

Setting up of Multi-Skill Development Centre in Deendayal Port on Public Private Partnership Mode



Deendayal Port Trust

P.O. Box No. 50, Administrative Building,
Rabindranath Tagore Road,
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For Contact:

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Request
For
Expression of Interest

November 2021



Deendayal Port Trust

Expression of Interest (EOI)

From Potential Agencies or Consortium of Agencies

For

Setting up of Multi-Skill Development Centre in Deendayal Port on Public Private Partnership.

Deendayal Port Trust (DPT), is planning to setup a “**Multi-Skill Development Centre in Deendayal Port on Public Private Partnership**” to train manpower for various port operations which will improve the efficiency, productivity and competitiveness of the port.

In this regard, Deendayal Port Trust intends to invite this “Expression of Interest” from eligible agencies on their own or in consortium, preferably one which itself is running a port and maritime logistics company. The EOI document can be downloaded from Deendayal Port Trust’s website at www.deendayalport.gov.in.

Interested parties may submit/send their “Expression of Interest” for the proposed Project along with details of their financial & technical capability, audited balance sheet, etc. and any other details requested as per this EOI, in a closed cover to the Chief Engineer, Deendayal Port Trust, A.O. Building, P.O. Box No. 50, Gandhidham, Kutch, Gujarat; on or before **23.11.2021** till 16:00 Hrs.

Sd/-
Chief Engineer
Deendayal Port Trust



Deendayal Port Trust
Engineering Department

Expression of Interest (EOI)

From Potential Agencies or Consortium of Agencies

For

**Setting up of Multi-Skill Development Centre in Deendayal Port on Public
Private Partnership.**

1. Introduction:

Logistics is the backbone of an economy providing efficient and cost effective flow of goods on which other sectors depend. The Indian logistics sector was valued at USD 215 billion¹ in 2021 and is expected to grow at a CAGR of 10.5%. The Indian logistics sector contributes about 14% to GDP which is much higher than that in USA (9%), Europe (10%) and Japan (11%).

Ports are largely concerned with logistics activities which includes land transport, warehousing (storage & packaging), courier & express services, terminals, inland container depots (ICDs) and container freight stations (CFS), EXIM logistics (freight forwarding and customs clearance), cold chain logistics, supply chain logistics, liquid logistics and e-commerce. The logistics sector holds huge potential for investment and development in years to come. The component wise present estimated employment in the logistics sector is as follows:-

- (i) Land Transportation – 4.84 mn.
 - (ii) Warehousing (Storage and Packaging) - 3.84 mn.
 - (iii) Supply Chain - 2.13 mn.
 - (iv) Courier and Express - 1.37 mn.
 - (v) Cold Chain Logistics -0.16 mn.
 - (vi) EXIM Logistics-Freight forwarding and Customs clearance - 0.12 mn.
 - (vii) Port Terminals, ICD and CFS - 0.08 mn.
 - (viii) E-commerce - 0.02 mn.
 - (ix) Liquid Logistics – 0.02 mn.
 - (x) Inland Waterways and Marine Services – 0.10 mn.
- Total – 12.67 mn.

¹ Source : Business World

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Port Terminals account for over 55% of the foreign trade from India. There are 12 major ports and 205 non-major Ports in India that account for Foreign as well as domestic trade. India's key ports had a capacity of 1,534.91 million tonnes per annum (MTPA) in FY20. In FY21, all key ports in India handled 672.60 million tonnes (MT) of cargo traffic¹.

There is huge requirement of Skilled manpower in major as well as non-major ports. Unfortunately, no credible training centres are available in the sector. The Government of India, therefore, decided to set up one-of-its-kind Multi Skill Development Centre (MSDC) at Uran near Jawaharlal Nehru Port Trust (JNPT). Mumbai. It is spread over 3 floors consisting of about 35,000 sq.ft. built up space. All Cargo, a leading global player in the port and maritime logistics has been appointed as operations, management and maintenance partner and the Centre has started functioning from 1st April, 2019. It is expected that the Centre will provide highly Skilled manpower to JNPT as well as Mumbai Port Trust which will improve efficiency, productivity and competitiveness of these ports. It has been planned that once we train sufficient number of trainees, only trained and certified persons will be allowed to work in these ports.

Based on the experience of JNPT, Government of India has now planned to set up several MSDCs in Major Ports, so that the Major Ports will be able to get highly Skilled and trained manpower in order to make operations efficient, productive and globally competitive. Such MSDC in Major Ports are envisaged to be set up in Public Private Partnership.

