



**“TECHNICAL BID EVALUATION REPORT”
FOR
“REQUEST FOR PROPOSAL FOR ENGAGEMENT OF
DEA EMPANLED TRANSACTION ADVISOR FOR
PROVIDING ADVISORY SERVICES FOR THE
DEVELOPMENT AND OPERATIONALIZATION OF
NW-5 and NW-64 THROUGH PPP MODE”**

Inland Waterways Authority of India

(Ministry of Ports, Shipping & Waterways Govt. of India)

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February -2023

Tender No. IWAI/NW5/2019-22/Traffic Study

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TECHNICAL BID EVALUATION REPORT

Name of Work: "Request for Proposal (RFP) for selection of DEA empanelled transaction advisor for providing Advisory Services for the development and Operationalization of National Waterway-5 & National Waterway -64 through PPP model.

1.0 BIDDING PROCESS

The timelines of bidding processes are as follows

Table – 1: Process of Bidding

Sl. No.	Description	Dates / Details
1.	Date of Tender Upload on Website	09.11.2022
2.	Date of Pre-Bid Meeting	25.11.2022
3.	Bid Submission Start Date	10.12.2022 at 10:00 hrs
4.	Date of Pre-Bid Minutes finalized / uploaded & details of Corrigendum issued	(i) Pre- bid minutes finalized / uploaded: 20.01.2023. (ii) Corrigendum- 1, 2 2(i), 3 & 4: Issued on 14.12.2022, 02.01.2023, 18.01.2023, 20.01.2023 & 30.01.2023 respectively.
5.	Date of Opening of Technical Bids in presence of TEC	01.02.2023 at 15:00 hrs
6.	Members of Tender Evaluation Committee (TEC)	(i) Sh. Ravi Kant, CE (JMVP) (ii) Sh. V C Dialani Director (MM) (iii) Sh. Jatinder Verma, (CAO)
7.	Date of Dispatch of Clarification Letters to the responsive Bidders	Clarification not sought by IWAI.
8.	Last date of submission of response to Clarifications by the Bidders	

2.0 RESPONSE TO "NIT"

The bidding was open only to 12 firms enlisted by DEA as per their notification no F.No 2/3/2021-PPP dated 01.07.2022. Out of the 12 firms only the following 3 Consultant evinced their interest in the bids :

- (a) M/s PricewaterhouseCoopers Private Limited
- (b) M/s KPMG ASL
- (c) M/s CRISIL, Mumbai.

3.0 BID EVALUATION

- 3.1 After ascertaining payment of tender cost and EMD by the bidders, their technical bids were opened and evaluated as per the criteria laid down in the Tender document.
- 3.2 IWA has invited the RFP in two cover systems (Cover – I: Technical Bid and Cover – II: Financial Bid) for "Proposal for engagement of DEA empanelled Transaction Advisor for providing Advisory Services for the development and Operationalization of National Waterway-5 & National Waterway -64 through PPP model.
- 3.3 **For Financial Proposal:** Excel sheet has been uploaded in e-procurement portal for quoting financial proposal. It has already clarified in pre –bid reply vide **SL No. 115** that the financial proposal to be submitted online only as per the format available at eProcurement portal.
- 3.4 However, M/s CRISIL has submitted their technical bid along with financial bid (at Form – 4B Pg No. 273). Hence, M/s CRISIL has been technically disqualified. Remaining 02 nos. bids evaluated below :

3.1 Technical Evaluation

The following evaluation criteria was suggested in lines with the recommendations as provided in DEA manual

Table 1: General Evaluation Criteria

19.1 Criteria, sub-criteria, and point system for the evaluation of the Technical Proposals:

S No.	Criteria	Maximum marks
1	Technical Presentation	
1a	Technical approach and methodology Approach and Methodology: 10 marks Work Plan, and Organization and Staffing: 10 marks	20
1b	Presentation on understanding of Project context, Appreciation of Project, Sector Experience and Logistic Project experience in the State of Odisha	15
1c	One case study of a successful IWT/ infrastructure sector /ports sector PPP transaction in last 3 years for any Government Agency	15
Sub-Total		50
2	Key Personnel - qualifications and competences for the assignment	
2a	Team Leader	15
2b	PPP Expert	8
2c	IWT / traffic expert	12
2d	Finance expert	7
2e	Legal expert	8
Sub-Total		50
Grand Total		100

