



दीनदयाल पत्तन प्राधिकरण DEENDAYAL PORT AUTHORITY



Office of the Executive
Engineer(Construction),

Room No. 113, Ground Floor,

ANNEX, Administrative Office Gandhidham,

Dist. Kutch, Gujarat, Pin – 370 201

CN/WK/SHIPYARD/EOI

Dated: 13/11/2025

To,

Sub: Budgetary-offer for “Appointment of technical advisor for “Strategic Blueprint & Partner Enablement for Kandla Shipyard Cluster”.

Sir,

Deendayal Port Authority has initiated a major expansion plan to become a global maritime hub, with a new Mega Shipbuilding Project aimed at building large vessels like VLCCs and other vessels to boost India’s ship building sector.

In this regards, DPA intends to invite budgetary offer from experienced agencies for “**Strategic Blueprint & Partner Enablement for Kandla Shipyard Cluster**”. The location plan (Annexure A), Scope of work (Annexure B) along with format of budgetary – offer (Annexure- C) is enclosed herewith.

The interested and experienced parties are requested to submit the Expression of Interest (EOI) along with budgetary-offer.

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 quotation for the above work should reach to the following address on or before 17/11/2025 by 15:00 Hrs.

Address: -

Executive Engineer(Construction),
Room No. 113, Ground Floor,
ANNEX, Administrative Office,
Deendayal Port Authority (DPA),
Gandhidham, Dist. Kutch, Gujarat, Pin – 370 201
E – Mail: executiveengineercivil1@gmail.com

Thanking you,

**Executive Engineer (Construction)
Deendayal Port Authority**

Annexure- A



Appointment of technical advisor for “Strategic Blueprint & Partner Enablement for Kandla Shipyard Cluster”.

1. Introduction

Deendayal Port Authority has initiated a major expansion plan to become a global maritime hub, with a new Mega Shipbuilding Project aimed at building large vessels like VLCCs. The Union Minister has also announced in January 2025 a mega shipbuilding facility at Kandla Port, costing around ₹30,000 crores to build large ships.

The main objective of the Appointment of consultant is to support Deendayal Port Authority (DPA) in formulating a strategic blueprint and providing implementation assistance for the development of a shipyard cluster in the Kandla region in accordance with the scope of work mentioned in the tender.

The scope of consultancy services / Terms of References (TOR) shall include but not necessarily be limited to the following activities: -

2. Task –I : Preparation & Submission of Inception Report

- 2.1 The Advisor/Consultant shall carry out the Site visit & undertake a detailed reconnaissance survey and conduct meetings with port officials to get a clear idea about the project. Review of all available reports and information about the project and the project influence area if available. Any additional data if required by consultant shall be worked out / arrived by him with the help of already available data or by any other suitable method at his own cost.
- 2.2 Submission of Inception Report: Site inspection & Interaction of Port Officials, collection of available data and Submission of Inception Report showing preliminary report with approach & Methodology.

3. Task-II Strategic Blueprint & Development Framework

- 3.1 Strategic blueprint to establish Kandla's competitive positioning through rigorous global benchmarking and create a comprehensive development roadmap. Consultant to synthesize existing studies, analyse international best practices, and design a partner-ready blueprint that addresses vessel segments, infrastructure requirements, investment phasing, and value proposition for potential technical partners.
- 3.2 Consultant to prepare Market sizing analysis across various vessel segments in India, with specific focus on Kandla Shipyard's addressable market.
- 3.3 Review and synthesis of DPA's existing available reports or other relevant documents
- 3.4 Global benchmarking of shipyard development models across India, Korea, Japan, China, UAE, and Europe.
- 3.5 Development of comprehensive blueprint covering:
 - 3.5.1 Target vessel segments and sizing strategy
 - 3.5.2 Land utilization and functional zoning
 - 3.5.3 Infrastructure requirements and phasing (core requirements defined in line with current global best practices)
 - 3.5.4 Investment roadmap with CAPEX timelines (block cost estimates based on ongoing global benchmarks)
- 3.6 Partner targeting strategy and value proposition development

4. Task-III : Shortlisting partners and drafting term sheet

This module translates the strategic blueprint into actionable partner engagement, focusing on identifying and engaging with global shipbuilders. Through structured roadshows and direct

engagement, consultant will facilitate meaningful discussions with potential technical partners while simultaneously engaging Indian PSUs to create a visible order pipeline that enhances investment attractiveness.

