

CALL FOR EXPRESSION OF INTEREST (EOI)

FOR

PARTICIPATION IN PARTIAL TURNKEY OFFLOADING OF SHIP REPAIR WORK

AT GSL

Date of Publication of EOI: 20th Aug 2019

EOI Submission by: 10th Sep 2019 up to 1500 hrs.

EOI opening at 1100 Hrs on 11th Sep 2019.

1. Introduction

Goa Shipyard Limited (GSL), established in 1957, is a premier Defense Shipbuilding & Research Establishment, with state of the art infrastructure for designing & constructing varied class of vessels and also facilities for refit of advanced sea faring platforms. The company is functioning under the administrative control of the Ministry of Defence, Government of India. GSL an ISO 9001:2015, ISO 14001:2015 and ISO 45001:2015 certified company has long years of experience in construction and repairs of advanced sea faring platforms.

2. Expression of Interest (EOI) - Partial / Turnkey offloading

Overview:

An Expression of Interest (EOI) is being called for from firms who are technically suitable and have proven track record of undertaking turnkey repairs/ refits of Indian Coast Guard / Navy vessels and are willing to work with GSL by undertaking the partially offloaded scope of work for a fixed period of two years. The qualified firms shall be short listed accordingly and a Non-disclosure agreement shall be signed between GSL and each of these parties regarding the confidentiality of price and other technical details. Other terms and conditions as may be required shall be detailed in the MoU which shall be signed between GSL and short listed firms of the EOI.

3. Model of operation

GSL on receipt of RFP/tender for undertaking turnkey repairs/ refits of defense/ Indian Coast Guard/Indian Navy/Other Vessels shall study the scope of work, evaluate and ascertain the portion of work which shall be undertaken directly by the yard and the portion of work which shall be considered for partial offloading.

The scope of work discipline wise i.e. hull, engineering and electrical to be partially offloaded shall be tendered out to all the shortlisted/ qualified firms under this EOI as a limited tender enquiry for quoting for the tender. Technical as well as price offers from these firms shall be obtained by GSL.

GSL on evaluation of the offer shall select the price of the lowest technically qualified applicant and may use the price for onward quoting to the prospective customers against the tender. The technically acceptable lowest applicant shall be intimated accordingly.

The prices of the other bidders will be kept confidential and not disclosed till the time of submission of the bid for the particular project/tender to Navy/ Coast Guard / Other organizations.

In the event of GSL obtaining the contract from prospective customers, GSL will offload the respective scope of work to the selected firm for undertaking the work. GSL reserves the right to hold technical and/or price negotiations with the firm if required, during the bidding stage prior to submission of bid to prospective customers or prior to award of the work to the firm.

In the event of the firm being unable to perform the offloaded work, GSL will, at its discretion, undertake the work directly or subcontract the same through other vendors. In such cases, GSL reserves the right to invoke Risk Purchase Clause as per the GSL's Procurement Policy.

All terms and conditions which are part of the EOI shall be applicable to each tender enquiry for offloading work.

In the event of prospective customer deleting or modifying the scope of work the same shall be intimated by GSL to the firm associated with the respective RFP / Tender. Allocation of any additional work arising during the course of the turnkey repair/ refit shall be made at the discretion of GSL.

Other terms and conditions as may be required shall be detailed in the MoU which shall be signed between GSL and all the qualified and shortlisted firms of this EOI.

4. Eligibility Criteria

4.1 Technical Experience

- a) The Applicant firm shall have sufficient experience in undertaking refits/ turnkey repairs & maintenance of vessels / floating marine structures.
- b) The applicant during the past seven (7) years ending 31 March 2019 shall have relevant experience in undertaking ship construction/ refits/repairs & maintenance of ships/ floating marine structures. **The value of contracts of such turnkey jobs executed should be not less than Rs. 50 Lakhs/year.** The relevant experience shall be evaluated on the basis of Eligible projects undertaken in India or elsewhere. For a project to qualify as an Eligible Project:
 - i. The project shall comprise of a entire ship building project/ refits of Indian Navy/ Coast Guard vessels, commercial vessels including floating marine structures, involving Hull, Engineering, Electrical, Navigation & communication, Instrumentation. If the experience claimed by the applicant is of no relevance with respect to ship building/ repairs/ refits of vessels of Indian Navy/ Coast Guard, commercial vessels including floating marine structures, then such experience will not be considered for pre-qualification. Decision taken by GSL in this regard will be final.
 - ii. The Applicant should furnish the required Project-specific information and satisfactory documentary evidence such as copy of work order / agreement and a certificate from the ship owner/ contract operating authority for satisfactory completion of work or any other relevant document indicating completion of work to GSL in support of its claim of experience.
- c. Applicant shall not be under a declaration of ineligibility issued by Govt. of India / State govt. / Public Sector Undertakings etc. (Firm has to submit a self declaration certificate in this regard)
- d. The bidder's team shall include a qualified Project Management Team & workmen in the field of Hull, Engineering, Electrical, Navigation &

communication, Instrumentation, safety supervisors, fire watch etc. Details of qualification & experience (CV) of project management team will be required to be submitted at the time of MoU/ award of contract as per requirements of GSL.