Table 2: Qualification and Competence of the Key Professionals for the assignment shall be evaluated. The weight age for various key staffs are as under:

S. No.	Description	Marks
1.	Team leader - 1 no	15
2.	PPP Expert cum Deputy Team Leader -01 no	8
3.	IWT / Traffic Expert -01 no.	12
4.	Finance Expert – 01 no	7
5.	Legal Expert – 01 no.	8

The criteria of marking of each key personal was further sub-divided as follows

#	Expert	Educational Qualification	Professional experience	Scoring pattern and maximum marks		
1	Team lead	Graduation in engineering in any discipline and MBA/ equivalent	Essential Criteria:	Maximum marks: 15		
			1. Minimum 12 years of total work experience	Criteria	Scoring pattern	Maximum marks
			Preferred Criteria:	Total Work Experience	– 12 years- 0.5 mark	2
					– More than 12 years- 20 years - 1 marks	
			1. Relevant experience of working on National Waterways in India	Relevant experience of working on National waterways	– More than 20 years- 2 marks	2
			2. Experience of working on in inland waterways' projects in international geographies		– 1 unique waterway: 0.5 mark	
			3. Experience of PPP transaction experience in inland waterways/Ports for Central Government/ State Government	Relevant experience in international waterways PPP transaction experience in waterways/P ports	– 2 unique waterways: 1 marks	2
					– 3 or above unique waterways: 2 marks	
			4. Experience of tariff setting in inland waterways sector /Ports for Central Government/ State Government inland waterways asset.	Tariff structuring experience in Inland Waterways/P ports	– 1 project: 1 mark	4
			5. Experience of working in Central / State projects with any Government Agency		– 2 PPP transactions: 2 marks	
			6. Should be on a payroll of the firm	Experience of working in Odisha Project with any Government Agency	– 3 or above PPP transactions: 4marks	3
					– 1 IWT facility /port: 0.5 mark	
				On the Payroll of the Firm	– 2 IWT facilities/ port 2 marks	1
					– 3 or above IWT facilities/ port: 3 marks	
					– 1 project: 1 mark	1
					– Yes- 1 mark	1
					Total	15

#	Expert	Educational Qualification	Professional experience	Scoring pattern and maximum marks		
2	PPP Expert cum Deputy Team Lead	Graduation in any discipline and Post-graduation or equivalent in any field	Essential criterion: Minimum 8 years of total work experience Preferred criteria: 1. No. of years of experience in transaction advisory services for PPP projects 2. Assisted in transaction advisory services for atleast 2 projects 3. Undertaken at least one (1) international assignment of Technical Assistance in PPP 4. Should be on a payroll of the firm	Maximum marks: 8		
				Criteria	Scoring pattern	Maximum marks
				Total Work Experience	8 years: 2 marks - More than 8 years to 10 years: 2.5 marks - More than 20 years: 3 marks	3
				Assisted in transaction advisory services for the projects in India	- Upto Two Projects: 0.5 mark - Upto Three Projects: 1 marks - More than Three Projects: 2 marks	2
				Undertaken international assignment for providing PPP Technical Assistance	- Upto One Assignment: 1 mark - Two Assignments: 2 marks	2
				On a payroll of the firm	Yes: 1 marks	1
				Total		8
3	IWT / Traffic expert	Graduation in engineering in any discipline and Post-graduation or equivalent in any field	Essential criterion: Minimum 5 years of total work experience Evaluation criteria: 1. Minimum experience of 5 years in IWT sector / infrastructure sector 2. Experience of conducting cargo movement using inland waterway transport (IWT) / infrastructure sector 3. Relevant experience of working on at least 1 inland waterway including but not	Maximum marks: 12		
				Criteria	Scoring pattern	Maximum marks
				No. of years of relevant experience in IWT sector	8 years: 1 mark - More than 8 to 10 years: 2 mark - More than 10 years: 3 marks	3
				No. of cargo movement(s) conducted using IWT in last 10 years	1 movement: 1 mark 2 to 3 movements: 2.5 marks - More than 3 movements: 3 marks	3

