



Request for Expression of Interest (EoI) for Mumbai Water Rapid Transport System (MWRTS)

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Sagarmala Development Company Limited (SDCL) plans to set up a Special Purpose Vehicle (SPV) along with private player to undertake joint development and operation of Mumbai Water Rapid Transport System (MWRTS) in Mumbai along the coast and the creeks. Expressions of Interest are invited from private players for joining this SPV. MMB and MbPT have identified suitable sites for passenger boarding and alighting. MMB and MbPT will carry out development and operation of requisite infrastructure including jetties at these sites under their respective jurisdiction. This SPV will be involved in procurement, operations and maintenance of appropriate category of Water Taxis (hovercrafts, speed boats etc. with such a speed which reduces the travel time significantly and which can berth alongside the jetty and also on the sloping jetty even during the low tide when the water level recedes away from the jetty) and tie-ups with cabs / taxis for last mile connectivity.

1. Background

- 1.1. SDCL is a Central Public Sector Enterprise (CPSE) under Ministry of Shipping (MoS), Government of India. SDCL was incorporated on 31st August 2016, as part of ongoing efforts to promote port led development in the country under the ambitious Sagarmala Programme of the Government of India. SDCL is exploring investment opportunities in the areas of Port Development/Port Modernization, Port Connectivity, Port led Industrialization and Coastal Community Development- the four pillars of the Sagarmala Programme.
- 1.2. SDCL has been in discussions with Maharashtra Maritime Board (MMB), Mumbai Port Trust (MbPT), City and Industrial Development Corporation (CIDCO) and other private players to offer passenger connectivity between Navi Mumbai, Thane, South Mumbai and other areas of Mumbai using water taxis. The total travel time from Navi Mumbai to South Mumbai is expected to be reduced from more than 2 hours currently to around 30 minutes, excluding last mile connectivity to offices / residences. SDCL – through the proposed SPV for MWRTS - plans to provide these services as an alternate to existing road / rail movement for passengers through water taxis plying in the bay between Mumbai and Navi Mumbai upto Thane creek. MWRTS SPV will seed and develop this market.
- 1.3. MbPT, MMB and CIDCO have agreed to develop and maintain the infrastructure required at various terminals/ landing stations for MWRTS project such as jetties, waiting room for passengers, ticket counter etc. at their cost. Such infrastructure will be developed by MbPT, MMB and CIDCO at 6 terminals/ landing stations for Phase1 of the MWRTS project namely:

- (a) MbPT- Gateway of India and Domestic Cruise Terminal
- (b) CIDCO/ MMB- Belapur, Vashi, Airoli, Thane

MbPT and MMB will levy statutory charges (as applicable) and land lease charges payable to different government agencies for the various landing stations will be added to the ticket price per passenger for using MWRTS.

1.4. The project may be extended upto Vasai creek in Phase 2 of the project.

1.5. SDCL, through the proposed MWRTS SPV will be involved in procurement, operations and maintenance of appropriate category of water taxis (hovercrafts, speed boats etc. with such a speed which reduces the travel time significantly and which can berth alongside the jetty and also on sloping jetty even during the low tide when the water level recedes away from the jetty) and tie-ups with cabs / taxis for last mile connectivity. After the stabilisation of the initial water taxi services, the MWRTS SPV might opt to invite additional players. These players will be required to procure water taxis of certain specifications (which will be clearly detailed, by the SPV at a subsequent date) and these players will be allowed to ply their water taxis on the specified routes, based on certain fees payable to the SPV for usage of the MWRTS facilities. The MWRTS SPV will not have any exclusivity on the water taxi services or routes.

2. Objective of this Notice

2.1. SDCL is desirous of associating with companies in passenger shipping / cruise sector (Applicants) having experience of operating passenger water vessel(s) on a commercial basis. SDCL plans to include into the SPV such companies to jointly develop and operate water taxi services on commercially and financially viable basis (hereinafter referred to as the Project).

3. Role of proposed SPV would be broadly as follows:

- 3.1. Coordinate and work on all aspects of the Project.
- 3.2. Carry out detailed assessment of the Project including market / demand assessment study, develop feasible business model for the Project.
- 3.3. Obtain permissions/clearances/approvals for the Project.
- 3.4. Procurement of appropriate water taxis for operations on the specified routes, operate them and their maintenance (as per industry standards)
- 3.5. Developing and operating the facilities.
- 3.6. Tie- up with cab / taxi service providers for seamless last mile connectivity
- 3.7. Work with state government agencies regarding clearances and approvals required for the Project.

