



**RFP for Appointment of Consultant for conducting a detailed study to build upon Coastal Economic Zone (CEZ) and suitably modify National Perspective Plan & Implementation Plan in consultation with ports**

**Corrigendum – I**

Applicant are requested to refer the Replies and corrigendum in details before submitting their applications.

#	Clause No., Page no	Existing Clause	New Clause to be read as below
1.	Critical Data Sheet, clause 3, Page No. 8	Proposal Due Date (P) 04th March 2022, 1500 hrs IST	Proposal Due Date (P) <b>08<sup>th</sup></b> March 2022, 1500 hrs IST
2.	Clause No. 2.3 Clarification and/ or interpretation of reports Page No. 12	After submission of the final report of each deliverable by the Consultant, to the satisfaction of the Client, if clarifications are required or doubt arises as to the interpretation of anything included in the reports, Consultant shall, on receipt of written request from the Client, furnish such clarification to the satisfaction of Client within five (05) working days without any extra charge.	After submission of the final report of each deliverable by the Consultant, to the satisfaction of the Client, if clarifications are required or doubt arises as to the interpretation of anything included in the reports, Consultant shall, on receipt of written request from the Client, furnish such clarification to the satisfaction of Client within <b>seven (07)</b> working days without any extra charge.
3.	Clause No. 2.11.2 Page No. 23	The Client will not normally consider substitutions except in cases of incapacity of Key Personnel for reasons of health. Similarly, after award of contract the Client expects all the proposed Key Personnel to be available during implementation of the Contract. The Client will not consider substitutions during contract implementation except under exceptional circumstances up to a maximum of 1 (one) Key Personnel and that too by only equally or better qualified and experienced personnel.	The Client will not normally consider substitutions except in cases of incapacity of Key Personnel for reasons of health <b>or for reasons beyond the control of the Consultant.</b> Similarly, after award of contract the Client expects all the proposed Key Personnel to be available during implementation of the Contract. The Client will not consider substitutions during contract implementation except under exceptional circumstances up to a maximum of 1 (one) Key Personnel ( <b>except Force Majeure conditions</b> ) and that too by only equally or better qualified and experienced personnel.
4.	Clause 2.16.4 Page No. 27	Tentative schedule for Selection Process is as follows: Proposal Due Date (P): 04th March 2022, 1500 hrs IST	Tentative schedule for Selection Process is as follows: Proposal Due Date (P): <b>08<sup>th</sup></b> March 2022, 1500 hrs IST
5.	Clause 2.16.7 Page No. 27	Duration of assignment shall be for a period of 120 days from the date of commencement of service as prescribed in General Conditions of Contract.	Duration of assignment shall be for a period of <b>180</b> days from the date of commencement of service as prescribed in General Conditions of Contract.
6.	Clause 5.3 Scope of	Scope of Work (SoW)/ToR	<b>Modified Scope of Work (SoW)/ToR attached as Annexure – A of Corrigendum – I.</b>