- e. The Applicant has to submit the following additional documents:
- (i) Certificate of Incorporation, Articles of Association, Memorandum of Association in case the respondent is a company
 - (ii) Deed of Partnership/Certificate of Registration of Partnership Firm, in case the respondent is a Partnership Firm
 - (iii) In case of Proprietary concern, certificate issued under Shops & Establishment Act/any other certificate/license issued by appropriate statutory authority
 - (iv) ISO Standard Certificate

4.2 Financial Capability

- a) The applicant shall have **an average financial turnover of Rs. 1.5 Crores during the last three years ending on 31 March 2019.**
- b) The Applicant shall enclose with its Proposal, certificate issued by Chartered Accountant with their seal and signature, stating the firm's net worth & turnover during the past three years. Certificate shall be as per the format placed at Annexure – 2.

5. Instruction to Applicants

5.1 Methodology of tender: GSL's intention with this Expression of Interest (EOI) is to receive proposals from experienced firms and shortlist the eligible firms for consideration of partial turnkey offloading of ship repair works at GSL. Limited Tender Enquiries (LTE) will be sent only to these shortlisted firms for participating in partial offloading of works by GSL.

5.2 Right to Accept Proposal

GSL reserves the right to modify, expand, restrict, scrap this Expression of Interest or reject any proposal in response to this Expression of Interest without any liability and assigning any reasons thereto.

5.3 Clarifications

During evaluation stage of the Expression of Interests, GSL may, at its discretion, ask bidders for clarifications on their proposal. The firms are required to respond within the time frame prescribed by GSL. GSL reserves the right to make inquiries with any of the clients listed by the firms in their previous experience record. It may be noted that GSL will not reimburse any cost incurred by the firms towards the preparation and submission of the EOI.

5.4 Site visit

Interested parties may visit the Goa Shipyard Limited before submitting the EOI, for acquiring first-hand information regarding the prevailing infrastructure in GSL for executing such offloaded works and to make proper assessment of the workplace. Accordingly, interested parties may visit the facility on **29th Aug 2019**. The cost of visiting the site shall be at the firm's own expense.

For location details & entry pass, interested parties may contact the Office of:

Shri Mutyalu Sativada
Manager (SR)
Goa Shipyard Limited
Goa
Ph:- 8331044440

Shri Pranav Shrivastava
Dy Gen Manager (SR)
Goa Shipyard Limited
Goa
Ph:- 9158258353

5.5 Evaluation

The EOI will be examined on the basis of response to the qualification criteria and requirements as indicated in this EOI. If required, applicants may be invited to GSL to make a presentation to GSL at a suitable date and time. The purpose of such presentations would be to allow the applicants to demonstrate their capabilities, experience, approach methodology and project planning.

In addition, GSL reserves the right to visit the work facility of firms, if required, to have first-hand information regarding the firm and its capabilities. Firms shall coordinate for the above visits whereas travelling and all other expenses for the same shall be borne by GSL. In the absence of adequate infrastructure facilities, the proposal submitted is liable for rejection and accordingly will not be considered for prequalification.

5.6 Integrity Pact

The firms responding to EOI shall sign and submit an “Integrity Pact (IP)” to be executed between the firm and Goa Shipyard Limited along with the response as per **Annexure-5**.

5.7 Disqualifications

GSL may at its sole discretion and at any time during the evaluation of proposal, disqualify any firm, if they have:

- a) Submitted the Proposal documents after the response deadline.
- b) Not submitted satisfactory documentary evidence and proof as per eligibility criteria mentioned at para. 4 above.
- c) Made misleading or false representations in the forms, statements and attachments submitted in proof of eligibility requirements.
- d) Submitted a proposal that is not accompanied by required documentation or is non-responsive.
- e) Failed to produce clarifications related thereto, when sought.
- f) Submitted more than one proposal.
- g) Declared ineligible by the Government of India / State govt. / Any Public sector undertaking.
- h) Not meeting any other applicable criteria / clauses in the current EOI.
- i) Even though the firms meet the pre-qualification criteria, they are subject to be disqualified if GSL come to know during the EOI evaluation stage & subsequent LTE stage but before award of contract if the firm has:
 - Made misleading or false representations in the forms, statements and attachments submitted in proof of the qualification requirements and or
 - Record of poor performance such as abandoning the works, not properly completing the contract, inordinate delays in completion or financial failures etc.
- j) Information relating to the evaluation, clarification and recommendation for pre-qualification shall not be disclosed to firms or any other persons not officially concerned with such process until the pre-

qualification process is completed. Any effort by the firms to influence GSL prequalification process may result in rejection of his EOI.

