

DIRECTOR GENERAL, PROJECT VARSHA, IHQ-MoD (NAVY), GOVERNMENT OF INDIA
EXPRESSION OF INTEREST (INTERFACE WORKS –DREDGING AND REVETMENT)

EOI NO DGV/0113/IHMW/IWDR/01 OF 2023

RESPONSE TO APPLICANTS' QUERIES FOR PRE-APPLICATION CONFERENCE HELD ON 22 SEP 2023

Log Ref.	IN date of receipt	Applicant letter reference	Applicant letter date	Applicant name	Eol Reference Section / Clause No.	Eol Page No.	Existing Provision in the Eol (reproduced as per Applicant's query)	Query or Clarification Sought	Employer's response
IW01	18/09/2023	E-mail	18/09/2023	Boskalis	Section 2/ Clause 2.2.1 a Eligibility of Applicants	08 of 67	The Applicant for Eol may be a single entity or a group of entities in the form of a Consortium (hereinafter called Consortium"),	Kindly allow unincorporated joint ventures also	Provision(s) of the Eol Document shall prevail.
IW02	18/09/2023	E-mail	18/09/2023	Boskalis	Section 6/ Clause 6.2 Scope of Interface works	27 of 67	The scope of work states Rock dredging i.e "Capital Dredging – 1.1 to 1.5 million cum in depth up to 16m below CD including Dredging in Rock of about 0.13 million cum"	Request if you can give more clarity on the same or pls specify if drilling and blasting is allowed for rock dredging.	Further details will be provided at the RFP stage to the Applicants shortlisted in the Eol process.
IW03	18/09/2023	E-mail	18/09/2023	Boskalis	Section 3/ Clause 1.3 Brief Description of Tendering Process	06 of 67	Request for Proposals (the "Request for Proposals" or "RFP")	The EOI document looks like an RFQ. Request to clarify once the bidder qualifies then only RFP. Request for Price Proposal only will be asked?	Applicants, who are found to be eligible under this Eol, will be issued the RFP document. The applicants shortlisted for the RFP stage would be required to submit technical and financial proposals as per the requirement of the RFP.
IW04	18/09/2023	E-mail	18/09/2023	Boskalis			General	Kindly confirm if any other dredging contractor will be working in the area for other work during the same time.	Further details will be provided at the RFP stage to the Applicants shortlisted in the Eol process.
IW05	18/09/2023	E-mail	18/09/2023	Boskalis			General	Kindly confirm the likely date of award of the work.	Tentative date of award of the work shall be March/April 2024.
IW06	18/09/2023	E-mail	18/09/2023	Boskalis			General	Kindly confirm if foreign flag vessel along with expat crew and shore staff is allowed to work in the site.	Further details will be provided at the RFP stage to the Applicants shortlisted in the Eol process.
IW07	19/09/2023	E-mail	19/09/2022	Jan De Nul	Section 1/Clause 1.6 Schedule of Eol Stage Process	07 of 67	Application Due Date : 06 October 2023 at 1500 hrs IST	Kindly request extension of two weeks of time for submission.	Refer Addendum No. 1 dated 27 Sep 23. (Eol application submission date extended till 12 oct 2023)
IW08	19/09/2023	E-mail	19/09/2022	Jan De Nul	Section 7/FORMS	33 - 34, 35 - 37, 38 - 39, 40 - 41, 46 - 48, 49 - 50, 51 - 54, 55 - 56	FORM-03(A), (B) and (C), FORM 04-EXP1, FORM-07: FIN-1, FORM-08: FIN-2, FORM-09: CCC, FORM-10: DEBT - should be duly certified by the Statutory Auditors of the Applicant	Kindly request to allow Bidders to submit all certificates duly certified by the Statutory Auditors or Chartered Accountant.	Refer Addendum No. 1 dated 27 Sep 23. (Eol application submission date extended till 12 oct 2023)
IW09	19/09/2023	E-mail	19/09/2022	ISDPL	Section 3/ Criteria No 4.3	23 of 67	Key Activity No. 1: Completed Capital Dredging Works including Dredging in Rock of at least 1.0 million Cum in depth of 16m below CD.	It is the applicant understanding that the applicant should have executed the Capital dredging of at least 1.0 mio cum which should also include dredging of some quantity of Rock in a depth of 16 m below CD and not that all 1.5 mio cum quantity shall be rock.	Provision(s) of the Eol Document shall prevail. It is future clarified that the Capital dredging quantity requirement is of 1.0 million cum which includes rock quantity. The depth of Capital dredging works executed shall be at 16m below CD.

