

# DEENDAYAL PORT AUTHORITY

ISO 9001-2015 & 14001:2015 Certified

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Office of the Supdtg. Engineer (P),  
Annexe Building,  
Administrative Office Building,  
Post Box No. 50,  
Gandhidham (Kutch)-370 201.

  
SAGARMALA

No.CN/WK/1623 /128

Dated: 02/05/2023

To, M/s. \_\_\_\_\_

## Expression of Interest

**Sub:** "Operate, maintain and run the Ro-Ro / Ro-Pax / Ferry service by utilizing the existing/upcoming RoRo/RoPax facilities at Hazira, Ghogha, Muldwarka, Pipavav, etc" in Gujarat (India).

Sir,

Deendayal Port Authority (DPA) is in line with its continued initiatives for implementation of various Projects for developing RoRo-Ferry facilities at Hazira, Dahej, Ghogha, Muldwarka, Pipavav in Gujarat State. DPA has already developed Terminals comprising with all facilities, such as, waiting room, administration office, Sub-Station, Jetty, Link span, Pontoon, etc at Hazira (Permanent facility), Ghogha, Dahej, and is under process of developing the above facilities at Muldwarka, Pipavav. Further, DPA has already developed and commenced a Ro-Pax facility between Ghogha to Hazira.


DPA having intended to explore the possibility to entrust the designated facilities to interested parties to "Operate, maintain and run the Ro-Ro / Ro-Pax / Ferry service by utilizing the existing/upcoming RoRo/RoPax facilities at Hazira, Ghogha, Muldwarka, Pipavav, etc", in Gujarat (India), with concession period of 10 years.

Interested firms should send their Expression of Interest to "Operate, maintain and run the Ro-Ro / Ro-Pax / Ferry service by utilizing the existing/upcoming RoRo/RoPax facilities at Hazira, Ghogha, Muldwarka, Pipavav, etc" in Gujarat (India), as per Annexure – I, II, III in closed cover. The sealed envelope with above document should be submitted to the Supdt. Engineer (Project), Deendayal Port Authority, Room No. 221, Annexe, A.O.Building, Gandhidham (Kutch), Gujarat-370201 Fax.No.+912836-220050 on or before 11/05/2023 upto 04.00 p.m. and same will be opened at 04.30 p.m. on same day.

The rates quoted must be inclusive of all taxes, duties for performing scope of work & exclusive of GST. The GST applicable shall be shown separately, which shall not be considered for evaluation purposes.

Your Expression of interest along with budgetary offer for the above work should reach to the above address on or before 11/05/2023.

Encl. As above

  
02/5/23  
Superintending Engineer (P)  
Deendayal Port Authority

## **SCOPE OF WORK**

### **[A] Ro-Pax Operation**

1. The scope of work includes procurement/ leasing/ chartering, deployment and operating Ro-RoPax & Fast Passenger Vessels between origin-destination pair.
2. The Operator shall have exclusive operational control of the Terminals including their respective marine infrastructure for
  - a. Berthing/unberthing of RoPax and Fast Passenger Vessel.
  - b. Loading & unloading of vehicles, cargo trucks, passengers, coaches/buses.
  - c. Acceptance, conduct and discharge of Passengers, passenger vehicles and cargo vehicles.
3. The Operator has the liberty to operate Ro-Pax and Fast Passenger vessels of any nationality or Origin as per Standard Regularity Framework of GMB.
4. The operator shall have liberty to operate the number of Ro-Pax vessels and make number of voyages per day as per his convenience and safe operating conditions provided however that the operator shall adhere to the carrying capacity requirements as detailed below throughout the license period.
  - a. The Ferry vehicle capacity of at least 100 passengers. The criteria can be met by proposing single or maximum two vessels and for this purpose the two vessels which meet this minimum criteria will be treated as one "Unit Vessel". The small capacity may be allowed to be deployed in the initial period.
  - b. The Operator shall have the liberty to operate the number of RoPax vessels and make the number of voyages per day as per his convenience and safe operating conditions.

The operator shall have liberty to operate the vessel at the terminals at Hazira, Muldwarka, Pipavav, Ghogha from/to any other port facility within or outside Gujarat, however exclusive possession and operational control of the terminals at Hazira, Muldwarka, Pipavav, Ghogha, as stated in Point No. 1 & 2, shall not be applicable. The operator shall be liable to pay all DPA charges (Berth hire & Port Dues) and certain percentage of Revenue share.



## **[B] Terminal Operation.**

1. The Operator shall have right to occupy, use, operate and manage the terminals facilities as and when required for operation of Ro-Pax and passenger vessel service which is to be operated.
2. The operator shall have the right to sub-lease or have it otherwise occupied as deemed necessary by third parties the designated area and provided that the sub-lease is for a period coterminous with or lesser than the operation period.
3. The operator shall be entitled to provide value added and any other related services.
4. The Operator shall have the right to alter or add the terminal facilities(except in the area of future expansion) as may be deemed necessary by the operator at its own cost without compensation from DPA, subject to prior approval of DPA.

