

KERALA SHIPPING AND INLAND NAVIGATION CORPORATION LTD

(A Government of Kerala Undertaking)



INVITATION OF EOIs TO FORM BUSINESS ASSOCIATION FOR DEVELOPMENT OF BUSINESS

Tender No	C-767/2020
Mode of tender	Off line (physical bids to be submitted to the Head office
Cost of Tender documents	Rs. 5000.00 (inclusive of GST)
Last date of receipt of bids	25.03.2020, 03.00 PM
EMD	Rs. 50,000.00 per business segment (Max Rs. 1,00,000/-)
Date of opening	25.03.2020, 03.30 PM



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63/3466, Udaya Nagar Road, Gandhi Nagar, Kochi -682020.

0484 2203614/2206232, Fax 2206848 , www.ksinc.in, keralashipping@gmail.com

No.C-767/19

Date: 25.02.2020

INVITATION OF EOI TO FORM BUSINESS ASSOCIATION FOR DEVELOPMENT OF BUSINESS

PART - I - GENERAL TERMS AND CONDITIONS OF TENDER

1. **Kerala Shipping and Inland Navigation Corporation (KSINC)** is a Government of Kerala Undertaking with its Head office at Gandhi Nagar, Kochi, Kerala. KSINC is engaged in manufacturing and repairing small vessels and crafts, cargo transport through backwaters, bunkering and day time sea cruise operations for public etc.
2. KSINC aims to expand its business to new and related areas of Inland Navigation, Coastal Shipping and Tourism, to augment its capability and capacity. KSINC also aims that partnerships with reliable partners for different verticals will ensure optimization, productivity and better utilization of resources of the Company. KSINC is looking for efficient business associates to initiate, augment, drive and market the new verticals effectively functioning as an integral part of the mother company, KSINC. To this effect KSINC is looking for business association with reliable partners in various verticals who should be selected on the parameter of proficiency, capability innovation and versatility.
3. Therefore Expressions of Interest (EOI) are invited from reputed firms and organisations who are interested in collaboration with KSINC in various business sectors as annotated in this document.
4. This document will provide an overall view of our plans and ideas towards forming business association / MOUs. Scope of the work, eligibility criteria, documents required to be submitted along with the offers are enumerated under each section. Thirteen areas of interest is listed in this document A bidder can participate in any or all of the business areas described in this document. But the firm shall satisfy the qualification criteria in each business areas separately.
5. **Bid processing fee:** The bidder must remit the bid document cost / bid processing fee of Rs. 5000/- inclusive of GST while submitting the bid. If a bidder is participating in more than one business areas, the bid document fee need to be remitted only once. The document cost/ bid process fee will not be refunded under any circumstances.

6. **Earnest Money Deposit (EMD):** The bidder must remit an Earnest Money Deposit of Rs. 50000/- per business segment in which it is participating. If a bidder is participating in more than one business areas, the EMD as specified shall be remitted for each business area. However the maximum amount is limited to Rs. 1.00 Lakh.
7. The document fee and EMD shall be remitted by way of Demand Draft drawn in the name of Kerala Shipping and Inland Navigation Corporation Limited on the Ernakulam branch of any scheduled bank.
8. No exemption will be allowed in the bid document fee or EMD, except for start ups as detailed in each segment.
9. The bid submitted shall contain:
 - a) This document downloaded and signed on all pages
 - b) Summary information sheet regarding the bidder as given in this document duly filled and signed. The summary information is divided in to two parts. If a bidder is interested to submit bids
 - c) A summary of the business proposal.
 - d) Summary of financial data duly certified by a Chartered Accountant. (No need to attach copies of annual accounts. If required, it will be called for later)
 - e) Details of existing business, experience etc as required in the segment "Documentation" given under each business area. If a bidder is interested in more than one business area, this shall be submitted separately for each business segment.
10. **Submission of Expression of Interest:**The bids shall be submitted in a sealed cover to the company at the following address, so as to reach on or before 25.03.2020, 03.00 PM:

THE MANAGING DIRECTOR
KERALA SHIPPING AND INLAND NAVIGATION CORPORATION
63/3466, UDAYA NAGAR ROAD, GANDHI NAGAR, KOCHI - 682 020.

The cover containing EOI should be sealed and superscripted "Expression of Interest (EOI) for Business association with KSINC".
11. More details and clarifications can be obtained from the Commercial Manager by calling on 0484-2203614 /2206232/2206840 or by sending email to cm.ksinc1@gmail.com.
12. Received bids will be opened at 03.30 PM on 25.03.2020 in the presense of bidders if any present.
13. **Selection Criteria:** Criteria for evaluation of the bids and selection of the business associate is described in Part II -Special Conditions.
14. **DISQUALIFICATIONS**

KSINC may at its sole discretion and at any time during the evaluation of proposal, disqualify any respondent, if they have:

- i. Submitted the Proposal documents after the response deadline.
- ii. Made misleading or false representations in the forms, statements and attachments submitted in proof of eligibility requirements.
- iii. Submitted a proposal that is not accompanied by required documentation or is non-responsive.
- iv. Failed to produce clarifications related thereto, when sought.
- v. Submitted more than one proposal.
- vi. Declared ineligible by the Government of India / State government/Public sector undertaking.

