

**MINUTES OF RTOC/RTEC(PRICE-BID) IN RESPECT OF OPENING & EVALUATION OF PRICE BID SUBMITTED BY THE TECHNICALLY QUALIFIED TENDERERS WITH REFERENCE TO E-TENDER NOTICE BEARING NO. CWC/RO-Ahd/ Busi/ SAMO-CFS Kandla Port/Tender(GePNIC)/2025-26/ Dated:21/11/2025 & Subsequent Corrigendum(s) THEREOF, FOR APPOINTMENT OF STRATEGIC ALLIANCE MANAGEMENT OPERATOR (SAMO) AT CWC-CFS KPT.**

The committee comprising of (1) Sh. Dheeraj Kumar, DGM(Proj.), (2) Sh. K.M.Rathod,DGM(Bus.), (3) Shri Pradeep Kumar, DGM(Fin.) and Smt. Nimita Saini, AM(Tech & Proj.)-(as facilitator) of this office met on 31.01.2026-1500 hrs to open & evaluate the price bid uploaded/submitted by the technically qualified bidders against E-Tender Notice bearing NO. CWC/RO-Ahd/ Busi/ SAMO-CFS Kandla Port/Tender(GePNIC)/2025-26/ Dated : 21/11/2025 & Subsequent Corrigendum(s) floated for Appointment of Strategic Alliance Management Operator (SAMO) at CWC-CFS KPT.

As per RTEC (TechnicalBid) Report dated 28.01.2026, following tenderer(s) were found eligible for Opening & evaluation of their respective price bids & decision was uploaded on GePNIC portal accordingly:

| S/No | Tender No | Name of Tenderer(s)                    | S/No | Tender No | Name of Tenderer(s)                 |
|------|-----------|----------------------------------------|------|-----------|-------------------------------------|
| 1    | 1/11      | M/s Isha Logistics Ltd                 | 4    | 8/11      | M/s Allcargo terminals Ltd          |
| 2    | 2/11      | M/s M/s MSA Global Logistics P Ltd,    | 5    | 9/11      | M/s iWare Supply Chain Services Ltd |
| 3    | 7/11      | M/s Ashutosh Container Services P Ltd, |      |           |                                     |

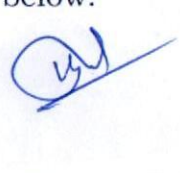
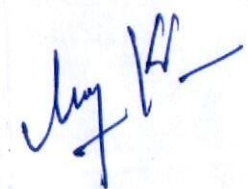
**(A) OPENING OF PRICE BIDS OF ALL THREE TENDERERS:**

The Committee met in the Conference Room & Price bids of above stated bidders have been opened/ downloaded in presence of Committee -

| S/No | Tender No | Name of Tenderer(s)                    | S/No | Tender No | Name of Tenderer(s)                 |
|------|-----------|----------------------------------------|------|-----------|-------------------------------------|
| 1    | 1/11      | M/s Isha Logistics Ltd                 | 4    | 8/11      | M/s Allcargo terminals Ltd          |
| 2    | 2/11      | M/s M/s MSA Global Logistics P Ltd,    | 5    | 9/11      | M/s iWare Supply Chain Services Ltd |
| 3    | 7/11      | M/s Ashutosh Container Services P Ltd, |      |           |                                     |

The Price/Financial bid (Exhibit-16) as downloaded have been verified with the Format of Exhibit-18 of RFP and found in-order with No ambiguity in quoted rates in words and figures.