#	Expert	Educational Qualification	Professional experience	Scoring pattern and maximum marks		
			limited to feasibilities studies and/or project structuring and/or transaction advisory etc.	Relevant experience of working on at least 1 inland waterway including but not limited to feasibilities studies and/or project structuring and/or transaction advisory etc.	– 1 unique waterway: 1 mark – 2 unique waterways: 2 marks – 3 or above unique waterways: 4 marks	4
			4. Experience of working in Central / State Project with any Government Agency	Experience of working in Odisha Project with any Government Agency	– 1 or above: 1 mark	1
			5. Should be on a payroll of the firm	On a payroll of the firm	– Yes: 1 mark	1
				Total		12
4	Financial expert	MBA/ PGDM or equivalent	Essential criterion: Minimum 8 years of total work experience Preferred criteria: - Experience of undertaking at least 3 financial feasibility studies for IWT /Port sector / infrastructure sector - Experience of preparing tariff structure for at least 1 Central Government/ State Government IWT sector asset - Should be on a payroll of the Firm	Maximum marks: 7		
				Criteria	Scoring pattern	Maximum marks
				Experience of undertaking at least 3 financial feasibility studies for IWT /Port Sector / infrastructure sector	– 3 IWT facilities/ port: 1 mark – 4 IWT facilities/ port: 2 marks – 5 or more IWT facilities/ port: 4 marks	4
				Experience of preparing tariff structure for at least 1 Central Government/ State Government IWT sector asset	– 1 PPP transaction: 1 mark – 2 PPP transactions: 1.5 marks – 3 or above PPP transactions: 2 marks	2
				On the Payroll of the Firm	– Yes: 1 mark	1
				Total		7

#	Expert	Educational Qualification	Professional experience	Scoring pattern and maximum marks		
5	Legal expert	LLB and LLM	Essential criterion: Minimum 8 years of total work experience	Maximum marks: 8		
				Criteria	Scoring pattern	Maximum marks
			Preferred criteria:	Minimum experience of 8 years in providing legal expertise for PPP Projects	– 8 years: 1 mark – 8 to 20 years: 2 marks – 20 or more years: 3 marks	3
			1. Minimum experience of 8 years in providing legal expertise to infrastructure sector on transaction and PPP aspects	Experience of providing legal services for at least 2 ports and maritime sector projects including IWT sector	– 2 or above: 1 mark	1
			2. Experience of providing legal services for at least 2 ports and maritime sector projects including IWT sector/ infrastructure sector	Experience of undertaking transaction advisory for at least one IWT sector asset	– 1 PPP transaction: 1 mark – 2 PPP transactions: 2 marks – 3 or above PPP transactions: 3 marks	4
			3. Experience of undertaking transaction advisory for at least one project in IWT/port sector / infrastructure sector			
			4. Employee of the participating firm			
					Total	8

4.0 Summary of Submissions:

- 4.1 **M/s KPMG-** has submitted the CV of all required experts and all the experts have requisite qualifications and experience. The team is lead by Sh Gaurav Vaish.
- 4.2 **M/s PwC-** has submitted the CV of all required experts and all the experts have requisite qualifications and experience. The team is lead by Sh Jaffrey Thomas.

5.0 EVALUATION RESULT

The table given below depicting the results of "Technical Bid Evaluation" is enumerated hereunder:

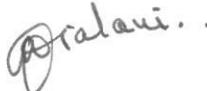
Sl. No.	Bidder's Name	Scores obtained by Bidders (Out of 100 Marks)	Remark
1.	M/s PwC	86.5	Technically qualified
2.	M/s KPMG	94.5	Technically qualified

The detailed technical evaluation & marking is attached along with this report. As per T&C of the RFP only those bidders whose Technical Bids score **75 marks** or more out of 100 shall qualify for further consideration and shall be ranked from highest to the lowest on the basis of their technical score (ST).

6.0 "TEC" RECOMMENDATIONS

Based on the evaluation of original bids of above 02 nos firms are technically qualified for next stage i.e financial opening of bid.


(Jatinder Verma)
CAO


(V. C. Dialani)
Director(MM)


(Ravi Kant)
C.E. (JMVP)

Signature Not Verified

Digitally signed by V MURUGESAN
Date: 2023.02.15 17:35:44 IST
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