

Expression of Interest for empanelment of Consultants with CONCOR for Consultancy/ Feasibility Studies

1. BACKGROUND:

Container Corporation of India Ltd. (**CONCOR**), a Navratna Public Sector Undertaking (PSU) under the ministry of Railways, Government of India is the leading Container Train Operator in India. The company has a network of 68 container terminals with container stack yards, CFS facilities, general & special purpose, bonded warehousing and consolidation & de-consolidation of the cargo with mechanized handling system. With major investment plans on the anvil CONCOR is in regular process of development of infrastructure & entering into joint venture in the new area of logistics.

With a view to streamline the process of selection of consultants whose services are required by the company frequently for providing Consultancy on various Projects & Studies in the logistics sector, CONCOR is desirous of empanelment of qualified agencies to whom quotations may be floated from time to time.

2. Scope of work: Normally the scope of work for the studies will entail following activities:

2.1. Identification of the strategic land at various locations for Logistic Hubs and prioritizing in terms of its potential and processing case for transfer/ lease/procurement of such land .

2.2. To conduct Business Feasibility Study and Preparation of Business Plan for setting up rail/ road Multi-modal Logistics Park/Hubs/ Warehousing projects. The strategic locations to be considered on pan india basis and offshore initiatives proposed by CONCOR.

2.3. Detailed analysis of the top locations which will include:

- i) Analysis of Type of Cargo Market in the Project Influence Zone for different Commodities - Bulk, Break-bulk and Container, Inbound and Outbound both and Fast Moving Consumer Goods(FMCG).
- ii) Estimation of Rail Traffic (Rail-road or rail cum road)demand-current and future.
- iii) Estimation of size & facilities at Logistics Park (MMLP) - open yards, covered warehouses, railway infrastructure, maintenance facilities etc.
- iv) Operations and Maintenance Planning at the Terminal, PSCTs, ILMZ etc.
- v) Estimation of all costs, including Capital expenditure, Operations and Maintenance expenses for the project.
- vi) Conducting Financial Appraisal of the project.
- vii) Suggest suitable modal of implementation.
- viii) Type of equipment deployment for optimum utilisation
- ix) Inland Waterways transportation with rail/road link
- x) Techno-economic commercial feasibility and socio economic feasibility of the business.
- xi) Cold-Chain activities including reefer cargo business, liquid cargo business etc.
- xii) To identify locations near DFC where ICDs or CFSs can be established and have the business potential.
- xiii) Shifting of traffic from road to rail.
- xiv) Strategy of others PCTOs.
- xv) Running of scheduled trains services

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- 2.4 The deliverables shall include a comprehensive project report (draft & final) comprising of:
- (i) Technical Report consisting of cargo traffic, marketing and detailed cost
 - (ii) Financial Analysis Report
 - (iii) To assist client in bid and finally leading up to identification and execution of Concessionaire greement.
 - (iv) Project Implementation schedule
 - (v) Detailed financial model including details of funding required (both equity and term loans from banks) Lease/upfront payment modes and funding/grant.
 - (vi) Resource mobilization plan (including assessment of staff, machinery and equipments)
 - (vii) Environment Management Plan (including assessment of staff, machinery and equipment)
 - (viii) Project implementation Structure and Financial Plan

The deliverables mentioned are indicative and not comprehensive and will vary depending on nature of study.

3. Terms & conditions:

- 3.1. CONCOR reserves the right to verify/confirm all documentary evidence submitted by responder(s) in support of above mentioned clauses of eligibility criteria. The consultant has to submit specific documents to support the credentials, experience etc. Each page of the documents should be signed by authorized signatory.
- 3.2. Empanelment shall be initially for a period of two (2) years, which may be renewed for further period(s) at the sole discretion of CONCOR after review of performance and feed back from client.
- 3.3. Empanelment with CONCOR does not confer any exclusive right to the agencies to be invited for participating in any bid, tender etc. floated by CONCOR.
- 3.4. CONCOR reserves the right to accept or reject any or all requests for empanelment without assigning any reason thereof.
- 3.5. CONCOR reserves the right to waive off any shortfalls; accept the whole, accept part of or reject any or all responses to this EOI.
- 3.6. CONCOR reserves the right to cancel or annul the Expression of Interest (EOI) at any stage and call for fresh EOI.
- 3.7. CONCOR reserves the right to call for fresh participants at any stage even if the EOI is in evaluation stage or the responders have been empanelled.
- 3.8. CONCOR reserves the right to procure /to avail services of any item in any task from sources other than those empanelled with CONCOR during the period of empanelment.
- 3.9. CONCOR reserves the right to procure /to avail/to call services/quotations from any of the empanelled agencies if they suit/eligible for the study, CONCOR is going to require during the period of empanelment based on their expertise.



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- 3.10.** The responder shall bear all costs associated with the preparation and submission of its response, and CONCOR will in no case be responsible or liable for these costs, regardless of the conduct or the outcome of the EOI process.

EOI shall be submitted in a sealed cover super scribing "EOI for Empanelment of Consultants with CONCOR for Consultancy/ Feasibility studies.

4. Eligibility/ Qualification Criteria:

The Consultants intending to be empanelled should fulfill the following eligibility criteria and shall provide documentary evidence towards the following:-

- 4.1.** The Consultant must be a registered legal entity in India (an organization, which is legally permitted to enter into a contract) and have been incorporated not later than 2014. Foreign entities registered in India (as per Indian law) are also eligible for empanelment and would require to comply to all the terms and conditions floated in the bid from time to time.
- 4.2.** The consultant should have expertise in dealing transfer/lease/procurement of land.
- 4.3.** The consultant should submit their credentials /recognition/ accreditation, etc.
- 4.4.** The Consultant must have completed to the satisfaction of their clients, at least three assignments of consultancy in the logistics sector (includes airports/ports/railways/waterways linked freight logistics experience) of anticipated project cost not less than ₹50 crores in the last five financial years i.e from 01.04.2012 to 31/03/2017. Documentary evidence of above must be submitted along with proposal. For the purpose of eligibility criterion the same can be demonstrated by submitting testimonials of successful work completion issued by the clients.
- 4.5.** The consultant should have a minimum average annual turnover of Rs.3 (three) Crores in last three consecutive financial years i.e 2014-15, 2015-16 and 2016-17.
- 4.6.** The Consultant should have a set of experts in logistics consultancy with necessary credentials to provide consultancy/ carry out feasibility of logistics studies as sought for by CONCOR.

5. Documents to be submitted with EOI:

The consultancy firm/Institution qualifying under the above criteria should submit documents in support of the eligibility criteria as mentioned above along with the following documents:

- 5.1.** A covering letter addressed to ED, Strategic Planning CONCOR on the official letter head of the company duly signed by authorized signatory.
- 5.2.** Information of the participant as per Exhibit-I.
- 5.3.** Details of similar nature of projects completed in last five financial years (01/04/2012 to 31/03/2017) in the form Exhibit-II. As mentioned at para 4.4, atleast three projects' of cost not less than Rs.50 crores should be backed with satisfactory completion



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certificates issued by the authorized signatory of their client on letter head along with contact/email details of the client.

(Note:- Project cost is referred to the cost of the client's project for which consultancy is provided by the participants and not to the consultancy fee received by the participants.)

- 5.4. Annual turnover for last 3 years and positive Net Worth as on 31/03/2017 duly certified by a registered Chartered Accountant (C.A) as per Exhibit-III, or the Audited Financial Statements of last 3 years.
- 5.5. In case of MNCs subsidiary company/ constituent, the shareholding pattern and, or details of the relationship with the MNC.
- 5.6. Certificate of incorporation of the organization
- 5.7. Power of Attorney in favor of the authorized signatory, with documentary evidence of delegation of power to the competent authority.
- 5.8. CVs of atleast three (3) key persons having expertise/experience in area of consultancy on logistics projects establishing their being on the regular payroll of the organization for a period of at least 3 years.
- 5.9. Valid documentary proof for GST/ VAT Number registration number (if applicable), PAN No. etc.

6. Evaluation of Empanelment process

- 6.1 On receipt of EOI, CONCOR will evaluate the suitability of the consultants for execution of special purpose consultancy activities in the logistics & related sectors.
- 6.2 As a part of the empanelment process, the bidders may be required to carry out following activities before nominated committee of CONCOR.:
 - a. to make a presentation to establish their credentials for suitability to provide the consultancy services satisfactorily as required by CONCOR. Date of presentation will be intimated giving adequate time.
 - b) Arrange interaction with the experts whose CV have been submitted along with the Bid document.
- 6.3 Based on the evaluation of documents and the presentation/interaction, CONCOR will communicate the empanelment of the consultants.

