qualification & Experience

Queries







- IWAI has constructed a multimodal terminal located at Haldia
- Selected IRC Natural resources Pvt Ltd as Concessionaire for a period of 10 years on Equip, Operate and Transfer (EoT) basis
 - The concession period may be extended by another period of 5 years
- Through RFQ, IWAI intends to shortlist/empanel the firm for undertaking the assignment of both Independent Engineer and Independent Surveyor
- IWAI to issue the RFP for price bid to select/all the empaneled consultant only at a later date
- Duration of contract shall be for 3 years which can be extended by another 1 years subject to the satisfactory performance ρ_{age}^{f} the firm

Infrastructure at terminal

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Haldia MMT | Infrastructure specifications



S No	Terminal specification	Value
1	Terminal capacity	3.07 mmtpa
2	Berth length	465 m
3	No. of berths	4
4	No. of cranes (by Concessionaire)*	2
5	Terminal development cost	INR 452.2 crore (excluding land cost)
6	Major commodities	Fly ash, fertilizer and natural aggregates
7	Existing road connectivity	Yes (6km from NH-41)
8	Available land area	61 acre

*Proposed to be provided by concessionaire as a part of Terminal Equipment Phase

Development plan of Haldia MMT



Haldia MMT | Infrastructure specifications









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Two stage process







Brief Scope of Work



- Review of Detailed Technical Report (DTR) submitted by the Concessionaire for Development/Equipment Works in conformity with the scope of Work of the Terminal Equipment Phase
- Review, inspection and monitoring of Development/Equipment Works
- Conducting tests on completion of development/equipment and issuing Completion/ Provisional Certificate
- Review, inspection and monitoring of operation and maintenance
- Validating occasions of unsuccessful vessel passage due to insufficient LAD. The Independent Surveyor shall validate/ certify the reasons for such unsuccessful passage.
- Validating penalty payable by Concessioning Authority in case of occasions of insufficient LAD, if applicable
- Submit the monthly report to the Concessioning A^{Page 14} of ³¹ and Concessionaire.

Key Personnel Qualification & Experience

Minimum Qualification



- **Technical Capacity**: The Applicant shall have over the past 7 years preceding the ADD
 - (i) Completed minimum 3 (three) Eligible Assignment each costing (contract value) not less than 0.8 cr
 - (ii) Completed minimum 2 (two) Eligible Assignment each costing (contract value) not less than 1 cr
 - (iii) Completed minimum 1 (one) eligible Assignment each costing (contract value) not less than 1.6 cr
- Financial Capacity : Average Annual turnover of Rs. 60 lacs over the past 3 (three) years preceding the ADD
- Availability of Key personnel and Qualification and experience of the key Personnel

Eligibility Assignment

Preparation of DPR including Engineering/Hydrographic survey would be deemed to include Inland Waterway Jetty, IWT terminal, marine structure, berths, jetties, quays, cargo handling system, bulk/liquid handling system, port based terminal facilities, conveyor etc.

Or

Carrying out the Technical Supervisory Support services for construction and/or operation of IWT Terminal facilities which include port terminal, jetty, dredging works, Building and allied services including hydrographic Survey in rivers, sea, lakes, backwaters, ports & inland waterways or in any waterway projects using Dredgers, construction, supply and erection of Material Handling Equipment at Ports/Inland Waterways Terminal

Key Personnel Qualification & Experience

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Key Personnel Qualification and Experience



Key Personnel	Educational Qualification	Length of Professional Experience	Experience on Eligible Assignments
Mechanical / Electrical Engineer - cum -Lead	Graduate in Mech./ Elec. Engineering	10 years	He should have led the team for Two Eligible Assignments
Member Civil Engineer	Graduate in Civil Engineering	7 years	He should have worked in two Eligible Assignments
Traffic/Operational Expert	Postgraduate in any discipline and having experience in cargo handling system/ management in port sector.	/ Years	He should have worked as Operational Expert in two Eligible Assignments.
Project Coordinator/MIS	Postgraduate in any disciple and having experience in collecting data with respect to cargo, Key performance Indicator and coordinating with Government officials	5 years	He should have worked as Project Coordinator/MIS and conduct regular supervision of works on day to day basis in Two Eligible Assignments
Hydrographic Surveyor	International Standard CAT "B" Hydrographic Course Qualified and/or SR-1 from IHO accredited institute	/ years	He should have undertaken Hydrographic Survey in atleast two Eligible Assignment.



