



NOTICE

INVITING

EXPRESSION OF INTEREST

for

**DEPLOYING AND OPERATING PASSENGER
FERRY SERVICE BETWEEN NAGAPATTINAM,
TAMIL NADU, INDIA AND KANKESANTHURAI,
JAFFNA, SRI LANKA**

EOI Ref No.SCI/EOI for FERRY/2023, dated 03.10.2023

THE SHIPPING CORPORATION OF INDIA LTD.
(TECHNICAL & OFFSHORE SERVICES DIVISION)
Shipping House, 5th floor, 245, Madame Cama Road, Nariman Point,
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EXPRESSION OF INTEREST

FOR DEPLOYING AND OPERATING PASSENGER FERRY SERVICE BETWEEN NAGAPATTINAM, TAMIL NADU, INDIA AND KANKESANTHURAI, JAFFNA, SRI LANKA

This notice is issued only to elicit an Expression of Interest (EOI) from parties interested in the project and does not constitute any binding/commitment from SCI to invite any or all the parties in the subsequent bidding process. SCI will not be responsible/ liable to any party in any way for costs associated in preparation & submission of EOI. SCI is also not obliged to share clarification related questions with other bidders/participants than the one which seeks clarification

A) BACKGROUND:

In order to facilitate, easy and hassle-free passage and also people-to-people contact between Sri Lanka and India, the Shipping Corporation of India (SCI) under Ministry of Ports, Shipping and Waterways (MoPSW), Government of India proposes to operate ferry service between Nagapattinam, Tamil Nadu, India and Kankesanthurai, Jaffna, in Sri Lanka. Towards this aim, MoPSW and Ministry of External Affairs have been in dialogue with different stakeholders and Port authorities at both the ends for the development of requisite facilities to handle the ferries and receive passengers. Initially, SCI will be taking up trial operations through its own/chartered vessels and later on in collaboration with private ferry operators/vessel owners

Based on the response and demand, it is also proposed in the next phase to introduce ferry services between Ramanathanpuram and Talaimannar; and between Tuticorin and Colombo.

In this regard, sealed offers (EOI) are invited from **reputed vessel operators/Owners, interested in deploying and operating the Passenger Ferry Service between Nagapattinam and Kankesanthurai**. The operating distance is around 60 Nautical Miles and the craft will be operated in Bay of Bengal. Only those Operator/Agencies which have track record of successfully operating Passenger Crafts during past three years are eligible to participate in this EOI. The agency should be in possession of valid ISO certifications for QMS, EMS, OSHAS and valid DOC to operate Passenger vessels.

B) OBJECTIVE:

The objective of inviting this EOI is to identify the vessel operators/agencies interested in deploying and operating the Passenger Ferry service between **Nagapattinam and Kankesanthurai** and to understand the business modalities/proposals.

C) ROLE & RESPONSIBILITIES OF THE OPERATOR:

Operator may own or lease the ferries/crafts. The Tamil Nadu Maritime Board (TNMB) will provide the infrastructure e.g. terminal facilities etc for efficient implementation of the service at Nagapattinam and infrastructure facilities at Kankesanthurai will be arranged by Sri Lankan Government / Sri Lanka Ports Authority (SLPA). The private operator would be responsible for full range of investment and operations including manning, operation and maintenance of the craft.

The roles and responsibilities of the Operators are set out below:

- ✓ The operator shall have the responsibility to provide the ferry service viz; all aspects of acquisition of vessels or leasing, operations including manning, vessel maintenance etc.
- ✓ Mobilization of funds required for the development of the Project
- ✓ Commencement of the Ferry Service in a timely manner
- ✓ Obtain all necessary clearances from the respective Governments for the commissioning of the Ferry Services.

D) QUALIFICATION & ELIGIBILITY CRITERIA:

- ✓ The Operator should have minimum 3 years of experience in running, maintenance & management of Passenger Vessels.
- ✓ The operator should be in possession of valid DOC for passenger vessels.
- ✓ The owner/operator should not be in banned or disqualified list of Govt. of India or any Government agencies/companies.

E) SUBMISSION OF EOI:

Interested parties may submit their “**Expression of Interest**” in writing by **1700 hrs (IST) on 23.10.2023** to The Director (Technical & Offshore Services) at the following address:

The Director (Technical & Offshore Services)
5th Floor, Shipping House,
245, Madame Cama Road,
Nariman Point,
Mumbai – 400 021, India.

