

Project Management Unit
Jal Marg Vikas Project (JMVP)
INLAND WATERWAYS AUTHORITY OF INDIA
(Ministry of Ports, Shipping and Waterways,
Government of India) Head Office: A-13, Sector-1,
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Expression of Interest

1. Inland Waterways Authority of India (IWAI) is a statutory body under Ministry of Shipping, Government of India. IWAI was set up in 1986 and is primarily responsible for development, maintenance and regulation of Inland Water Transport (IWT) in the country and specifically on the National Waterways (NW).
2. The Ganga-Bhagirathi-Hooghly river system from Haldia to Allahabad has been declared as National Waterway-1 (NW-1). This waterway is of national significance passing through four states of Uttar Pradesh, Bihar, Jharkhand, West Bengal and potentially serving the major cities of Haldia, Howrah, Kolkata, Katwa, Behrampur, Farakka, Sahibganj, Rajmahal, Bhagalpur, Patna, Ballia, Buxer, Ghazipur, Varanasi and Allahabad, their industrial hinterlands, and several industries located along the Ganga basin.
3. IWT on NW-1 has the potential to form the most economic, reliable, safe and environmentally friendly form of transport. Where developed for use by modern vessels operating on dependable rights of way, it can reduce investment needs in rail and road infrastructure, promote greater complementarities in the economic strategies the riparian states, enhance intra-regional trade and, through increased economies of scale, significantly reduce transport costs for the benefit of the entire economy and India's global trade competitiveness.
4. For capacity augmentation of National Waterway 1 (NW-1), IWAI is implementing the Jal Marg Vikas Project (JMVP), which is technically and financially supported by the World Bank, for the 1,393 km long stretch of NW-1 from Varanasi (Uttar Pradesh) to Haldia (West Bengal). The loan agreement with the World Bank for implementation of JMVP is till December 2023. After JMVP this study will be implemented with IWAI's own budgetary resources.
5. IWAI has adopted a focused approach towards development of NW-1 and utilized the assistance received under JMVP to develop capital intensive

infrastructure assets, engage suitable private sector parties through public private partnership and launch river-based socio-economic programs.

6. Under JMVP, IWAI has developed multimodal terminals (MMTs) at three locations viz. Varanasi (Uttar Pradesh), Sahibganj (Jharkand) and Haldia (West Bengal). In order to channelize the operational expertise and marketing experience of the private sector, IWAI envisages operationalization of the MMTs through suitably structured PPP concessions.
7. Apart from MMTs, IWAI has also developed a new navigational lock at Farakka (West Bengal) and has identified multiple locations for development of inter-modal terminal, Community jetties and Ro-Ro terminals along NW-1.
8. Accordingly, IWAI intends to engage consultancy services (“the Services”) for Selection of Consultancy Services for **“Providing Transaction Advisory Services for operationalization of assets along National Waterway-1 through PPP”**.
9. The detailed ToR is enclosed as Annex-I. The broad scope of the study includes:
 - a. Module 1: Transaction advisory support National Waterways-1
 - i. Provide transaction advisory services for operationalization of Multimodal Terminals (MMTs) at Varanasi and Sahibganj through PPP mode.
 - ii. Provide transaction advisory services for operationalization of 2 other assets (such as navigational locks / inter-modal terminals / community jetties / other as decided by IWAI) along NW-1 through PPP/other mode.
 - iii. Transaction advisory services shall include the following:
 - iv. Identifying potential PPP models, preparing analytical framework to assess their suitability or fit-for-purpose, and recommending the most appropriate model.
 - v. Preparation/Modification of draft tender documents (RFP and Concession Agreement) and associated appraisal/approval memos

