

CORRIGENDUM-III

RFQ Ref No. SCI/UTDD/RFQ for HSC/2019, dated 03.01.2019

Request For Qualification (RFQ) for Selection of Operator
 for Operating Catamaran/Ferry Service between Daman-Diu-Daman

**Clarifications and amendments for the queries raised in pre-bid meeting held on
 11.2.2019**

| Sl. No | RFQ requirement | Clarifications sought by the prospective bidders | Clarifications and amendments |
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| 1 | <u>CLAUSE 1.1.2</u> The craft shall be operated for eight (8) months of fair weather in a year i.e. October to May. | There will be downtime of 4 months, which will result in loss of capital for us. Are you able to provide us with an incentivised solution on this matter? | UTDD doesn't agree to provide an incentivised solution. The operation of High Speed Vessel or Catamaran Service is feasible only during fair weather. Operator has to submit the proposal based on 8 months operation and 4 months non-operation. No Change is proposed |
| 2 | <u>CLAUSE 1.1.2</u> The Applicant should be in possession of valid ISO certifications for QMS, EMS, OSHAS and valid DOC to operate HSC vessels. | The company is undergoing the valid ISO's and should become available within 6 months from the date of bidding. | Tender conditions to be complied. No Change is proposed. |
| 3 | <u>CLAUSE 1.1.3.2</u> UTDD will provide the existing infrastructure e.g. terminal facilities etc for efficient implementation of the service. | Can you please provide a clear indication of what infrastructure will be provided and how long it will take? | Note: Existing fishing jetty at Nani daman side (60 m length and 10m width) and Coastal Police jetty at Moti Daman (25m length and 7m width), and jetty at Diu (20m length and 7m Width) can be used for embarkation and disembarkation of passengers. Ticketing counters and passenger waiting area shall be made available by UTDD. Interested parties may carry out the inspection of the jetties available. Under Clause 1.3.1.2 B of Roles and responsibilities, it is mentioned that UTDD To provide infrastructure viz. existing jetty facilities, waiting lounge, parking space and space for ticket counter. |

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| | | | <p>Fixing of fenders, bollards/stand off barriers at the jetty.</p> <p>Clause 1.1.3.2. B (i) may be amended as</p> <p>Provide infrastructure viz. existing jetty facilities at Nani Daman side (60m length and 10 m wide) and coastal Police jetty at Moti Daman (25m length and 7m width) and Diu jetty (20 m length and 7m width) for embarkation and disembarkation of passengers, waiting lounge, parking space and space for ticket counter.</p> |
| 4 | <p><u>CLAUSE 1.1.3.1</u></p> <p>UTDD shall have right to collect revenues from the Project Facilities in addition to collecting agreed share of income, for providing the infrastructure.</p> | <p>Do you have an indication of what percentage you are looking to achieve on both accounts?</p> | <p>No Change proposed</p> |
| 5 | <p><u>CLAUSE 1.1.3.2.(iii)</u></p> <p>Design, construct, operate and maintain the catamaran service and Facilities</p> | <p>Are you able to bring clarification in terms of what is exactly expected from the operator in relation to the "design and construct" wording?</p> | <p>May be amended as</p> <p>Operate and maintain the vessel and commercial services</p> |
| 6 | <p><u>CLAUSE 1.1.3.2.(x)</u></p> <p>The term of services shall be 5 (Five) years; and may be extended further by sole discretion of UTDD</p> | <p>The term of 5 years on a 50Cr investment would not be viable for us, we would request a minimum of 25 years with a further 5 year extension.</p> | <p>May be amended as</p> <p>The term of service shall be 5 (five years) and may be extended for a further period of five years by mutual consent.</p> |
| 7 | <p><u>CLAUSE 1.1.4</u></p> <p>Though the project is for operating service at Daman-Diu-Daman Sector, the operators have an option/flexibility to operate an additional vessel between Mumbai-Diu-Mumbai or any</p> | <p>Having invested the indicative amount, for any additional routes, we would like to have the first right of refusal.</p> | <p>Note: The operators have an option / flexibility to operate an additional vessel between Mumbai -Diu-Mumbai or any nearby connects. The option is already available with the operator.</p> <p>No Change is proposed.</p> |

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| | nearby connects | | |
| 8 | <u>CLAUSE 1.1.4</u> Indicative Project cost is Rs.50 crore (for Daman-Diu-Daman sector alone, with one new ship). | As per your indicative project cost of Rs 50Cr, can you please provide us with a breakdown of costings? | The report on the Techno Economical feasibility study of High Speed Craft Service between Mumbai-Daman-Diu shall be shared with the bidder by SCI. The non-disclosure agreement of the report shall be signed by the bidders. |
| 9 | <u>CLAUSE 1.1.5</u> Information about jetty facilities at Daman & Diu | We have being “on the ground” now for some time with our existing route and have observed and overcome many obstacles. Would you be willing to include our expertise and practicality on the final designs in order to optimise the investment on infrastructure? | The report contains information on the jetties, the existing draft at the jetty. However, the applicants are advised to undertake their own due diligence including traffic flow, assessment of jetties, site conditions, suitability, available draft at jetty and navigational route during mean low water spring, mean low water neap, mean sea level, mean high water spring and mean high water neap. The applicants would bear full responsibility for the accuracy, adequacy, correctness, reliability and completeness of the assumptions, data and information considered by them. |
| 10 | <u>CLAUSE 1.1.5 B</u> Jetty Facilities at Diu | When was the draft report created? and is it possible to get it verified by an independent company? | The report contains information on the jetties, the existing draft at the jetty. However, the applicants are advised to undertake their own due diligence including traffic flow, assessment of jetties, site conditions, suitability, available draft at jetty and navigational route during mean low water spring, mean low water neap, mean sea level, mean high water spring and mean high water neap. The applicants would bear full responsibility for the accuracy, adequacy, correctness, reliability and completeness of the assumptions, data and information considered by them |
| 11 | <u>CLAUSE 1.1.5 B & C</u> There is a proposal for dredging of port approach and navigational channel to increase the draft to 5m and 4m during low tide at Daman and Diu ports respectively. Tidal Variations at Daman and Diu | In relation to the dredging, can you please confirm who will be doing the dredging and more importantly who is responsible for it? Are you able to share the tender in relation to the dredging and what they are responsible for? Also, we would like to suggest a penalty clause for failure to perform from the dredging company. | Note: Dredging proposal for the navigational/approach channel at Daman and Diu Minor ports have been submitted for EC. The suggestion will be considered while floating/awarding of dredging work. |
| 12 | <u>CLAUSE 1.1.5 E</u> | In order to make the project viable, we would need to | No. Tender conditions to be complied. |