The cover containing EOI should be sealed and superscribed “Expression of Interest (EOI) for **DEPLOYING AND OPERATING PASSENGER FERRY SERVICE BETWEEN NAGAPATTINAM AND KANKESANTHURAI**”. The responses received will be **opened at 1130 hrs (IST) on 25.10.2023**.

The offers of EOI should also consist of company profile, past experience, detailed business plan, etc. The interested bidder/participants may seek any clarification from the following officials:

- a) Mr.Nikhil Raj, DGM i/c (SB&S); nikhil.raj@sci.co.in / +91 22-2277 2540
- b) Mr.Bhaskar Nalam, Chief Manager (SB&S); bhaskar.nalam@sci.co.in / +91 22-2277 2550
- c) Mrs. M. Gomathi, Chief Manager(Projects); m.gomathi@sci.co.in / +91 22-2277 2182

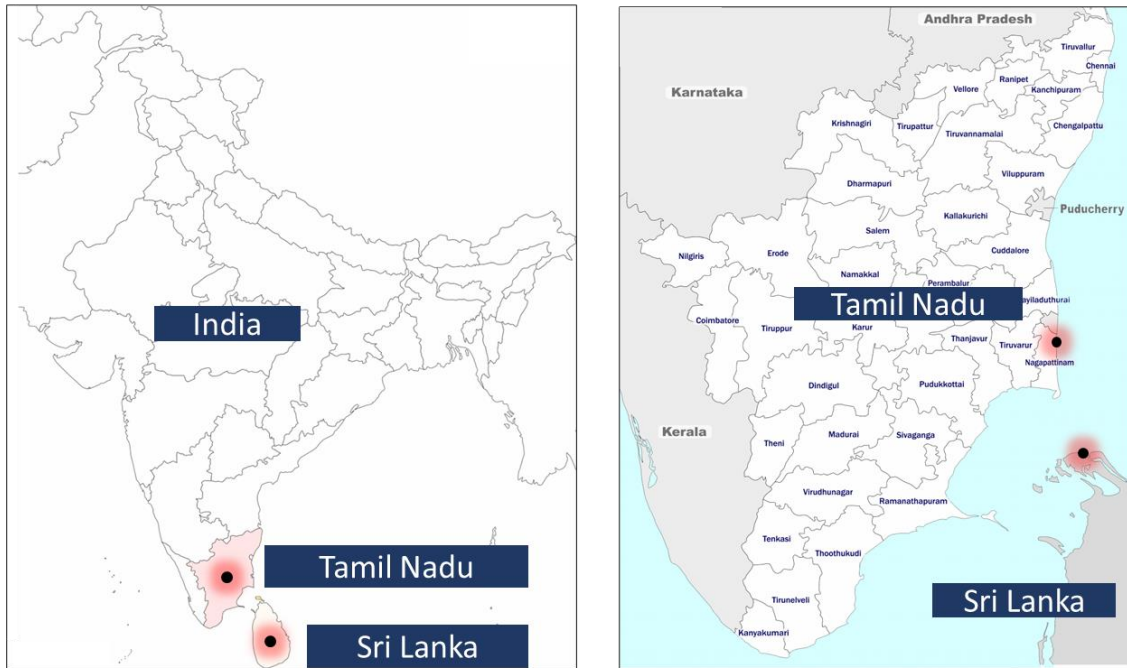
I. INSTRUCTION TO PROSPECTIVE PARTICIPANTS

- 1) This is an invitation for EXPRESSION OF INTEREST and not TENDER. No payment will be made to the bidder/responder of such Expression of Interest.
- 2) The experience and other details of the participant should be provided in the format given in **Annexure-1** along with documents for proof thereof.
- 3) The offers for Eoi sealed in a cover and superscribed “**DEPLOYING AND OPERATING PASSENGER FERRY SERVICE BETWEEN NAGAPATTINAM AND KANKESANTHURAI**” should reach SCI by 1700 hours of 23.10.2023. The offers will be opened on 25.10.2023 at 1130 Hrs (IST), in SCI office, in the presence of the representatives of the bidders, if any.
- 4) It is the responsibility of the participants/bidders to see that their offers in sealed covers reach the above address by due date and time. The fact that the offer has been posted in time will not bind SCI for considering the offer, in case such an offer is delayed in post or mislaid/misdirected due to incomplete or incorrect address / superscription or other causes.
- 5) An **authorized** representative of the Bidder may remain present at the time of opening of the offers for Expression of Interest.
- 6) The person signing the Expression of Interest document should duly authenticate errors or corrections in the EOI, if any. Over-writing will not be accepted.
- 7) Bidders willing to participate in this EOI have to attend the EOI meeting, which will be scheduled in Mumbai.
- 8) Bidders who attend the EOI meeting will only be eligible for participating in the tender subsequently.
- 9) At the time of EOI meeting, the bidder shall make a presentation (5-10 min duration) about the proposed vessel and operating module. Date and venue of the EOI meeting will be communicated after evaluation of EOI documents.
- 10) SCI reserves the right to accept or reject any offer or the whole process without assigning any reason to the bidders, whatsoever.