- vi. Preparation of replies on inter-ministerial/departmental queries
 - vii. Assisting IWAI in conducting pre-bid interactions with prospective bidders
 - viii. Assisting IWAI by preparing draft responses to pre-bid queries and draft responses to queries received during appraisal/approval process
 - ix. Assisting IWAI in Bid evaluation and award processes
- b. Module 2: Concession management support
- i. Facilitating management of concession awarded for Equip, Operate and Transfer (EOT) of MMT at Haldia, West Bengal
 - ii. Facilitating management of concessions that shall be awarded for operationalization of MMTs at Varanasi, Sahibganj etc.
 - iii. Management of concession shall include the following
 - iv. Chronologically mapping all milestones including conditions precedent, obligations, payment schedule and other project specific milestones for Concessionaire and Concessioneing Authority.
 - v. Mapping key personnel from Client Headquarters and relevant regional offices for contract management, which may together function as Concession Management Unit (CMU) for respective project.
 - vi. Applying Information and Communication technology (ICT) enabled dashboard for contract management and monitoring and mapping all milestones and CMU members to the same.
 - vii. Assisting IWAI in conducting monthly CMU meetings
 - viii. Preparing monthly and quarterly reports to record and monitor progress of concessions.
10. The Vice Chairman & Project Director, Project Management Unit (PMU), JMVP, IWAI, invites eligible consulting firms (“Consultants”) to submit their interest to provide Consultancy services for **“Providing Transaction Advisory Services for operationalization of assets along National Waterway-1 through PPP”**. Consultants interested in providing the Service should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. Consultants may associate with other firms in the form of a joint venture / Consortium or a sub-consultancy to enhance their qualifications. It should be noted that CVs shall not be evaluated at REoI

stage and therefore need not to be submitted with REoI. The short-listing criteria are:

- A) Consultant should be engaged in conducting similar activities for the past 5 years (FY 2018-19 to FY 2022-23) – copy of Certificate of Incorporation to be submitted along with the EoI.
 - B) Consultant should have a minimum average annual financial turnover of INR 2.26 Crores during the last 5 years (FY 2018-19 to FY 2022-23) – CA certified declaration for last 5 years to be submitted along with the EoI.
 - C) Consultant should have completed 3 consultancy works of similar nature. Similar consultancy works means studies undertaken during last 5 (five) years (FY 2018-19 to FY 2022-23) in Experience of PPP transaction experience in inland waterways/Ports for Central Government in inland waterways sector /Ports for Central Government/ State Government – List of Scope of work, date of commencement, date of completion, client's details, along with copies of work order, completion certificate issued by client to be submitted.
 - D) Consultant should be having a minimum of 14 employees on their payroll – declaration to be submitted.
 - E) Notarized copy of Power of Attorney of the signatory/ies signing the EoI and/or associating to submit the EoI - to be submitted.
 - F) In case of EoI submission as an association of consultants, then nature of association whether Joint Venture / Consortium or as Sub-Consultant and name of the lead consultant needs to be mentioned. The consultant needs to mention clearly in their proposal, the nature of association whether JV, Consortium, Sub-Consultant or Associate.
11. The EoI can be submitted by the interested consultants through e-procurement portal by **20.03.2024 by 15:00 hours (IST)** and it shall be opened on the same day at 15:30 Hours (IST) and it shall be clearly

marked “Expression of interest for Consultancy services for **“Providing Transaction Advisory Services for operationalization of assets along National Waterway-1 through PPP”**”.

12. The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank’s *Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers* dated January, 2011 (“Consultant Guidelines”) revised July, 2014, setting forth the World Bank’s policy on conflict of interest.
13. A firm or an individual debarred by the World Bank in accordance with the anticorruption guidelines shall be ineligible for this assignment in any form or way. A list of debarred firms and individuals is available at the Banks external website: www.worldbank.org/debarr.
14. A Consultant will be selected in accordance with the Quality and Cost Based Selection method set out in the Consultant Guidelines.
15. Further information can be obtained at the address mentioned above during office hours.

Instructions for submission of Expression of Interest:

1. Accomplished Expression of Interest (Application) must be submitted together with a Letter of Intent not later than **15:00 hours (IST) on 20.03.2024** and it shall be opened on the same day at 15:30 Hours (IST). Documents in support of all qualification information shall be submitted with application. Proposal of EOI with qualification information shall be furnished on / before the due date of submission at the address mentioned above.
2. The Application shall be basis of drawing up a shortlist of eligible Consultants who will be invited to submit proposal for services required.
3. All Applications shall be submitted in English.

4. A Consultant shall submit only one proposal. If a Consultant submits or participates in more than one proposal, all such proposals shall be disqualified. This does not, however, preclude a consulting firm to participate as a sub-consultant, or an individual to participate as a team member, in more than one proposal when circumstances justify and if permitted by the Request for Proposals.
5. The Application and all related correspondence and documents should be written in the English language. Supporting documents and printed literature furnished by Applicant with the Application may be in any other language provided that they are accompanied with translations in the English language. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Application, the English language translation shall prevail.
6. IWAI reserves the right to reject any Applications, without assigning any reasons thereof.
7. The Applicant shall provide all the information sought under this Qualification Document. PMU, IWAI would evaluate only those Applications that are received within the specified time and complete in all respects. Incomplete and/or conditional Applications shall be liable to rejection.