- 4.1 Identification and profiling of top 10 global shipbuilders
- 4.2 Refinement of development model (anchor-led, JV-based, or infra-operate-share structures)
- 4.3 Targeted outreach through roadshows and structured engagement
- 4.4 Facilitation in preparation of the term-sheet
- 4.5 Engagement with identified Indian companies/ PSUs to assess the pipeline opportunities
- 4.6 Recalibrate and enhance the established blueprint and term sheet

5. Task-IV : Outlining the proposed MoU terms

The final module provides transaction and due-diligence support, ensuring commercially viable agreements with select partners. Consultant will work alongside DPA's team for structure commercial terms and provide necessary support through this module.

- 5.1 Commercial structuring and transaction framework development
- 5.2 Support to legal consultant in preparing required commercial terms
- 5.3 Data room establishment and its management
- 5.4 Support in managing partner requirements/ queries
- 5.5 Assist in defining the negotiation framework

6. Deliverables

- 6.1 The overall schedule for the completion of the scope of work is 06 Months or till completion of project.

Sr. No	Deliverable Items	Timelines for Deliverables
1.0	Task-I : Submission of Inception Report	Within 2 Weeks after date of commencement of work.
2.0	Task-II : Submission of Development Blueprint and Value Proposition Report.	Within 12 weeks after date of commencement of work.
3.0	Task-III (a) : Submission of Report profiling shortlisted technical partners	Within 16 weeks after date of commencement of work.
4.0	Task-III (b) : Submission of draft term sheet for circulation to partners	Within 4 Weeks after completion of Task III (a).
5.0	Task-IV : Submission of draft MoUs for execution with partners	Within 4 Weeks after completion of Task III (b).
	TOTAL	06 months or till completion of project.

7. Remuneration: -

- 7.1 The lump sum charges quoted by the Technical Advisor in the Price Bid shall be inclusive of all the expenses towards payment of fees for **Appointment of technical advisor for "Strategic Blueprint & Partner Enablement for Kandla Shipyard Cluster"**, use of various instruments gadgets, equipment's, computers, arriving/work out data of required by Technical Advisor, Engaging various professionals to carry out studies, tests, investigations and preparation of designs / drawings, site visit etc. without any substantial variation in the scope and is subject to involvement of the Technical Advisor in the work till completion of the assignment.
- 7.2 The L.S charges quoted shall be inclusive of expenses for conveyance & subsistence incurred by the Technical Advisor or his authorized representative, associated experts and technicians, during visit outside their headquarters mainly for Gandhidham/Kandla/MoPS&W.

7.3 The schedule for payment quoted by Technical Advisor shall be as under: -

Sr. No.	Deliverables	Percentage of lump sum amount quoted for the respective stages of the scope of work.
1.0	Task-I : Submission of Inception Report	10%
2.0	Task-II : Submission of Development Blueprint and Value Proposition Report.	30%
3.0	Task-III (a) : Submission of Report profiling shortlisted technical partners	20%
4.0	Task-III (b) : Submission of draft term sheet for circulation to partners	20%
5.0	Task-IV : Submission of draft MoUs for execution with partners	20%

BUGETARY OFFER FORM

To:

Executive Engineer(Construction),
Room No. 113, Ground Floor,
ANNEX, Administrative Office,
Deendayal Port Authority (DPA),
Gandhidham, Dist. Kutch, Gujarat, Pin – 370 201
E – Mail: executiveengineercivil1@gmail.com

Budgetary offer for “**Appointment of technical advisor for “Strategic Blueprint & Partner Enablement for Kandla Shipyard Cluster”.**”

Sir,

In in accordance with letter of EOI no. CN/WK/SHIPYARD/EOI Dated 13/11/2025, for the subject work, we are herewith submitting our budget Offer.

Description of Item	Unit	Amount (in Rs.)	
		In Fig.	In Words
Lump-sum charges for Consultancy services for preparation of “Strategic Blueprint & Partner Enablement for Kandla Shipyard Cluster” as specified in Annexure-B (The rate quoted shall include expenses of stationary, postage and payment of fees to professionals, experts etc.) including of conveyance & subsistence incurred by the Advisor or his authorized representative during visit of Kandla/MoPS&W. The rate quoted shall be exclusive of GST.	Lump Sum		

Note: The budgetary offer is inclusive of all taxes, duties for performing the work & exclusive of GST. The GST as applicable has been indicated separately here with.

Signature [In full and initials]:
Name & Title of Signatory:
Name of Agency: