



**Expression of Interest for Operationalization of NW-53 in the State of  
Maharashtra on PPP mode.**



**INLAND WATERWAYS AUTHORITY OF INDIA**

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

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

No: IWAI/Tech/EoI/DevofNW53/2023

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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.

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- d) The Applicant shall provide documents mentioned in Article 5.2.3 in original to the address provided in Article 2.14. The envelope shall be sealed and be marked duly mentioning the work **“Eoi for operationalization of NW-53 in the State of Maharashtra on PPP mode”**. All documents listed in Article 3.5.3 shall be uploaded as soft copy over Central Public Procurement Portal <https://eprocure.gov.in/eprocure/app> as specified in Article 3.5.5..... 18

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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 Article2.4.1
Consortium	means the Applicant may be a group of Firms/entities
Consultants	shall mean Transaction Advisor appointed for operationalisation of NWs in the State of Maharashtra.
PPP	Public Private Partnership
RIS	River Information System
EOI	means the submission or application made by the Applicants in response to this EOIDocument;
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 IWA
EOI stage	means and includes the first stage of the Bidding Process to seek EOI applications from interested Applicants
Firm	a company validly incorporated and subsisting under the rules applicable to companies in the jurisdiction of its incorporation as on EOI Due Date
Goi	Government of India
IWA	Inland Waterways Authority of India
IMT	Inter Modal Terminal

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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
MbPA	Mumbai Port Authority
JNPA	Jawaharlal Nehru Port Authority
MMB	Maharashtra Maritime Board
TMC	Thane Municipal Corporation

## **2. PREFACE**

- 2.1** Inland Waterways Authority of India (IWAI) is a statutory body under the Ministry of Ports, Shipping & Waterways (MoPSW), 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 and the 5 earlier Acts as described in Para 2.2 above were subsumed in the National Waterways Act 2016 . The NW network covers around 20,275.5 km crisscrossing 23 states and UTs.
- 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. In case of NW-53, FSR was prepared by IWAI and DPR was



prepared by TMC with emphasis on passenger movement to ease the traffic burden.

**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** IWAI in the recent past has taken up development of NWs in the state of Goa and have further floated EoI for operationalisation of NWs in the State of Maharashtra and Gujarat on PPP mode which has been well received by the maritime community

**2.8** Total 13 nos National Waterways either pass through or are in the state of Maharashtra out of which 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.

**2.9** IWAI has sought EoI for development of NW-10, NW-28 and NW-85 duly adding NW-91 later on on PPP mode for which bids have been received from firms. In continuation of the same, IWAI has received several requests for development of NW-53 (Kalyan-Thane-Mumbai Waterway, Vasai Creek and Ulhas River) as the NW garlands the city of Mumbai and has immense potential to grow considering its proximity to the prime ports of Mumbai Port Authority and Jawaharlal Nehru Port Authority.

**2.10** Accordingly, the Chairman, IWAI through this EoI intends the stakeholders to submit a business plan for operationalization of NW-53 in the State of Maharashtra.

**2.11** The interested applicants can submit an EoI as per the format prescribed in this document. After assessing the EoI, IWAI will release a RFQ (Request for qualification) for selection of appropriate applicants for operationalisation of these national waterways.

**2.12** The EoI is available on IWAI website as well as CPPP (Central Public Procurement Portal) as per the following salient dates

Date of downloading of documents	12.05.2023 @ 1700 hrs
Date of online pre-Proposal meeting	29.05.2023 @ 1500 hrs

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Date of submission of bids	17.06.2023 @ 1800 hrs
Date of opening of bids	19.06.2023 @ 1030 hrs

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

Join Zoom Meeting

<https://us06web.zoom.us/j/85457206077?pwd=TFBDWUw3cnhRTmttejVNMmIYY3Qxdz09>

Meeting ID: [854 5720 6077](#)