- 3.8. Coordinate with MbPT, MMB, CIDCO to complete infrastructure works at their respective terminals/ landing stations in a timebound manner.
4. The above role of SPV is indicative and will be finalized in due course of time after discussion with the applicants.
 5. Applicants are encouraged to submit their response to this EOI after visiting the sites of terminals/ landing stations as detailed out in section 1.3 of this EoI and ascertaining for themselves the site conditions, location, surroundings, climate, weather data, applicable laws and regulations, and any other matter considered relevant by them.
 6. **The purpose of this EOI is to gauge the interest of various companies in this project. The subsequent communication with reference to this project such as issue of Project procurement documents etc. will only be done/made through website www.sdclindia.com and available emails of the applicants of this EOI. However the project is open to all the prospective applicants to participate at RFP stage and not limited to the respondents to this EOI only. For avoidance of doubt, it is hereby clarified that no notice inviting tender will be issued in the Print media such as newspaper etc., with regard to the bidding process of this project. In the backdrop of the above, all the interested applicants are requested to check SDCL website regarding this project on a regular basis.**
 7. SDCL reserves the right to annul or modify this process or issue another request for EoI at a later date without assigning any reason whatsoever. During evaluation of the EoI, SDCL may seek additional information from Applicants who respond to this notice inviting EoI.
 8. The Expression of Interest along with all the parts of Annexure-I and supporting documents should be submitted as a single consolidated document (in PDF format) by email only to cs@sdclindia.com with the subject "Expression of Interest for MWRTS" on or before **1500 hours IST on 25th August 2020 (EoI Due Date)**. Applications received after the EoI Due Date will not be considered.
 9. After the submission of response to EOI by the applicants, SDCL will call all the applicants (physically or through video conferencing) to make presentation on the submission made by the respective Applicants and interact with SDCL on the project. The date and time of such presentation will be intimated to all the Applicants after the EOI Due Date.
 10. Nothing in this advertisement shall be construed to be a commitment on the part of SDCL. SDCL does not guarantee to proceed further beyond the EoI stage, this invitation for EoI being neither an agreement nor an offer for award of work.
 11. Submission: Applicants are required to submit the details in English Language, as per format attached as Annexure-I to this EoI along with enclosures.

Annexure -I

a) Applicant Information

S.No	Particulars	Details
(i)	Name of Applicant	
(ii)	Country and Year of incorporation	
(iii)	Address of corporate headquarter and its branch office(s) in India	
(iv)	Details of individual (s) who will serve as point of Contact: Name: Designation: Mobile Number: Email:	

Enclosures:

1. Certificate of Incorporation/ registration
2. Audited Annual Reports for last three financial years

b) Company Profile (should not be more than 2 pages)

c) Experience of Applicant

S.No.	Name of water vessel	Maximum speed of the vessel	Maximum seating capacity	Years of operation	Destinations served

d) Formation of SPV

S.No.	Particulars	Details
(i)	Suggest on equity shareholding of Applicant and SDCL in MWRTS SPV (SDCL is allowed to provide equity of upto maximum of 49% in the SPV)	

(ii)	Broadly specify the role and responsibility of each party(ies) in the SPV	
	Role & Responsibilities of Applicant	
	Role & Responsibilities of SDCL	

e) **Bidding criteria for the selection of the Applicant**

S.No.	Particulars	Details
A(i)	Suggest the possible Technical Qualification Criteria at RFP stage	
(ii)	Suggest the possible Financial Qualification Criteria at RFP stage	
B	Suggest the possible Financial Bidding criteria for the selection of applicant for inclusion into SPV if there is more than one qualified applicant after the RFP Qualification stage as per 'A' above	

f) **Provide the details of vessel likely to be used for intended use**

S.No.	Parameter	Details
(i)	Various types of Water Taxi(s) available nationally/ internationally in Water Taxi(s) which could be used for intended purpose	
(ii)	Place of Operation with distance covered per voyage	
(iii)	Seating Capacity	
(iv)	Maximum speed	
(v)	Turnaround Time	
(vi)	Indicative cost per vessel	
(vii)	Type of Fuel Used	

g) **Any other information which Applicants feel relevant for the project**