The details of minimum rates as per tender inquiry vis-à-vis rates quoted by all tenderers in Price Bid i.e. fixed rates, MGT, Variable rate, in the tender form are tabulated below:

Contd...2

| S/No | Tender No | Name of Tenderer(s)                    | Fixed fee /Variable Fee/MGT quoted by Tenderers |                                           |                         |
|------|-----------|----------------------------------------|-------------------------------------------------|-------------------------------------------|-------------------------|
|      |           |                                        | Fixed Fee(Per Annum)                            | Variable Fee Per TEU                      | MGT(Exim Loaded TEUs)   |
|      |           | Requirement as per RFP                 | Rs.4,50,00,000/-<br>(+)/(-)*/(=) Allowed        | Rs.1000/- Per TEU<br>(+)/(-)*/(=) Allowed | 21000 TEUs (+)/(=) Only |
|      |           |                                        | (*Fluctuation restricted to 50% on lower side)  |                                           |                         |
| 1    | 1/11      | M/s Isha Logistics Ltd                 | 6,00,00,000/-                                   | 511/-                                     | 26400                   |
| 2    | 2/11      | M/s M/s MSA Global Logistics P Ltd,    | 4,05,00,000/-                                   | 504/-                                     | 22500                   |
| 3    | 7/11      | M/s Ashutosh Container Services P Ltd, | 3,00,00,000/-                                   | 1000/-                                    | 21000                   |
| 4    | 9/11      | M/s iWare Supply Chain Services Ltd    | 4,50,99,786/-                                   | 786/-                                     | 34486                   |
| 5    | 8/11      | M/s Allcargo terminals Ltd             | 2,25,00,000/-                                   | 504/-                                     | 54000                   |

\* **Revenue Share is fixed 5% of Turnover payable by bidder to CWC**

- (a) Committee did not found any discrepancy in rates quoted in figures & word or any other ambiguity of all tenderes.  
 (b) Above rates are exclusive of Taxes/GST etc.

In view of above, the committee observed that all price bids of all Five tenderers are eligible for evaluation.

### **(B) EVALUATION OF PRICE BIDS OF TENDERERS:**

The committee observed that Provision for evaluation of price bid as per RFP/Tender (Clause-9.2 regarding guidelines for evaluation of price bid) is as under-

#### **9.2 EVALUATION OF FINANCIAL BID-**

Financial Bid in respect of the bidders declared as pre-qualified in evaluation of technical bid will be opened. The Financial Bids will be ranked on the basis of the total quoted amount [FIXED AMOUNT, VARIABLE AMOUNT and MGT (as specified in Clause 8.2 c) read with Exhibit-16). The bidder having quoted the most attractive commercial terms on the Total Quoted Amount (as defined herein, below) shall be ranked as H1, and subsequent bidders shall be ranked in order of their respective total quoted amounts shall be ranked as H2, H3, and so on subject to provision of Public Procurement Policies for MSEs as per Exhibit-11.

**Total Quoted Amount (H1) = [(Quoted Fixed Amount) + {(Quoted Guaranteed Throughput or Committed Throughput) X (Quoted per TEU Variable Amount)}]**

NOTE: 1. In case, the total quoted amount as worked out above is found to be same for more than one bidder, H1 bidder shall be declared on the basis of highest Turnover [Refer Clause 8.2(b)].

2. Any Conditional and/or incomplete financial bid (Exhibit-16) liable to be rejected.

Contd...3

:3:

Committee observed that, as per tender, it is to mention here that the above Fixed / Variable amount will be subject to escalation @ 6% on compoundable basis. Further there is provision of Revenue sharing @5% in RFP documents, on all revenue generated at CFS, but the same is not to be accounted for arriving H1 bidder.

The Tenderer-wise details of revenue generation will be as under:

| Sl. No. | Tender No. | Name of Bidders                        | Details of Revenue generation to CWC on quoted rates |                      |                  |                                    | Total Revenue generation 3+6 | Ranking |
|---------|------------|----------------------------------------|------------------------------------------------------|----------------------|------------------|------------------------------------|------------------------------|---------|
|         |            |                                        | Fixed fee per annum                                  | Variable fee per TEU | MGT (Loaded TEU) | Total Variable Income(Rs.) (4 x 5) |                              |         |
| 1       |            | 2                                      | 3                                                    | 4                    | 5                | 6                                  | 7                            |         |
| 1       | 1/11       | M/s Isha Logistics Ltd                 | 6,00,00,000/-                                        | 511/-                | 26400            | 1,34,90,400/-                      | 7,34,90,400/-                | Ist     |
| 2       | 2/11       | M/s M/s MSA Global Logistics P Ltd,    | 4,05,00,000/-                                        | 504/-                | 22500            | 1,13,40,000/-                      | 5,18,40,000/-                | IIIrd   |
| 3       | 7/11       | M/s Ashutosh Container Services P Ltd, | 3,00,00,000/-                                        | 1000/-               | 21000            | 2,10,00,000/-                      | 5,10,00,000/-                |         |
| 4       | 9/11       | M/s iWare Supply Chain Services Ltd    | 4,50,99,786/-                                        | 786/-                | 34486            | 2,71,05,996/-                      | 7,22,05,782/-                | IIInd   |
| 5       | 8/11       | M/s Allcargo terminals Ltd             | 2,25,00,000/-                                        | 504/-                | 54000            | 2,72,16,000/-                      | 4,97,16,000/-                |         |

Committee observed that M/s iWare Supply Chain Services Ltd falls under MSE Category and eligible for MSE preferential benefit. The Udyam Certificate as submitted by the bidder has been verified on the portal of Ministry of MSME and found valid. The point-f of Exhibit-11 is under-

*f. Participating MSEs quoting price within price band of H1-15 percent shall also be allowed to provide the service by bringing up their price to H1 price in a situation where H1 price is from someone other than a Micro and Small Enterprise. As per Public procurement policy on MSE, considering that this is a non-divisible tender, an MSE quoting within the price band of H1-15% will be awarded for full/complete work of tender, considering the spirit of policy for enhancing the Government procurement from MSEs subject to bringing up price to H1 rate after negotiation if any, by the MSE concerned.*

Regarding above, committee observed that the annual Revenue Rs.7,22,05,782/- generated at the rates quoted by H-2 Bidder M/s iWare Supply Chain Services Ltd(MSE Bidder) is within the price band of H1-15%. Therefore, considering above "f" above, Committee opined that a counter offer may be given to M/s iWare Supply Chain Services Ltd to bringing up the price/Annual Revenue to H-1(M/s Isha Logistics Ltd) rates Rs. 7,34,90,400/-, may be given to M/s iWare Supply Chain Services Ltd.

Contd...4

:4:

In view of above facts, the committee recommends that a counter offer to give consent to accept the H-1 rates(M/s Isa Logistics Ltd), may be given to M/s iWare Supply Chain Services Ltd

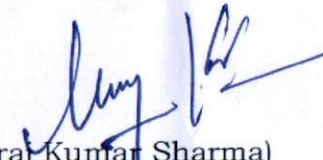
Submitted



(Pradeep Kumar)  
DGM(Fin.)



(K.M.Rathod)  
DGM(Gen.)



(Dheera Kumar Sharma)  
DGM(Proj.)

**EXHIBIT - 16****FINANCIAL BID**

(Note- Bidder need to fill data in pre-defined form of Price Bid in Excel Format only.)

| Sr.No. | Particulars/Minimum figures                                                                | Minimum Quoted by Bidder |                          |
|--------|--------------------------------------------------------------------------------------------|--------------------------|--------------------------|
|        |                                                                                            | Rs.(In figures)          | Rs.(In words)            |
| A      | Estimated Fixed Fee Amount (Lump sum) of Rs.4,50,00,000/- per annum*                       | 30000000                 | Three Crore Only         |
| B      | Estimated Variable Fee* Amount of Rs. 1000/- per TEU ** as per clause 1.1 of Schedule-III. | 1000                     | One Thousand Only        |
| C      | Estimated Minimum Guaranteed Throughput 21000 Loaded TEU per annum                         | 21000                    | Twenty One Thousand Only |
| D      | Percentage of Revenue share on Total Turnover from operations at CWC-CFS KPT               | 5%                       | Five Percent             |

| Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>•Bidder may quote a value equal to or above or lower* than the estimated annual Fixed Fee per annum and the Variable Fee per TEU as shown above at A &amp; B (*Fluctuation restricted to 50% on lower side) in the table.</li> <li>•Bidder may quote a value equal to or above than the estimated Guaranteed Throughput* as shown above at C in the table.</li> </ul> <p>Note- The minimum guaranteed throughput (MGT) of 21000 TEUs (Loaded Import &amp; Loaded Export containers) per annum is for first year of operations only and thereafter MGT will be 36% of CFS bound EXIM Loaded Traffic at terminal OR Actual EXIM loaded traffic handled at CFS, whichever is higher,</p> <ul style="list-style-type: none"> <li>•Percentage of Revenue Share is fixed 5% of Turnover payable by ABC to CWC and hence not to be quoted above in row D of the above table.</li> <li>•Annual Escalation on Fixed Fee and Variable Fee @6% on compoundable basis.</li> <li>•The Fixed/Variable Amount are exclusive of GST.</li> <li>•If there is any discrepancy in the rates quoted in figure and in words, the higher of two will be considered.</li> </ul> |

Name of the Tenderer

Ashutosh Container Services Pvt Ltd

**EXHIBIT - 16****FINANCIAL BID**

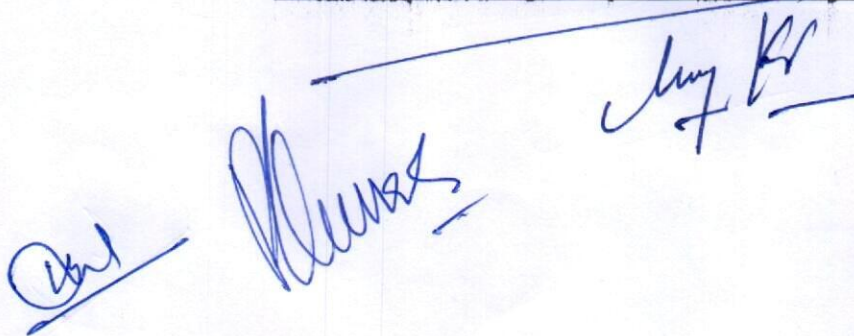
(Note- Bidder need to fill data in pre-defined form of Price Bid in Excel Format only.)

| Sr.No. | Particulars/Minimum figures                                                                | Minimum Quoted by Bidder |                                                                         |
|--------|--------------------------------------------------------------------------------------------|--------------------------|-------------------------------------------------------------------------|
|        |                                                                                            | Rs.(In figures)          | Rs.(In words)                                                           |
| A      | Estimated Fixed Fee Amount (lump sum) of Rs.4,50,00,000/- per annum*                       | 4,50,99,786              | Four Crore Fifty Lakh Ninty Nine Thousand Seven Hundred Eighty Six Only |
| B      | Estimated Variable Fee* Amount of Rs. 1000/- per TEU ** as per clause 1.1 of Schedule-III. | 786                      | Seven Hundred Eighty Six Only                                           |
| C      | Estimated Minimum Guaranteed Throughput 21000 Loaded TEU per annum                         | 34486                    | Thirty Four Thousand Four Hundred Eighty Six Only                       |
| D      | Percentage of Revenue share on Total Turnover from operations at CWC-CFS KPT               | 5%                       | Five Percent                                                            |

| Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>•Bidder may quote a value equal to or above or lower* than the estimated annual Fixed Fee per annum and the Variable Fee per TEU as shown above at A &amp; B (*Fluctuation restricted to 50% on lower side) in the table.</li> <li>•Bidder may quote a value equal to or above than the estimated Guaranteed Throughput* as shown above at C in the table.</li> </ul> <p>Note- The minimum guaranteed throughput (MGT) of 21000 TEUs (Loaded Import &amp; Loaded Export containers) per annum is for first year of operations only and thereafter MGT will be 36% of CFS bound EXIM Loaded Traffic at terminal OR Actual EXIM loaded traffic handled at CFS, whichever is higher,</p> <ul style="list-style-type: none"> <li>•Percentage of Revenue Share is fixed 5% of Turnover payable by ABC to CWC and hence not to be quoted above in row D of the above table.</li> <li>•Annual Escalation on Fixed Fee and Variable Fee @6% on compoundable basis.</li> <li>•The Fixed/Variable Amount are exclusive of GST.</li> <li>•If there is any discrepancy in the rates quoted in figure and in words, the higher of two will be considered.</li> </ul> |

