

Project Management Unit
Capacity Augmentation of the National Waterway – 1 Project (Jal Marg Vikas)

INLAND WATERWAYS AUTHORITY OF INDIA

(Ministry of Shipping, Government of India)

Head Office : A-13, Sector – 1, Noida - 201301

Phone: 0120-2544004, Fax:0120-2543976 ; website:www.iwai.nic.in; email: mf@iwai.gov.in

1. Inland Waterways Authority of India (IWAI), Ministry of Shipping, Government of India has applied for financing from the World Bank towards the cost of the **Capacity Augmentation of the National Waterway – 1 (Jal Marg Vikas)**, and intends to apply part of the proceeds for consulting services. Jal Marg Vikas is focused on the capacity augmentation of navigational infrastructure of National Waterway-1 between Haldia and Allahabad. This shall be achieved by developing and improving the navigational infrastructure and maintaining necessary depth (3.0 meters) in the waterway in the river Ganga between Haldia and Allahabad.
2. The consulting services (“the Services”) include **IWT Sector Development Strategy and Market Development Study for Capacity Augmentation of National Waterway-1** from Haldia to Allahabad. This project is also known as “Jal Marg Vikas”.

The scope of work includes economic and financial feasibility assessment of inland water transport against the current and proposed technical parameters of the NW-1 in the potential freight corridors along the waterway. The assessment shall establish (i) the potential demand at different infrastructure and service parameters e.g. different least available depth (LAD) , navigational requirements and aids, terminal facilities including warehousing/storage needs, intermodal linkages as well as equipment needs (ii) the fleet size and operational performance requirements to meet the potential demand and (iv) supply chain review and transportation cost competitiveness including comparative analysis with road and rail (v) financial bottlenecks (vi) market opportunity and establishment of special economic zones and industrial zoning (vii) suggest multimodal logistic hubs comprising IWT Terminals, Railways and major road network inter-connectivity (viii) Assess the potential economic development and increase in employment opportunities in the region/hinterlands of NW-1 and expected shift from primarily agrarian economy to industrial service sector economy due to development of IWT Sector.. Based on the assessment, the consultants will have to assess the economic viability of improving the inland waterway infrastructure and the financial viability of operating inland waterway transport services and recommend the optimum infrastructure and service parameters. The consultant shall prepare an IWT sector development strategy and a strategic marketing plan to increase modal share of inland waterway transport. The market development plan shall be synergized with project master plan for infrastructure development i.e. number, location of terminals and facilities there on. The requirement for number, size, type of vessels for IWT sector shall be established. The location, size and number of shipyards, repair yards for maintenance shall be established. The O-D pair, freight hubs, integrated terminals for efficient and economic transportation to be submitted. The socio-economic assessment and formulation of a road map for legal/regulatory reform of the sector and institutional strengthening including Human Resource development for the sector shall be submitted. Identification of financing and operating mechanisms to ensure market development for the sector; measures to improve the

operational and financial performance of the sector, and formulation of a private sector development plan to maximize private sector investment in the IWT sector shall be provided. The consultant shall recommend framework for logistics and multimodal transport with waterways as one of the component. The consultant shall provide market development for tourism, cruise operators, passenger service including ferry service.

3. The Project Director, Project Management Unit, IWAI, invites eligible consulting firms (“Consultants”) to submit their interest to provide Consultancy services for **"IWT Sector Development Strategy and Market Development Study for Capacity Augmentation of National Waterway-1"**. Consultants interested in providing the Service should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. Consultant may form Joint Venture to enhance their qualifications or have a sub consultancy agreement.

The short listing criteria are:

a) Consultant should be engaged in conducting similar activities for the past 10 years – copy of Certificate of Incorporation to be submitted along with the EOI.

b) Consultant should have a minimum financial turnover of INR **12 crore** during any of the last 5 years – Declaration for last 5 years to be submitted along with the EOI.

c) Consultant should have completed 5 such studies of similar / related work during the last 5 years – List of scope of work, date of commencement, date of completion, client’s details to be submitted.

d) Consultant should be having a minimum of **50** employees on their payroll –declaration to be submitted.

4. Expressions of interest must be delivered in a written form to the address above (in person, or by post or by e-mail) by 10 October 2014 by 14:00 hours (IST) and it shall be clearly marked “Expression of interest for Consultancy services for " **IWT Sector Development Strategy and Market Development Study for Capacity Augmentation of National Waterway-1**".

5. 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”), setting forth the World Bank’s policy on conflict of interest.

6. 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.

7. A Consultant will be selected in accordance with the Quality and Cost Based Selection method set out in the Consultant Guidelines.

8. 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 14:00 hours (IST) on 10th October 2014. 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. Joint Venture (JV) shall not have more than 3 members. One of the members should be a Lead Member.

5. A Consultant shall submit only one proposal, either individually or as a joint venture partner in another proposal. If a Consultant, including a joint venture partner, 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.

6. 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.

7. IWAI reserves the right to reject any Applications, without assigning any reasons thereof.

8. The Applicant shall provide all the information sought under this Qualification Document. PMU, IWAI would evaluate only those Applications that are received in the required format 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, 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. Information is to be furnished by sole applicant or members of JV individually.

3. If present firm 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. Information is to be furnished by sole applicant or members of JV individually.
4. Present a brief narrative description of the firms. Information is to be furnished by sole applicant or members of JV individually.
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. Information is to be furnished by sole applicant or members of JV individually.
7. Indicate financial figures from consultancy business for past 5 (five) financial years.
8. Organizational strength of Consultant and its constituents in case of a JV shall be given.

(Project Director)