15. **Right to reject bids:** Notwithstanding anything contained in this EOI, KSINC reserves the right to accept or reject any application and to annul the EOI process and reject all applications, at any time without any liability or any obligation for such acceptance, rejection or annulment and without assigning any reasons, thereof. In the event that KSINC rejects or annuls all the applications, it may at its discretion, invite all eligible prospective business partners to submit fresh applications. In such an eventuality, the EMD furnished, if any will be refunded.
16. KSINC reserves the right to disqualify any applicant during or after completion of EOI process, if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide within the specified time, supplemental information sought by KSINC
17. **Sub-contracting is prohibited:** This invitation is for business association or signing of MOU with the bidder directly. Delegation of the authority to a subsidiary or associate of the bidder will not be allowed.
18. In case of any dispute on this EOI, agreements / MOUs signed under this EOI and any communications, actions, commissions, omissions etc taken based on / pursuant to this EOI shall be subject to the arbitration of the Managing Director of the KSINC, and his decision shall be binding on both the parties.
19. This EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts at Ernakulam shall have exclusive jurisdiction over all disputes arising under, pursuant to and / or in connection with the Eoi process, subsequent work order, agreement or any other matter related thereto.



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PART II - SPECIFIC CONDITIONS OF THIS EOI AND DETAILS OF BUSINESS

SEGMENTS

1. KSINC wishes to expand its business activities rapidly across India and abroad in the years to come. In order to tap the market, KSINC proposes to hold hands with companies / firms / organizations having expertise in the chosen field to form partnerships under various verticals. It is with this objective this EOI is invited.
2. The business segments interested by KSINC is detailed below separately. Business Association will be established with the party(s) selected through this Eoi in these areas .
3. Existing business of KSINC will not be part of the new association unless other specified in the agreement. The selected associate shall identify, nurture and establish new business in the identified areas.
4. Only established firms with proven track record need to participate in the EOI process. The prospective associate must possess necessary knowledge and experience in the business segment and be financially sound.
5. Where technologies and intellectual properties are involved, it shall be owned or licensed by the partner firm and the end product must be clear from third-party IP infringement claims.
6. Interested companies meeting the Pre-Qualification Requirements (PQR) as given in this document and ready to associate with KSINC as per broad scope/ expectations given in each of these segments are invited to submit their offer in response to this Eoi.
7. Upon receipt of responses against this Eoi, KSINC will review the responses to ascertain suitability of the offers and short list prospective associates for further discussions. Detailed discussions on commercial and other terms and conditions to finalize the Agreement shall be held with short listed prospective associates. The detailed terms and conditions for agreement shall be mutually agreed upon. The distinct legal identity of KSINC and the chosen partner will remain intact and the partnership shall be in the nature of an agreement. The selected partner would function as an autonomous division of KSINC for marketing and billing purpose and shall

be responsible to the clients through KSINC. KSINC will not invest or employ personnel in this regard, whereas the partner shall have operational freedom.

8. During the process, KISNC at their discretion may inspect the prospective partner ' s works/office/reference site premises for the purpose of evaluation, as deemed necessary before selection of partner.

9. **Evaluation of the bids:** The bids will be evaluated broadly based on the following criteria:

- a. Financial position of the partner and capacity to invest in the new association
- b. Experience and standing in the market of the business segment
- c. Possession of technical know how, manufacturing capabilities, technical personnel etc
- d. Terms and conditions of the associations offered.
- e. Possession of certifications and licenses etc.

10. **Selection of Qualified Parties and mode of Conduct of Business :**

- i. After the evaluation of the Expressions of Interest received and discussion with the selected parties (bidders), KSINC will enter in to definite agreement with the selected parties. The agreement will describe how the association will work in the selected segment with the selected associate.
- ii. KSINC may choose one or more associates in any of the segments and will have separate agreements with each of them.
- iii. The associate will be responsible for identifying business opportunities, developing the market and obtaining the work. The execution of the work shall be carried out by the Associate himself at his expenses unless otherwise specified. KSINC will render necessary assistance in the discussions, bid / contract management, liaison with principals etc for which a percentage fee or lump sum charge will be fixed in the agreement.
- iv. The work obtained by an associate will be executed by the same associate only. There will be no public / limited tendering or pooling or distribution among the associates.
- v. Execution of works that come directly to KSINC, either on nomination basis or by public tender will be with KSINC only. No associates can claim right to get the work awarded to him / her. i

11. Areas where KSINC is seeking associates is listed below, business association will established only in areas where there are satisfactory agreement could be reached. If any party is interested in a business segment not listed here may contact the company directly.

12. Below are different business segments to which partners are invited;

1. Manufacturing FRP/GRP boats, new generation boats & Vessels
2. Electric and Solar boat manufacturing
3. Training / Research / Education / Instruction in naval, marine, nautical, logistics & allied subjects.

4. Logistics/CFS
5. Clearing and forwarding
6. Manning of vessels
7. Dredging
8. Cruise operation
9. Leasing / chartering of vessels
10. ERP Implementation and Management Consultancy services
11. Shipping Industry Automation Solutions / Artificial intelligence based predictive maintenance
12. /Surveillance / Security
13. Canal / Inland water quality enhancement

Detailed requirements and expected qualifications of the prospective partners and documents required to be submitted are given in detail in the following pages.