Passcode: JAMTn3

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

**2.15** 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 of 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** IWAI in the recent past has taken up development of NWs in the state of Goa and have further floated EoI for operationalisation of NWs in the State of Maharashtra and Gujarat on PPP mode which has been well received by the maritime community
- 3.4** Total 13 nos National Waterways either pass through or are in the state of Maharashtra out of which 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.
- 3.5** IWAI has sought EoI for development of NW-10, NW-28 and NW-85 duly adding NW-91 later on PPP mode for which bids have been received from firms. In continuation of the same, IWAI has received several requests for development of NW-53 (Kalyan-Thane-Mumbai Waterway, Vasai Creek and Ulhas River) as the NW garlands the city of Mumbai and has immense potential to grow considering its proximity to the prime ports of Mumbai Port Authority and Jawaharlal Nehru Port Authority.
- 3.6** Accordingly, with an objective to promote integrated development of waterways so as to have a considerable and maximum mode shift to IWT, which can reduce the density in rail/road apart from the environmental benefits of IWT mode, IWAI

through this EoI intends the stakeholders to submit a business plan for operationalization of NW-53 in the State of Maharashtra.

- 3.7** The National Waterway 53( *Kalyan-Thane-Mumbai Waterway, Vasai Creek and Ulhas River*) has the following declared reach as per National Waterways Act 2016

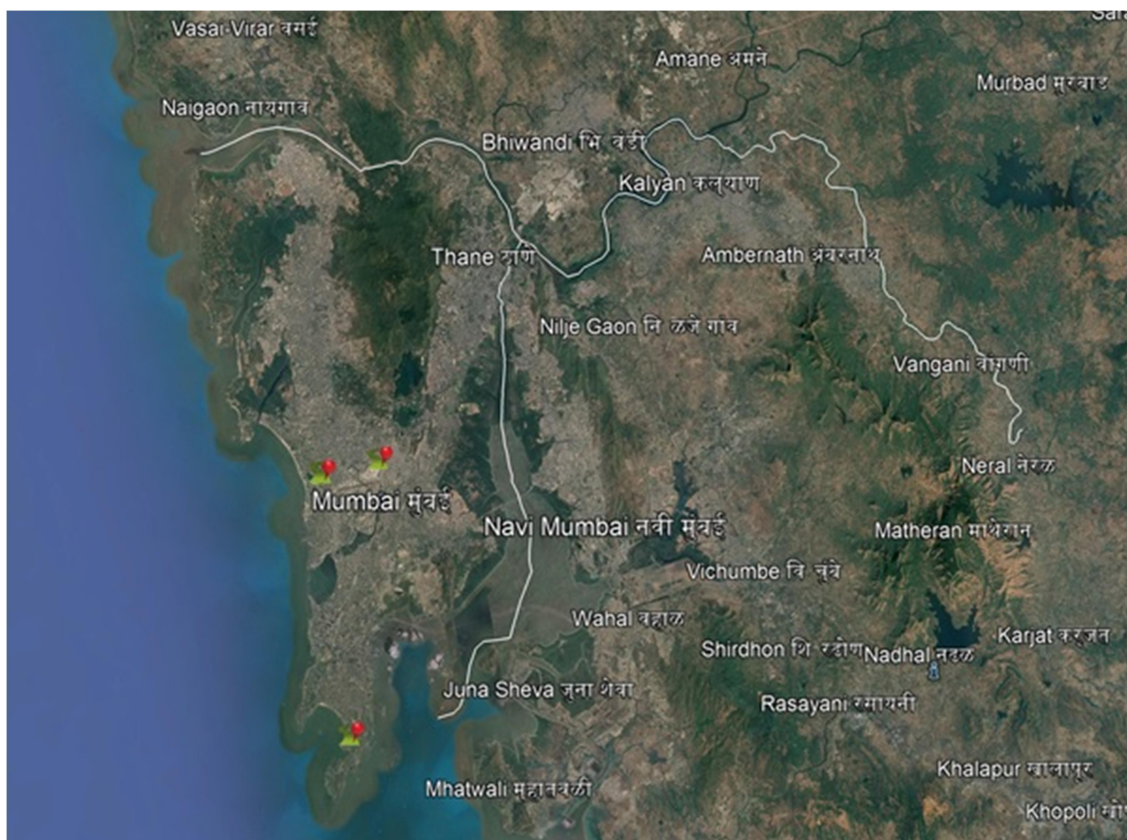
<p>National Waterway 53 <i>Kalyan-Thane-Mumbai Waterway, Vasai Creek and Ulhas River:</i></p>	<p>Arabian Sea at Navi Mumbai Lat 18°55'50"N, Lon 72°53'22"E via Ulhas river to bridge on State Highway No. 76 near Malegaon T. Waredi Lat 19°02'38"N, Lon 73°19'54"E;</p> <p>Bridge on Kalyan-Badlapur road near Kalyan railway yard at Kalyan Lat 19°14'06"N, Lon 73°08'49"E to Kalyan Lat 19°15'35"N, Lon 73°09'28"E;</p> <p>Vasai Creek from Lat 19°18'54"N to Lon 72°47'30"E to Kasheli at Lat 19°13'23"N, Lon 73°0'21"E.</p>
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- 3.8** National Waterway 53( *Kalyan-Thane-Mumbai Waterway, Vasai Creek and Ulhas River*) is intended to be developed on PPP mode.