6. Meeting for clarification of doubts on EOI:

The firms or his official representative is advised to attend a meeting which will be convened at GSL, Goa-. The meeting shall be attended by techno-commercially competent senior representative(s) of the firm duly authorized. Date and time of the meeting is **30th Aug 2019 at 10.00 AM** at Ship Repairs Dept, Goa Shipyard Limited

All firms are advised to study the EOI document thoroughly and come prepared for the meeting. The purpose of the meeting will be to clarify or address doubts / suggestions, modifications, if any on the EOI document and to address queries on any issues that may be raised at that stage. Minutes of meeting will be prepared. Any firm requiring a clarification of the proposal document must notify GSL in writing, at least four (4) days in advance to the meeting date in the questionnaire format placed at **Annexure: 6.**

Any request for clarification in writing must be addressed to pranavsri@goashipyard.com or viveksail@goashipyard.com The compilation of all clarifications sought / queries raised during the meeting and its replies shall be published on GSL website.

Any modification of the call for EOI documents which may become necessary as a result of the meeting or because of any other reasons shall be made by GSL exclusively through the issuance of an addendum or corrigendum in GSL website. At any time before the submission of proposal, GSL may, for any reasons, whether at its own initiative or in response to a clarification requested by a firm, modify the documents by amendment. The amendment will be notified only on GSL websites and no separate paper advertisements will be issued. The firms are requested to keep themselves informed of the development by visiting GSL website www.goashipyard.com and the CPP portal www.eprocure.gov.in regularly. Such amendments shall be binding upon them.

Non-attendance at the meeting will not be a cause for disqualification. No queries will be entertained after the meeting.

7. Pro-forma for submission of Expression of Interest

- (a) Covering letter indicating interest to undertake GSL project (Refer format placed as Annexure – 1).
- (b) Company profile with legal status, date of establishment, organization chart etc. Certificate of Incorporation / Partnership deed/ Certificate under Shops & Establishment Act, as applicable, of the bidding firm shall be submitted. Refer format placed at Annexure – 4.
- (c) Power of Attorney as per Annexure-3.
- (d) Capabilities with respect to manpower & infrastructure facilities.
- (e) Self signed CV of the personnel on rolls of the firms as per 4(d) above duly countersigned by the designated representative of bidder.
- (f) Execution plan & methodology of undertaking partial offloading,
- (g) Approval / Quality certification / Registration with any Govt. / agency.
- (h) Technical experience details with documentary evidence as mentioned at Para 4(b) above.
- (i) Certificate regarding financial capability as per Annexure – 2.
- (j) All pages of the Request for EOI document, including amendments if any shall be duly signed and sealed by the authorized representative of the applicant as a token of the acceptance of all terms & conditions stated therein the document.
- (k) Deviations or suggestions, if any.

8. Submission of Expression of Interest

Proposal (Original + one soft copy) super scribing the enquiry number, last date for receipt of EOI and title “Call for Expression of Interest for participation in partial turnkey Offloading of Ship repair work at Goa Shipyard Limited (GSL)” shall be addressed to ‘Additional General Manager (Ship Repairs), Goa Shipyard Limited, Vaddem House, Vasco-da-Gama, Goa 403802’, with all credentials.

The contact point for any clarification / correspondence at GSL, Goa is:

Mr. Pranav Shrivastava
DGM (Ship Repairs)
Goa Shipyard Limited
9158258353

Mr. Vivek K Sail
AGM (Ship Repairs)
Goa Shipyard Limited
9421246478

9. Last date for submission of proposal

GSL must receive the proposal not later than **1500 hrs (IST) on 10th Sep 2019.**

10. JURISDICTION OF COURTS

Only Courts at Goa (with exclusion of all other Courts) shall have the jurisdiction to decide or adjudicate on any matter, which may arise out of or in connection with the EOI and selection process.

11. List of annexure:

Annexure – 1: Application for Pre-qualification

Annexure – 2: Format for Financial Capability

Annexure – 3: Format of Power of Attorney

Annexure - 4: Structure and Organization

Annexure – 5: Format of Pre-contract Integrity Pact as per GSL
Format

Annexure – 6: Format for Questionnaire for meeting on clarification
on doubts on EOI.

Dy. General Manager (Ship Repairs)
Goa Shipyard Limited