

दक्षिण मध्य रेलवे
South Central Railway

विजयवाडा मंडल
Vijayawada Division



Expression of Interest
for

**“Development of Nine (09) Goods sheds
over Vijayawada Division of South Central
Railway”.**

EOI Notification No.: 01/2020 (Development of Goods
shed activities)

Issued By:

Sr. Divisional Commercial Manager,
Vijayawada Division, South Central Railway

Dated: 24th August 2020

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Glossary

EOI	Expression of Interest
BZA DIVISION	South Central Railway
BZA	Vijayawada Division
CHA	Cargo Handling Agent
RFT	Request for Tender

दक्षिण मध्य रेलवे // SOUTH CENTRAL RAILWAY
 विजयवाडा मंडल // VIJAYAWADA DIVISION
 मं.रे.प्र.का कार्यालय, वाणिज्य विभाग, विजयवाडा
 Office of the Divisional Railway Manager (Commerical), Vijayawada

नं/ No.B/C.490/Freight/GS/Eol/2020

दिनांक / Dt: 24.08.2020.

EXPRESSION OF INTEREST (Eol) NOTICE No. 01/2020 (Development of Goods shed activities) , Dt: 24.08.2020.

For and on behalf of the President of India, Senior Divisional Commercial Manager, Vijayawada Division, South Central Railway, invites Expression of Interest through e-tendering portal viz., www.ireps.gov.in for “**Development of nine (09) Goods Sheds over Vijayawada Division for providing comprehensive services to freight customers**”. The details of the Goods sheds are as under: The full details of volume of traffic and commodities handled are available at Annexure-A.

S. No	Name of Goods shed	S. No	Name of Goods shed
1	KAKINADA NEW GOODS COMPLEX	2.	DWARAPUDI
3.	TADEPALLIGUDEM	4.	PADUGUPADU
5.	ONGOLE	6.	RAVIKAMPADU
7.	BAYYAVARAM	8.	KRISHNA CANAL JUNCTION
9.	BHIMAVARAM JUNCTION	-	--

Purpose of this EOI is to seek from potential companies, firms and business organizations, their interest in partnering BZA division for providing comprehensive services to freight customers in participative revenue generation business models. Potential bidders are advised to study this EOI Document carefully before submitting their EOI. Expression of Interest (EOI) received in response to this notice shall be utilized to firm up tender specifications and shortlist parties expressing interest in this business model. This EOI document is not transferable. BZA DIVISION reserves the right to accept or reject any or all the EOIs received against this notice without assigning any reasons and without prejudice.

Cost of Eol Document: The applicant should pay an amount of Rs. 10,000/- (Rupees Ten Thousand only) towards cost of Eol document through www.ireps.gov.in before submission of their EOI. The applicant should submit EOI for each Goods shed separately.

Important Dates:

1.	EOI notice available on website	27.08.2020 at 10:00 hrs onwards
2.	Last Date and time for submission of online Eol	Up to 28.09.2020 at 15:00 hrs.

For more details, interested applicants may contact the undersigned office on any working day or through phone number 9701373950 / 951 / 949 or log in www.ireps.gov.in.

(Bhaskar Reddy Pinreddy)
Sr. Divisional Commercial Manager
South Central Railway, Vijayawada

1. Disclaimer

Expression of Interest (EOI) contains information considered relevant about the Project to seek interests and shortlist potential partners in development of goods sheds in a revenue model. EOI received and selected shall neither be an agreement nor a contract.

Information provided in this EOI Document pertains to a wide range of subjects, some of which depend on interpretation of law. Applicants are advised to conduct their own independent assessments, site visits, investigations and analysis to gather adequate information they consider relevant.

Furthermore, information provided herein is not intended to be an exhaustive account of statutory or commercial requirements and should not be regarded as a complete or authoritative statement of law. BZA division has no liability under any law, statute or by any rule and/or regulation made thereunder, tort, equity, principles of restitution, unjust enrichment or otherwise for any loss, damage, costs or expenses which may arise from or be incurred or suffered on account of anything contained in this EOI Document or otherwise, including accuracy, adequacy, correctness, reliability or completeness of information in the EOI Document. Any assessment, assumption, statement or information contained herein or deemed to form part of this EOI Document or arising in any way in this subject shall not create any liability on BZA Division.