#### **4. Overview of National Waterway 53**

- 4.1** Kalyan-Thane-Mumbai Waterway (including Vasai Creek & Ulhas River) has been declared as National Waterway (NW 53). Kalyan-Thane and Vasai creeks located in Mumbai region are among the important creeks in the coastal strip of Maharashtra, and a brief introduction of these creeks/rivers is as follows:
- 4.2** Ulhas River is approx. 161 km long; it rises in proximity to Bhore Ghat near Karjat and is bound by steep canyons of Sahyadri and Matheran ridge. It flows northwards after leaping over a depth of 90 m in two water-falls one below the other. The valley opens out steadily as the River flows past Karjat towards the north. After its confluence with Kalu and Bhatsai, on the east of Kalyan, the River turns west and flows through Mumbra ridge, later it turns northwards to flows through the picturesquely forest clad country and then turning west again to develop an estuary, about 3 km wide, joining the Arabian sea south of Vasai. An island named Panju islands, just east of estuary on the River is used by Western Railways for connecting Salsette with Vasai. The River is tidal till Kalyan.

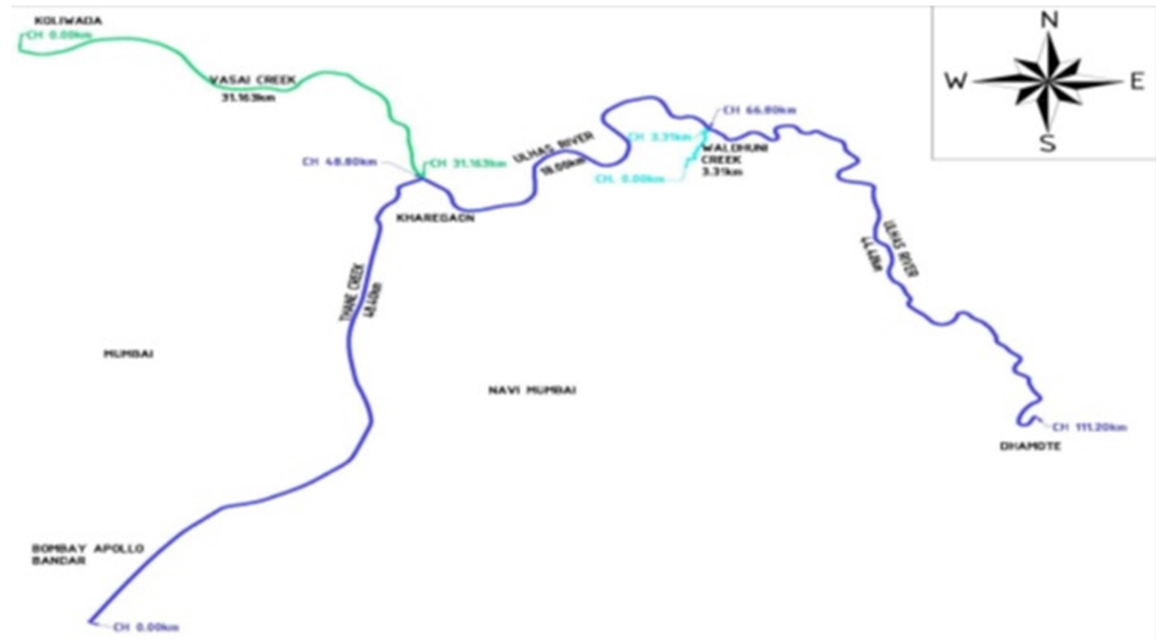
- 4.3** Thane Creek (amongst largest marine bodies in an enclosed area in India) and Ulhas River (an estuary located adjacent to the cities of Mumbai), and Thane are connected through a narrow and shallow channel. It separates Mumbai and part of Thane city from the main land of India. The boundaries of Kalyan-Thane-Mumbai Waterway (including Vasai Creek & Ulhas River) include, parts of Raigarh District (Uran, Panvel, Karjat Talukas), Thane District (Thane, Kalyan, Bhivandi, Ulhas Nagar and Vasai Talukas), Mumbai Suburban District, and Greater Mumbai District.