The funding for MSDC may be tied up with the Ministry of Skill Development & Entrepreneurship (MSDE) vide their scheme Pradhan Mantri Kaushal Kendra (PMKK) under Pradhan Mantri Kaushal Vikas Yojana (PMKVY), through its stakeholders including National Skill Development Corporation (NSDC) and Sector Skill Councils (SSCs). SSC will develop standards & curriculum and conduct. The MSDE, if required, will provide a soft loan of Rs.70 Lakh to the concessionaire under its PMKK scheme and allocation of PMKVY job roles. Briefly, Agency or the Operating Partner will be responsible for the subject project implementation i.e. mobilization, training, assessment, certification, placement and post placement activities. Operating Partner will draw out the annual training schedule based on the demand for the job roles from the industry. Such training schedules must be backed with placement of successfully trained candidates in that particular job role. It should also match with the numbers projected to the NSDC for training under PMKVY.

In view of above, the present EOI is invited to give an opportunity to the relatable interested parties to share their views for setting up of a Multi Skill Development Centre in Deendayal Port on PPP, to make the project attractive to the stakeholders.

2. Objective of the Project:

The objective of the project is to have a credible Operation, Management and Maintenance partner who possess required tools equipment and machinery, qualified trainees and can train persons to meet its own requirement as well as the requirement of the other industry player.

Example of courses required to be run in the MSDC are as follows, for which the Logistics Sector Skill Council has already developed qualification packs, course curriculum and content, etc. in conjunction with National Apprenticeship Scheme.

- (a) Land Transportation – Customer Support & Vehicle Operations Executive, Commercial Vehicle Driver.
- (b) Warehousing (Storage & Packaging) - Packer, Material Handler, Storage & Inventory Executive, Warehouse Executive, MHR Maintenance, Data Feeder
- (c) Courier and express Services – Outbound & Gateway Operations Executive, Hub/Branch Operations Executive, Sales Executive, Documentation & Claims Management Executive.
- (d) Port Terminals / ICDs/CFS – Operations & Mooring Executive-Port Terminals, ICD and CFS, Cargo Surveyor – Port Terminals, ICD and CFS, Cargo Handler-Automobile, Bulk Commodity and Liquid Commodity (Port Terminals), Cargo Crane Operator-(GSU, RMOC, Reach Stacker)-Port Terminals, DCD and Ci-S. Port Engineering and Maintenance/Port Mechatronics Executive – Port Terminals.

Source¹ : <https://www.ibef.org/industry/ports-india-shipping.aspx>

- (e) EXIM/freight Forwarding/Customs Clearance – International freight Forwarding Executive- EXIM, Customs Clearance Documentation Executive-EXIM, Customs Clearance Field Executive-EXIM
- (f) Cold Chain Logistics Solutions Cold chain Storage & distribution Executive, Cold Chain Engineering & Equipment Maintenance.
- (g) E-Commerce – Order Processing Executive - E-Commerce, Reverse Logistics Executive-EXIM
- (h) Supply Chain – Procurement & Order Fulfillment Executive – Supply Chain, in-plant Logistics Executive-Supply Chain.
- (i) Liquid Logistics – Tank Farm Executive, Cargo Planners.

More courses could be developed by Operating Partner according to the requirement of port & maritime logistics industry.

3. SCOPE OF PROJECT

The project envisages establishment of a maritime logistics multi-Skills development Centre in line with international standards and equipped with state-of-the-art Skill training facilities. The scope of project shall include the following.

- a) The selected Operating Partner during the concession period shall: -

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- Operate and maintain the Project Facilities (which may include but not limited to land area, Building space as per the requirement etc) of the MSDC during the Concession Period as provided under the Agreement entered between the parties
 - Provide maritime logistics courses that make difference to logistics costs and will be monitored by objective indicators. Job roles will be decided together with the MoPSW, DPT, Sector Councils and NSDC
 - Procure and install required training equipment for delivering the Skill training programmes
 - Offer market-relevant industry-oriented Skill training programmes in the MSDC
 - Create awareness, mobilize candidates and play a role in creating the Skill ecosystem in the catchment
 - Establish industry linkages for knowledge support, internships, placements etc.
 - Assess and certify the candidates successfully completing the training programs by third party assessments by national bodies (SSC/NCVT). The DPT encourages the Operating Partner to adopt international standards and provide international certifications to the candidates in the MSDC
- b) The Operating Partner shall transfer the Project Facilities of MSDC back to the DPT in usable condition upon expiry of Concession Period. The Operating Partner shall be allowed to only take back the training equipment installed by it.

4. Submission of EOI:

The DPT invites “**Expression of Interest**” (EOI) from eligible applicants on their own or in consortium, having experience in running Port and Maritime Logistics Company and/or training institutes. The EOI is invited to give an opportunity to the relatable interested parties to share their views for setting up of Multi Skill Development Centre in Deendayal Port on PPP for the proposed development to make the project attractive to the stakeholders.