Name of the Tenderer

IWARE SUPPLYCHAIN SERVICES LIMITED



**EXHIBIT - 16****FINANCIAL BID**

(Note- Bidder need to fill data in pre-defined form of Price Bid in Excel Format only.)

| Sr.No. | Particulars/Minimum figures                                                                | Minimum Quoted by Bidder |                                       |
|--------|--------------------------------------------------------------------------------------------|--------------------------|---------------------------------------|
|        |                                                                                            | Rs.(In figures)          | Rs.(In words)                         |
| A      | Estimated Fixed Fee Amount (lump sum) of Rs.4,50,00,000/- per annum*                       | 40500000                 | Rupees Four Crore Five Lakhs Only     |
| B      | Estimated Variable Fee* Amount of Rs. 1000/- per TEU ** as per clause 1.1 of Schedule-III. | 504                      | Five Hundred Four Only                |
| C      | Estimated Minimum Guaranteed Throughput 21000 Loaded TEU per annum                         | 22500                    | Twenty Two Thousand Five Hundred Only |
| D      | Percentage of Revenue share on Total Turnover from operations at CWC-CFS KPT               |                          |                                       |

| Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>•Bidder may quote a value equal to or above or lower* than the estimated annual Fixed Fee per annum and the Variable Fee per TEU as shown above at A &amp; B (*Fluctuation restricted to 50% on lower side) in the table.</li> <li>•Bidder may quote a value equal to or above than the estimated Guaranteed Throughput* as shown above at C in the table.</li> </ul>                                                      |
| Note- The minimum guaranteed throughput (MGT) of 21000 TEUs (Loaded Import & Loaded Export containers) per annum is for first year of operations only and thereafter MGT will be 36% of CFS bound EXIM Loaded Traffic at terminal OR Actual EXIM loaded traffic handled at CFS, whichever is higher,                                                                                                                                                              |
| <ul style="list-style-type: none"> <li>•Percentage of Revenue Share is fixed 5% of Turnover payable by ABC to CWC and hence not to be quoted above in row D of the above table.</li> <li>•Annual Escalation on Fixed Fee and Variable Fee @6% on compoundable basis.</li> <li>•The Fixed/Variable Amount are exclusive of GST.</li> <li>•If there is any discrepancy in the rates quoted in figure and in words, the higher of two will be considered.</li> </ul> |

Name of the Tenderer

MSA GLOBAL LOGISTICS PRIVATE LIMITED

**EXHIBIT - 16****FINANCIAL BID**

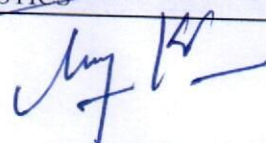
(Note- Bidder need to fill data in pre-defined form of Price Bid in Excel Format only.)

| Sr.No. | Particulars/Minimum figures                                                                | Minimum Quoted by Bidder |                                  |
|--------|--------------------------------------------------------------------------------------------|--------------------------|----------------------------------|
|        |                                                                                            | Rs.(In figures)          | Rs.(In words)                    |
| A      | Estimated Fixed Fee Amount (lump sum) of Rs.4,50,00,000/- per annum*                       | 60000000                 | INR Six Crores Only              |
| B      | Estimated Variable Fee* Amount of Rs. 1000/- per TEU ** as per clause 1.1 of Schedule-III. | 511                      | INR Five Hundred and Eleven Only |
| C      | Estimated Minimum Guaranteed Throughput 21000 Loaded TEU per annum                         | 26400                    | Twenty Six Thousand Four Hundred |
| D      | Percentage of Revenue share on Total Turnover from operations at CWC-CFS KPT               |                          |                                  |