13. **HOW TO SUBMIT BIDS:**

Interested parties who are eligible are requested to submit their Expression of Interest, with the following details, **separately for each business segment** '.

- I. Constitution or legal status of applicant indicating name of the firm, registration number, registering authority, place of registration, principal place of business, main branches etc.
- II. Details of partners / Directors or key managerial personnel and list of key personnel employed.
- III. Details meeting qualification criteria - works completed, turnover met, possession of physical facilities etc with documentary proof and client satisfaction report must be attached.
- IV. Demand Draft / proof of remittance for the document cost and EMD.
- V. Solvency certificate, wherever asked for.
- VI. List of work executed during past five years including year-wise monetary value.
- VII. Details of ongoing and committed projects in hand.
- VIII. Summary of annual accounts for the last three years in the prescribed format.
- IX. Corporate brochures, product leaflets, etc for general information.
- X. **Brief Report on the business proposal with KSINC in the selected area.**

(Please avoid submitting unnecessary volume of documentation, like copies of partner ship deeds, MOA and AOA of companies, copies of PAN, GST etc, full balance sheets etc. KSINC will call for more details and documents wherever such documentary proofs and records are required to complete the evaluation)



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Business Segment - 1

MANUFACTURING FRP/ GRP / NEW GENERATION BOATS & VESSELS

The following are the scope (partially or fully) of deliverables from the collaborating firms.

- I. Marketing, Generation of Business. Execution of works, Liaising with concerned agencies/clients, Design, Manufacturing& obtaining approvals from the agencies concerned agencies/Client, Submission of Bills to the Client and Obtaining payments etc.
- II. Providing necessary expertise, technical know-how, etc during/for infrastructure setup for manufacturing FRP/ GRP boats.
- III. Providing necessary support for tendering including costing.
- IV. Design for the FRP/ GRP boats (both basic and production design.
- V. Designing and supply of moulds, tooling and all accessories for construction of FRP/ GRP boats.
- VI. Procurement and supply of all materials including equipment for construction of the vessels. This will include supply of on board spares also.
- VII. Complete construction of the hull and other components, their erection and fitment, installation/ fitment of propulsion system and other equipment/ fittings, painting, and carrying out system tests/ trials to the satisfaction of Class/ Owners of all FRP/ GRP boats.
- VIII. All documentations/ necessary requirements and successful delivery of the boats at the locations and time lines specified in the tender.
- IX. Post-delivery Warranty support and providing Comprehensive Annual Maintenance
- X. Complete project management, documentations including manpower for the above activities is in the scope of the collaborating firm.
- XI. The party should agree to work jointly with KSINC for each project on an exclusive basis.
- XII. The party should agree to work jointly with KSINC inside yard premises on turnkey basis.

XIII. There shall be a non-disclosure clause and the partner shall not directly or indirectly compete in the same sector.

ELIGIBILITY CRITERIA AND OTHER CONDITIONS:

- Having a minimum experience of 3 years of building FRP/GRP boats of various types with minimum length of 10 Meter. Experience in construction of speed boats and / or large FRP structures also will be considered at the discretion of the company
- Experience in designing and building vessels under class certification will be an added advantage.
- Having class approved yard will also be an added advantage.
- Minimum turnover of Rs. 3.00 Crores annually in each of the last three years. The entity shall be in profit in all these years.
- Solvency certificate from a Bank for an amount of Rs. 2.00 Cr to be provided
- Firms should not be a blacklisted/ put on tender holiday list by any of Government departments, agencies, PSUs, or reputed private firms. A self-declaration to this effect should be enclosed in the proposal.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to pay Rs.5000/- (Five Thousand only), inclusive of GST, towards Tender processing fee
- 2) Interested parties need to submit an EMD of Rs. .50000/- (Fifty Thousand only) in the form of demand draft payable at Ernakulam
- 3) The bidder should be able to provide a security deposit of Rs. 1000000/- (Ten Lakhs Only) to KSINC on successful approval of the tender.
- 4) Start Ups registered under Kerala start – up mission are exempted from furnishing EMD and solvency certificate and the security deposit is reduced to Rs . 100000/- (One Lakh only).. Experience and turnover criteria could be waived if the technical competence is demonstrated satisfactorily and the technology / innovation is credible.

DOCUMENTATION

Details of documents to be submitted are indicated at the beginning of this section (page No.7).



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INVITATION OF EOI TO FORM BUSINESS ASSOCIATION FOR BUSINESS DEVELOPMENT

Business Segment - 2

ELECTRIC /SOLAR BOAT MANUFACTURING

Following are the scope (partially or fully) of deliverables from the collaborating firms.

- Electric / solar propulsion for vessels and crafts is gaining popularity around the world. KSINC wish to exploit the new potential generated by this shift, in association with the selected partner.
- The partner shall have own yard to build FRP boats and crafts with proven track record. Capability for in house design will be an added advantage.
- The partner must have experience in installation of electric propulsion either his own or in collaboration with another reputed firm in the field of electric propulsion.
- The partner will be responsible for the marketing, Generation of Business. Execution of works, Liaising with concerned agencies/clients, design and approvals, construction, certifications and registration etc.
- Supervision and execution will be monitored by KSINC. The partner shall provide all the facilities for the supervisors from KSINC.
- Procurement and supply of all materials including equipment for construction of the vessels.
- Designing and supply of moulds, tooling and all accessories for construction of boat.
- All taxes and charges of any kind in connection with this contract will be taken by the builder.