Guidelines for preparation of Expression of Interest

Following information shall be submitted:

1. Complete name of firm(s), date of establishment and type of organization whether individual, proprietorship, partnership, private limited company, public limited company etc.
2. Exact and complete corporate/registered/home office address, business address, telephone numbers, fax numbers, E-mail and cable address. For Consultant of foreign registry, indicate if there is any branch office(s) established in India with details in aforesaid manner.

3. If present firm(s) is the successor to or outgrowth of one or more predecessor firms, fresh name(s) of former entity (ties) and year(s) of their original establishment with details in aforesaid manner.
4. Present a brief narrative description of the firm(s). Kindly avoid submission of company brochures for the purpose description of the firm.
5. List of not more than two (2) principals who may be contacted by this Office.
6. Listed principals must be empowered to speak for him or for the firm on policy and contractual matters.
7. Indicate financial figures from consultancy business for past 5 (five) financial years.
8. Organizational strength of Consultant shall be given.
9. Application Form: Annexure-II

(Vice Chairman & Project Director)

Annexure - I

Terms of Reference (ToR) For Consultancy Services for “Providing Transaction Advisory Services for operationalization of assets along National Waterway-1 through PPP”

1 Introduction

- 1.1 Inland Waterways Authority of India (IWAI) is a statutory body under Ministry of Shipping, Government of India. IWAI was set up in 1986 and is primarily responsible for development, maintenance and regulation of Inland Water Transport (IWT) in the country and specifically on the National Waterways (NW).
- 1.2 The Ganga-Bhagirathi-Hooghly river system from Haldia to Allahabad has been declared as National Waterway-1 (NW-1). This waterway is of national significance passing through four states of Uttar Pradesh, Bihar, Jharkhand, West Bengal and potentially serving the major cities of Haldia, Howrah, Kolkata, Katwa, Behrampur, Farakka, Sahibganj, Rajmahal, Bhagalpur, Patna, Ballia, Buxer, Ghazipur, Varanasi and Allahabad, their industrial hinterlands, and several industries located along the Ganga basin.
- 1.3 IWT on NW-1 has the potential to form the most economic, reliable, safe and environmentally friendly form of transport. Where developed for use by modern vessels operating on dependable rights of way, it can reduce investment needs in rail and road infrastructure, promote greater complementarities in the economic strategies the riparian states, enhance intra-regional trade and, through increased economies of scale, significantly reduce transport costs for the benefit of the entire economy and India's global trade competitiveness.
- 1.4 For capacity augmentation of National Waterway 1 (NW-1), IWAI is implementing the Jal Marg Vikas Project (JMVP), which is technically and financially supported by the World Bank, for the 1,393 km long stretch of NW-1 from Varanasi (Uttar Pradesh) to Haldia (West Bengal). The loan agreement with the World Bank for implementation of JMVP is till December 2023. After JMVP this study will be implemented with IWAI's own budgetary resources.
- 1.5 IWAI has adopted a focused approach towards development of NW-1 and utilized the assistance received under JMVP to develop capital intensive infrastructure assets, engage suitable private sector parties through public private partnership and launch river-based socio-economic programs.
- 1.6 Under JMVP, IWAI has developed multimodal terminals (MMTs) at three locations viz. Varanasi (Uttar Pradesh), Sahibganj (Jharkand) and Haldia (West Bengal). In order to channelize the operational expertise and marketing experience of the private sector, IWAI envisages operationalization of the MMTs through suitably structured PPP concessions.
- 1.7 Apart from MMTs, IWAI has also developed a new navigational lock at Farakka (West Bengal) and has identified multiple locations for development of inter-modal terminal, Community jetties and Ro-Ro terminals along NW-1.

2 Objective of the Assignment

- 2.1 National Waterways-1 under Jal Marg Vikas Project has made significant progress and has seen increase in traffic. To continue further development and operationalization of NW-1, all assets under JMVP needs to be operationalized.

2.2 IWAI intends to engage a suitable Consultant as transaction advisors to assist IWAI in for asset management and operationalization along NW-1.

3 Detailed Scope of Work for the services

Consultant will have to execute Module 1 and Module 2 for a period of two years which may be further extended by one year suitably by mutual consent of IWAI and Consultant.