| Remarks                                                                                                                                                                                                                                                                                                                                                                                                      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>•Bidder may quote a value equal to or above or lower* than the estimated annual Fixed Fee per annum and the Variable Fee per TEU as shown above at A &amp; B (*Fluctuation restricted to 50% on lower side) in the table.</li> <li>•Bidder may quote a value equal to or above than the estimated Guaranteed Throughput* as shown above at C in the table.</li> </ul> |
| Note- The minimum guaranteed throughput (MGT) of 21000 TEUs (Loaded Import & Loaded Export containers) per annum is for first year of operations only and thereafter MGT will be 36% of CFS bound EXIM Loaded Traffic at terminal OR Actual EXIM loaded traffic handled at CFS, whichever is higher,                                                                                                         |
| •Percentage of Revenue Share is fixed 5% of Turnover payable by ABC to CWC and hence not to be quoted above in row D of the above table.                                                                                                                                                                                                                                                                     |
| •Annual Escalation on Fixed Fee and Variable Fee @6% on compoundable basis.                                                                                                                                                                                                                                                                                                                                  |
| •The Fixed/Variable Amount are exclusive of GST.                                                                                                                                                                                                                                                                                                                                                             |
| •If there is any discrepancy in the rates quoted in figure and in words, the higher of two will be considered.                                                                                                                                                                                                                                                                                               |

Name of the Tenderer

ISA LOGISTICS

**EXHIBIT - 16****FINANCIAL BID**

(Note- Bidder need to fill data in pre-defined form of Price Bid in Excel Format only.)

| Sr.No. | Particulars/Minimum figures                                                                | Minimum Quoted by Bidder |                                   |
|--------|--------------------------------------------------------------------------------------------|--------------------------|-----------------------------------|
|        |                                                                                            | Rs.(In figures)          | Rs.(In words)                     |
| A      | Estimated Fixed Fee Amount (lump sum) of Rs.4,50,00,000/- per annum*                       | 2,25,00,000              | Two Crore Twenty-Five Lakh Rupees |
| B      | Estimated Variable Fee* Amount of Rs. 1000/- per TEU ** as per clause 1.1 of Schedule-III. | 504                      | Five Hundred Four Rupees          |
| C      | Estimated Minimum Guaranteed Throughput 21000 Loaded TEU per annum                         | 54,000                   | Fifty Four Thousand TEUs          |
| D      | Percentage of Revenue share on Total Turnover from operations at CWC-CFS KPT               | 5%                       | Five percent                      |

| Remarks                                                                                                                                                                                                                                                                                                                                                                                                      |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>•Bidder may quote a value equal to or above or lower* than the estimated annual Fixed Fee per annum and the Variable Fee per TEU as shown above at A &amp; B (*Fluctuation restricted to 50% on lower side) in the table.</li> <li>•Bidder may quote a value equal to or above than the estimated Guaranteed Throughput* as shown above at C in the table.</li> </ul> |
| Note- The minimum guaranteed throughput (MGT) of 21000 TEUs (Loaded Import & Loaded Export containers) per annum is for first year of operations only and thereafter MGT will be 36% of CFS bound EXIM Loaded Traffic at terminal OR Actual EXIM loaded traffic handled at CFS, whichever is higher,                                                                                                         |
| •Percentage of Revenue Share is fixed 5% of Turnover payable by ABC to CWC and hence not to be quoted above in row D of the above table.                                                                                                                                                                                                                                                                     |
| •Annual Escalation on Fixed Fee and Variable Fee @6% on compoundable basis.                                                                                                                                                                                                                                                                                                                                  |
| •The Fixed/Variable Amount are exclusive of GST.                                                                                                                                                                                                                                                                                                                                                             |
| •If there is any discrepancy in the rates quoted in figure and in words, the higher of two will be considered.                                                                                                                                                                                                                                                                                               |

Name of the Tenderer

Allcargo Terminals Limited

Signature Not Verified

Digitally signed by DHEERAJ KUMAR  
Date: 2026.02.02 15:29:47 IST  
Location: eProcurement System for  
Central PSUs