



NOTICE

INVITING

EXPRESSION OF INTEREST

for

OPERATING CATAMARAN/FERRY SERVICE

BETWEEN DAMAN-DIU-DAMAN

EOI Ref No.SCI/UTDD/EOI for HSC/2018, dated 20.09.2018

THE SHIPPING CORPORATION OF INDIA LTD.
(TECHNICAL & OFFSHORE SERVICES DIVISION)
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EXPRESSION OF INTEREST
FOR OPERATING CATAMARAN/FERRY SERVICE BETWEEN
DAMAN-DIU-DAMAN

This notice is issued only to elicit an Expression of Interest (EOI) from parties interested in the project and does not constitute any binding/commitment from SCI to invite any or all the parties in the subsequent bidding process. SCI will not be responsible/ liable to any party in any way for costs associated in preparation & submission of EOI. SCI is also not obliged to share clarification related questions with other bidders/participants than the one which seeks clarification

A) BACKGROUND:

The Administration of Daman & Diu and Dadra & Nagar Haveli (UTDD) is contemplating to promote High Speed Craft service between Daman-Diu-Daman, using Catamarans/High Speed Crafts. SCI being Technical Consultants to UTDD, assisted in preparation of a detailed technical feasibility and economic viability study with the support of independent consultants for the proposed High Speed Craft service.

Informatively, there is significant traffic movement between the adjoining areas of Daman and Diu by road and rail. This movement is time taking and the routes are extensive because of the geographic peculiarities. The nautical distance between these two locations is quite short in comparison. It is hence believed that there is scope for launching a High Speed Craft service between these locations and this can result in time saving for the passengers, besides the other antecedent benefits of road traffic shift to a more fuel efficient and carbon friendly mode.

In this regard, sealed offers (EOI) are invited from **reputed vessel operators/ agencies, interested in providing/operating the High Speed Craft Services between Daman-Diu-Daman.** The operating distance is around 106 Nm. The craft shall be operated for eight (8) months of fair weather in a year i.e. October to May. Only those Operator/Agencies which have track record of successfully operating High Speed Passenger Crafts during past three years are eligible to participate in this EOI. The agency should be in possession of valid ISO certifications for QMS, EMS, OSHAS and valid DOC to operate HSC vessels.

B) OBJECTIVE:

The objective of inviting this EOI is to identify the vessel operators/agencies interested in providing and operating the High Speed Craft service between Daman-Diu-Daman; and to understand the business modalities/proposals.

C) ROLE & RESPONSIBILITIES OF THE OPERATOR:

Operator may own or lease the ferries/crafts. UTDD will provide the existing infrastructure e.g. terminal facilities etc for efficient implementation of the service. The private operator would be responsible for full range of investment and operations including staffing, vessel maintenance, logistics and marketing. The structure, nature and extent of the private participation can be strategically structured taking into account aspects such as development requirements, viability of the development, security and clearances consideration, land availability and status etc. UTDD shall have right to collect revenues from the Project Facilities in addition to collecting agreed share of income, for providing the infrastructure. UTDD will not invest or contribute any amount towards the project except providing the existing infrastructure & facilities.

The roles and responsibilities of the Operators are set out below:

- ✓ The operator shall have the responsibility to provide the ferry service viz., all aspects of acquisition of vessels or leasing, operations including staffing, vessel maintenance, logistics and marketing etc.
- ✓ Mobilization of funds required for the development of the Project
- ✓ Design, construct, implement, operate and maintain the Project Facilities and required support facilities like waiting lounge, Parking space, ticket counter, etc as specified by UTDD.
- ✓ Operation and Maintenance of the Project Facilities as per the standards specified by UTDD
- ✓ Promotion of the Project as a destination
- ✓ Commencement of the Project in a timely manner
- ✓ Obtain all necessary clearances from the Government for the commissioning of the Project.
- ✓ Make appropriate payments to UTDD on time as per agreed terms.

- ✓ Handover the Project site along with Project Facilities to UTDD on completion of the project period.