3.1 Module 1: Transaction advisory support National Waterways-1

- i) Provide transaction advisory services for operationalization of Multimodal Terminals (MMTs) at Varanasi and Sahibganj through PPP mode.
- ii) Provide transaction advisory services for operationalization of 2 other assets (such as navigational locks / inter-modal terminals / community jetties / other as decided by IWAI) along NW-1 through PPP/other mode.
- iii) Transaction advisory services shall include the following:
 - a) Identifying potential PPP models, preparing analytical framework to assess their suitability or fit-for-purpose, and recommending the most appropriate model.
 - b) Preparation/Modification of draft tender documents (RFP and Concession Agreement) and associated appraisal/approval memos
 - c) Preparation of replies on inter-ministerial/departmental queries
 - d) Assisting IWAI in conducting pre-bid interactions with prospective bidders
 - e) Assisting IWAI by preparing draft responses to pre-bid queries and draft responses to queries received during appraisal/approval process
 - f) Assisting IWAI in Bid evaluation and award processes

3.2 Module 2: Concession management support

- i) Facilitating management of concession awarded for Equip, Operate and Transfer (EOT) of MMT at Haldia, West Bengal
- ii) Facilitating management of concessions that shall be awarded for operationalization of MMTs at Varanasi, Sahibganj etc.
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 - a) Chronologically mapping all milestones including conditions precedent, obligations, payment schedule and other project specific milestones for Concessionaire and Concessions Authority.
 - b) Mapping key personnel from Client Headquarters and relevant regional offices for contract management, which may together function as Concession Management Unit (CMU) for respective project.
 - c) Applying Information and Communication technology (ICT) enabled dashboard for contract management and monitoring and mapping all milestones and CMU members to the same.
 - d) Assisting IWAI in conducting monthly CMU meetings
 - e) Preparing monthly and quarterly reports to record and monitor progress of concessions.

4 Deliverable and Timelines:

S. No.	Deliverable	Duration (From the date of Contract Signing)
i)	All the deliverables under Module 1	As and when required
ii)	Deliverables under Module 1 and Module 2:	
	a) Monthly Progress Reports	On the 30 th day of every month
	b) Quarterly Progress Reports	Every 90 days

5 Team Deployment:

The total man-month for the above-mentioned task is estimated to be 61 man-months.

6 Requirements of Consultants / Experts

(CVs to be submitted by shortlisted consultants at RFP stage and not with EoI)

A. Key Experts / Consultants:

S. No.	Position of Expert	Education Qualification	Professional Experience
1	Team Leader (1 no.)	<ul style="list-style-type: none"> Graduation in engineering in any discipline <p style="text-align: center;">AND</p> <ul style="list-style-type: none"> Master's Degree/ Post Graduate Diploma/ MBA or equivalent 	<ul style="list-style-type: none"> Minimum 15 years of experience Preferred: Relevant experience of working on National Waterways in India; Experience of working on inland waterways' projects in international geographies outside Indian sub-continent; Experience of PPP transaction experience in inland waterways/Ports for Central Government; Experience of tariff setting in inland waterways sector /Ports for Central Government/ State Government;
2	Deputy Team Leader / PPP Expert (1 no.)	<ul style="list-style-type: none"> Graduation in engineering in any discipline <p style="text-align: center;">AND</p> <ul style="list-style-type: none"> Master's Degree/ Post Graduate Diploma/ MBA or equivalent 	<ul style="list-style-type: none"> Minimum 10 years of work experience out of which minimum 5 years of experience in the Ports/ IWT/ Railways/ Road / Transportation sectors covering scope items such as Tariff setting, Market assessment, PPP transactions Preferred: Assisted in transaction advisory services for at least 2 projects, Undertaken at least one (1) international assignment of project structuring in PPP, Familiarity with different PPP models in waterways/ports sectors in India
3	Inland Waterways Expert (1 no.)	<ul style="list-style-type: none"> Graduation in engineering in any discipline <p style="text-align: center;">AND</p> <ul style="list-style-type: none"> Master's Degree/ Post Graduate Diploma/ MBA or equivalent in relevant field 	<ul style="list-style-type: none"> Minimum 12 years of work experience in transportation & logistics projects involving riverine and / or maritime transport including IWT/ Ports / Railway/ Road sector with scope involving assessment of infrastructure, operational assessment, feasibility studies, assessment of physical constraints in cargo movement, stakeholder interactions, etc.