INDEX MAP OF Kalyan-Thane-Mumbai Waterway, Vasai Creek and Ulhas River (NW-53)

- 4.4** The existing waterway has a few jetties operated by MMB for both Cargo and Passenger movement. In addition, a few private/captive jetties has been allocated by MMB.
- 4.5** The navigable length of the Kalyan Thane Mumbai waterway (including Vasai Creek and Ulhas River) creeks is about 145 km and based on the deepest bathymetry single line survey carried out during the study and as per the

classification of “Inland water ways” by IWAI notification, it has been classified as Class-VII special NW.



### Chainage of NW-53

- 4.6** The river is tidal affected for a majority of length with an average tidal variation is 2.37m with maximum high tide of 4.42m and low tide of 0.32m. The maximum water level fluctuation of 4.42m has been observed and this enables the safe mobility of vessels in the waterway.
- 4.7** The Kalyan-Thane-Mumbai Waterway Stretch (including Vasai Creek and Ulhas River) is a long stretch in a region which is densely populated, industrialized and highly congested. As per preliminary estimation, the potential to divert the cargo traffic to IWT is significant. As per preliminary estimation about 20 MMTPA of cargo can be moved in this Creek/River stretch.
- 4.8** The details of the same are as follows:
- Ro-Ro vessels:
    - JNPA/MbPA-Thane Creek section: 0.3 million TEU and 1.6 million vehicles (19.5 MMTPA).
    - Thane-Vasai section: 0.07 million TEU and 0.6 million vehicles (6.8 MMTPA)
    - Thane-Kalyan section: 0.24 million TEU and 0.01 million vehicles (3.0 MMTPA).

- Cement: 10 MMTPA
- Passenger ferry services demand of 58 lakhs passengers annually is expected to grow at 8 – 10 percent per year. Passenger Ferry points may be provided across Vasai Creek.
- Tourism: Tourism potential exists at Vasai, Vashi, Thane and Panju island water front areas.

#### **4.9 OPPURTUNITIES**

- a) Approximately 220 lacs of population in the catchment area will have direct or indirect benefits from the IWT and related projects that will come up in the area.
- b) Two major Ports i.e. JNPA and MbPA in NW will be a thrust for IWT.
- c) The Existing Cargo movement in the Trombay jetty / Bhivandi Jetty / Ambuja's Captive Jetty will have some influence in IWT on its development. Further, a considerable cargo is divertible from / to hinterland, as per the preliminary study carried out by IWAI.
- d) Eleven Industrial Clusters within the nearby locations of study stretch is a push for IWT development.
- e) Two major Fertilizer plants within the nearby reach are having the production capacity of 5.6 Lac MTPA.
- f) Two major Refinery Units in the vicinity are having the production capacity of 20.55 MMTPA.
- g) Cement mobility through IWT is observed and having a potential for growth.
- h) Possible divertible traffic to IWT through Ro-Ro is a significant strength for development of IWT in the study stretch.
- i) Divertible cargo has been identified and this will be a major strength to go ahead with the IWT development.
- j) Twenty Seven Ferry Points commuting 58 lacs of passenger mobility with an estimated 8 % growth rate is an indication of future growth for IWT.
- k) The Tourism potential in the study stretch is a boost for IWT development.
- l) Kalyan Railway yard within 3 kms is a scope for development of Rail / IWT hub. Further, the Rail Network in the study area will have advantage for creating inter modal connectivity.