D) QUALIFICATION & ELIGIBILITY CRITERIA:

- ✓ The Operator should have minimum 3 years of experience in running, maintenance & management of Passenger Vessels.
- ✓ The turnover of the Operator should be minimum Rs. 100 crore (or equivalent US\$) in the past 3 years. If the operator is a consortium, the turnover criteria shall be met by the Lead member of the consortium.
- ✓ The operator should be running minimum 2 passenger vessels at present and should be in possession of DOC for passenger vessels.
- ✓ The owner/operator should not appear on OFAC (Office of Foreign Assets Control) list.
- ✓ The owner/operator should not be in banned or disqualified list of Govt. of India or any government agencies/companies.

E) SUBMISSION OF EOI:

Interested parties may submit their “**Expression of Interest**” in writing by **1700 hrs (IST) on 11.10.2018** to The Director (Technical & Offshore Services) at the following address:

The Director (Technical & Offshore Services)
5th Floor, Shipping House,
245, Madame Cama Road,
Nariman Point,
Mumbai – 400 021, India.

The cover containing EOI should be sealed and superscripted “Expression of Interest (EOI) for **OPERATING CATAMARAN/FERRY SERVICE BETWEEN DAMAN-DIU-DAMAN**”. The responses received will be **opened at 1130 hrs (IST) on 12.10.2018**.

The offers of EOI should also consist of company profile, past experience, detailed business plan, etc. The interested bidder/participants may seek any clarification from the following officials:

- a) DGM I/C (SB&S) @ upendra.kumar@sci.co.in / +91 22-2277 2540
- b) Chief Manager (SB&S) @ nk.tripathi@sci.co.in / +91 22-2277 2551
- c) Sr. Mgr.(Projects) @ maddila.kumar@sci.co.in / +91 22-2277 2182
Fax: +91 22 2285 4790

I. INSTRUCTION TO PROSPECTIVE PARTICIPANTS

- 1) This is an invitation for EXPRESSION OF INTEREST and not TENDER. No payment will be made to the bidder/responder of such Expression of Interest.
- 2) The experience and other details of the participant should be provided in the formats given in **Annexure-1** along with documents for proof thereof.
- 3) The offers for Eoi sealed in a cover and super-scribed “EOI FOR OPERATING CATAMARAN/FERRY SERVICE BETWEEN DAMAN-DIU-DAMAN” should reach SCI by 1700 hours of **11.10.2018**. The offers will be opened on **12.10.2018** at 1130 Hrs (IST), in SCI office, in the presence of the representatives of the bidders, if any.
- 4) It is the responsibility of the participants/bidders to see that their offers in sealed covers reach the above address by due date and time. The fact that the offer has been posted in time will not bind SCI for considering the offer, in case such an offer is delayed in post or mislaid/misdirected due to incomplete or incorrect address / superscription or other causes.
- 5) An **authorized** representative of the Bidder may remain present at the time of opening of the offers for Expression of Interest.
- 6) The person signing the Expression of Interest Document should duly authenticate errors or corrections in the EOI, if any. Over-writing will not be accepted.
- 7) Bidders willing to participate in this EOI have to attend EOI meeting, may be scheduled in Mumbai or Daman.
- 8) Bidders who attend the EOI meeting will only be eligible for participating in the tender subsequently.
- 9) At the time of EOI meeting, the bidder shall make a presentation (15-20 minutes duration) about the proposed business plan or operating module. Date and venue of the EOI meeting will be communicated after evaluation of EOI documents.
- 10) SCI/UTDD reserves the right to accept or reject any offer or the whole process