Queries



Clause

3.2 Eligible Assignments (Page 27)

Existing Clause

Consultancy Assignments in respect of preparation of Consultancy Assignments in respect of preparation of system, bulk / liquid material handling system, port based terminal facilities, conveyors etc.

Or

Waterways Terminal

Suggestion

Detailed Project Report including Engineering/Hydrographic Detailed Project Report including Engineering/Hydrographic survey would be deemed to include Inland Waterway Jetty, survey would be deemed to include Inland Waterway Jetty, Inland Waterway Terminal, marine structures, on-shore and Inland Waterway Terminal, marine structures, on-shore and off-shore terminals, berths, jetties, quays, cargo handling off-shore terminals, berths, jetties, quays, cargo handling system, bulk / liquid material handling system, port based terminal facilities, conveyors etc.

Or

Carrying out the Technical Supervisory Support services for Carrying out the Technical Supervisory Support services or construction and/or operation of IWT Terminal facilities PMC on infrastructure works for construction and/or which include port terminal, Jetty, dredging works, Buildings operation of IWT Terminal facilities/Sea/River Port and allied services including hydrographic Survey in rivers, construction/River Bridge construction which include port sea, lakes, backwaters, ports & inland waterways or in any terminal, Jetty, dredging works, Buildings and allied services waterway projects using Dredgers, construction, supply and including hydrographic Survey in rivers, sea, lakes, erection of Material Handling Equipment at Ports/Inland backwaters, ports & inland waterways or in any waterway projects using Dredgers, construction, supply and erection of Material Handling Equipment at Ports/Inland Waterways Terminal

Queries



#	Clause	Existing Clause	Suggestion
2	3.1.3 Scoring Criteria	marks.	Requested to consider the Ongoing projects as well as the completed projects of Similar Works to evaluate the Technical Capacity and amend the evaluation criteria as mentioned below:- Meeting the Technical Capacity as per clause 2.2.2 (a) – 30 marks. For additional one Eligible Assignment additional 10 marks will be given- (up to maximum of 20 marks)
3	Experience Criteria of Key Personnel	Mechanical Engineer – cum – Team leader: (Maximum 12 marks) Initial two completed Eligible Assignments – 7 marks. For additional one Eligible Assignment additional 2.5 marks will be given – (upto maximum of 5 marks)	We request you to kindly consider the two completed Eligible Assignments for getting full marks i.e. 12 marks
4	Experience Criteria of Key Personnel	Civil Engineer (Maximum 7 marks) Initial two completed Eligible Assignments-3 marks For additional one Eligible Assignment additional 2 marks will be given- (upto maximum of 4 marks)	We request you to kindly consider the one Eligible Assignment for getting full marks (7 marks)





#	Clause	Existing Clause	Suggestion
5	Experience Criteria of Key Personnel	 Traffic / Operational Expert; (Maximum 7 marks) He should have worked as Traffic expert/ operational expert in Two Eligible Assignments. Initial two completed Eligible Assignment – 3 marks. For additional one Eligible Assignment additional 2 marks will be given- (upto maximum of 4 marks) 	
6	Experience Criteria of Key Personnel	Project Coordinator/MIS (Maximum 7 marks) Initial two completed Eligible Assignment – 3 marks. For additional one Eligible Assignment additional 2 marks will be given- (upto maximum of 4 marks)	We request you to kindly consider the two completed Eligible Assignment for getting full marks (7 marks)
7	Experience Criteria of Key Personnel	Hydrographic Surveyor (Maximum 7 marks) Initial two completed Eligible Assignment – 3 marks. For additional one Eligible Assignment additional 2 marks will be given- (upto maximum of 4 marks) Page 22 of 31	We request you to kindly consider the two completed Eligible Assignment for getting full marks (7 marks)





#	Clause	Existing Clause	Suggestion
8	RFQ_Ind_Eng_Su rveyor_final March 2023 2.1.4		ISSPL understands that any type of test and Survey is not in the scope of Bidder. Only Review & Inspection is in the scope of Bidder. Please confirm. Expenses for External Lab Test or inspection is to be paid additionally based on Travel Plan & documentary evidences. Please confirm.
9	RFQ_Ind_Eng_Su rveyor_final March 2023 2.1.4		ISSPL understands that Bathymetric survey is not in the scope of Bidder. Only Test report review is in the scope of Bidder. Please confirm
10	General		Please confirm about Reimbursement of Office & Guest House set-up cost, supporting staff salary, Local & external transport cost.
11	3.2 Eligible Assignments	Dogo 22 of 21	ISSPL understands that Eligible assignments performed under Consortium/JV contract is acceptable for evaluation. Please confirm.

