



**MINISTRY OF PORTS, SHIPPING AND WATERWAYS
THROUGH
SAGARMALA DEVELOPMENT COMPANY LIMITED
INVITES**

**Expression of Interest (EoI) for Operationalization of
Specialized Vessels on Select O-D pairs**

Ref. No.: SDCL/NIT/20-21/06

December 2020

Contact :

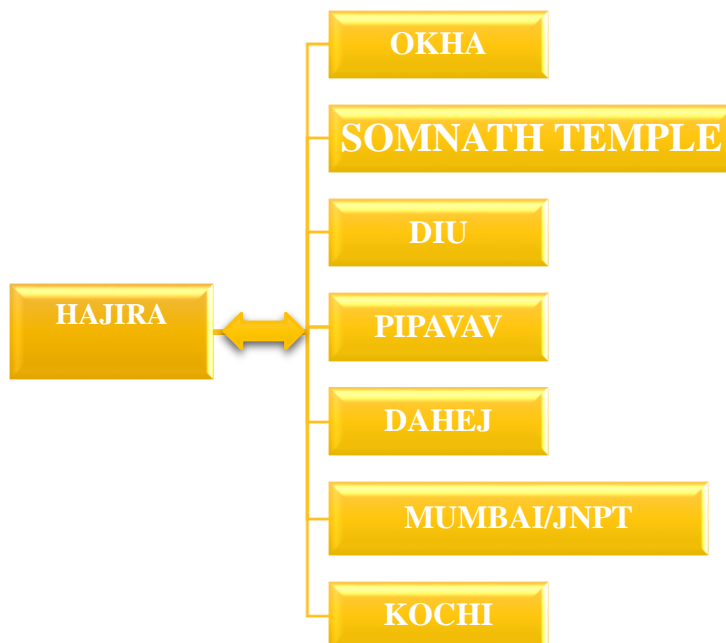
**Sagarmala Development Company Ltd. (SDCL)
1st Floor, Thapar House, Gate No. 2
124, Janpath, New Delhi – 110 001**

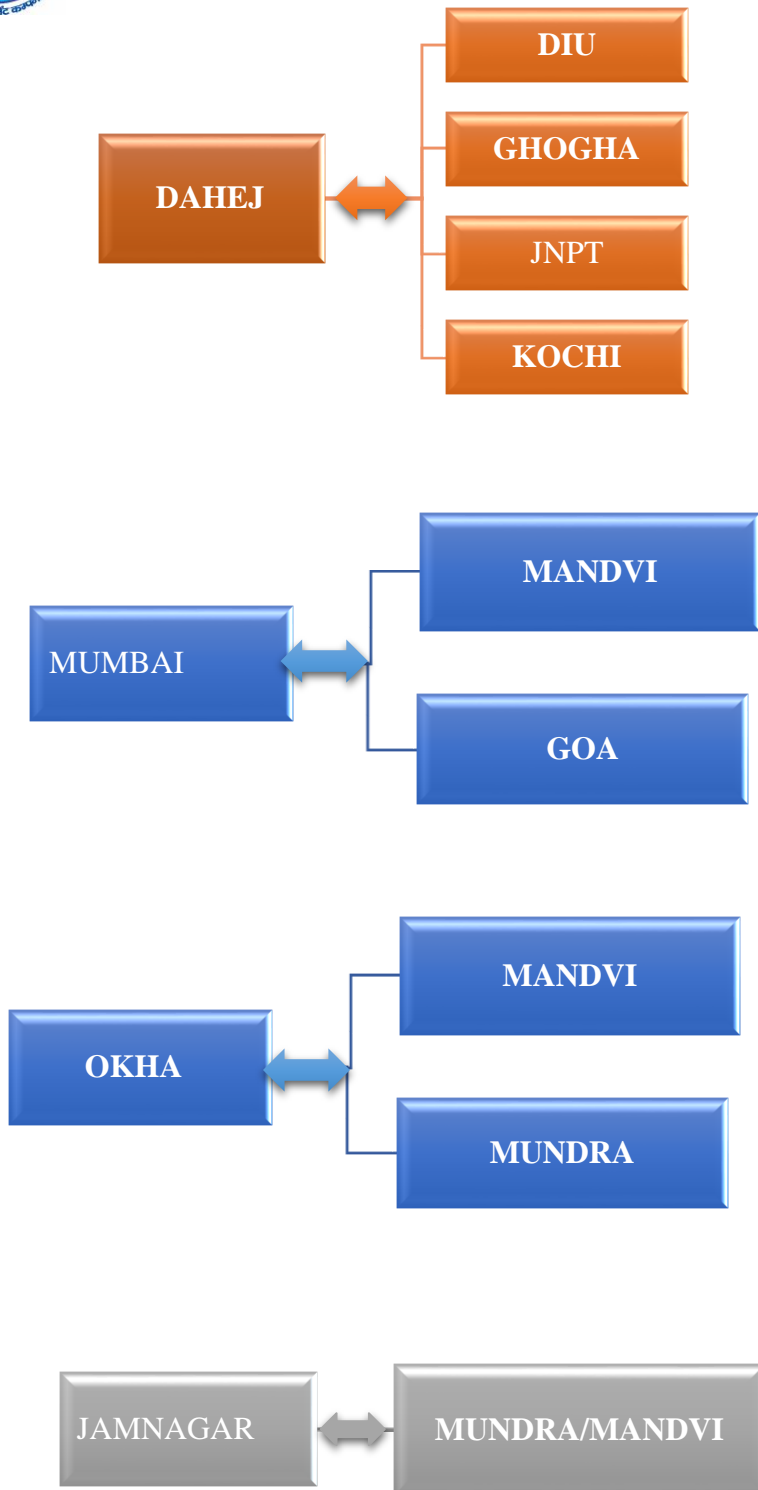
Notice Inviting Expression of Interest (EoI) for Operationalization of Specialized Vessels on the Select O-D pairs