S. No.	Position of Expert	Education Qualification	Professional Experience
			<ul style="list-style-type: none"> • Preferred: International experience in transportation & logistics projects specific to IWT sector
4	Transaction Advisory Expert (1 no.)	<ul style="list-style-type: none"> • Master's Degree / Post Graduate Diploma (PGD)/ MBA or equivalent 	<ul style="list-style-type: none"> • Minimum 8 years of work experience in transaction advisory services. • Preferred: Experience of assisting in procurement of at least 1 PPP contract of a govt. body in IWT/ports sector, Experience of tender document preparation for of at least 1 PPP contract of a govt. body in IWT/ports sector
5	Legal Expert (1 no.)	<ul style="list-style-type: none"> • LLB and LLM 	<ul style="list-style-type: none"> • Minimum 8 years of total work experience in providing legal expertise for PPP Projects • Preferred: Experience of providing legal services for ports and maritime sector projects including IWT sector
6	Contract Management Expert (1 no.)	<ul style="list-style-type: none"> • Master's Degree / Post Graduate Diploma (PGD)/ MBA or equivalent 	<ul style="list-style-type: none"> • Minimum 8 years of total work experience in contracts management in ports / shipping sector • Preferred: Experience of dashboard preparation for contract management
7	Procurement Expert (1 no.)	<ul style="list-style-type: none"> • Master's Degree / Post Graduate Diploma (PGD)/ MBA or equivalent 	<ul style="list-style-type: none"> • Minimum 8 years of total work experience of Procurement in ports / shipping sector • Preferred: Experience of procurement of PPP projects

Annexure - II

[DOCUMENT TITLE]				
Reference :- To, Vice Chairman & Project Director Jal Marg Vikas Project Inland Waterways Authority of India (Ministry of Ports, Shipping and Waterways, Govt. of India) A – 13, Sector – 1, Noida -201301 (U.P.)			Date:-	
Subject:- “Providing Transaction Advisory Services for operationalization of assets along National Waterway-1 through PPP” IWAI Reference: -				
Dear Sir, Refer your Expression of Interest We are pleased to enclose our credentials for the subject cited assignment as per your requirements listed at Para 3 (a through d).				
SL.NO	Description of Documents	Documents required to be furnished	Yes / No	Reference
1	Name of the Organization	<i>Copy of Certificate of Incorporation.</i>		
	Date of Establishment			
	Date of Commencement of Business			
	Type of Organization – Legal Status			
	Nature of Business			
	PAN No			
	GST No			
	Exact & Complete Address			
	Telephone / Fax numbers.			
	E-mail and cable address.			
	Present a brief profile - narrative description of the firm(s).	<i>Kindly avoid submission of company brochures for the purpose description of the firm</i>		
	Organizational strength of Consultant			
	Key persons ... 2 principals with contact details to be Contacted by IWAI.			
1.1	EOI Submitted as Sole Applicant or Joint Venture / Consortium	<i>If submitted as Joint Venture / Consortium, details of Joint Venture / Consortium Partner similar to 1 above</i>		
	Details of Joint Venture Partner			
2	For Consultant of Foreign registry , indicate if there is any branch office(s) established in India with details in aforesaid manner	<i>If yes, details similar to 1 above</i>		

3	Qualification Requirements	<i>Details of relevant Engagement,</i>			
3 a	Consultant should have a minimum average annual financial turnover of INR 2.26 Crores during the last 5 years – CA certified declaration for last 5 years to be submitted along with the EOI’.	2022-23	<i>CA certified declaration for last 5 years.</i>		
		2021-22			
		2020-21			
		2019-20			
		2018-19			
3 b	Consultant should have completed 3 consultancy works of similar nature. Similar consultancy works means studies undertaken during last 5 (five) years. Experience in PPP transaction experience in inland waterways/Ports for Central Government in inland waterways sector /Ports for Central Government/ State Government – List of Scope of work, date of commencement, date of completion, client’s details, along with copies of work order, completion certificate issued by client to be submitted.	<i>Kindly Provide following details toward completed works.</i> <ul style="list-style-type: none"> • <i>Client’s details</i> • <i>Scope of work</i> • <i>Date of commencement,</i> • <i>Date of completion,</i> • <i>Synopsis of the Projects (relevant certificates of Commencement & completions issued by client should be enclosed)</i> 			
3c	Consultant should be having a minimum of 14 employees on their payroll – declaration to be submitted.	<i>Declaration to be made by company HR</i>			

Hope you will find the same in line with your requirements.

Signature & Name of the Consultant
Date & Seal

Certificate

This is to confirm & certify that the information furnished with this Expression of Interest (EOI) are true & Correct and are not debarred by the World Bank.

Signature & Name of the Consultant
Date & Seal

Enclosure

:-

As listed here under:-