#	Clause No., Page no	Existing Clause	New Clause to be read as below																																													
	Work (SoW)/ToR Page No. 59 to 62																																															
7.	Clause 5.5 Terms of Engagement (1) Page No. 62	The contract period will be for 120 days.	The contract period will be for <b>180</b> days.																																													
8.	Clause 5.6 Timelines & Payment Terms: Page No. 62	<table border="1"> <thead> <tr> <th>Deliverables</th> <th>Fee Payment</th> <th>Timelines</th> </tr> </thead> <tbody> <tr> <td>Inception report, with work plan and detailed A&amp;M</td> <td>10%</td> <td>T+25 days</td> </tr> <tr> <td>Submission of Modified NPP</td> <td>30%</td> <td>T+ 45 days</td> </tr> <tr> <td>Presentation on the shortlisting of the locations</td> <td>10%</td> <td>T+60 days</td> </tr> <tr> <td>Submission of Draft Report and Presentation</td> <td>30%</td> <td>T+100 days</td> </tr> <tr> <td>Submission of Final Report and presentation</td> <td>20%</td> <td>T+ 120 days</td> </tr> </tbody> </table> <p><b>Note: T is date of commencement of Service</b></p>	Deliverables	Fee Payment	Timelines	Inception report, with work plan and detailed A&M	10%	T+25 days	Submission of Modified NPP	30%	T+ 45 days	Presentation on the shortlisting of the locations	10%	T+60 days	Submission of Draft Report and Presentation	30%	T+100 days	Submission of Final Report and presentation	20%	T+ 120 days	<table border="1"> <thead> <tr> <th>Deliverables</th> <th>Fee Payment</th> <th>#Timelines</th> </tr> </thead> <tbody> <tr> <td>Deliverable-I</td> <td>10%</td> <td><b>T+25 days</b></td> </tr> <tr> <td>Deliverable -II (a)</td> <td>20%</td> <td><b>T+90 days</b></td> </tr> <tr> <td>Deliverable -II (b)</td> <td>-</td> <td><b>T+ 95 days</b></td> </tr> <tr> <td>Deliverable -II (c)</td> <td>10%</td> <td><b>T+ 125 days</b></td> </tr> <tr> <td>Deliverable -III</td> <td>10%</td> <td><b>T+ 150 days</b></td> </tr> <tr> <td>Deliverable -IV</td> <td>10%</td> <td><b>T+155 days</b></td> </tr> <tr> <td>Deliverable-V</td> <td>20%</td> <td><b>T+175 days</b></td> </tr> <tr> <td>Deliverable-VI</td> <td>20%</td> <td><b>T+ 180 days</b></td> </tr> </tbody> </table> <p><b>Note: T is date of commencement of Service</b></p> <p><i>#The selected bidder will be allowed to rework the timelines keeping the total time and other two columns unchanged. The same has to be submitted within 10 days of the award of work.</i></p>	Deliverables	Fee Payment	#Timelines	Deliverable-I	10%	<b>T+25 days</b>	Deliverable -II (a)	20%	<b>T+90 days</b>	Deliverable -II (b)	-	<b>T+ 95 days</b>	Deliverable -II (c)	10%	<b>T+ 125 days</b>	Deliverable -III	10%	<b>T+ 150 days</b>	Deliverable -IV	10%	<b>T+155 days</b>	Deliverable-V	20%	<b>T+175 days</b>	Deliverable-VI	20%	<b>T+ 180 days</b>
Deliverables	Fee Payment	Timelines																																														
Inception report, with work plan and detailed A&M	10%	T+25 days																																														
Submission of Modified NPP	30%	T+ 45 days																																														
Presentation on the shortlisting of the locations	10%	T+60 days																																														
Submission of Draft Report and Presentation	30%	T+100 days																																														
Submission of Final Report and presentation	20%	T+ 120 days																																														
Deliverables	Fee Payment	#Timelines																																														
Deliverable-I	10%	<b>T+25 days</b>																																														
Deliverable -II (a)	20%	<b>T+90 days</b>																																														
Deliverable -II (b)	-	<b>T+ 95 days</b>																																														
Deliverable -II (c)	10%	<b>T+ 125 days</b>																																														
Deliverable -III	10%	<b>T+ 150 days</b>																																														
Deliverable -IV	10%	<b>T+155 days</b>																																														
Deliverable-V	20%	<b>T+175 days</b>																																														
Deliverable-VI	20%	<b>T+ 180 days</b>																																														
9.	Clause 6.6.2 Removal and / or Replacement of Personnel Page No. 74	The Client will not consider substitutions during contract implementation except under exceptional circumstances up to a maximum of 1 (one) key personnel and that too by only equally or better qualified and experienced personnel. For avoidance of doubt, the Client will not consider any staff turnover as the basis for any project delays.	The Client will not consider substitutions during contract implementation except under exceptional circumstances up to a maximum of 1 (one) key personnel ( <b>except Force Majeure conditions</b> ) and that too by only equally or better qualified and experienced personnel. For avoidance of doubt, the Client will not consider any staff turnover as the basis for any project delays.																																													