Ministry of Ports, Shipping and Waterways (MoPSW) through Sagarmala Development Company Ltd (SDCL) invites “Expression of Interest (EoI) for Ro-Ro, RoPAX, PAX, Cruise operation and Coastal Shipping on the various identified O-Ds pairs” (**for providing both ways services**) in the Coastal areas (covering both national and international routes) and Inland Waterways from Indian companies which are engaged in the business of cruise / passenger operations, inland barge/river sea vessel/vessel operations for both cargo and passengers, logistic operations, infrastructure developer and/or port/Inland water Terminal Operations.

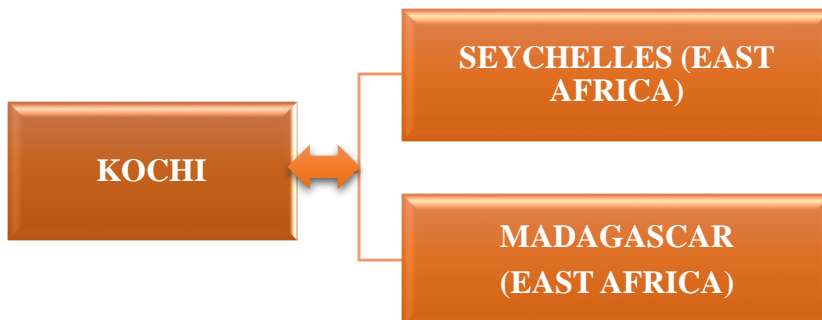
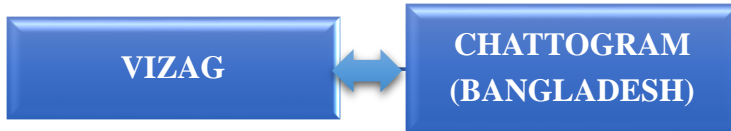
The indicative list of O-D pairs for operationalization of Ro-Ro/RoPAX/PAX/Cruise Shipping operations are provided hereunder:

NATIONAL ROUTES (O-D Pairs)





INTERNATIONAL ROUTES (O-D Pairs)





