

पश्चिम मध्य रेल



मंडल रेल प्रबंधक कार्यालय,
वाणिज्य शाखा, भोपाल.

दिनांक - 23/09/2020

No.BPL/COMML/GOODS/EOI

DGM,
IT Cell
JBP/WCR.

Sub:- Uploading EOI Document for development of goods sheds through private investment on website www.wcr.indianrailways.gov.in

With reference to above please find herewith attached Expression Of Interest document for uploading on the WCR/HQ's website so that EOI advertisement may be published in newspapers.

DA - As stated above.


(Sanjay Gupta)
DCM/BPL
मंडल वाणिज्य प्रबन्धक
पश्चिम मध्य रेलवे, भोपाल
Divl. Comml. Manager
West Central Railway, Bhopal

**Bhopal Division
Western Central Railway**



Expression of Interest

for

Development of 14 Goods Sheds multi modal operation including provision of covered warehouse, open stacking area , mechanization of handling systems and truck parking terminal on a PPP model

EOI Notification No.:C/BPL/EOI/Goods sheds/2020

Issued by:

Sr.DCM,

Bhopal division,

Western Central Railway.

Notice Inviting Expression of Interest (EOI)

For

“Development of 14 Goods sheds over Bhopal Division **Harda, Banapura, Itarsi, Manddip, Sukhisewaniya, Salamatpur, Ganjbasoda, Bina, Ashoknagar, Guna, Pachor Road, Shajapur, Shivpuri, Biyavra Rajgarh**) multi modal operation including provision of covered warehouse, open stacking area , mechanization of handling systems, cafeteria and truck parking terminal on a PPP model.”

This EOI Document is being published by the Bhopal Division, WCR. The purpose of this EOI document is to provide interested parties with the relevant information/invite regarding the project and understand the scope of the Project and invite feedback from interested and eligible “**Agencies**”. The Agencies are advised to study this EOI Document carefully before submitting their feedback & suggestions in response to the EOI Notice. The feedback & suggestions received as part of the response from the participants to this EOI Document may be used towards formalizing the RFP for the Project which is proposed to be released in the near future. This EOI document is not transferable.

Last date for EOI response: Offer/response to the EOI, should be submitted to:	Latest by 07/10/2020 up to 15.00 hrs. a. Email: srdcmbpl2012@gmail.com b. Hard copy of the responses through Speed Post so as to reach on or before 07/10/2020 up to 15:00 hrs. at the following address: Sr.DCM, Ground Floor, Divisional Railway Manager Office, West Central Railway, Bhopal ,Habibganj -462024
Website to download EOI	https://wcr.indianrailways.gov.in/

1. Disclaimer

This Expression of Interest (EOI) contains brief information about the Project and will assist Bhopal Division, WCR to formulate the RFP for the process of selecting the Agencies during the RFP stage. This EOI is not an agreement or an offer by the purchaser/authority to the Agencies or any other person.

The purpose of the document is to provide the Agencies with information to assist the formulation of their EOI application or response to EOI Document (“the Application”).

The information provided in this EOI Document, to the Agencies is on a wide range of matters, some of which depends upon interpretation of law. The Agencies may conduct their own independent assessment, site visit, investigations and analysis and check the reliability, accuracy and completeness of the information at their end and obtain independent advice from relevant sources as required before submission of their EOI application.

Furthermore, the information provided in this EOI Document 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. Bhopal Division, WCR shall have no liability to any person including the Applicant under any law, statute or by any rule and/or regulation made there under, 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 the accuracy, adequacy, correctness, reliability or completeness of the EOI Document any assessment, assumption, statement or information contained therein or deemed to form part of this EOI Document or arising in any way in this subject.

Bhopal Division, WCR shall incur no liability under any law, statute, rules or regulations as to the accuracy or completeness of the EOI Document. Bhopal Division, WCR reserves the right to change any or all conditions/ information set in this EOI Document by way of revision, deletion, updation or annulment through issuance of appropriate addendum as the organization may deem fit without assigning any reason thereof.

Bhopal Division, WCR will not entertain or be liable for any claim for costs and

expenses in relation to the preparation of the EOI applications to be submitted in terms of this EOI Document.

The information contained in this EOI Document or subsequently provided to the prospective Agencies, whether verbally or in documentary or any other form by or on behalf of Bhopal Division, WCR or any of its employees or advisers, shall be considered confidential and is not to be reproduced/ adopted/ displayed for any purpose whatsoever.

This EOI Document is for informative purpose only and does not imply that Bhopal Division, WCR is bound to select or short-list Agencies for the RFP stage or to appoint the Agency for the Project as the case may be and Bhopal Division, WCR further reserves its absolute right and discretion to terminate the process at any time without assigning any reasons or explanations thereof.

