

Pre- bid reply: Hiring of an Organization for Project Management Consultancy Services for Implementation of the Harit Nauka Guidelines 2024.

S. No.	Section / Clause No., Sub Clause No. and Pg. No. of Tender Document	Tender clause description	Query / Suggestion / Clarification sought	Draft reply
1.	Section – II: (Instructions To Bidders), Clause 6.1, Page No.10	<p>Earnest Money Deposit (EMD) All Bidders shall furnish EMD of the amount as mentioned in Section III: Bid Data Sheet. In case of a JV / Consortium, the Lead Member shall furnish the EMD. Further, also refer clause 6.9.11 of ITB below.</p> <p>EMD for the mentioned amount shall be remain valid 45 days beyond the bid validity & deposited to IWAI Fund through Bank Guarantee/ RTGS / NEFT including E-Bank guarantee.</p>	Bidder kindly request to IWAI authority to provide Bank Guarantee format for EMD payment.	EMD shall be submitted through RTGS/ NEFT.
2.	Section – II: (Instructions To Bidders), Clause 10.1.4, Part – IV, S. No. b (i), Page No. 19	Team Leader must be in-house / permanent staff or full-time employee of the consulting organization.	Bidder kindly request to IWAI authority to remove this clause as in PMC or PMU projects most of the time key personnel are usually outsourced for such projects.	Tender clause prevails.

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3.	Section – II: (Instructions To Bidders), Clause 16.2.1 (1), S.No. 2, Page No. 24	<p>Relevant Experience for the Assignment</p> <p>1 project of Project Management Consultancy services to the clients related to the IWT sector completed in last 7 years.</p>	Bidder kindly request to IWAI authority to consider ongoing projects in IWT / Ports in last 7 years.	Tender clause prevails.
4.	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 2 1, Page No. 25.	<p>CVs of Key Personnel - Sub-Criteria for each Key Personnel</p> <p><u>Team Leader</u></p> <ul style="list-style-type: none"> Graduate in Naval Architecture / Marine Engineering and Master's Degree / Post- Graduate Diploma (PGD) equivalent in relevant field. Minimum experience of twenty (20) years out of which minimum 10 (ten) years of experience in the Infrastructures / Ports / IWT sector / Shipyards with Government Departments/ PSUs projects / Stock market listed companies. 	<p>Bidder kindly request to IWAI Authority to amend the clause as;</p> <p><u>Team Leader</u></p> <ul style="list-style-type: none"> Graduate in Naval Architecture / Marine Engineering/ Civil Engineering/ Mechanical Engineering and Master's Degree / Post- Graduate Diploma (PGD) in Management / Civil Engineering / Marine Engineering/ Architecture or equivalent in relevant field. Minimum experience of twenty (20) years out of which minimum 10 (ten) years of experience in the Infrastructures / Ports / IWT sector / Shipyards / Railways/ Road & Highways with Government Departments / PSUs projects / Stock market listed companies. 	Tender clause prevails.

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5	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 2, Page No. 25	<p>CVs of Key Personnel - Sub-Criteria for each Key Personnel</p> <p><u>Deputy Team Leader</u></p> <ul style="list-style-type: none"> Graduate in Naval Architecture / Marine Engineering and Master's Degree / Post- Graduate Diploma (PGD) equivalent in relevant field. Minimum experience of fifteen (15) years out of which minimum seven (7) years of experience in the Port Infrastructures/IWT sector/ Railways/ Urban Transportation/ Logistics parks / Shipyard with Government Departments / PSUs projects / stock market listed companies. 	<p>Bidder kindly request to IWAI Authority to amend the clause as;</p> <p><u>Deputy Team Leader</u></p> <ul style="list-style-type: none"> Graduate in Naval Architecture / Marine Engineering / Civil Engineering/ Mechanical Engineering and Master's Degree / Post- Graduate Diploma (PGD) in Management / Civil Engineering / Marine Engineering/ Architecture or equivalent in relevant field. Minimum experience of fifteen (15) years out of which minimum seven (7) years of experience in the Port Infrastructures/ IWT sector/ Railways/ Road & Highways/ Urban Transportation/ Logistics parks / Shipyard with Government Departments / PSUs projects / stock market listed companies. 	<p>Tender clause prevails.</p> <p>The tender clause is :</p> <p><u>Deputy Team Leader cum Program Manager</u></p> <ul style="list-style-type: none"> <i>Graduate in Naval Architecture / Marine Engineering / Civil Engineering and Master's Degree / Post-Graduate Diploma (PGD) or equivalent in relevant field.</i> <i>Minimum experience of Fifteen (15) years out of which minimum 7(seven) years of experience in the Infrastructures / Ports/ IWT sector / Railways / Urban Transportation/ Logistics Parks / shipyards / with Government Departments / PSUs projects / Stock market listed companies.</i>