I. Background

- (1) SDCL is a CPSE under the administrative control of Ministry of Ports, Shipping and Waterways (MoPSW), Government of India. The company was incorporated on 31st August 2016, as part of ongoing efforts to promote port led development in the country under the ambitious Sagarmala Programme of the Government of India.
- (2) SDCL is exploring plans to leverage on the long coastline of India and the numerous water bodies and rivers across India by commencing Ro-Ro/RO-PAX/PAX/Cruise shipping (**hereinafter referred as Specialized Vessels**) Operations, thereby providing connectivity and easier accessibility to locations in India and abroad. The key focus of SDCL is to ensure faster and hassle free transportation of passengers & cargo through specialized vessels to destinations which are currently accessible through long and tortuous road journeys and to develop requisite infrastructure if required for smooth handling of the Specialized Vessels (**hereinafter referred as Project**).

II. Objective

- (1) SDCL is desirous of facilitating the companies to develop and operate the Specialized Vessels on the identified O-D pairs on a commercially and financially viable basis or on any other O-D pairs as suggested by the Applicants (respondents of EoI) during the process of this EoI.
- (2) The objective of this EoI is to gauge the interest of the various companies in the project and also to understand the requirement and facilitation required in order to make the project operational.
- (3) In case any of the Applicants wants a support from SDCL in form of equity investment, the same to be indicated in Annexure-II along with the amount of such support. In such cases, a Project SPV to be incorporated with the obligations of each parties as detailed out in section- IV.
- (4) The indicative list of O-Ds pairs for the operationalization of Specialized Vessels is diagrammatically represented at the beginning of this EoI. However, commercial operations on the indicative O-Ds shall subject to technical and Financial feasibility of the O-D pairs which needs to conducted by the applicant on its own cost.
- (5) However, Applicants are encouraged to provide any other O-Ds pairs based on their experience and knowledge. The Applicants should use Annexure-II to provide information to such suggested O-D pairs and also details of select O-D pairs (provided at the beginning of EoI) on which Applicant is willing to operate their services.

III. Role of MoPSW/SDCL

- (1) MoPSW/SDCL may play the following role if required by the Applicants
 - (a) Provide facilitation, handholding and assistance in obtaining approvals/permissions/clearances from the various Government Agencies etc for the identified O-D pairs
 - (b) Assist in the procurement of required infrastructure if required for operationalization of Specialized Vessels on Select O-D pairs
 - (c) Assist in obtaining finance for the project if required
 - (d) Any other facilitation required by the Applicant
- (2) Applicants are required to submit the facilitation required from MoPSW/SDCL in Annexure-II

IV. Obligations of parties in case of SPV formation with SDCL

- (1) **Obligation of SPV (in case Applicant wants to make a SPV with equity investment from SDCL)**
 - (a) SPV to conduct a detailed assessment of the various identified O-D pairs and devise a Business Plan
 - (b) Procurement of appropriate Specialized vessels for operations and maintenance on the specified routes
 - (c) Obtain all permissions/clearances/approvals for the project
 - (d) Firm up the amount of statutory charges in discussion with Authorities.
 - (e) Do market making by demonstrating the benefit of the project on ground
 - (f) Prepare strategy to attract passenger to increase the revenue and profit of the SPV
 - (g) Developing and operating support facilities
 - (h) Tie- up with cab /taxi service providers for seamless first/last mile connectivity
 - (i) Work with state Govt/Central Govt /Foreign Government agencies regarding clearances and approval required for the project.
 - (j) Collect ticket price from the passenger at the rate approved by SPV Board.
 - (k) Pay all dues and statutory user charges as per stipulation by Authorities
 - (l) Scheduling of the Specialized Vessels as per seasonal demand of passenger for overall profitability of the SPV.
 - (m) Appoint requisite number of officials for uninterrupted operation of Specialized Vessels that include ground staff, crew etc.
 - (n) Coordinate with Authorities for all operational needs and discuss the issues if any
 - (o) Tie- up with the various Shipyard for repair and maintenance of the Specialized Vessels and for annual inspection of the Specialized Vessels for certification of seaworthiness
 - (p) Suitable safety measure to be inbuilt in the Specialized Vessels to avoid any kind of accidents.
 - (q) Deployment of officials for smooth functioning of Specialized Vessels both on board and on shore operations.
 - (r) SPV to obtain the requisite insurance inclusive of third-party insurance as per the Industry practice