ELIGIBILITY CRITERIA AND CONDITIONS

- The bidder should have experience in construction/supply of FRP passenger vessels and crafts
- Must have own yard/ lease having all facilities for the construction of the vessels.
- Must have a turnover of at least Rs. 3.00 Crore for last three years. The entity shall be in profit in all these years.

- Having minimum experience of 3 years in Solar / electric boats either its own in combination of collaborators.
- Firms with proven design for solar boats will be an added advantage.
- Solvency certificate from a Bank for Rs.1.00 Crore is mandatory
- The firm should not be blacklisted by any Government department / agencies or PSU and by any Private organizations.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to pay Rs. 5000/- (Five Thousand only) towards Tender processing fee
- 2) Interested parties need to submit an EMD of Rs. 50000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 3) The bidder should be able to provide a security deposit of Rs 1000000/- (Ten Lakhs Only) to KSINC on successful approval of the tender.
- 4) Start Ups registered under Kerala start – up mission is waived of from EMD and solvency certificate and their security deposit is reduced to Rs 100000/- (One Lakh only) as to promote start up ecosystem in Kerala. Experience and turnover criteria could be waived if the technical competence is demonstrated satisfactorily and the technology / innovation is credible.

DOCUMENTATION

Interested parties who are eligible are requested to submit their bids with:

- standard documentation as described at the beginning of the section (page No.7).
- Details of partner for electric propulsion if any partner is involved.



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 3

TRAINING

The following are the scope (partially or fully) of deliverables from the collaborating firms.

- I. Marketing, generation of business, obtaining approvals, generation & submission of bills, obtaining payments.
- II. Providing training for naval, marine, nautical science, logistics, shipping and clearance, documentation, warehouse and inventory management, transportation management, human resource management, marketing management, operation management, retail management.
- III. Providing practical training for ERP software (SAP, Tally, Oracle, Windows).
- IV. Industry tie-ups and onsite experience.
- V. Placement for all trainees.
- VI. Soft skill developments to be provided.
- VII. Providing required study materials for trainees.

ELIGIBILITY CRITERIA AND OTHER CONDITIONS

- Must have minimum 5 years of experience in the field of training / education and have a good track record in training and placement
- The institution must have minimum 5 full time faculties in its roles two of them should have experience in the fields of shipping and logistics.
- The institute should have sufficient tie-up with firms and companies for placement of students
- The institute should have its own campus, smart classrooms, library and related facilities.
- Institutes that are teaching training at least 100 students in a year preferred.

- The institute must be registered / affiliated with an approved university, apex body or recognised by the Government of India or state Government. The diploma / certificate issued by the institute shall be properly recognised.
- ISO certification will be an added advantage.
- The entity shall have a minimum turnover of Rs. 50.00 Lakhs in the past three years and be in profit during the past three years.
- Any previous experience of working under MoU partner.
- International exposure and tie-ups are an added advantage.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs5,00,000/- (five Lakhs Only) to KSINC on successful approval of the tender.
- 4) Start Ups registered under Kerala start – up mission is waived of from EMD and solvency certificate and the security reduced to Rs 100000/- (One Lakh only) as to promote start up ecosystem in Kerala. Experience and turnover criteria could be waived if the technical competence is demonstrated satisfactorily and the technology / innovation is credible.

DOCUMENTATION

Interested parties who are eligible are requested to submit:

- Standard documentation as detailed in the beginning of this section (page No.7)
- Copies of letters / records in proof of recognition / affiliation to a university, certifying body etc.
- List of companies where the placements were made in the last two years with details of the course, no of students, employment offered etc



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 4

LOGISTICS/ CFS

Following are the scope (partially or fully) of deliverables from the collaborating firms.

SCOPE OF THIRD PARTY LOGISTICS

- Marketing, generation of business, obtaining approvals, generation & submission of bills, obtaining payments.
- Providing expertise warehousing inventory management facility.
- Providing expertise both inland and road transportation facility.
- Providing all the documentation necessary for the transportation of goods.
- Providing distribution management.
- Providing better transportation of goods in cost effective way by using Freight consolidation.

SCOPE OF CONTAINER FREIGHT STATION

- Stuffing and de-stuffing of goods.
- Provide detail examination and approval of goods under customs before import and export.
- Providing temporary storage facility and container yard facility.
- Providing further assistance for importing and exporting of goods.

ELIGIBILITY CRITERIA AND OTHER CONDITION

- Have minimum experience of five years in the field of logistics and shipping management.
- Having a minimum average turnover of Rs.5.00 Crores annually for the last 3 years. The entity shall be in profit during these three years.
- Have own container yard or CFS with equipments (stacker, fork lifter, pallet, trolley, ramp, crane, cold storage area) for carry out the operational activities.
- Must produce a solvency certificate for Rs. 1.00 Crore from its bankers.
- Have sufficient man power to operate logistic sector (including experienced expert).

- Experience in custom bonded ware houses have an added advantage
- Should have registration with GST, ESI and PF.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs 10 00 000/- (Ten Lakhs Only) to KSINC on successful approval of the tender.

DOCUMENTATION

Interested parties who are eligible are requested to submit their offers with standard documentation as detailed in the beginning of this section (page No.7).