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6	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S. No. 2 3, Page No. 25	<p>CVs of Key Personnel - Sub-Criteria for each Key Personnel</p> <p><u>Procurement Expert</u></p> <ul style="list-style-type: none"> Graduate in Supply Chain Management / Economics /Engineering and MBA / Masters in Supply Chain Management. Minimum experience of fifteen (15) years out of which minimum seven (7) years of experience in managing procurement or contracts of various goods / consultancy / works contracts for Ports / IWT / Roads and Highways / Airports & Aviation / Railways / Urban Transportation / Logistics Parks / MMLH projects with Government Departments / PSUs projects /Stock market listed companies. 	<p>Bidder kindly request to IWAI Authority to amend the clause as;</p> <p><u>Procurement Expert</u></p> <ul style="list-style-type: none"> Graduate in Supply Chain Management / Economics / Commerce / Engineering and MBA / Masters in Supply Chain Management / Marketing Management. Minimum experience of fifteen (15) years out of which minimum seven (7) years of experience in managing procurement or contracts of various goods / consultancy/ works contracts for Ports / IWT / Roads and Highways / Airports & Aviation / Railways / Urban Transportation / Logistics Parks / MMLH projects with Government Departments / PSUs projects /Stock market listed companies. 	<p>Tender clause prevails.</p> <ul style="list-style-type: none"> The tender clause is : <u>Procurement Expert</u> <i>Graduate in Supply Chain Management / Naval Architecture / Mechanical / Civil Engineering and Master's Degree / Post Graduate Diploma (PGD) or equivalent in relevant field.</i> <i>Minimum experience of fifteen (15) years out of which minimum three (7) years of experience in managing procurement or contracts of various goods / consultancy / works contracts for Ports / IWT / Roads & Highways / Airports & Aviation / Railways / Urban Transportation / Logistics parks & MMLH projects with Government Departments / PSUs projects / Stock market listed companies.</i>

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7	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S. No. 2, Page No. 26	<p>CVs of Key Personnel - Sub-Criteria for each Key Personnel <u>Project Structuring & Financing Expert</u></p> <ul style="list-style-type: none"> • Graduate in Supply Chain Management / Economics / Engineering and MBA / Masters in Supply Chain Management. • Minimum experience of fifteen (15) years out of which minimum seven (7) years of experience in managing projects finance & restructuring in Transportation / Logistics / Infrastructure Sector with Government Departments / PSUs projects / Stock market listed companies. • Certification – Chartered Financial Analyst (CFA), Chartered Alternative Investment Analyst (CAIA), or Project Management Professional (PMP) 	<p>Bidder kindly request to IWAI Authority to amend the clause as;</p> <p><u>Project Structuring & Financing Expert</u></p> <ul style="list-style-type: none"> • Graduate in Supply Chain Management / Economics / Engineering and MBA / Masters in Supply Chain Management. • Minimum experience of fifteen (15) years out of which minimum seven (7) years of experience in managing projects finance & restructuring in Transportation / Logistics / Ports / IWT / Roads and Highways / Airports / Railways/ Infrastructure Sector with Government Departments / PSUs projects / Stock market listed companies. • Preferably a Certification – Chartered Financial Analyst (CFA), Chartered Alternative Investment Analyst (CAIA), or Project Management Professional (PMP) 	<p>Tender clause prevails.</p> <ul style="list-style-type: none"> • The tender clause is : <u>Project Structuring & Financing Expert</u> <ul style="list-style-type: none"> • <i>MBA in Finance or Chartered Accountant or Master's Degree / Post Graduate Diploma (PGD) in Engineering or equivalent in relevant field.</i> • <i>Minimum experience of fifteen (15) years out of which minimum seven (7) years of experience in managing projects financing & restructuring in Transportation / Logistics / Infrastructure Sector with Government Departments / PSUs projects / Stock market listed companies.</i>