Bhopal Division, WCR, seeks to provide end to end logistic solution to cater to the growth of this area. In this context, the Division seeks Expression of Interest (EOI) for aggregating the cargo from the city and distribution at destination, provision, upkeep and maintenance of goods sheds as pilot initiative at 09 goods shed. The key objective is to:

- To provide cost-effective end-to-end logistic solutions to the freight customers
- Redevelopment and maintenance of railway goods shed with upgraded infrastructure
- Mechanization of the handling facilities
- Creation of open storage space for bulk goods
- Creation of closed storage area facilities
- Professional and efficient terminal management with the intent of realizing the full potential of the goods sheds
- Increase in traffic generation and multiply the rail coefficient
- To reduce the loading/unloading time, to improve the turn round of wagons
- To provide the highest level of customer satisfaction to the freight customers by IT enabled systems
- Providing better amenities for merchants and labourers at the goods sheds.

2. Description of EOI Process:

The stage of Expression of Interest (EOI) is undertaken as an industry consultation to determine credible Agencies having requisite capability for undertaking the Scope of Work, to provide their inputs on the key parameters to be adopted by Bhopal Division, WCR which would help determining the terms and conditions of the RFP. Pre-qualification of Agencies will not be done at this stage.

Subsequent to this EOI and the finalization of the Project details, Bhopal Division, WCR proposes to issue a Request for Proposal (RFP) for selection of interested “Bidders” for the Project.

Bhopal Division does not, in any manner whatsoever, warrant or represent that it will subsequently proceed to release the RFP and/or initiate the RFP Stage of the Bidding Process. Accordingly, the information regarding the RFP made in this EOI are indicative in nature and purely informative, and non-binding.

Bhopal Division, WCR in its absolute discretion may cancel, change, alter or replace the RFP Stage of the Bidding Process and/or the Project itself, without according any reason thereof or providing any prior notice to any person including the Agencies or Bidders, as the case may be.

3. Scope of Work

- To provide for a Common User facility for multi modal operation
- Provision of full length line to handle Goods Trains
- Provision of covered storage and warehouse facilities.
- Creation of closed storage area
- Creation of open storage space for bulk goods

- Mechanization of loading / unloading handling by deploying suitable handling equipments.
- Upgradation of security including CCTV monitoring
- Provision of parking space for trucks, truck drivers' rest room etc.
- Provision of value added services like amenities for merchants and labourers like rest room with cafeteria, wifi, drinking water, toilets, kiosks for goods train arrival information etc.
- Upkeep and maintenance of goods shed facilities such as circulating area, approach roads, lighting illumination etc.
- Advertising rights on goods shed premises including access road.

- Electrical energy and water supply shall be provided by Railways on metered basis.
- Pre-bid Conferences - one or more may be held to define requirements more specifically or add/delete/modify requirements.

The scope of work as detailed above are indicative at this stage which will be fully elaborated during the RFP stage. All the agencies are advice to visit actual site before submitting EOI

4. General Information

Eligible Agencies

The Agencies eligible for participating in the EOI process shall be any of the following categories:

- Logistic service providers
- Port Terminal Developers/Operators
- Warehousing Developers and Operators
- Freight Forwarders/Cargo Handling Agents (CHAs).
- Container Logistic Service Providers including Private Container Operators.
- Bulk commodity Consolidators and Transporters.

The Agency / participant / must be registered company and should be operational at least for last three years on the date of offer/bid submission. The company should have an **average annual turnover of at least 50 Cr. for last three years**. The agency should be legally competent to enter into contract as per the prevailing Indian law.

5. Information to be provided in the EOI

- The agency must submit the information requested above in the prescribed formats attaching relevant documentary proof (as per Annexure-I, II & III).

- The applications must be signed by duly authorized person holding the power of attorney in case of limited company or corporation. (A certified copy of the Power of Attorney shall accompany the application).

6. Instructions to Agencies

The Bhopal Division, WCR, invites reputed firms to submit their proposals for the Project in accordance with conditions and manner prescribed in this Expression of Interest (EOI) document.

No Agency shall submit more than one EOI for one Goods Shed

Availing EOI Documents

The EOI Document can be downloaded from the website <https://wcr.indianrailways.gov.in> up to the date and time mentioned in the EOI Notice.

Completeness of the EOI Response

Agencies are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of EOI 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.

EOI Preparation Cost

The Agency 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 Bhopal Division, WCR to facilitate the application process. Bhopal Division, WCR will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process. All materials submitted by the Applicant shall become the property of Bhopal Division, WCR and may be returned at its sole discretion.