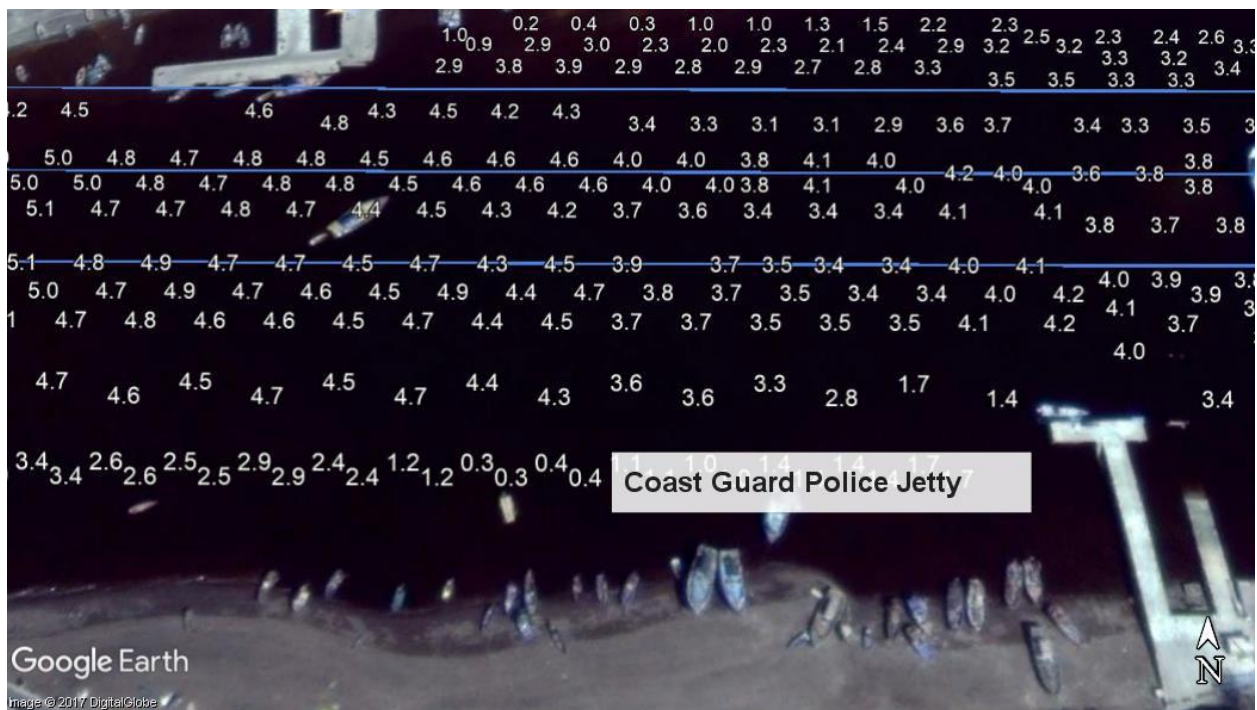
without assigning any reason to the shipyards, whatsoever.

- 11) Any kind of canvassing with regard to offered products services in connection with submission of EOI will lead to disqualification of the offers.
- 12) Expenses towards traveling for attending meetings pertaining to this Eol are to be borne by the prospective bidders only.

II. BRIEF TECHNICAL INFORMATION FOR THE PARTICIPANTS

1) Jetty facilities at Daman:

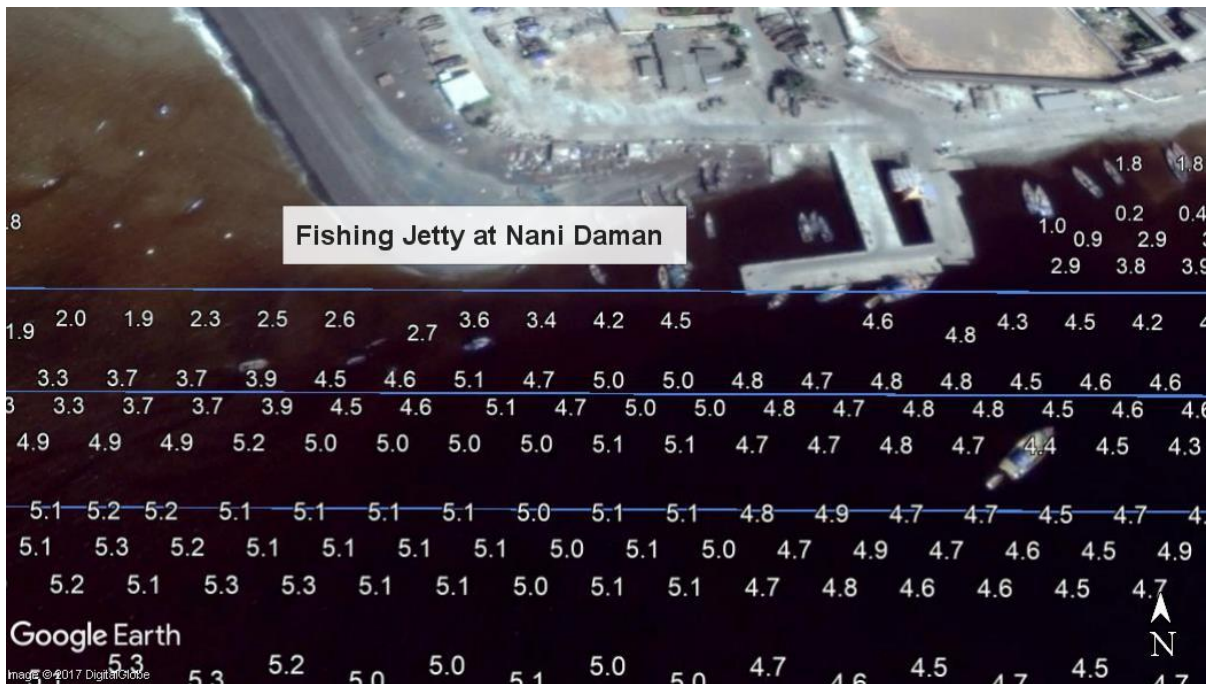
Presently, two facilities are existing which can be used for passenger ferry movement. The first one is fishing jetty on Nani Daman side which is located at Latitude 20°24'40" and Longitude 72°49'54". This fishing jetty is extensively used by fishermen. This jetty is 60 M long and 10M wide. There is another jetty on Moti Daman side at Latitude 20°24'40" and Longitude 72°50'02" and this jetty is currently used by Coast Guard Police. This jetty is 25 M long and 7M wide. However, both facilities will require some upgrade like installation of fixed vertical fenders on vertical face / piles of jetty to provide protection to jetty and to avoid damage to speed boat / vessel, while berthing alongside. Please see following photo depicting proposed Coast Guard police jetty at Moti Daman side.