(2) Obligation of SDCL

The obligation of SDCL in the proposed SPV would be as follows –

- (a) Assist SPV in carrying out detailed assessment of the Project(s) including market / demand assessment study, develop feasible business model for operation of Specialized Vessels
- (b) Assist SPV in obtaining permissions/clearances/approvals for the Berthing & allied facilities, if required.
- (c) Provide equity into the SPV (maximum 49%)
- (d) Assist SPV in developing the Berthing & other allied facilities if required for smooth operations of Specialized Vessels
- (e) Work with State Govt./Central Government/Foreign Government agencies for development of road connectivity if required from nearest State/National Highway as the case may be.

(3) Obligation of SPV Partner

The obligation of SPV Partner in the proposed SPV inter alia includes the following:

- (a) Assist SPV in carrying out detailed assessment of the Project(s) including market / demand assessment study, develop feasible business model for operation of Specialized Vessels.
- (b) Assist SPV in obtaining permissions/clearances/approvals for the Project(s).
- (c) Assist SPV in developing and operating the facilities.
- (d) Finalize suitable Specialized Vessels for deployment on identified routes in consultation of SDCL.
- (e) Provide equity into the SPV
- (f) Prepare SOP for operation and maintenance of Specialized Vessels.
- (g) Assist SPV in tie-up with various shipyards for repair and maintenance of Specialized Vessels.
- (h) Depute experienced staff in consultation with SDCL in the proposed SPV for overall management and operations of the Project(s).
- (i) Provide technical inputs on Shipping matters, including safety and security.

- V. The above Obligation of SPV, SDCL and SPV Partner are indicative and will be finalized in due course of time after detailed consultation with the respondents of this EOI.
- VI. The purpose of this EoI is to gauge the interest of the various companies in this project.
- VII. The Expression of Interest along with all the parts of Annexure-I, Annexure-II and supporting documents should be submitted as a single consolidated document (in PDF format) by email only to projects@sdclindia.com with the subject “Expression of Interest for operationalization of Specialized Vessels on the select O-D pairs” on or before 1500 hours IST on 7th January 2021 (EoI Due Date). Applications received after the EoI Due Date will not be considered for consultations.



The prescribed formats for submission of EoI can be downloaded from www.sdclindia.com or <http://www.sagarmala.gov.in/notification/tender> or www.ipa.nic.in .

- VIII. SDCL reserves the right to annul or modify the process or issue another request for EoI at a later date without assigning any reason whatsoever. During Evaluation of the EoI, SDCL may seek additional information from Applicants who respond to this notice inviting EoI.
- IX. After the submission of response to EoI by the Applicants, SDCL will call all the EoI respondents (physically or through Video conferencing) to make presentation on the submission made by the respective Applicants and interact with SDCL on the project. The date and time of such presentation will be intimated by e-mail to all the EOI respondents after EOI Due Date.
- X. For any query, please write to projects@sdclindia.com .
- XI. Nothing in this advertisement shall be construed to be a commitment on the part of SDCL. SDCL does not guarantee to proceed further with this EoI, this invitation for EoI being neither an agreement nor an offer for award of work.