BZA Division reserves the right to change any or all conditions or information in this EOI Document by way of revision, deletion, updation or annulment through issuance of appropriate corrigendum, deemed necessary to protect Railway interests without assigning any reason thereof.

BZA Division will neither entertain nor be liable for any claim as to costs and expenses in relation to the preparation and submission of EOI applications in terms of this EOI Document.

Information contained in this EOI Document or subsequently provided to the prospective applicants, verbally or in documentary or any other form by an authorized representative of BZA Division in this case Sr. DCM / BZA shall be treated as confidential and reproduction, dissemination or use for any other purpose is prohibited.

This EOI Document is only a prospective exploration and does not bind BZA Division to select or short-list applicants for a firm commitment at any time.

2. Introduction and Background

Vijayawada Division of South Central Railways with an annual originating freight loading of 29 million tonnes handles a basket of commodities including foodgrain, fertilizer, cement, sugar, salt, coal, bauxite etc. in addition to other bulk commodities through its wide network of goods sheds, terminals and sidings.

Vijayawada Division seeks Expression of Interest (EOI) for outsourcing mechanized cargo loading/unloading into/from wagons, provide road connectivity to consignors and consignees to/from goods sheds, provision of value added services, upkeep and maintenance of goods sheds as pilot project at 09 (nine) locations. The key objectives of this EOI are to:

1. Provide better facilities with first mile and last mile connectivity, mechanized loading / unloading and cranes etc.,
2. Provide end-to-end multi-modal logistic solutions to freight customers.
3. Development and maintenance of Railway Goods Sheds with state-of-art modern infrastructure, facilities and services.
4. Professional and efficient terminal management to realize the full potential of the goods sheds.
5. Increase traffic handling at the goods sheds.
6. Provide value added services to merchants, labourers and other stakeholders.

3. Description of EOI Process

Expression of Interest (EOI) is being sought to identify potential partners to modernize goods sheds and increase their revenue earnings. Suggestions to firm up specifications for subsequent tenders are solicited through this EOI.

Subsequent to this EOI and short listing of potential partners, it is proposed to issue a Request for Tender (RFT) to award a contract or enter into a Concession Agreement.

One or more pre-bid conferences may be held to elicit and incorporate ideas and suggestions of potential bidders.

BZA Division, however does not, in any manner whatsoever, warrant or represent that it will subsequently proceed to invite an RFT.

Details such as, location, volume of freight handled (inward + outward) and other details of goods sheds are at **Annexure-A**.

4. Scope of Work

The scope of work to be included in the prospective RFT uploaded subsequent to this EOI shall include:

1. To provide end to end multi-modal logistic solutions to consignors and consignees through road bridging services to and from the goods shed and to/from consignee or consignor's warehouse/premises.
2. To mechanize cargo handling at the stages of loading/unloading from/to truck to/from wagons by deploying necessary and adequate handling equipment.
3. To create management and upkeep of temporary storage and warehousing facilities.
4. To provide value-added services e.g. truck parking, drivers rest rooms / dormitories, amenities for merchants and labourers like rest room with cafeteria, wi-fi, drinking water, toilets, landline phones, PC & printer, kiosks for goods train arrival information etc.
5. Upkeep and maintenance of goods shed facilities such as circulating area, approach roads, lighting/illumination of platforms, warehouses / godowns, etc.
6. Advertising rights on goods shed premises including access road.
7. Electrical energy and water supply shall be provided by Railways on pre-paid basis.
8. Commercial booking / delivery of consignment shall be done by Railway staff. Railway freight shall also be charged and collected directly by BZA division.
9. Parking at circulating space for trucks, truck drivers' rest room with cafeteria, toilet, etc.
10. One or more pre-bid Conferences may be held to refine requirements in consultation with interested parties who come forward to give suggestions, seek clarifications, obtain information etc.

Scope of Work indicated above can be amended consequent to the pre-bid conferences at any stage before opening of bid submission date and time.

5. General Information

5.1 Eligibility Criteria :

Applicants engaged in any of the following business shall be eligible to participate:

- i. Logistic service providers
- ii. Port Terminal Developers/Operators
- iii. Warehousing Developers and Operators
- iv. Freight Forwarders/Cargo Handling Agents (CHAs).
- v. Container Logistics Services Providers including Private Container Operators.
- vi. Bulk Commodity Consolidators and Transporters.
- vii. Any other engaged in business of bulk handling/transporter of cargo

The Applicant must be a company registered in India and should have been operational for at least last three financial years on the date of offer / bid submission. The Applicant should be legally competent to enter into a contract as per extant Indian laws.

5.2 Financial Eligibility Criteria :

- i. The applicant should have filed audited balance sheets and other statutory documents for the last three financial years.
- ii. The applicant should have filed income tax Return during the last three financial years.
- iii. The applicant should not be a defaulter of a bank loan.
- iv. The applicant should not be under proceedings in Insolvency and bankruptcy Board or in Debt Recoveries Tribunal.

Documents to substantiate claims for eligibility must be enclosed with the offer.

6.3 Tenure of the Contract:

The applicant can submit their proposed tenure of license along with other documents, as the tenure of the contract is not specified by the Railway Board so far. However, Railway has final discretion on the tenure of contract.

6. Information to be provided in the EOI

1. Applicant must upload relevant documents stating all information as requested in this document.
2. Applications must be signed by a person duly authorized by the company. (A certified copy of the Power of Attorney or such authorization must be uploaded).

7. Instructions to Applicants

The BZA Division invites eligible potential companies to participate in the project and submit the EOI as specified in this Expression of Interest (EOI) document. Only one application shall be entertained from one company/party for each Goods shed.

7.1 Availing EOI Documents

The EOI Document can be downloaded from the website <https://ireps.gov.in> as per timings indicated in Notice Inviting EOI against a payment of Rs.10,000/- (Rupees Ten Thousand only).

7.2 Completeness of the EOI Response

Applicants are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of bid shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications. The response to this EOI should be full and complete in all respects. Incomplete or missing information as sought in this EOI document or submission of a proposal not substantially responsive to the EOI document will be at the Applicant's risk and the EOI so submitted is liable to be rejected. BZA division will not entertain or enter into any correspondence on such incomplete applications.

7.3 EOI Preparation Cost

The Applicant is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of its Application, in providing any additional information required by BZA division to facilitate the Application process. BZA division will in no case be responsible or liable for any costs connected in any way to submission of an EOI application by a party regardless of the conduct or outcome of the bidding process. All information submitted by the Applicant in connection with this EOI application shall be the property of BZA DIVISION.

7.4 Class-III DSC and Registration in website:

The interested applicants should have a Class-III Digital Signature Certificate (DSC) and to register themselves in the official website, i.e. www.ireps.gov.in before submission of EOI. Otherwise they cannot submit EOI in IREPS Website.

7.5 Sealing, marking and submission of EOI

Only online applications through the official website, i.e. www.ireps.gov.in from which EOI document is downloaded shall be entertained. No hard copy applications submitted through any other mode shall be entertained.

The Application and all enclosed documents, including the duplicate set, shall be typed and the Applicant's signature attached to each page. All the alterations, omissions, additions, or any other amendments made to the Application shall be digitally signed by the Authorized Signatory of the Applicant.

The Applicants shall upload all supporting documents in the format as prescribed in the EOI Document along with suggested documentary evidence with the Application.

The submitted EOI should be digitally signed by the authorized signatory. The document to this effect shall necessarily be attached to the EOI.

BZA Division reserves the right to accept or reject any or all of the applications received without assigning any reason without prejudice.

7.6 Late Submission of Proposal for EOI

EOI application shall not be uploadable after the timings as indicated in the 'Notice for inviting EOI'.