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 5

CLEARING AND FORWARDING

Following are the scope (partially or fully) of deliverables from the collaborating firms.

- Marketing, generation of business, obtaining approvals, generation & submission of bills, obtaining payments.
- Provide guidance in selection of shipping line.
- Completing customs and port formalities.
- Providing transportation facility by proper transport of goods to the dock and warehouse in the port.
- Arrangement of containers for exporting goods.
- Packing, marking and labeling.
- Providing advising experts on trade laws.
- Procuring documents such like bill of lading and makes the available to the exporters for negotiation with bank

ELIGIBILITY CRITERIA AND OTHER CONDITIONS:

- Have at least five year experience in the field of clearing and forwarding.
- Having a minimum average turnover of Rs.5.00 Crores annually from clearing and forwarding in the last 3 years. The entity shall be in profit in these three years.
- Must produce a solvency certificate for Rs. 2.00 Crore from its bankers.
- Have sufficient personnel experienced in in clearing and forwarding.
- Need to have necessary technologies and software.
- The company should be registered under DGFT (Directorate General of Foreign Trade), local authority, and GST, ESI & PF registration.

- Firm should not be blacklisted or put on tender holiday list by any of Government departments /agencies, PSUs, reputed private firms.
- Must be carrying out clearing and forwarding for reputed companies and PSUs

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs. 2,00,000/- (Two Lakhs Only) to KSINC on successful approval of the tender.

DOCUMENTATION

Interested parties who are eligible are requested to submit their bids with standard documentation as detailed in the beginning of this section (page No.7).



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 6

MANNING OF VESSELS

The following are the scope (partially or fully) of deliverables from the collaborating firms.

- To engage in the business of manning all kinds of vessels and crafts..
- Marketing, generation of business, obtaining approvals, execution of the contracts.
- Providing expertise in managing cruise vessels and their primary maintenance.
- The agency will conduct medical and physical examination of the crew prior to deployment.
- The agency is responsible for paying all statutory liabilities like, PF, ESI etc. towards his employees engaged / deployed for managing the vessel.
- The agency will be responsible for making the payment of salary, wages and all other expenses and allowances for the crew on time as per the contract agreement with the crew.

ELIGIBILITY CRITERIA AND OTHER CONDITIONS:

1. Should have minimum five years of experience in managing any of the following type of IV, RSV or seagoing vessels :
 - a) At-least one 1000 MT oil tanker/ barge
 - b) RO-RO vessels
 - c) Sea going passenger vessels of Minimum 100 passenger capacity
 - d) Sea going tugs
 - e) Dredgers of at least 250 Cubic Meter per hour capacity
2. Experience in managing MS class vessels including their primary maintenance is desirable
3. Possession of DG shipping license for recruitment of sea men preferred.
4. Shall be capable to handle the statutory liabilities like, PF, ESI, Seaman's provident fund etc. Of the employees engaged / deployed by the new association.
5. The firm must have a turn over of at least Rs. 5.00 Crores from manning business and must be in profit for the last three years.
6. Must produce a solvency certificate for Rs. 2.00 Crore from bankers

OTHER TERMS AND CONDITIONS

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- 2) Interested parties need to pay Rs.5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs 10,00,000/- (Ten Lakhs Only) to KSINC on successful approval of the tender.

DOCUMENTATION

Interested parties who are eligible are requested to submit the bid with documents detailed in the beginning of the section (page No.7).



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 7

DREDGING

The following are the scope (partially or fully) of deliverables from the collaborating firms.

- Supply, manning and operation of Dredgers.
- Executing the dredging and other related works that may be awarded and all matters related thereto. Completion of dredging work as per terms and conditions of contract (if required including bund construction & other dredging allied activities).
- Canvassing for new businesses, exploring new business potentials, execution of works, liaising with concerned agencies/clients, submission of Bills to the Client and Obtaining payments etc.
- Supply, Manning and operation of dredgers, boats, tugs, other equipment, etc. as required for completing the projects.
- Supply, Manning and Operation of Survey Vessels etc.
- Procurement, Erection and Maintenance of Navigational Aids.
- Aware of the rules and regulations applicable to the area and is in force from time to time in connection with dredging operations.

ELIGIBILITY CRITERIA AND OTHER CONDITIONS:

- I. **Category A** - For the estimated project cost exceeding Rs. 25.00 Crore.
 - Must be engaged in dredging reclamation, beach nourishment, debris removal, rock revetment, salvage works, bund construction, breakwater construction, environmental dredging etc in the last three financial years.
 - Must have an average annual turn over of Rs. 25.00 Crores over the last three years and the company shall be in profit during these years.
 - Should have minimum 5 years of experience in the field of dredging and related activities.
 - The firm should have minimum two Cutter suction dredger with minimum capacity of 100 Cubic Meter per hour of solids per hour, under ownership of the firm
 - Should have successfully completed similar works during last five years:
 - Three dredging works each costing not less than Rs 18.00 Crores.

- Two dredging works each costing not less than Rs. 24.00 Crores.
- One dredging work costing not less than Rs. 30.0 Crores.
- Must produce a solvency certificate from bankers for an amount of Rs. 10.00 Crores.