### **Annexure – A: Modified Scope of Work (SoW) / ToR**

**The Clause 5.3 “Scope of Work (SoW) / ToR” mentioned in the RFP (Page 59 to 62) is replaced as below mentioned clause “5.3 scope of work (SoW) / ToR” due to change in numbering system and additional Scope of Work. All applicants are requested to note the below mentioned scope of work and quote the financial bid accordingly.**

#### **5.3 Scope of Work (SoW)/ToR**

MoPSW intends to hire a Consultant through Sagarmala Development Company Limited. (SDCL) for conducting a detailed study to build upon Coastal Economic Zone (CEZ) and suitable modify National Perspective Plan and also suggest the suitable implementation plan for the development of CEZ on the identified locations. The broad Scope of Work has been given below:

##### **5.3.1 Global & Domestic Best Practice**

- (a) To carry out the study on Global and domestic best practice to be applied in successful implementation of such projects. The domestic examples may be taken from various initiatives from Major Ports such as Jawaharlal Nehru Port Trust (JNPT), Deendayal Port Trust (DPT), Vishakhapatnam Port Trust (VPT) and Paradip Port Trust (PPT) and other Industrial corridors that are being planned under National Industrial Corridors by NICDIT and also industrial parks developed by various States.
- (b) The above study is to be done to benchmark the following aspects of the proposed project
  - (i) Minimum land requirement for successful implementation of projects
  - (ii) Type of industries which are located in such projects
  - (iii) Typical distance of such Projects from the Gateway Ports
  - (iv) Implementation structure of such projects
  - (v) Average Occupancy rate to be achieved for sustainable operation of such project
  - (vi) Various Revenue Model adopted including PPP model
  - (vii) Employment generation potential as a multiplier of planned investment
  - (viii) Permission and clearances required for such projects
- (c) Mapping of the industrial corridors that are being planned or under planning through Central and State Government in India specifically the one which are proposed to be located in the proximity to the Gateway ports
  - (i) Status of the Project and likely completion date
  - (ii) Collate the information about the fiscal incentives and policies offered to promote the upcoming industrial nodes
  - (iii) Obtain other relevant details which can be of use for the proposed project



- (d) Study all the reports/data made available by SDCL/MoPSW
- (e) Identify the minimum land parcels that is required for the development of CEZ.

**Deliverable I:** Inception Report which comprises of *points 5.3.1 (a) to (e) as mentioned above* & lesson learnt from Global and Domestic case study, Benchmarking, Mapping of all industrial corridors/nodes, detailed Approach and Methodology, Work Plan along with Presentation to MoPSW/SDCL

### 5.3.2 Conceptual plan for all Major Ports

- (a) Review utilization of land and waterfront of all Major ports in terms of commercial (port operations, cargo handling, etc.) and non-commercial (staff quarters, guesthouse, dilapidated structures, idle, etc.)
- (b) Prepare conceptual plan for each major port on potential availability of land & waterfront (which is used for non-commercial purpose at present, but can be used for commercial activities) and options for redevelopment (such as industrialization, commercial area development and other land monetization options).

#### **Deliverable-II:**

- (a) Draft Report shall cover survey, review of current utilization of land and waterfront (both commercial and non-commercial), data collected from Major Ports, suggested infrastructure intervention for optimal utilization of the available resources i.e. land and waterfront
- (b) Presentation on the Draft report to be given to MoPSW, Major Ports and other stakeholders and collate the suggestions/comments of consultation process. The same needs to be incorporated in preparation of Final Report and conceptual plan of each Major Ports.
- (c) Prepare conceptual plan for each Major Ports duly incorporating the suggested options of redevelopment, land monetization, commercial area development etc. including Final Report for each Major Ports.