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| | Selection of passenger craft for this Project: | invest in a HSC. Are UTDD offering any form of relief in fuel or concessions against the indicative cost | No Change is proposed. |
| 13 | <u>CLAUSE 2.2.2 A i)</u> The Operator should have 5 years of experience in operating ocean going vessels including a minimum 2 years of experience in running, maintenance & management of Passenger Vessels. | It states the “applicant” must have min of 5 years experience–does that apply to the company or can it also be an “employee” of the company? | Tender conditions to be complied. No Change is proposed. |
| 14 | <u>CLAUSE 2.2.2 A</u> The Operator should have 5 years of experience in operating ocean going vessels | You have requested an ocean going vessel? Can you please define under what context you refer to as the project is for passenger operations? | Note: The vessel shall be MS compliant vessel. Tender conditions to be complied. No Change is proposed |
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| 15 | Additional Query 1 | Since we are in international waters, will there be any prohibitions in serving alcohol on the vessel? | To be in line with existent rules and regulations. No Change is proposed |
| 16 | Additional Query 2 | As the waters it would be travelling on are international and you have suggested alternative routes, would you consider an IV vessel with a maximum of 15 knots be acceptable? | Not acceptable. Tender conditions to be complied. No change is proposed |
| 17 | Additional Query 3 | I understand that a traffic survey has been carried out, can you please share the report with us? | The report on the Techno Economical feasibility study of High Speed Craft Service between Mumbai-Daman-Diu shall be shared with the bidder by SCI. The non-disclosure agreement of the report shall be signed by the bidders. |
| 18 | Additional Query 4 | Current bus charged are approx..Rs 600 per passenger and the route would suggest in the region of Rs 2,500 per passenger. Are you able to provide viability gap funding? | Note: The report on the Techno Economical feasibility study of High Speed Craft Service between Mumbai-Daman-Diu shall be shared with the bidder by SCI. As per the feasibility report fare is worked out as Rs. 1700 per person. 25% of the ticket cost not exceeding |

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| | | | Rs. 500 per ticket will be considered for an initial period upto two years. |
| General queries | | | |
| 1 | | The period of contract should be increased to ten years. | The term of service shall be 5 (five years) and may be extended for a further period of five years by mutual consent. |
| 2 | | The Administration should accept the Catamaran on time charter basis for the first five year period and the balance five years could be operated by the bidder at their own risk. | Tender conditions to be complied. No Change is proposed |
| 3 | | As an alternative to above, the Administration should provide the guarantee of full seating capacity of Catamaran for the first five years and the balance five years would be operated by the bidder at their own risk. | Tender conditions to be complied. No Change is proposed. |
| 4 | | <p>The distance b/w the 2 ports is such that the journey time will be anywhere around 4 hours</p> <p>The sea condition in the area of operation is also likely to have average wave height of 1.5-2.5 metres even in the best of seasons.</p> <p>In view of the above two points we will have to deploy at CATB long range and long endurance vessel with stabilisers to ensure a comfortable ride.</p> <p>Such vessels would come at a higher investment as well as at a higher operating costs and we think that a one way ticket would cost in the range of 3000 INR. From the feedback we have received, at this rate we might not get enough demand.</p> | <p>Note: The report on the Techno Economical feasibility study of High Speed Craft Service between Mumbai-Daman-Diu shall be shared with the bidder by SCI. As per the feasibility report fare is worked out as Rs. 1700 per person.</p> <p>25% of the ticket cost not exceeding Rs. 500 per ticket will be considered for an initial period upto two years.</p> |
| 5 | | We were given to understand that a detailed Techno-Economic feasibility has been done by a consultant but the same hasn't been shared with us, | The report on the Techno Economical feasibility study of High Speed Craft Service between Mumbai-Daman-Diu shall be shared with the bidder by SCI. The non-disclosure agreement of the report shall be signed by the bidders. |

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| | | without which we are not in a position to take a final call on whether we would be interested in this opportunity as at this moment it doesn't seem economically feasible. | |
| 6 | | Our suggestion would be if that the local Daman & Diu administration is very keen to start this service, then we would offer an appropriate vessel on time charter and the commercial operations/ticketing can be done by the administration and we could look after the technical management/operations etc. | Tender conditions to be complied. No Change is proposed. |
| 7 | | Alternatively, the administration can provide a viability gap funding or precommit/purchase a certain % of capacity. | 25% of the ticket cost not exceeding Rs. 500 per ticket will be considered for an initial period upto two years. |