II. **Category B** - For projects with estimated cost of the project cost up to Rs. 25.00 Crores

- The firm should have experience in dredging, reclamation, beach nourishment, debris removal, rock revetment, salvage works, bund construction, breakwater construction, environmental dredging etc.
- The firm should have an average turn over from dredging activities of Rs. 15.00 Crores over the last three years and the company shall be in profit during these years.
- Should have cutter suction dredgers under its ownership with combined capacity of capacity at least 100 Cubic meter solids per hour.
- Must have completed in the last five years:
 - Three dredging works each costing not less than Rs 9.00 Crores.
 - Two dredging works each costing not less than Rs. 12.00 Crores.
 - One dredging work costing not less than Rs. 15.00 Crores.
- Must produce a solvency certificate form bankers for an amount of Rs. 5.00 Crores.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs 20,00000/- (Twenty Lakhs Only) for category A and Rs. 10,00,000/- (Rs. 10.00 Lakhs) for category B to KSINC on successful signing of the agreement.

DOCUMENTATION

- I. Documents shall be submitted as per details in the beginning of this section (page No.7).



KERALA SHIPPING AND INLAND NAVIGATION CORPORATION LTD

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0484 2203614/2206232, Fax 2206848, www.ksinc.in, keralashipping@gmail.com

No.C-767/19

Date: 25.02.2020

Invitation of EOI To Form Business Association for Business Development

Business Segment - 8

CRUISE OPERATION

Following are the scope (partially or fully) of deliverables from the collaborating firms.

- Identifying vessels, routes, location and potential of beginning new cruise operations
- The term cruise refers to day and night time services in inland waters, rivers and sea
- Providing vessels and manning for operations for tourism purpose.
- Design and execute packages of cruise boat operations
- The agency is responsible for paying all statutory liabilities like, PF, ESI etc. towards his employees engaged / deployed for managing the vessel.

ELIGIBILITY CRITERIA AND CONDITIONS

- Should have minimum five years of experience in the field
- Must have own or manage or operate at least three inland tourist boats or one sea MS class cruise vessels.
- Should have a minimum turn over of Rs.5.00 Crores from similar operations in the last three years. The entity shall be in profit
- A solvency certificate from bankers for an amount of Rs. 2.00 Crores shall be submitted
- Experience in managing and operating cruise vessels or any other kind of inland and sea going passenger vessels including their primary maintenance and also other experience in operating marine and inland vessels.
- The agency shall maintain crew required as per the relevant Inland vessel or MMD rules as the case may be.
- They will be responsible for all formalities like, Fire & safety permissions, security clearances etc for operating the service.
- Maintenance of the cruise should be provided by the agency.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs 10,00,000/- (Ten Lakhs Only) to KSINC on successful approval of the tender.

DOCUMENTATION

- I. Interested parties who are eligible are requested to submit their bids as per details stated in the beginning of this section (page No.7).
- II. The parties shall submit details of tourist vessels they own or operate now .



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 09

LEASING OF VESSELS

The following are the scope (partially or fully) of deliverables from the collaborating firms.

- Providing different vessels with or without crew as per need.
- Providing different equipments and spare parts according to the operation to carry down.
- The vessels shall be registered and insured as per the provisions law prevailed at the place of operation and all legal works will be taken care by the agency.
- Seven days trial for the vessel to be provided, before confirming the lease.
- Service worthiness of the vessel shall be properly certified by an independent agency before handing over.
- Market and explore new business opportunities.

ELIGIBILITY CRITERIA AND CONDITIONS

- Have minimum five years experience in the field of vessel operation.
- The firm should not be blacklisted by any government agencies, state agencies.
- The vessels provided shall be owned by the bidder with all necessary valid registration and licenses. Lease from third party or JV with vessel owners will not be allowed.
- The firm must be solvent to carry out the operations.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs 1,00,000/- (One Lakh Only) to KSINC on successful approval of the tender.

DOCUMENTATION

- Interested parties who are eligible are requested to submit their bids as per details stated in the beginning of this section (page No.7).
- List of vessels and their details shall be submitted.



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 10

ERP IMPLEMENTATION AND MANAGEMENT CONSULTANCY SERVICES

The following are the scope (partially or fully) of deliverables from the collaborating firms.

- I. Implementation of ERP software (SAP, Tally, Oracle) in interested party premises in the event of Digitization, Migration or Transition
- II. Understand the existing business processes and existing ERP application if any.
Checking for Existence of manual process, and control there ff for such manual process.
- III. Assess the usage of ERP and adequacy of IT infrastructure, validations and controls etc. MIS reporting configuration, Submission of project plan.
- IV. Execution of project as per scope of work.
- V. Control gaps for business process controls and standard settings
- VI. Post Implementation, Maintenance and Support
- VII. Ticket processing at various levels, enhancements, new developments, upgrades, optimization, surveillance and safeguards, documentation, advisory and audit, roll out.
- VIII. ITES in the form of BPO as a remote back office functioning at a different location executing day to day operations as well as periodical tasks as to reconciliation, consolidation and statutory tasks and various ERP system testing from UAT, unit testing, scenario testing, integration testing to regression testing etc
- IX. Cloud Solutions, integrated cloud solutions as a SaaS (Software as a Service model) , implementation and integration, hosting, maintenance, stabilization and support services and managed services.
- X. Provide management consulting services to Manufacturing, Other Businesses, Service, Agriculture sectors in their Production, Operations, Sales and Marketing, Merchandising, Finance, Waste Management, Environment protection, Human Resources landscape with solutions on
 - Business Processes
 - Trends and Absorption
 - Problem Identification
 - Diversification
 - Transition
 - E Commerce
 - CRM
 - User Experience
 - Effective Solutions based on User and Customer experience
 - Skilling
 - Documentation