Annexure I

(1) **Name of the Applicant:**

(2) **Applicant Information**

| S.No | Particulars | Details |
|-------|--|---------|
| (a) | Country and Year of Incorporation | |
| (b) | Address of corporate Headquarters | |
| (c) | Details of Individual(s) who will serve as point of contact: | |
| (i) | Name | |
| (ii) | Designation | |
| (iii) | Mobile Number | |
| (iv) | Email ID | |

Note: Enclosure

(a) Certificate of Incorporation

(3) **Company Profile covering following heads**

(a) **Existing Operation with Specialized Vessel**

- (i) Type of License/permit obtained from appropriate Authority for plying of Specialized Vessel
- (ii) Duration of such License
- (iii) Year of Commencement of Operation

(b) **Fleet Size**

- (i) Number, Type, Model and Age of Specialized Vessels under possession of Applicant
- (ii) Mode of Procurement of the such Specialized Vessels such as Charter/Outright Purchase etc

(c) **Operating Parameters**

- (i) O-Ds served
- (ii) Average Daily passenger/Cargo per annum in the past two years
- (iii) Company staff strength (both on rolls and on contract)

(d) **Financial Parameters**

- (i) Turnover of the Company in the past two years
- (ii) Networth of the Company as on 31st March 2020

Annexure-II

NAME OF THE APPLICANT:

Details of O-Ds pairs-including O-D pairs suggested by Applicants (Kindly fill separate sheet for each of the O-D pairs)

(a) O-D pairs

| S.No. | From | Name of State and District | To | Name of State and District | Distance (in NM) |
|-------|------|----------------------------|----|----------------------------|------------------|
| | | | | | |
| | | | | | |

(b) Tick the type of services proposed to be provided on the suggestive O-D pairs (select one or more)

- (i) Ro-Ro Vessel
- (ii) RoPAX Vessel
- (iii) PAX Vessel
- (iv) Cruise Vessel
- (v) Coastal Vessel
- (vi) Any other Vessel

(c) Details of Vessels planned to be deployed by the Applicant

- (i) Type of Vessel :
- (ii) Capacity of Vessel :
- (iii) Age of Vessel :
- (iv) Country of Manufacturing :

(d) Provide the details of Existing Infrastructure both at origination and destination points alongwith requirement of Proposed Infrastructure

- (i) Available draft both in the approach channel and alongside the Jetty/Proposed Jetty
- (ii) Is jetty available, if yes, is that adequate for handling of Specialized Vessels or some modifications are required to be carried out
- (iii) Status of Navigational aids (yes/no)
- (iv) In case of the development of new Jetty, is the location for the jetty development identified?, if yes kindly provide the coordinates.

- (v) Kindly provide the details of existing infrastructure at the identified locations in terms of connectivity and availability of other existing infrastructure such as water supply, power supply etc.
- (vi) Any other specific infrastructure required to make the operation feasible
- (vii) Indicate the estimated cost of development

(e) Existing preferred mode of transportation between the identified O-D pairs (Road/Rail)

| S.No. | Preferred mode of transportation | Distance (in km) | Travel Time (in Hour) | Cost (in Rs) |
|-------|----------------------------------|------------------|-----------------------|--------------|
| | | | | |

- (f) Benefits accrued due to the deployment of Specialized Vessels as compared to existing mode of transportation on the following parameters

| S.No. | Particulars | Existing Mode of Transportation | Through Proposed Mode |
|-------|----------------------------|---------------------------------|-----------------------|
| (a) | Travel Time (in hours) | | |
| (b) | Cost (in Rs per passenger) | | |
| (c) | Distance (in km) | | |
| (d) | Any other Benefits | | |

- (g) Is any study conducted for assessment of passenger & cargo traffic and the viability of the project, if yes kindly share the copy of the study

(h) Status of Financial tie-up

- (i) Total estimated cost of the project
- (ii) Proposed means of Finance
- (iii) Total equity investment envisaged for the project
- (iv) Kindly provide Equity support requirement if any for the project in percentage terms from SDCL

- (i) Kindly provide the details/status of clearance and permission required for operationalization of the Specialized Vessels such as License, Environmental/CRZ clearance etc with the indicative timelines for obtainment of such clearances and permissions.

| S.No | Name of Clearances/Permission required | Name of Authority | Indicative timelines |
|------|--|-------------------|----------------------|
| | | | |
| | | | |

- (j) Indicate the facilitation and Assistance required from SDCL/MoPSW for Operationalization of the said O-D**