## **5. Purpose of this EOI-**

5.1. This EOI intends to understand private sector participation on PPP mode and to undertake the proposed project duly assessing 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 6.

#### **5.2.3. Submission details**

- a) Applicants should submit the following as part of their Eol submission.
- b) Letter comprising application for EOI as per Annexure 1;
- c) Details of Applicant as per Annexure 2
- d) Power of attorney as per Annexure 3
- e) Business proposal as per Annexure 4

5.2.4. 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.

5.2.5. EOI must include a summary of business proposal intended at consolidation of Cargo in any or all the waterways as the case may be.

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 5.2.1 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 **17.06.2023 till 1800 hours IST** on the Central Public Procurement Portal <https://eprocure.gov.in/eprocure/app> in the formats specified at Annexure 1-4, together with the documents specified below and mark it as “EOI Application”. A receipt thereof should be obtained from the office of the person specified in Article 5.6.
- 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. Only the documents required to be submitted in hard copy must be submitted at the address provided in Article 2.14.
- d) The Applicant shall provide documents mentioned in Article 5.2.3 in original to the address provided in Article 2.14. The envelope shall be sealed and be marked duly mentioning the work **“Eol for operationalization of NW-53 in the State of Maharashtra on PPP mode”**. All documents listed in Article 3.5.3 shall be uploaded as soft copy over Central Public Procurement Portal <https://eprocure.gov.in/eprocure/app> as specified in Article 3.5.5.

5.2.11. The Application shall contain:

- (a) Letter comprising Application for EOI as per format at Annexure 6.1
- (b) Particulars of the Applicant as per format at Annexure 6.2
- (c) Power of Attorney for signing the EOI as per format at Annexure 6.3

- (d) Format for business proposal as per format at Annexure 6.4
- (e) Checklist for EOI submission as per format at Annexure 6.5
- 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 7. 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 as provided in 2.11 above. While the Authority shall endeavor to adhere to the schedule, it reserves the right to modify the schedule without providing any reasons thereof:

### **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)

Other Emails: [mt.iwai@nic.in](mailto:mt.iwai@nic.in) , [vc dialani.iwai@nic.in](mailto:vc dialani.iwai@nic.in) [srafat.iwai@nic.in](mailto:srafat.iwai@nic.in)

## 6. Annexures

### 6.1. 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 Eol for operationalization of NW-53 in the State of Maharashtra on PPP mode

EOI No: IWAI/Tech/Eol/DevofNW53/2023

Dear Sir,

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

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

Name: [•]

Designation:

[•] Address: [•]

Telephone & Fax:

[•] E-mail address:

[•]

## 6.2. 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):



### 6.3. 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 :IWAI/Tech/MahaNWs/Cargo Consolidation

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  
PRINCIPAL HAVE 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.*

#### 6.4. Annexure 4: Format for business proposal

<b>Title of business proposal</b>	Eol for operationalization of NW-53 in the State of Maharashtra on PPP mode
<b>Description of business proposal( Various activities are listed herein, the bidder is free to choose any or all of the activities)</b>	<p>The objective is enhancing the utilization of the NW-53 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 following 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> </ul>

	<ul style="list-style-type: none"> <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>
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### 6.5. Annexure 5: Checklist for EOI submission

Content	Forms	Remark Yes / No
EOI for Business proposal-Submitted by <u><b>[insert applicant name]</b></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)	

## 6.6. Annexure 6: Instructions for online submission

### Instructions to the Bidders for the e-submission of the Bid online through the Central PublicProcurement 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. Bidders 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) , [vcdialani.iwai@nic.in](mailto:vcdialani.iwai@nic.in)  
[srafat.iwai@nic.in](mailto:srafat.iwai@nic.in)

Contact Telephone Numbers: 0120- 2544036/2543972/2527667

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