## **[C] General**

1. DPA will provide required water front and back-up facility at Hazira, Ghogha, Muldwarka, Pipavav on free of cost as per availability.
2. In the allotted water front, bidder has to berth the vessel to accommodate the operation of Ro-Ro/ Ro-Pax/ Passenger facility.
3. General house keeping, cleaning, overhauling of vessel (wherever required), including water / power consumable on day-to-day basis for vessel shall be incurred by operator.
4. The operation of ferry service shall be round the clock may be allowed.
5. Vessel operator has to take proper insurances for provided facilities including third party insurance.
6. During ferry operation Ferry Operator has to comply all the security and safety requirement and all statutory norms as per standard guidelines.
7. The scope of the Operator for Ro-Ro/ROPAX berth Operation will also include the following:
  - a. Operations and management of Operator's Ro-Ro/ ROPAX vessel berthing and un-berthing operations including tugs if required.
  - b. Sale of tickets and operations of vehicles in the marshalling yard, operation of Passenger and Ro-Ro services, collection of all the revenue from ticket, security provision on-board the vessels, etc.;
  - c. Procuring/ leasing/ outsourcing equipment such as baggage scanner, x-ray body scanner, baggage handling equipment/ vehicle and trolleys etc. as per best industry standards;
  - d. Providing all facilities required for day-to-day operation and maintenance such as shore crew for mooring operations, providing suitable gangway/embarkation/disembarkation arrangement for passengers.
  - e. Operator has to maintain neat and clean and do not throw any waste in the sea.
8. Operator shall be responsible for all recruitment and training of employees needed to perform the scope of work related to Ferry and Terminal Operations.
9. The operator shall take the audit of the vessels and carry out all the repairs periodically

as per the standard practices. Vessels and all associate equipment, machinery and system are to be operated and maintained in strict accordance with the local, State, and National regulatory requirements with no compromise to the safety of passengers, crew or the vessels.

10. The Operator shall develop and execute approved security plan for vessels and Terminal operations. All the plans must be in line with statutory requirements. The operator shall be responsible for vessel emergencies and medical emergencies at docking sites. Operator shall provide required security for safe environment for the customer, manage crowd, or any eventuality during embarkation / disembarkation / during passage.
11. The operator shall appoint a separate qualified and trained security officer alongwith required staff for each terminal for ensuring that no untoward incidents take place during embarkation, disembarkation and transit.



## **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 RoPax Vessel.**

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

(b) **Fleet Size**

- (i) Number, Type, Model and Age of RoPax Vessels under possession of Applicant
- (ii) Mode of Procurement of the such RoPax 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 31<sup>st</sup> March 2022

## Annexure-II

Name of the applicant:

(a) O-D pairs

S.No.	From	To	Distance(in NM)
	Hazira.		

S.No.	From	To	Distance(in NM)
	Muldwarka		

S.No.	From	To	Distance(in NM)
	Pipavav		

S.No.	From	To	Distance(in NM)
	Ghogha		

(b) 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 :

(c) 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)

(d) 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		

(e) 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



**(f) 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.

- (i) Kindly provide the details/status of clearance and permission required for operationalization of the RoPax 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 DPA for Operationalization of the said O-D.

**PROJECT DIVISION****BUDGETARY OFFER**

Operating ferry services:-

Sr. No.	Description	O-D Pair	Quantity	Unit	Rate(Rs.) per vessel per route per annum	Quoted Amount (Rs.)
1	Bidder has to operate ferry services RO RO, Ro pax or passenger in the O-D Pair and the quoted amount to be payable to DPA for a period of 10 years irrespective of number of services / trips by ferry vessels per day / per month running in present condition of sea. DPA is not responsible for assuring any depth at the berthing side at Hazira.		10	Year		

Amount in words:

Sr. no.01 (Rupees \_\_\_\_\_)

Note: 1) The Ferry operator will pay the above quoted proportionate amount monthly to

Deendayal Port Trust on or before 5th of every month.

2) 2% escalations per year shall be levied on the quoted amount from 2nd year onwards.

Date: \_\_\_\_\_

Place: \_\_\_\_\_

**Signature of the Ferry Operator****Note:**(Applicable to all options)

- 1) Quoted rate excluding the GST component.
- 2) Mooring, Berthing, gangway and necessary crafts for berthing and de berthing is the responsibility of the Ferry Operator.
- 3) Operator has to pay the quoted proportionate amount monthly basis irrespective of number of trips, cruise, Ro-Ro services for one vessel. Operator may have the liberty to increase the number of vessels with the prior approval of DPA. However, DPA will charge per vessel as per quoted rate. If bidder runs the vessel even one day or number days less than a month even though he has to pay full month rent as per quoted rate.