Parties may submit their offer to this office on or before 26.02.2018 at 15.00 hrs. in the office of **ED, Strategic Planning, Container Corporation of India Ltd., CONCOR Bhawan, C3, Mathura Road, New Delhi – 110076.**

Email: rshyam@concorindia.com
sanjayb@concorindia.com





*EMPANELMENT of CONSULTANTS
for CONSULTANCY / FEASIBILITY STUDIES*

**Container Corporation of India Ltd.
C – 3, Mathura Road, Opposite Apollo Hospital,
New Delhi – 110076**

NOTICE

*EMPANELMENT OF CONSULTANTS
FOR CONSULTANCY/FEASIBILITY STUDIES*

Expression of Interest is invited from reputed professional consulting agencies for empanelment to conduct Feasibility studies/Consultancy services on various projects and studies in the logistics sector related with CONCOR throughout the country. Detailed scope of work, instructions, terms & conditions etc. can be downloaded from our website www.concorindia.co.in from 09.02.2018. The pre-bid meeting would be held on 16.02.2018 at 15:00 hrs and corrigendum, if any, to be uploaded in CONCOR website on or before 23.02.2018. The last date for submission to EOI document will be 26.02.2018 at 15:00 hrs and will be opened at 15:30 hrs. on same date. Interested parties may submit their EOI in the box kept in the **Office of Executive Director, Strategic Planning, Container Corporation of India Ltd., CONCOR Bhawan, C3, Mathura Road, New Delhi – 110076.**

**Executive Director,
Strategic Planning**

Information about the Participant

(A) Information by the Participant:

Name of the Company	
Address of the Registered Office along with the Telephone/Fax Numbers and E-Mail Address	
Address of the Offices in India along with the Telephone/Fax Numbers and E-Mail Address	
Address of the Local Office along with the Telephone/Fax Numbers and E-Mail Address	
Place and Date of Incorporation and Date of commencement of business	
Details of Current management:	Details in Annexure Form
Brief Description of the Company including its main business <i>(Not more than 3 pages)</i>	Details in Annexure Form
List of shareholders (holding more than 10% of shares)	
Particulars of holding, subsidiary or associated Companies	

(B) Information for the Authorised Signatory of the Bidder to whom Power of Attorney has been given.

Individual's Name	
Designation	
Citizenship	
Address	
Telephone Number	
Mobile No.	
Fax Number	
E-Mail Address	

*Relevant copies of qualifications and experience to be submitted alongwith the above filled in format.



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EXHIBIT-II

(Information for Evaluation of the Eligibility Criteria)

Experience in Consultancy Services provided as directly or lead member of consortium, in last 5 financial Years

Sr. No.	Name of the Project	Location& Year of Completion	Consortium Member (if any, & role of each member)	Brief details of the study done	Estimated investment for the Project	*Completion Certificate for satisfactory services by the client

**** As stipulated in para 5.3, bidders were required to mandatorily provide atleast 3 (three) such certificates issued by the clients for studies completed for projects with estimated investment of atleast ₹50 crores during the period 01/04/2012 to 31/03/2017***

***** Empanelment will be of individual companies and not of consortium. For the purpose of eligibility/financial standing, however credentials study of holding company and subsidiary may be relied upon.***



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EXHIBIT-III

**Certificate of Annual Turnover & Net Worth
(Issued by a registered C.A)**

This is to certify that M/S has registered turnover as under for the last 3 years.

Financial Year	Annual Turnover	Average annual Turnover
2014-15		
2015-16		
2016-17		

It is further certified that the details of Net Worth of the Company as on 31st March, 2017 stands as under:

S. No	Head	Indian Rupees (in Crores)
1	Paid up Share Capital	
2	Reserves and Surplus	
3	Sub total (1+2)	
4	Revaluation reserve	
5	Intangible Assets	
6	Miscellaneous expenditure and carry forward losses to the extent not written off	
7	Sub total (4+5+6)	
8	Net worth (3 – 7)	