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8	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 26, Page No. 26	<p>CVs of Key Personnel - Sub-Criteria for each Key Personnel</p> <p><u>Public Transport & Traffic Expert</u></p> <ul style="list-style-type: none"> • Master's Degree / Post Graduate Diploma (PGD) in engineering or equivalent in relevant field • Minimum experience of ten (10) years out of which minimum five (5) years of experience in traffic & logistics studies in the Ports & Waterways sector with Government Departments / PSUs projects/ Stock market listed companies. • Certification – Professional Engineers or Institute of Transportation Engineers (ITE) 	<p>Bidder kindly request to IWAI Authority to amend the clauseas;</p> <p><u>Public Transport & Traffic Expert</u></p> <ul style="list-style-type: none"> • Master's Degree / Post Graduate Diploma (PGD) in engineering / Planning or equivalent in relevant field. • Minimum experience of ten (10) years out of which minimum five (5) years of experience in traffic & logistics studies in the Ports & Waterways sector/ Roads and Highways / Airports/ Railways with Government Departments / PSUs projects/ Stock market listed companies. • Preferably a Certification – Professional Engineers or Institute of Transportation Engineers (ITE)) 	<p>Tender clause prevails.</p> <ul style="list-style-type: none"> • The tender clause is : <p><u>Public Transport & Traffic Expert</u></p> <ul style="list-style-type: none"> • <i>Master's Degree / Post Graduate Diploma (PGD) in Engineering / MBA or equivalent in relevant field.</i> • <i>Minimum experience of ten (10) years out of which minimum five (5) years of experience in traffic & logistics studies in the Ports & Waterways sector with Government Departments / PSUs projects/ Stock market listed companies.</i>

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9.	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 2, Page No. 27	<p>CVs of Key Personnel - Sub-Criteria for each Key Personnel</p> <p><u>Training and Capacity Building Expert</u></p> <ul style="list-style-type: none"> • Master’s Degree / Post Graduate Diploma (PGD) in Engineering/ MBA (HRD / Operations) or equivalent in relevant field. 	<p>Bidder kindly request to IWAI Authority to amend the clauseas;</p> <p><u>Training and Capacity Building Expert</u></p> <ul style="list-style-type: none"> • Master’s Degree / Post Graduate Diploma (PGD) in Engineering / MBA (HRD / Operations/ Marketing) or equivalent in relevant field. 	Tender clause prevails.
10.	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 2,8, Page No. 27	<p>CVs of Key Personnel - Sub-Criteria for each Key Personnel</p> <p><u>Digitalization Expert</u></p> <ul style="list-style-type: none"> • Master’s Degree / Post Graduate Diploma (PGD) or equivalent in relevant field. 	<p>Bidder kindly request to IWAI Authority to amend the clauseas;</p> <p><u>Digitalization Expert</u></p> <ul style="list-style-type: none"> • Master’s Degree / Post Graduate Diploma (PGD) in Engineering / Computer Applications/ Science / Management or equivalent in relevant field. 	Tender clause prevails.
11.	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 1, Page No. 27	<p>CVs of Key Personnel - Sub-Criteria for each Key Personnel</p> <p><u>Associate – Vessel / Ship Design</u></p> <ul style="list-style-type: none"> • Graduate in Naval Architecture / Marine / Mechanical Engineering / Relevant field 	<p>Bidder kindly request to IWAI Authority to amend the clauseas;</p> <p><u>Associate – Vessel / Ship Design</u></p> <ul style="list-style-type: none"> • Graduate in Naval Architecture / Marine/ Mechanical Engineering / Civil Engineering / Relevant field 	Tender clause prevails.