- 11) Any kind of canvassing with regard to offered products services in connection with submission of EOI will lead to disqualification of the offers.
- 12) Expenses towards traveling for attending meetings pertaining to this Eoi are to be borne by the prospective bidders only.

II. BRIEF TECHNICAL INFORMATION FOR THE PARTICIPANTS

Nagapattinam is a non-major port under the control of Tamil Nadu Maritime Board. Tamil Nadu Maritime Board intends to develop Passenger Transit Infrastructure for the immediate commencement of the International Passenger Ferry Service between Nagapattinam to Kankesanthurai. The International Passenger Ferry would cover a distance of ~60 Nautical Miles and has a travel time of 5 to 6 hours on a Passenger Ferry with a speed of 13 to 14 knots.



Location of Nagapattinam District in Tamil Nadu

Nagapattinam is a town and the district Headquarters of Nagapattinam District in the state of Tamil Nadu. The district is situated in proximity to cities including Karaikal, Thanjavur and Mayiladuthurai. The city is also located in proximity to Velankanni town which is a major tourist destination in the state of Tamil Nadu.

The proposed facilities are located inside the premises of Nagapattinam Port. The Nagapattinam Port is located in the heart of Nagapattinam Town. The Port is located at a distance of less than 1 Kilometer to the major road and rail connectivity corridor which connects major cities along the East Coast of Tamil Nadu. It is also located at a distance of less than 1 Kilometer from the Nagapattinam Railway Station.

Requirements of Passenger Ferry:

A Passenger Ferry with 13 - 14 knot speed is proposed for passenger transport. Most suitable/ best fit vessel would be of 150 Pax capacity (all in seats).

- Passenger Ferry shall confirm / comply to:
 - SOLAS Convention
 - IMO adopted Tonnage Convention
 - International Convention on Load-Line
 - MARPOL convention
 - Certified and classed by an IACS member
 - Meeting Indian Merchant Shipping Rules (IMS) Class IV (Short International Voyage) / Class V requirements
 - Suitable for all weather operation
 - Length abt. 60 M
 - Breadth abt. 15 M
 - Draft not more than 2.5 M
 - Passenger capacity abt. 150Pax
 - Baggage capacity abt. 10T
- The craft must have valid H&M and P&I insurances in place before commencing passenger ferry operations
- The craft must comply with DGS latest requirement and relevant requirement of Indian Custom Authorities
- The craft must have adequate propulsion power to deal with local current and tidal variations and maintain voyage schedule
- The craft must be fitted with maneuvering aid and should be capable to berth & un-berth safely without Tug assistance
- The craft should be fitted with necessary Radio & Navigational equipment, LSA and FFA in compliance with applicable statutory (FLAG) and classification society's requirement

GENERAL INFORMATION OF THE PARTICIPANT/BIDDER

S.No	Element	Description required
1	Name of the participating operator/ bidder	
2	Registered Postal Address of the Firm & its principal place of business.	
3	GST number	
4	PAN (pls. attach a copy)	
5	Contact details (email/phone/fax/ website)	
6	Details of Contact Person	
7	Year Established	
8	Type of Organization Proprietary/Partnership/Public Limited company/ Government PSU/Others (please specify)	
9	Name(s) of Proprietor / Partners in case of Proprietary / Partnership concern.	
10	Whether your firm has branch offices at any other places. [If yes, furnish details]	
11	Business Profile in terms of types of ships under operations	
12	Details of Collaboration if any	
13	Annual Turnover in Last Three Years	
14	Bankers	
15	Details of Key Customers Served in the Last 3 years.	

16	Whether your firm has been disqualified by any Company at any time in the past. If yes, state reasons.	
17	Please state if any member of your firm has any relation employed in The Shipping Corporation of India Ltd. <i>(If Yes, give full details)</i>	
18	Following documents to be submitted. 1. GA plan 2. Capacity plan 3. Stability Booklet 4. Maker List 5. Major machinery details 6. Passenger amenities 7. Crew amenities	

Note: Particulars requested above may be furnished on separate sheets, if necessary.

(Signature of Tenderer)

Date: _____

Full Name: _____

Place: _____

Designation: _____

Rubber Stamp