The present draft alongside coast guard police jetty is 1.4M CD, and thus it requires dredging alongside to ensure vessel movement irrespective of tidal conditions. There is adequate space at the entry of this jetty to make arrangements for vehicle parking, passenger waiting lounge, ticketing counter etc.

Alternatively, the fishing jetty at Nani Daman side can also be used for passenger

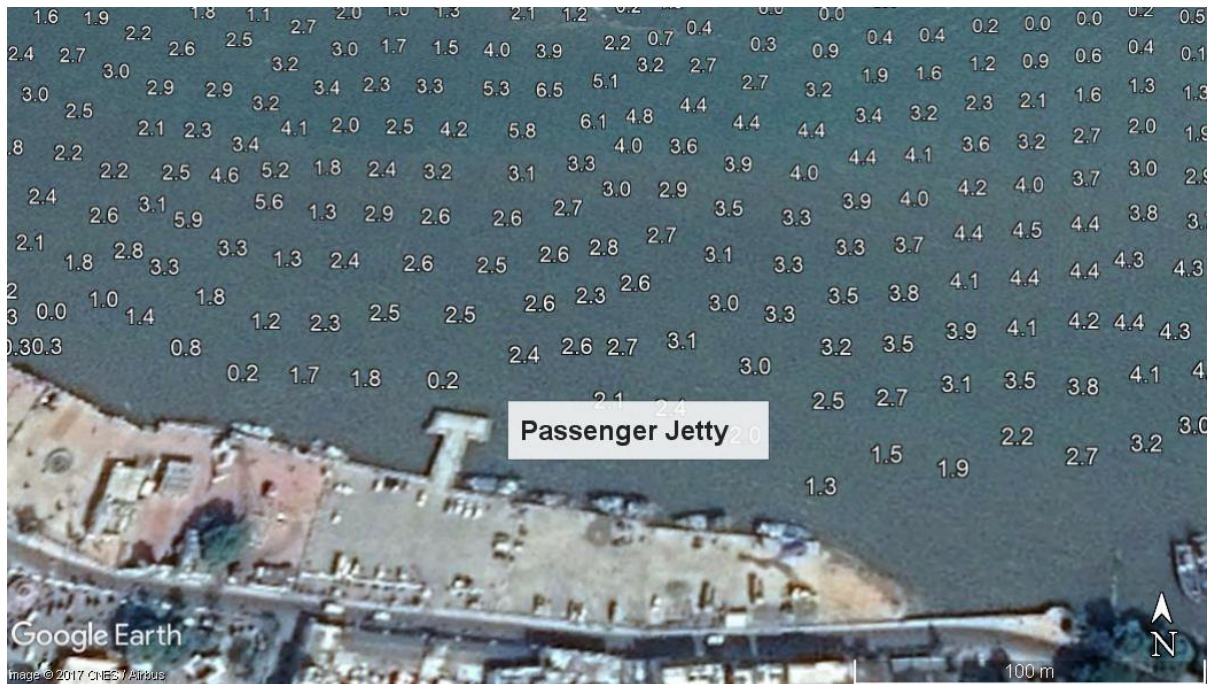
ferry movement. The current draft alongside this fishing jetty is more than 4M CD.