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IW10	19/09/2023	E-mail	19/09/2022	ISDPL	Section 3/ Criteria No 4.3	23 of 67	Key Activity No. 2: Completed Revetment / Shore Protection / River Training Works of at least 1,10,000 cum of Rock- This requirement under key activity No. 02 can also be met through a Specialized Subcontractor.....	It is clarified that the Applicant would be meeting the requirement with its parent company credential which is allowed as per clause 2.2.1 (m)&n. While the Applicant would be submitting the documents to meet the Key Activity No.2 as per the EOI requirement without utilizing the credentials of any specialized subcontractor, we assume that the Applicant can utilize the specialist subcontractor at the time of Tendering by furnishing the experience of the specialized Subcontractor for revetment works. Kindly confirm so in view of the very short time allowed to decide upon the specialized subcontractor at application stage.	Provision(s) of the Eol Document shall prevail. It is expected that there is no change in constitution / arrangement of the shortlisted Applicants at the RFP stage.
IW11	19/09/2023	E-mail	19/09/2022	ISDPL			General – Soil information	We also expect that there are enough soil (borehole) data; especially on the seaside of the proposed dredging area to avoid a large extrapolation to arrive at rock volume. Clarification on this front would give a heads up at this stage for reviewing the soil information available and to carry out some additional boreholes (by Employer, if required) at sea side during next 1 or 2 months.	Further details will be provided at the RFP stage to the Applicants shortlisted in the Eol process.
IW12	19/09/2023	E-mail	19/09/2022	ISDPL			General – Soil information	Due to uncertainty that exists at the top of rock level near the entrance of the port (at the border between the inner harbor and the outer harbour), Interpolation between the offshore boreholes, river boreholes and the boreholes on the landside (on the mountain) results in flat rock slopes with rock very close to the dredging targets. A few additional boreholes (which reach the top of rock) at the port entrance, especially on the mountain side, can mitigate this and it is suggested that the Employer may execute the same before issue of tender documents.	Further details will be provided at the RFP stage to the Applicants shortlisted in the Eol process.
IW13	19/09/2023	E-mail	19/09/2022	ISDPL			General – Soil information	Due to uncertainty that exists on the strength of the rock at above mention location, If any additional boreholes will be conducted, we would advise performing additional lab testing including UCS, BTS, point load test and Cerchar Abrasivity be conducted by the Employer prior to issue of tender documents.	Further details will be provided at the RFP stage to the Applicants shortlisted in the Eol process.

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IW14	22/09/2023	RDL/Eol_Varsha/Pre-bid/23-24/01	22/09/2023	Reach Dredging Limited	3.1 of EQC	19 of 67	<p>Financial Capabilities: The audited balance sheets or, if not required by the laws of the Applicant's country, other financial statements acceptable to the Employer, for the last 5 (five) financial years shall be submitted and must demonstrate the current soundness of the Applicant's financial position. *Note: The information submitted by the Applicant must mention Total Assets, Current Assets; Total Liabilities; Current Liabilities; Share Capital, Profit Before Taxes, Profit After Taxes (i) The Applicant shall demonstrate that it has access to, or has available, liquid assets, lines of credit, and other financial means (independent of any contractual advance payment) sufficient to meet the Dredging cash flow requirements of Rs 100 Crore (INR One Hundred Crore) for the subject contract after meeting its cash flow requirements for current contract commitments.</p>	We request you to consider the available, liquid assets, lines of credit, and other financial means (independent of any contractual advance payment) sufficient to meet the Dredging cash flow requirements of Rs 80 Crores instead of the existing Rs. 100 Crores.	Provision(s) of the Eol Document shall prevail.
IW15	22/09/2023	RDL/Eol_Varsha/Pre-bid/23-24/01	22/09/2023	Reach Dredging Limited	3.2 of EQC	20 of 67	<p>Average Annual Turnover: Minimum average annual turnover equivalent to Rs 120 Crore (INR One Hundred Twenty Crore) calculated as total certified payments received for contracts in progress and/or completed within the last five (5) financial years, divided by five (5).</p>	We request you to consider the Minimum average annual updated turnover at price level of the base year equivalent to Rs 90 Crore calculated as total certified payments received for contracts in progress and/or completed within the last three (3) financial years, divided by three (3) instead of the existing clause.	Provision(s) of the Eol Document shall prevail.
IW16	22/09/2023	RDL/Eol_Varsha/Pre-bid/23-24/01	22/09/2023	Reach Dredging Limited	FORM-11	57 of 67	<p>FORM-11: CAPACITY TENDERING CAPACITY A= B=..... N= No. of years prescribed for Completion of the works for which tenders are invited – 1 Note:- Minimum Available Tendering Capacity of Rs. 400 Crore for Dredging work Available Tendering Capacity= (A x N x 2) – B;</p>	We assume that the indicative cost of the works mentioned in this EOI is Rs 400 crore and the work is to be completed within 1 year. Please confirm.	Confirmed.
IW17	22/09/2023	RDL/Eol_Varsha/Pre-bid/23-24/01	22/09/2023	Reach Dredging Limited	3.3 of EQC	20 of 67	<p>Tendering Capacity: The Applicant should have minimum available Tendering Capacity of Rs 400 Crore (INR Four Hundred Crore) in accordance with the formula stated in FORM-11: CAPACITY</p>	We request you to consider the available tendering Capacity for work equal to or more than 50% of the total bid value instead of existing minimum available Tendering Capacity of Rs. 400 Crores.	Provision(s) of the Eol Document shall prevail.