ELIGIBILITY CRITERIA AND OTHER CONDITIONS

- Should be an authorised implementation partner with the a reputed ERP company.
- Should be a consultancy or auditing firm having at least 10 years experience in ERP implementation in the filed of Management consulting.
- The company must have a minimum turn over of at least Rs. 10.00 Crores in the last three years shall be in profit for the last three years and should be solvent to carry out the operations.
- Shall submit a solvency certificate from banker for an amount of Rs. 4.00 Crores.
- Should have completed at least three full ERP implementation end to end
- Purchase Order value of at least one of the ERP implementation should be at least Rs. One Crore or above.
- Not have been blacklisted by any State/Central Government organizations/Firms/Institutions/Central PSU/PSU should have a positive net worth during last three years.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs 20,00,000/- (Twenty Lakhs Only) to KSINC on successful approval of the tender.
- 4) Start Ups registered under Kerala start – up mission is waived of from EMD and the security deposit is reduced to Rs. 1,00,000/- (One Lakh only) as to promote start up ecosystem in Kerala. Experience and turnover criteria could be waived if the technical competence is demonstrated satisfactorily and the technology / innovation is credible.

DOCUMENTATION

1. Interested parties who are eligible are requested to submit their bids with details as specified in the beginning of this section (page No.7).
2. In addition details of the ERP package the agency implements with details of implementation within the state of Kerala, also may be given.



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 11

SHIPPING INDUSTRY AUTOMATION SOLUTIONS

The following are the scope (partially or fully) of deliverables from the collaborating firms.

- I. Fixed Automation for high volume production settings that have dedicated equipment for discrete mass production and continuous flow systems to perform their fixed and repetitive operations to achieve high production volumes.
- II. Programmable Automation to facilitate changeable operation sequences and machine configuration using electronic controls, reprogram sequence and machine operations used in medium-to-high product volume settings and mass production
- III. Flexible Automation in computer-controlled flexible manufacturing systems, computer codes to trigger automatic lower level changes, in batch processes with high product varieties.
- IV. Integrated Automation processes function under digital information processing coordination and computer control comprising technologies like
 - Computer-aided process planning
 - Computer-supported design and manufacturing
 - Flexible machine systems
 - Computer numerical control machine tools
 - Automated material handling systems, like robots
 - Automatic storage and retrieval systems
 - Computerized production and scheduling control
 - IOT (Internet of Things)
 - AI (Artificial Intelligence)
 - Block Chain
 - Predictive maintenance of large and small vessels.

ELIGIBILITY CRITERIA AND OTHER CONDITION

- Should be proficient in advanced digital technologies and application of the same in industrial production and have a minimum of two years of experience in the area.
- Annual Turnover from during each of the last two financial years should be Minimum Rs 2.00 Crores from the automation business. The firm shall be in profit during these years.
- ISO 9001:2008 ISO /IEC20000-1:2011 certification preferred.

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs 10,00,000/- (Ten Lakhs Only) to KSINC on successful approval of the tender.
- 4) Start Ups registered under Kerala start – up mission is waived of from EMD and security deposit is reduced to Rs. 1,00,000/- (One Lakh only) as to promote start up ecosystem in Kerala. Experience and turnover criteria would also be waived subject to proven technical competence that shall be independently assessed. This benefit is only for those start ups in latest technologies like block chain, predictive maintenance, IOT, IA etc , which are only picking up now.

DOCUMENTATION

1. Interested parties who are eligible are requested to submit their bids as per standard terms stated in the beginning of this section (page No.7)
2. In addition, specify details of the automation software the firm represents and details of installations within India.



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 12

SURVEILLANCE / SECURITY

The following are the scope (partially or fully) of deliverables from the collaborating firms.

- Assist in setting up an integrated security surveillance system for the boats which involves the design, supply installation, testing and commissioning , operational support and an effective state of the art integrated security and surveillance operation centre.
- Video Surveillance –
 - a) Installation of cameras
 - b) Set up of command and control centre
- Response Management
 - a) GPS Enabled boats
 - b) Computer aided
- Data centre and disaster recovery centre :
 - a) Design and setup of Data Centre and Disaster Recovery Centre or make arrangements to host a data centre
 - b) Procurement and installation of hardware including servers, storage, racks etc.
- Networking: Provide all network components such as routers, switches etc

ELIGIBILITY CRITERIA AND CONDITIONS

- Should have a minimum experience 5 years in the security and surveillance products industry in manufacturing and executing turn key projects.
- Having minimum turnover of Rs. 5.00 Crores in each of the last three years. The firm shall be in profit during these years.
- The firm should not be blacklisted by any government agencies, state agencies.
- A solvency certificate for an amount of Rs. 2.00 Crores shall be submitted.
- Previous experience of Supply, Installation , Testing and Commissioning of **SURVEILLANCE / SECURITY** system is mandatory

OTHER TERMS AND CONDITIONS

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs.5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs 10,00,000/- (Ten Lakhs Only) to KSINC on successful approval of the tender.
- 4) Start Ups registered under Kerala start – up mission is waived of from EMD and their security deposit will be reduced to Rs. 1,00,000/- (One Lakh only) as to promote start up ecosystem in Kerala. Experience and turnover criteria could be waived if the technical competence is demonstrated satisfactorily and the technology / innovation is credible.