Sealing, marking and submission of EOI

The Application should be submitted through Email and Postal (Speed Post, so as to reach **on or before 07/10/2020 up to 15:00 hrs.** Bhopal Division, WCR won't be responsible

for any postal delays.

The Authorized Signatory of the agency shall initial each page. The Agency should fill in information in prescribed formats for qualification as mentioned in the EOI Document.

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

If the envelope containing the application of offer/response properly not sealed and marked, Bhopal Division, WCR assumes no responsibility for the misplacement or premature opening of the contents of the application and consequent losses, if any suffered by the Applicant.

Late Submission of Proposal for EOI

EOI response not reaching on or before the specified time limit will not be accepted. Bhopal Division, WCR in its absolute discretion and prerogative may allow Late Applications submitted by the Agencies by according proper reasons thereof.

Language of Bids

The responses prepared by the Agency and all correspondence and documents relating to the bids exchanged by the agency will be as under:

Details to be mentioned exactly on sealed envelope

<p><u>EOI Details</u> Notice No.: C/BPL/EOI/Goods sheds/2020 Last date of Submission: On or before 07/10/2020</p>	<p><u>To,</u> Sr.DCM, Ground Floor, Divisional Railway Manager Office, Western Central Railway, Habibganj,Bhopal-462024</p>
--	--

Evaluation of EOI

All the information provided will be considered for the purpose of inclusion in the RFP to be floated at a later stage. Bhopal Division, may optionally

invite Agencies to make a presentation as part of the evaluation process. The feedback received may be considered for designing the actual RFP.

Bhopal Division, WCR may require verbal / written clarifications from the Agencies to clarify ambiguities and uncertainties arising out of the information submitted.

Key Suggestions

Workable comments and suggestions on the Scope of Work of this EOI that could overall improve the quality/effectiveness of this project shall be considered by Bhopal Division, WCR at its own discretion.

No obligation to issue an RFP

Bhopal Division, WCR shall be under no obligation to issue a Request for Proposals (RFP) for the Project described in this EOI.

Right to cancel the EOI Process

Bhopal Division, WCR may cancel this EOI process at any stage without assigning any reasons whatsoever and will not be liable to compensate any Agency on any grounds whatsoever.

7. Format for the Agencies to fill in the details

Format A_1: Cover Letter

dd/mm/yyyy

To,
Sr.DCM,
Ground Floor, Divisional Railway Manager Office,
Western Central Railway, Habibgunj, Bhopal-
462024

Sub.: Submission towards Expression of Interest (“**EOI**”) for “Provision, improvement and maintenance of infrastructural facilities, and commercial utilization of Railway Goods Sheds at

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 the EOI and this EOI is non-binding and non-committal. Further, I/we confirm that neither Bhopal Division, WCR nor any of its employees, associates, affiliates or its agents shall not 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 Bhopal Division, WCR 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. Bhopal Division, WCR may also abandon, call-off, alter, replace, revise the Project. Furthermore, Bhopal Division, WCR is under no obligation or compulsion in any manner whatsoever to release or publish the RFP, 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 Bhopal Division, WCR, 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 Bhopal Division, WCR 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 Authorised Signatory: [•]

Designation of Authorised Signatory: [•]

Address of the Applicant: [•]

Telephone & Fax of the Applicant:

[•] E-mail address of the Applicant:

8. Format for Declaration:

dd/mm/yyyy

To,
Sr.DCM,
Ground Floor, Divisional Railway Manager Office,
West Central Railway, Habibgunj-462024 Ref. No:
[•]

Dear Sir/ Madam,

In response to the EOI Reference No. [•]/2020 dated [•], as an owner/ partner/ Director of [•], I/ We hereby 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 Bhopal Division, WCR 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 Authorised Signatory: [•]

Designation of Authorised Signatory: [•]

Address of the Applicant: [•]

Telephone & Fax of the Applicant:

[•] E-mail address of the Applicant:

9. 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 enclosed).
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) Provision of infrastructure facilities
 - b) Mechanization of handling , details of handling equipments to be deployed.
 - c) Redevelopment of facilities, their upkeep and maintenance
 - d) Detailed plan to provide first and last mile connectivity
 - e) Warehousing facilities.
 - f) Upkeep and maintenance of goods shed facilities and infrastructure.
 - g) Provision of amenities to merchants and labourers.

- h) Brief idea on unit cost of handling and transportation.
- i) Details on revenue sharing and/or license fee.
- j) Expectations from Railways
- k) Any other relevant details

END OF EOI Document