Thank you

Request for Qualification (RFQ) for empanelment of Firm for certification of Performance Standards for Multimodal Terminal at Haldia

Responses to Pre-Bid Queries

The following are the responses of the queries raised during the pre-bid meeting held on 29th March 2023 for the RFQ for empanelment of Firm for certification of Performance Standards for Multimodal Terminal at Haldia

S. No.	Clause No./ Page No.	Existing Clause	Queries/Comments/Suggestions	Replies
1.	Clause No. 3.2, Page 27 Eligible Assignments	Consultancy Assignments in respect of preparation of Detailed Project Report including Engineering/Hydrographic survey would be deemed to include Inland Waterway Jetty, Inland Waterway Terminal, marine	Consultancy Assignments in respect of preparation of Detailed Project Report including Engineering/Hydrographic survey would be deemed to include Inland	Refer
		structures, on-shore and off-shore terminals, berths, jetties, quays, cargo handling system, bulk / liquid material handling system, port based terminal facilities, conveyors etc. Or	Waterway Jetty, Inland Waterway Terminal, marine structures, on- shore and off-shore terminals, berths, jetties, quays, cargo handling system, bulk / liquid material handling system, port	
		Carrying out the Technical Supervisory Support services for construction and/or operation of IWT Terminal facilities which include port terminal, Jetty, dredging works, Buildings and allied services including	based terminal facilities, conveyors etc. Or Carrying out the Technical	
		hydrographic Survey in rivers, sea, lakes, backwaters, ports & inland waterways or in any waterway projects using Dredgers, construction, supply and erection of Material Handling Equipment at Ports/Inland Waterways Terminal	Supervisory Support services or PMC on infrastructure works for for construction and/or operation of IWT Terminal facilities/Sea/River Port construction/River Bridge	
			construction which include port terminal, Jetty, dredging works, Buildings and allied services including hydrographic Survey in	

S. No.	Clause No./ Page No.	Existing Clause	Queries/Comments/Suggestions	Replies
			rivers, sea, lakes, backwaters, ports & inland waterways or in any waterway projects using Dredgers, construction, supply and erection of Material Handling Equipment at Ports/Inland Waterways Terminal	
2.	Clause No. 3.1.3, Page No. 25 Experience Criteria/ Scoring Criteria	Meeting the Technical Capacity as per clause 2.2.2 (a) – 30 marks. For additional one Eligible Assignment additional 5 marks will be given- (up to maximum of 20 marks)	Requested to consider the <i>Ongoing</i> <i>projects</i> as well as the completed projects of Similar Works to evaluate the Technical Capacity and amend the evaluation criteria as mentioned below:- Meeting the Technical Capacity as per clause 2.2.2 (a) – 30 marks. For additional one Eligible Assignment additional 10 marks will be given- (up to maximum of 20 marks)	Ongoing Projects may be considered subject to 80% completion. Refer corrigendum in this regard With respect to scoring criteria, the RFQ condition remains unchanged
3.	Clause No. 3.1.3, B, Page no. 26 Experience Criteria of Key Personnel 1. Mechanical Engineer – cum – Team Leader	Mechanical Engineer – cum – Team leader: (Maximum 12 marks) Initial two completed Eligible Assignments – 7 marks. For additional one Eligible Assignment additional 2.5 marks will be given – (upto maximum of 5 marks)	We request you to kindly consider the two completed Eligible Assignments for getting full marks i.e. 12 marks	RFQ condition remains unchanged
4.	Clause No. 3.1.3, B, Page no. 26 Experience Criteria of Key Personnel 2. Civil Engineer	Civil Engineer (Maximum 7 marks) Initial two completed Eligible Assignments-3 marks	We request you to kindly consider the one Eligible Assignment for getting full marks (7 marks)	RFQ condition remains unchanged

S. No.	Clause No./ Page No.	Existing Clause	Queries/Comments/Suggestions	Replies
		For additional one Eligible Assignment additional 2 marks will be given- (upto maximum of 4 marks)		
5.	Clause No. 3.1.3, B, Page no. 26 Experience Criteria of Key Personnel 3. Traffic/ Operational Expert	Traffic / Operational Expert; (Maximum 7 marks) He should have worked as Traffic expert/ operational expert in Two Eligible Assignments. Initial two completed Eligible Assignment – 3 marks.	We request you to kindly consider the two completed Eligible Assignment for getting full marks (7 marks)	RFQ condition remains unchanged
		For additional one Eligible Assignment additional 2 marks will be given- (upto maximum of 4 marks)		
6.	Clause No. 3.1.3, B, Page no. 26 Experience Criteria of Key Personnel 4. Project Coordinator/ MIS	Project Coordinator/MIS (Maximum 7 marks) Initial two completed Eligible Assignment – 3 marks. For additional one Eligible Assignment additional 2 marks will be given- (upto maximum of 4 marks)	We request you to kindly consider the two completed Eligible Assignment for getting full marks (7 marks)	RFQ condition remains unchanged
7.	Clause No. 3.1.3, B, Page no. 26 Experience Criteria of Key Personnel 5. Hydrographic Surveyor	Hydrographic Surveyor (Maximum 7 marks) Initial two completed Eligible Assignment – 3 marks. For additional one Eligible Assignment additional 2 marks will be given- (upto maximum of 4 marks)	We request you to kindly consider the two completed Eligible Assignment for getting full marks (7 marks)	RFQ condition remains unchanged
8.	Clause No. 2.1.4, Page No. 9 Key Personnel:	shall also be responsible for undertaking Test(s) as per Good Industry Practice as per	ISSPL understands that any type of test and Survey is not in the scope	

S. No.	Clause No./ Page No.	Existing Clause	Queries/Comments/Suggestions	Replies
	Mechanical Engineer cum Team Lead	the requirement of the Project and supervise the team for undertaking survey of National Waterway-1 as and when required	of Bidder. Only Review & Inspection is in the scope of Bidder. Please confirm. Expenses for External Lab Test or inspection is to be paid additionally based on Travel Plan & documentary evidence. Please confirm.	
9.	Clause No. 2.1.4, Page No. 9 Key Personnel: Hydrographic Surveyor	He will be responsible for undertaking the Bathymetric survey and provide the required data to assess the Least Available Depth available at the locations identified in accordance with draft Concession Agreement. Prepare Monthly report as per the ToR.	ISSPL understands that Bathymetric survey is not in the scope of Bidder. Only Test report review is in the scope of Bidder. Please confirm	To be dealt at RFP stage
10.	General		Please confirm about Reimbursement of Office & Guest House set-up cost, supporting staff salary, Local & external transport cost.	To be dealt at RFP stage
11.	Clause 3.2, Page 27 Eligible Assignments		ISSPL understands that Eligible assignments performed under Consortium/JV contract is acceptable for evaluation. Please confirm.	Yes, the Eligible assignments performed under Consortium/JV contract is acceptable for evaluation
12.	Clause 1.4, Page no. 6 Document Fee	Document Fee – Rs. 5,900/-	We request you to provide exemption for MSME registered consultants. Please confirm.	Kindly refer corrigendum

S. No.	Clause No./ Page No.	Existing Clause	Queries/Comments/Suggestions	Replies
			Enclosed copy of MSME registration for the same.	
13.	Clause No. 1.8, Page no. 7 Schedule of Selection Process	Application submission date: 13th April 2023	Request you to provide 4 weeks time extension upon receipt of pre- bid queries response for submission of bid	Refer Corrigendum in this regard
14.	Clause No 2.1.4, Page no. 9 Key Personnel	Key Personnel	We request you to confirm whether the key personnel mentioned shall be a full time employee or Contract/sub consultants shall be allowed, please confirm	Contract employee may be allowed, however Team leader should be on payroll. Further refer corrigendum in this regard.
15.	Clause No. 2.1.4, Page no. 9 Key Personnel	Key Personnel: Mechanical Engineer cum- Team Lead	We request you to consider Civil Engineer also in this category for Team lead	RFQ condition remains unchanged
16	Clause No. 2.2.2 (b), Page No. 9 Financial Capacity	Financial Capacity: The Applicant shall have an average Annual Turnover of Rs. 60 lacs over the past three years preceding the Application Due Date	We understand this is for FY 19- 20, FY 20-21, FY 21-22. Please confirm	Yes, it is correct

Request for Qualification (RFQ) for empanelment of Firm for certification of Performance Standards for Multimodal Terminal at Haldia

Corrigendum-1

Applicants are requested to refer the corrigendum in detail before submitting their applications

#	Clause No/Page No.	Existing Clause	Amended clause to be read as below
(1)	Clause 1.4, Page no. 6	RFQ document can be downloaded from the OfficialApplicants need to pay the	Following line is inserted in the end of this clause
	Document Fee	Rs. 5900/ through Demand Draft or Bankers The Application unaccompanied by the Document Fee will be summarily rejected.	However, the firm/organization which are registered with MSME are exempted from payment of Document Fee.
(2)	Clause No. 1.8, Page no. 7 Schedule of Selection Process	Application submission date: 13 th April 2023 Application Opening date: 14 th April 2023	Application submission date: 26 th April 2023 Application Opening date: 27 th April 2023
(3)	Clause No 2.1.4, Page no. 9 Key Personnel	-	The following is inserted in Note: - Key Personnel may be on the payroll of the company or subconsultant or contract employee of the firm, however, the Team leader should be on the payroll of the company.
(4)	Clause 2.14.2, Page no. 20 The Application shall contain	-	The following new sub clauses have been inserted (n) Key Personnel may be on the payroll of the company or sub-consultant or contract employee of the firm, however, the Team Leader should be on the payroll of the company. (o) a proof that the Ongoing Assignment is 80% completed through certificate from the client or through a certificate from the Statutory Auditor of the Applicant validating that the said assignment has been at least 80% completed by the Applicant.
(5)	Clause No. 3.1.3, Page No. 25	The scoring criteria to be used for evaluation shall be as follows A. Experience criteria of the Applicant Firm	The scoring criteria to be used for evaluation shall be as follows A. Experience criteria of the Applicant Firm

#	Clause No/Page No.	Existing Clause	Amended clause to be read as below
	Experience Criteria/ Scoring Criteria	Applicant should have completed Eligible Assignments	Applicant should have completed Eligible Assignments Ongoing Assignment may be considered for the evaluation of the eligibility and scoring criteria; however, the ongoing assignment will be considered only if it is completed up to 80 percent or more. Further, in such cases, the Applicants need to submit a proof that the Ongoing assignment is 80% completed through certificate from the client or through a certificate from the Statutory Auditor of the Applicant validating that the said assignment has been at least 80% completed by the Applicant.
(6)	Clause No. 3.2, Page no. 27 Eligible Assignment	Consultancy Assignments in respect of preparation of Detailed Project Report including Engineering/Hydrographic survey would be deemed to include Inland Waterway Jetty, Inland Waterway Terminal, marine structures, on-shore and off-shore terminals, berths, jetties, quays, cargo handling system, bulk / liquid material handling system, port based terminal facilities, conveyors etc.	Consultancy Assignments in respect of preparation of Detailed Project Report including Engineering/Hydrographic survey would be deemed to include Inland Waterway Jetty, Inland Waterway Terminal, marine structures, on-shore and off-shore terminals, berths, jetties, quays, cargo handling system, bulk / liquid material handling system, port based terminal facilities, conveyors etc.
		Or	Or
		Carrying out the Technical Supervisory Support services for construction and/or operation of IWT Terminal facilities which include port terminal, Jetty, dredging works, Buildings and allied services including hydrographic Survey in rivers, sea, lakes, backwaters, ports & inland waterways or in any waterway projects using Dredgers, construction, supply and erection of Material Handling Equipment at Ports/Inland Waterways Terminal	Carrying out the Technical Supervisory Support services or PMC for construction and/or operation of IWT Terminal facilities which include port terminal, Jetty, dredging works, Buildings and allied services including hydrographic Survey in rivers, sea, lakes, backwaters, ports & inland waterways or in any waterway projects using Dredgers, construction, supply and erection of Material Handling Equipment at Ports/Inland Waterways Terminal