The EOI may be submitted in response to the suggested pattern of development detailed herein this document. The potential applicants are welcome to propose alternate development models, which shall be examined by the DPT, before finalizing the Project.

4.1 Pre-Application Conference:

A Pre-Application Conference has been envisaged by the DPT for showcasing the project and providing an open forum for the prospective applicants to air their views, before the EOIs are submitted. **The Conference will be held at Old Board Room, A.O. Building on 16/11/2021 at 15.30 Hrs.**

Facility for attending the Pre-Application Conference by the prospective applicants through video conferencing would be made by the DPT. In case if a

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prospective applicant is desirous in participating the Pre-Application Conference through video conference shall at least 3 (three) working days before the scheduled Pre-Application Conference date, request the DPT for participation by addressing a mail to email-id mentioned in clause 4.4. The link for attending the meeting shall be shared by the DPT at least a day before the Pre-Application Conference date.

4.3 Schedule of events:

The Schedule of events for the EOI process is given below:

1. Release of EOI Advertisement: **09.11.2021**
2. Investor/Pre-Application Conference: **16.11.2021 at 15.30 hrs.**
3. Last date & time for EOI Submission: **23.11.2021 upto 16.00 Hrs.**
4. Time & date of opening of EOI: **23.11.2021 at 16.30 Hrs.**
5. Concept enlightenment by Applicant: **25.11.2021 to 26.11.2021**
(If preferred by the EOI Applicant)

4.4 Submission Procedure:

Interested applicants shall submit/send their Expression of Interest with all required information(s) requested at Annexure, on or before **23.11.2021 upto 16.00 Hrs.** in a closed cover duly marked **Expression of Interest for “Multi-Skill Development Centre in Deendayal Port on PPP Mode on Public Private Partnership”**, and addressed to:

The Chief Engineer
Engineering Deptt.
A.O. Building, P.O. Box No. 50
Gandhidham, Kutch, Gujarat
Phone No: +91 - 02836 -233192
Fax No: +91 - 02836 - 220050
Email: oiljettyppp@gmail.com, ce@deendayalport.gov.in

In addition to the hardcopy being submitted, the applicant shall also submit a CD/pen drive containing the soft copy of the documents being submitted. Such CD shall be kept inside the aforesaid duly marked closed cover.

4.5 Concept enlightenment by Applicant:

The interested applicants post submission of their EOI is welcomed to enlighten the DPT on the proposal submitted by them by way of meeting (either physically or through virtual mode) with Port Officials and presenting the concept submitted. The concept enlightenment meeting date will be intimated later.

Information and Documents to be submitted by the Applicant

1. Applicant Details:

Sr. No.	Description	Details		
1.	Name of the Principal firm submitting the proposal	<i>(Attach photocopy of Certificate of Registration along with a one page write up or brochure of the company.)</i>		
2.	Legal Status of the firm	Individual Company / Partnership Company / Joint Venture Company / Trust / Others:_____		
3.	Registered Address, telephone No., fax no. e-mail ID, website			
4.	Contact Person, Designation and address including contact no. and e-mail ID.			
5.	Organizational Profile (attach relevant document in their support):			
(a)	Existing Business activities			
(b)	Organization Structure			
(c)	Names of Directors of the Board and Chairman / Chief Executive Officer, their nationality, if applicable			
6.	Financial Capability (For Past Three Completed Financial Years) (The Applicant shall submit the 'Financial Statements' for the last three financial years, as per their latest Audited Balance Sheet, Certified by the Statutory Auditor)			
		2018-19	2019-20	2020-21
(a)	Net Worth			
(b)	Turn Over			
7.	Do you intend to tie-up with a consortium partner for the project (if Yes, Please specify the details of the partner in the same format mentioned at Sr. No. 1 of Annexure - I)			
8.	Reason for venturing into this project			

2. Project Inputs:

Sr. No.	Description	Details
1.	Number of courses to be conducted	
2.	Respective number of person to be trained in a year	
3.	Number of batches to be conducted in a year	
4.	Required period of Concession	It has been envisaged for 5 years however applicant may specify the required period of concession

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5.	Details of Building area required for the facility	Facility	Required Building area in sq.ft
6.	Details of Land area required for the facility	Facility	Required Land area in sq.m
7.	Details of conducting Training/ Apprenticeship Training or fee based Skill development courses		
Miscellaneous			
	Any other relevant details required for project		
	Any other input/ view which help better formulate the Project		

Note: The applicants are requested to provide the aforesaid information(s).