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12.	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 2, Page No. 27	CVs of Key Personnel - Sub-Criteria for each Key Personnel <u>Associate – Procurement</u> Graduate in Engineering/ Supply Chain Management /Economics	Bidder kindly request to IWAI Authority to amend the clauseas; <u>Associate – Procurement</u> Graduate in Engineering / Supply Chain Management /Economics / Commerce	Tender clause prevails.
13	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 2,3, Page No. 27	CVs of Key Personnel - Sub-Criteria for each Key Personnel <u>Associate – Project Structuring & Financing</u> • Graduate in Engineering/ Economics / BBA	Bidder kindly request to IWAI Authority to amend the clauseas; <u>Associate – Project Structuring & Financing</u> • Graduate in Engineering/ Economics / BBA/ Commerce	Tender clause prevails.
14.	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 2, Page No. 27	CVs of Key Personnel - Sub-Criteria for each Key Personnel <u>Associate – Public Transport & Traffic</u> • Graduate in Engineering / BBA or equivalent in relevant field	Bidder kindly request to IWAI Authority to amend the clauseas; <u>Associate – Public Transport & Traffic</u> • Graduate in Engineering / BBA/ Planning / Commerce or equivalent in relevant field	Tender clause prevails.
15.	Section – II: (Instructions To Bidders), Clause 16.2.1 (4), S.No. 2, Page No. 28	CVs of Key Personnel - Sub-Criteria for each Key Personnel <u>Associates – Digitalization Expert</u> • Graduate in IT / CS Engineering or relevant field	Bidder kindly request to IWAI Authority to amend the clauseas; <u>Associates – Digitalization Expert</u> • Graduate in IT / CS Engineering / Computer Applications or relevant field	Tender clause prevails.
16.	Section – III (Bid Data Sheet), Clause – ITB 2.3, Page No. 32	Date: 04.11.2024 Time: Latest by 1500 Hrs (IST)	Bidder kindly request to IWAI Authority to extend the submission date for two – three weeks from the response date of pre-bid queries by Authority.	Tender clause prevails.

Additional Queries: -				
1	Section – II: (Instructions To Bidders), Clause 16.1.1 (a), Page No. 23	<p>Qualification Criteria for Consultancy Services</p> <p>Prior experience of handling at least 1 assignment in last 5 years for implementation of a national project or program for Central Government agency in India related to maritime sector. Both completed and ongoing assignments (more than 75% deliverables completed) are eligible. The assignment should be of fee value of INR 5 Cr and above.</p>	<p>Bidder kindly request to IWAI authority to modify the clause as below;</p> <p>Prior experience of handling at least 1 assignment in last 5 years for implementation of a national project or program for Government agency in India or Abroad related to maritime sector. Both completed and ongoing assignments (more than 75% deliverables completed) are eligible. The assignments should be of fee value of INR 5 Cr and above.</p>	Tender clause prevailed.
2	Section – II: (Instructions To Bidders), Clause 16.1.1 (b), Page No. 23	<p>Qualification Criteria for Consultancy Services</p> <p>Consultant should have undertaken at least 2 assignments related to Greening of Inland vessels/ preparing strategy document on green initiatives on inland waterways in the last 5 years.</p>	<p>Since Greening of Inland Vessels and Green/Sustainable Initiatives in Inland Waterways/Maritime sector is a relatively new area/theme and also considering that the Harit Nauka “Inland Vessels Green Transition Guidelines” has been recently notified by Ministry of Ports, Shipping and Waterways in January 2024, it is imperative that prior experience of Consulting firms in the same shall be fairly less as this is an emerging sector.</p>	Tender clause prevailed.

			<p>Bidder kindly request to IWAI authority to modify the clause as below;</p> <p>“Consultant should have undertaken at least 1 assignment related to Development of Inland Waterway Terminal in the last 7 years in India or Abroad”.</p>	
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