7.7 Language of Bids

The responses prepared by the Applicant and all correspondence and documents relating to the bids exchanged by the Applicant and BZA Division, shall be in English language only.

7.8 Evaluation of EOI

All information provided in the EOI application shall be considered for the purpose of evaluation. BZA division may invite eligible Applicants to make presentations or for discussion after closing of bids.

7.9 Key Suggestions

Applicants are free to offer their views and suggest changes to any clause in this document. Applicant is at liberty to give qualified suggestions for development of the proposed goods shed. However, BZA division reserves the absolute right to accept or reject any or all opinions of any or all applicants without assigning any reason.

7.10 No obligation to issue an RFT

BZA division shall be under no obligation to issue a Request for Tender at any later stage after opening of EOI applications despite the intent to enter into contracts as envisaged herein at a later stage through issue of RFT.

7.11 Right to cancel the EOI Process

BZA division reserves the right to cancel or close this EOI process at any stage without assigning any reasons whatsoever and will not be liable to compensate any Applicant on any grounds whatsoever. The Applicants shall not be entitled to any refund of cost of documents or any other costs incurred by him to participate in this EOI process.

Annexure-A

Details of volume of traffic and commodities handled at proposed goods sheds over Vijayawada Division							
Sl No	Name of Goods shed	Cat.	Traffic handled during the period 2019- 20 (Avg. No. of rakes per month)		Main Commodity handled		Working hrs
			Outward	Inward	Outward	Inward	
1	KAKINADA NEW GOODS COMPLEX	Group-I	5	11	E.Oil, Fert	Food Grains	24 HRS
2	DWARAPUDI	Group-I	2	7	Food Grains	Fertilizer, Food grains	24 HRS
3	TADEPALLIGUD EM	Group-I	5	16	Food Grains, Sugar	Fert	24 HRS
4	PADUGUPADU	Group-I	1	7	Food grains	Foodgrain s, Fert	24 HRS
5	ONGOLE	Group-II	--	8	--	G.Rice, Fert	6 - 22 HRS
6	RAVIKAMPADU	Group-I	3	--	Laterite	--	24 HRS
7	BAYYAVARAM	Group-II	--	11	--	Coal	24 HRS
8	KRISHNA CANAL JUNCTION	Group-III	--	8	--	Fert.	6 - 22 HRS
9	BHIMAVARAM JUNCTION	Group-III	3	--	Rice	--	6 - 22 HRS

ANNEXURE-B**8.Formats for the Applicants :****8.1 Format A_1: Cover Letter**

[To be printed on the applicant company's / Lead Member's letter head and signed by its Authorized Signatory]

dd/mm/yyyy

To,
Sr. Divisional Commercial Manager,
Vijayawada Division, S.C. Railway,
Vijayawada.

Sub.: Submission towards Expression of Interest ("EOI") for
"Development of Railway Goods Shed at _____".

Ref: **EXPRESSION OF INTEREST (EoI) NOTICE No. 01/2020**
(Development of Goods shed activites) , Dt: 24.08.2020.

Dear Sir/ Madam,

Having examined the EOI, the receipt of which is hereby duly acknowledged,
I/We offer to submit the EOI for the Project.

I/We agree and understand that, this EOI is non-binding and non-committal.
Further, I/we confirm that neither BZA division nor any of its employees, associates,
affiliates or its agents shall be liable to me/us for any liability arising directly or
indirectly from our participation in the EOI Process.

I/We further agree, understand and fully comprehend that BZA division may in
its absolute and exclusive discretion at any time; change, alter, replace, remove
and/or cancel any or all part of the EOI Document or the Project. BZA division may
also abandon, call-off, alter, replace, revise the Project. Furthermore, BZA division is
under no obligation or compulsion in any manner whatsoever to release or publish
the RFT, it may also change or replace or cancel any or all part of the bidding
process.

I/We submit hereto my/our EOI as per the requirements and details specified in the EOI Document. I/We confirm that the information contained in these submissions or any part thereof, including the appendices, and other documents and instruments delivered or to be delivered to BZA division, are true, accurate, verifiable and complete. These submissions include all information necessary to ensure that the statements therein do not in whole or in part mislead BZA division in its EOI Process.