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IW18	22/09/2023	RDL/Eol_Varsha/Pre-bid/23-24/01	22/09/2023	Reach Dredging Limited	4.2 of EQC	21 of 67	<p>Similar Work(s) Experience: A minimum number 13 of similar works specified below that have been successfully completed 14 as a prime contractor or joint venture member 15, or sub-contractor 15 between 01 September 2013 to 31 August 2023</p> <p>Must meet requirement of at least one (01) contract of minimum value of Rs. 320 Crore (INR Three Hundred and Twenty Crore)</p> <p>OR</p> <p>Must meet requirement of at least two (02) contracts each of minimum value Rs. 200 Crore (INR Two Hundred Crore)</p> <p>OR</p> <p>Must meet requirement of at least three (03) contracts each of minimum value Rs. 160 Crore (INR One Hundred and Sixty Crore)</p> <p>“Similar Work(s)” means a project which</p>	<p>In best of our knowledge about industry, many dredging firms will be not able to meet this criteria because bulk dredging in inland water bodies is just a recent practice in India.</p> <p>As per the PQ criteria of Dredging works, Ministry of Ports & Shipping in its dredging guideline 2021 has included quantity along with value in similar work PQC and mentions it as 'PQ/minimum eligibility criteria shall be based on the dredging firm's experience considering both Quantity and Value based criteria of successfully executed dredging project.</p> <p>Hence, we request to modify it as follows:</p> <p>i). Three similar completed/substantially completed (90%) works each costing not less than the amount equal to 40% of the estimated cost/quantity of work put to tender</p> <p>ii). Two similar completed/substantially completed (90%) works each costing not less than the amount equal to 50% of the estimated cost/quantity of work put to tender</p>	Provision(s) of the Eol Document shall prevail.
IW19	22/09/2023	RDL/Eol_Varsha/Pre-bid/23-24/01	22/09/2023	Reach Dredging Limited	4.3 of EQC	22 & 23 of 67	<p>Experience 16 in Key Activities: For the above and / or any other contracts completed and /or under implementation as prime contractor, or joint venture /consortium member, or sub-contractor 15 between 01 September 2013 to 31 August 2023, a minimum experience in the following key activities successfully completed 17:</p> <p>Key Activity No. 1: Completed Capital Dredging Works including Dredging in Rock of at least 1.0 million Cum in depth of 16m below CD .</p> <p>Key Activity No. 2: Completed Revetment / Shore Protection / River Training Works of at least 1,10,000 Cum Rock</p>	<p>It is to bring to your kind information that majority dredging firms will not satisfy this criterion. So, please amend the said Clause into the below mentioned one in order to enable most of the interested Indian bidders to healthily participate in the bid. We request you to incorporate the ensuing Clause in lieu of the existing clause: -</p> <p>For the above and / or any other contracts completed and /or under implementation as prime contractor, or joint venture /consortium member, or sub-contractor between 01 September 2013 to 31 August 2023, a minimum experience in the following key activities successfully completed:</p> <p>Dredging work with capacity of 60 lakh cum in Water Resources Department or similar organization or Government undertaking in the member countries of NDB.</p>	Provision(s) of the Eol Document shall prevail.