There is adequate space at the entry of this fishing jetty to make arrangements for vehicle parking, passenger waiting lounge, ticketing counter etc.

2) Jetty facilities at Diu:

One passenger jetty is already constructed near Diu Port Office. This jetty is 20M long and 7M wide, which can be used for berthing of passenger ferry for immediate commencement of operation. This jetty is located at Latitude 20°43'10" and Longitude 70°59'14". This facility however will require some upgrade like installation of fixed vertical fenders on vertical face / piles of jetty to provide protection to jetty and to avoid damage to speed boat / vessel, while berthing alongside. Please see following photo depicting proposed passenger jetty at Diu:

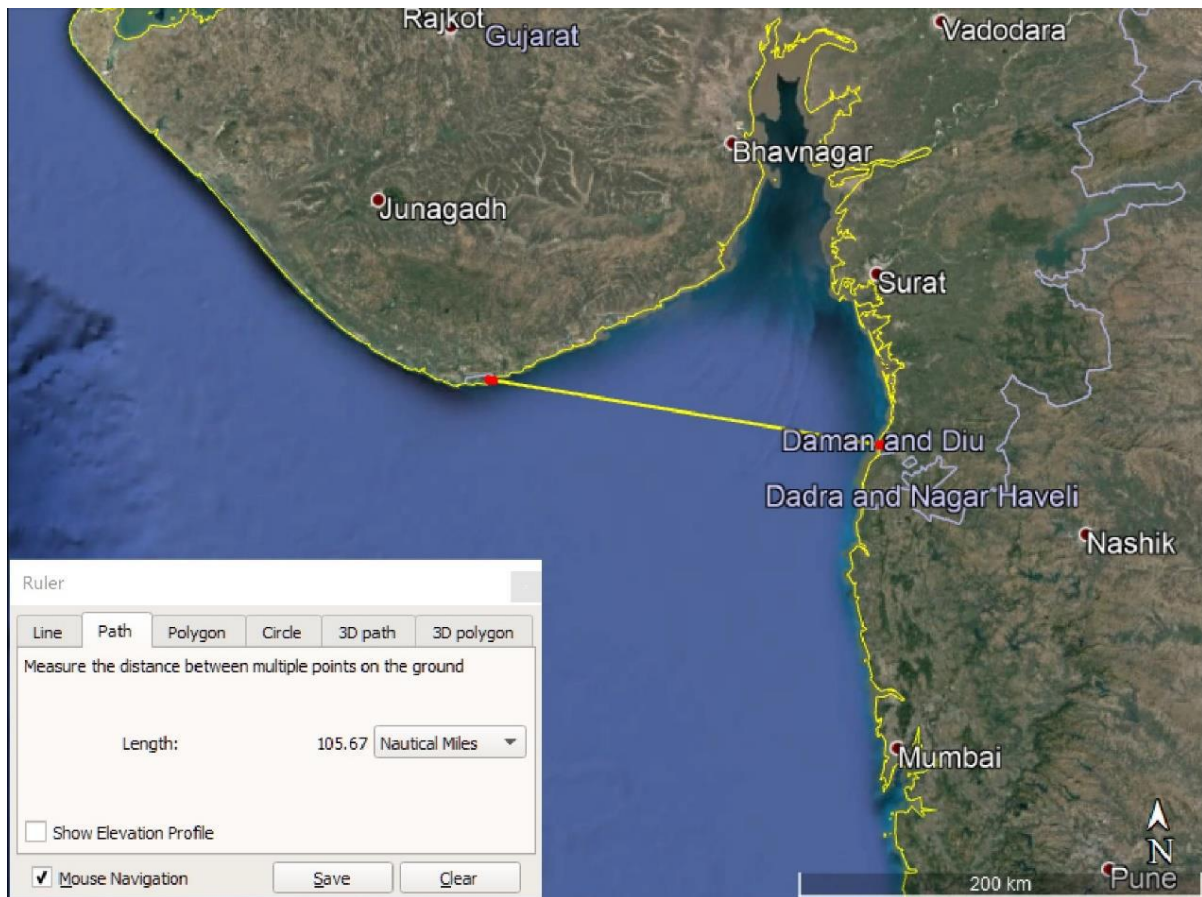


3) Tidal Variations at Daman and Diu are as given below:

Tide	Daman	Diu
Mean Low Water Spring	+ 1.4 M	0.7 M
Mean Low Water Neap	+ 2.7 M	1.4 M
Mean Sea Level	+ 3.8 M	1.6 M
Mean High Water Neap	+ 4.9 M	1.9 M
Mean High Water Spring	+ 6.2 M	2.2 M

4) Proposed Sea Route for Diu-Daman connectivity

Approx: 106 nautical miles



5) Selection of passenger craft for this Project:

Water connectivity between 'Diu and Daman' can easily be established by starting conventional passenger ferry which usually operates at the speed of 10-15 NM per hour. In such case, it would take around 10-12 hours for travel between 'Diu and Daman' and this travel time is almost same as time taken by existing road transport systems. This high travel time by sea-mode might also result into motion / sea-sickness and thus this option has very poor sustainability.

To make water connectivity more attractive to the passengers, the only possible option is to reduce the travel time to the extent possible without sacrificing the passenger comfort. Hence a 'High-Speed Craft' with 30 knot speed is suggested for passenger transport. Most suitable/ best fit boat models could be of 150 pax capacity and cruising speed of 30 nautical miles basically to reduce transit time.

- High-speed passenger craft shall confirm / comply to:
 - SOLAS Convention

- IMO adopted Tonnage Convention
- Load-Line regulation
- MARPOL
- The Hull and Superstructure of high speed passenger vessel shall be made of **marine aluminium**
- The craft must have valid H&M and P&I insurances in place before commencing passenger ferry operations
- The craft must comply with DGS latest requirement and relevant requirement of Indian Custom Authorities
- The craft should be capable of operating safely during the day-time being high-speed passenger carrier
- The craft must have adequate propulsion power to deal with local current and tidal variations and maintain voyage schedule
- The flag manufacturing country should be acceptable to GOI
- The craft must be fitted with maneuvering aid and should be capable to berth & un-berth safely without Tug assistance
- The craft should be fitted with twin screws and thrusters to effect above safely.
- The craft should be fitted with necessary Radio & Navigational equipment, LSA and FFA in compliance with applicable statutory (FLAG) and classification society's requirement
- It is strongly recommended that the craft shall be fitted with '**Ride Control System**' for controlling ship motions to improve its sea keeping behavior at high speeds. The basic purpose of this device is to provide stability during journey, which substantially reduces motions and sea-sickness. Though such device will add to cost of the craft, it is essential to incorporate such device and ensure stability to minimize sea-sickness.

GENERAL INFORMATION OF THE PARTICIPANT/BIDDER

S.No	Element	Description required
1	Name of the participating operator/ bidder	
2	Registered Postal Address of the Firm & its principal place of business.	
3	GST number	
4	PAN (pls. attach a copy)	
5	Contact details (email/phone/fax/ website)	
6	Details of Contact Person	
7	Year Established	
8	Type of Organization Proprietary/Partnership/Public Limited company/ Government PSU/Others (please specify)	
9	Name(s) of Proprietor / Partners in case of Proprietary / Partnership concern.	
10	Whether your firm has branch offices at any other places. [If yes, furnish details]	
11	Business Profile in terms of types of ships under operations	
12	Details of Collaboration if any	
13	Annual Turnover in Last Three Years	
14	Bankers	
15	Details of Key Customers Served in the Last 3 years.	

16	Whether your firm has been disqualified by any Company at any time in the past. If yes, state reasons.	
17	Please state if any member of your firm has any relation employed in The Shipping Corporation of India Ltd. (If Yes, give full details)	

Note: Particulars requested above may be furnished on separate sheets, if necessary.

(Signature of Participant)

Date: _____

Full Name: _____

Place: _____

Designation: _____

Rubber Stamp