I/We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading during the EOI Process, I/we are liable to be disqualified from the EOI Process.

I/We agree for unconditional acceptance of all the terms and conditions set out in the EOI Document and also agree to abide by this EOI for a period of 120 days from the date of submission.

I/We agree that you are not bound to accept any EOI you may receive. I/We also agree that you reserve the right in absolute sense to reject all or any of the EOI received as per the EOI Document and Advertisement.

It is hereby confirmed that I/We am/are entitled to act on behalf of my/our firm and empowered to submit this document as well as such other documents, which may be required in this connection.

Signature of Authorized Signatory (with official stamp)

Vide Company Board Resolution/ Authority Letter dated [•]

Name of Authorized Signatory: [•]

Designation of Authorised Signatory: [•]

Address of the Applicant: [•]

Telephone & Fax of the Applicant: [*]

E-mail address of the Applicant: [•]

ANNEXURE-C

8.2 Format for Declaration :

[To be printed on the applicant company's / Lead Member's letter head and signed by its Authorized Signatory]

dd/mm/yyyy

To
Sr. Divisional Commercial Manager,
Vijayawada Division, S.C. Railway,
Vijayawada.

Sub: Declaration

Ref. **EXPRESSION OF INTEREST (EoI) NOTICE No. 01/2020 (Development of Goods shed activities) , Dt: 24.08.2020.**

Dear Sir/ Madam,

In response to the above EOI notification "for development of Railway Goods Sheds at _____", as an owner/ partner/ Director of [•], I/ We hereby declare that presently our firm [•] is having unblemished record and is not declared ineligible for corrupt and fraudulent practices either indefinitely or for a particular period of time by the Government of India and/or any State Government in the last 3 (three) preceding financial years from 2020-21.

I/We further declare that presently our Firm (name of the Firm) is not blacklisted and not declared ineligible for reasons other than corrupt and fraudulent practices by any State/ Central Government/ PSU on the date of Application Submission.

If this declaration is found to be incorrect then without prejudice to any other action my/our Application may be rejected and BZA division may take any other action that may deem fit to it.

Yours sincerely,

Signature of Authorized Signatory (with official stamp)

Vide Company Board Resolution/Authority Letter dated [•]

Name of Authorized Signatory: [•]

Designation of Authorized Signatory: [•]

Address of the Applicant: [•]

Telephone & Fax of the Applicant: [•]

E-mail address of the Applicant: [•]

ANNEXURE-D**8.3. Format for submission of offer/response to the EOI :**

1. Company details –
 - a) Name of the company - Certificate of incorporation
 - b) Name of key persons,
 - c) Authorized signatories (Certified copy of Power of Attorney)
 - d) Contact details,
 - e) Registered and local office addresses (with documentary proof)

2. Profile of the company - Brief description on type of business, experience etc.

3. Documents to demonstrate the financial capacity - Last three years annual turnover, tax paid, solvency certificate etc. (Copies to be uploaded).

4. Description/details of similar assignments carried out during last five years. Following details for each assignment must be provided with supportive documents:
 - a) Name of the work.
 - b) Name of the client.
 - c) Brief description of scope of assignment.
 - d) Components of assignment.
 - e) Cost of Project and funding
 - f) Any other details

5. Brief description of the concept note that should include:
 - a) Mechanization of handling of cargo. Details of handling equipments to be deployed.
 - b) Creation/redevelopment of facilities, their upkeep and maintenance
 - c) Detailed plan to provide first and last mile connectivity
 - d) Warehousing facilities.
 - e) Upkeep and maintenance of goods shed facilities and infrastructure.
 - f) Provision of amenities to merchants and labourers.
 - g) Brief idea on unit cost of handling and transportation.
 - h) Details on revenue sharing and/or license fee.
 - i) Expectations from Railways
 - j) Any other relevant details.
 - k) Proposed tenure of the contract.