DOCUMENTATION

- 1. Interested parties who are eligible are requested to submit their bids as per standard conditions specified in the beginning of this section (page No.7).
- 2. A note on manufacturing facilities and projects executed be attached.



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Invitation of EOI To Form Business Association for Business Development

Business Segment - 13

WATER RESOURCES DEVELOPMENT

The following are the scope (partially or fully) of deliverables from the collaborating firms.

1. Enhance the water quality through eco-friendly / organic water treatment
2. Designing, supply, construction, installation, testing, commissioning of intake system
3. Raw water treatment plant
4. Service reservoirs
5. Create bottling or distribution system
6. Cost effective solution for water treatment and recycling in individual households, corporate, society and community at large
7. Sewage water treatment and re – cycling
8. Provide expertise in organic/herbal reagents for water purification in all sectors across India

ELIGIBILITY CRITERIA AND CONDITIONS

- Five years experience in the developmental activities in water, water bodies and related works specified above.
- Expertise in eco friendly / organic treatment of water
- Should have a proven R&D track record and have adequate facilities
- Possession of patents in the same will be an added advantage
- Having minimum turnover of Rs. 5.00 Crores for the last three years and the firm shall be in profit during these years.
- A solvency certificate from bankers for an amount of Rs. 2.00 Crores shall be submitted.
- The firm should not be blacklisted by any government agencies, state agencies.

OTHER TERMS AND CONDITIONS:

- 1) Interested parties need to submit an EMD of Rs.50,000/- (Fifty Thousand only) in the form of demand draft payable at Cochin,
- 2) Interested parties need to pay Rs. 5,000/- (Five Thousand only) towards Tender processing fee
- 3) The bidder should be able to provide a security deposit of Rs. 10,00,000/- (Ten Lakhs Only) to KSINC on successful approval of the tender.
- 4) Start Ups registered under Kerala start – up mission is waived of from EMD and solvency and the security deposit is reduced to Rs. 1,00,000/- (One Lakh only) as to promote start up ecosystem in Kerala. Experience and turnover criteria could be waived if the technical competence is demonstrated satisfactorily and the technology / innovation is credible.

DOCUMENTATION

- Interested parties who are eligible are requested to submit their bids as per standard requirements as stated in the beginning of this section (page No.7).
- Details of the technical know how in possession of the firm and projects executed shall be included.



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INVITATION OF EOI TO FORM BUSINESS ASSOCIATION FOR BUSINESS DEVELOPMENT

PART III - SUMMARY INFORMATION OF THE BIDDERS

SECTION A - BIDDER PROFILE AND GENERAL INFORMATION

(May use additional sheets wherever required. This is only a format Bidders may use custom formats containing all the information asked for)

1	Name of the bidder	
2	Constitution	Individual / Partnership / Company
3	Address for communication	
4	Phone Numbers	
5	Contact person with mobile No.	
6	Registration No of the firm and registering authority	
7	PF Registration No.	
8	ESI Registration No	
9	PAN No.	
10	GST registration No.	
11	In case of startups, Give details of registration	
12	Details of existing business activities	

13	Number of employees directly employed (Give split up of Managers, officers, supervisors,workers)	
14	Information regarding branches associates, subsidiaries etc	
15	Are you black listed by any Government/authority / PSU etc, give details	
16	Details of main Banker	
17	Details of bid document fee remitted	
187	Details of EMD furnished	
19	Business segments for which detailed proposal is (are) attached	1. 2. 3. 4.

(Add separate sheets wherever necessary).

I/We certify that all the information given above are correct

Place:

Signature:

Date:

Name:

PART III - SUMMARY INFORMATION OF THE BIDDERS

SECTION B - DETAILS OF BUSINESS PROPOSAL

Name of the Bidder :

Name of the business segment:

A . Financial Information - From Balance Sheet

	2018-19	2017-18	2016-17
Total Assets (TA)			
Total Liabilities (TL)			
Total Networth (NW) (TA-TL)			
Current Assets (CA)			
Current Liabilities (CL)			

B. Financial Information - From Income Statement

	2018-19	2017-18	2016-17
Total Revenue			
Revenue from this business segment			
Profits Before Taxes			
Profit after tax			

(use separate sheets wherever required)

(Name and signature of the bidder)

(Please give data / information pertaining to One particular business segment only. If interested in more than one segment, Submit the details (this sheet) separately for each segment)

C. Broad technical capabilities of prospective partner

Name of the Bidder :

Name of the business segment:

Sl. No.	Description	Response
1.	Specify the amount that can be invested in the project, year wise	Year I : Year II : Year III:
2.	Whether has own R&D, Design, capabilities in the selected area give details	
3	Whether has own engineering and manufacturing capabilities if so give details as an annexure	
3.	Details of licenses / permissions in the specific business area that the firm possess	
4.	Details of projects executed / work done / experience in the last five years	
5	Details of JVs / MOUs etc already entered (with other firms)	
6	Give brief description of the proposed Business Model :	

(use separate sheets wherever required)

(Name and signature of the bidder)