### 5.3.3 Identification of potential locations in consultation with various Ports and relevant Department of State Government for the development of CEZ

- (a) As an initial suggestion, following Major Ports are having vacant land which could be used for the development of the CEZ.
  - i. Deendayal Port Trust (formerly Kandla Port Trust)



- ii. Syama Prasad Mookerjee Port Trust (formerly Kolkata Port Trust)
- iii. V. O. Chidambaram Port Trust (VoCPT)

- (b) Consultant to identify the available land parcels with the above ports and State Government.
- (c) Assess the connectivity of the potential locations with respect to rail and road including proposed road connectivity under Bharatmala Scheme, DFFCIL, other proposed road and rail alignment etc.
- (d) Explore the possibilities of the convergence of the proposed locations with the existing/upcoming industrial nodes/corridors and other proposed infrastructure facilities. Further, consultant to study, Gati Shakti, a National Master Plan (NMP) to connect the country's economic zones through strategic multi modal initiatives. The present study should build upon the NMP and be in concurrence with Bharatmala connectivity programme and industrial corridors for achieving synergy and avoid duplication and cannibalization.
- (e) Collate the list of existing industries located in proximity of the land location
- (f) Demand, survey and Stakeholder consultation of the potential location with respect to likely industries and other economic activities that have potential to be established on the proposed location
- (g) Details of Employment generation, export potential, income generations and other benefits that may accrue through establishment of such industries and economic activities.
- (h) Reduction in the logistic cost by establishing industrial units in such locations
- (i) Modify the NPP with respect to CEZ

**Deliverable-III: Modified National Prospective Plan with respect to CEZ along with Presentation to MoPSW/SDCL**

**5.3.4 Shortlisting of the locations**

- (a) Devise/ Modify the Challenge method by incorporating various parameters/criteria to shortlist the most suitable land parcels that could be initially taken up for the development of CEZ.



- (b) Preferably two locations one on East Coast and other on West Coast to be shortlisted based on the above criteria to be taken up for detailed assessment

**Deliverable-IV:** Note on the shortlisting of the location for the development of CEZ along with the presentation to be given to MoPSW/SDCL for shortlisting of the location

### 5.3.5 Demand Assessment of the identified locations

- (i) Assess the existing industries and its dependence upon the port for the import of raw material or export of finished output in proximity of the identified location
  - (ii) Present logistic cost of the existing Industries
  - (iii) Identify the industries which are having a potential to be established in the proposed CEZ.
  - (iv) Estimate the plot area requirement of such industries
  - (v) Estimate the reduction in logistic cost for both EXIM and Domestic cargo due to the establishment of the industries in the proposed CEZ
  - (vi) Stakeholder consultation to be conducted in order to identify the potential investor(s) along with type of industries, target EXIM cargo potential, land requirement, reduction in logistic cost due to the establishment of industries in the Proposed CEZ.
  - (vii) Organize interactions with potential investors/developers to understand their requirements.
- (a) Suggestion on various incentives and policies to promote successful implementation of CEZ
    - (i) Fiscal incentives and other facilitations requirement to promote the establishment of industries in the proposed location. This is to be done in discussion with major stakeholders.
    - (ii) Relevant Policy interventions for generation of employment opportunities with involvement of personnel in various activities of construction, operations and maintenance of projects in regard to creation of Coastal Economic Zones (CEZs), Coastal Economic Units (CEUs), Port-Linked Industrial & Maritime Clusters and Smart Industrial Port Cities.
  - (b) Project Cost
    - (i) Identify the various project components that are to be developed like connectivity, power requirement and other trunk infrastructure and cost thereof
    - (ii) Estimation of the Project Cost
  - (c) Financial Analysis & Implementation Plan



Request for Proposal (RFP) for Appointment of Consultant for conducting a detailed study to build upon Coastal Economic Zone (CEZ) and suitably modify National Perspective Plan & Implementation Plan in consultation with ports



- (i) Identify the project components that are to be developed through PPP and the components which are to be development through EPC mode /Government funding
  - (ii) Estimate the total cost of development by EPC Mode/ Government funding
  - (iii) Develop plan for phased manner development of CEZ, if applicable
  - (iv) Undertake the detailed financial analysis indicating IRR, (FIRR/EIRR)
  - (v) Prepare detailed business plan for each location of CEZ
  - (vi) Prepare detailed financial model for each location of CEZ
- (d) Cost-Benefit Analysis of the proposed development of CEZs

**Deliverable-V & VI:** Submission of the draft report and Final Report with detailed Financial Analysis with respect to identified locations.