



# **Request for Expression of Interest (EoI) for Shortlisting of consultant for the Development, Operation and Management of Mobile Based APP Platform**

**Ref No.: SDCL /NIT/20-21/3**

**July 2020**



Request for Expression of Interest (EoI) for shortlisting of consultant for the Development, Operation and Management of Mobile Based APP Platform



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**Request for Expression of Interest (EOI) for Shortlisting of consultant for the Development, Operation and Management of Mobile Based APP Platform**

**1. Introduction**

- 1.1 Sagarmala Development Company Ltd (SDCL) invites Request for Expression of Interest (EOI) from interested Applicants which have experience in Software Development, Customization, Maintenance, and User Support for Mobile based APP for providing end to end online logistic B2B Platform.
- 1.2 Through this REOI, SDCL is interested in short listing qualified Software Consultancy Organizations for providing services for Development, Operations and Management of Mobile based APP (Android and iOS Operating System) solutions which provides end to end online logistic B2B Platform for all the stakeholders such as Barge Operators, Shippers, Jetty Operator and truckers catering to the specific needs of the Project as per clause 4 of this EOI.
- 1.3 The detailed EOI document is available at SDCL e-tender website <https://sdcl.euniwizarde.com> and also available on SDCL website [www.sdclindia.com](http://www.sdclindia.com). The EOI shall be submitted along with the necessary supporting documents and a processing fee of Rs. 2, 360/- (inclusive of GST) only as per the date and time given in the document.
- 1.4 This EOI document indicates the Project & its requirement, Pre-qualifying requirements and procedure for submission of proposal for interested Applicants . The short listed Applicants shall be provided with further opportunities for interaction with SDCL to study and understand the Project requirement. This will facilitate Applicants in the submission of a detailed technical and financial proposal at a later date as per Selection Methodology defined in Clause- 5 of this EOI.
- 1.5 SDCL reserves the right to accept or reject any or all the offers at any stage of the process without assigning any reasons thereof and no claim/dispute on this aspect shall be entertained.
- 1.6 The last date for submission of EOI is 10<sup>th</sup> September 2020 till 15.00 hrs
- 1.7 The opening of EOI is on 10<sup>th</sup> September 2020 at 15.30 hours
- 1.8 May please visit SDCL e-tender website at <https://sdcl.euniwizarde.com> or SDCL website [www.sdclindia.com](http://www.sdclindia.com) or contact the following for more technical details:

**Company Sectary**

**Sagarmala Development Company Limited**  
**1<sup>st</sup> Floor, Thapar House, Gate No.2**  
**124, Janpath, New Delhi – 110001**  
Email: [cs@sdclindia.com](mailto:cs@sdclindia.com)

## 2. Background

- 2.1 Sagarmala Development Company Limited (SDCL) is a Schedule-B CPSE under the 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.

## 3. Project

- 3.1 SDCL is exploring the use of barges on the coastal side for the promotion of coastal shipping. The idea is to either use the existing jetties or create new jetties (hence forth referred as Coastal Cargo Ports, CCPs) across the coastline. These Coastal Cargo Ports are proposed to be located at the outskirts of the major cities/town and near to major existing National/State Highway. These CCPs will be served as a dedicated place for handling of barges with low draft of around 4-5 m with much smaller parcel size with minimal investment and minimal documentation.
- 3.2 These identified/to be developed Coastal Cargo Port shall have a draft between 4-5 m and capable to handle vessel size of upto 6000 MT. The entire purpose of this initiative is to increase the distribution base with cost efficiency offered by the coastal shipping and to address the existing issues with respect to coastal shipping.
- 3.3 In addition to above, SDCL intends to operationalize the above coastal movement on App based platform on door to door connectivity basis that includes both first/last mile connectivity either by road/rail, handling at CCPs and coastal movement of cargo through barges. The purpose is to provide the complete transparency in the system along-with enabled security features as per the requirement of the logistic sector in the country. The above platform is proposed to offer dynamic pricing with a cap on upper limit of freight and ratings of services providers (barge operators) to shippers. The shippers may choose the barge operator based on the freight and rating of the service providers.
- 3.4 The above Project is proposed to be taken under a Special Purpose Vehicle (SPV) framework.

## 4. Project Requirement

- 4.1 The Mobile App Platform will act as a service provider to provide transport from origin to destination by covering first and last mile through road and balance through coastal route. This platform will provide the minimum cost for the complete logistic solution by involving all the players i.e Project SPV, Shippers/Cargo Owners, Barge Operators, jetty Operators and Truckers to facilitate the coastal shipping operation as envisaged in Clause 3 above.
- 4.2 The App platform shall interalia able to perform following function
- (1) Virtual Standard Contract between cargo interest and Vessel interest
  - (2) Manage and display a Freight Index (between Port pairs for various Cargo / Vessel Classes)

- (3) Invoice generation & Payment gateway for Freight and dues towards Project SPV
- (4) Cargo tracking and capture the various stages of the logistic chain digitally and able to generate Reports
- (5) Capture the details with respect to cargo Insurance & also provide payment gateway for the stakeholders

4.3 Besides above the Mobile App will provide the following updated information

- (1) Berths and Terminals – Resources available, Berth occupancy and current status
- (2) Cargo availability (full particulars & current status)
- (3) Vessel availability (full particulars & current status)
- (4) All other operational information such as available depth, timing of Low and high tides etc.

**5. SDCL's approach for Selection of a suitable Consultancy Organization for Development, Operations & Management Support**

- 5.1 The selected consultants should deploy required human resources, having required skills and experience in software development, training, implementation, maintenance, management and user technical support. The selected consultant shall also be responsible for the complete turnkey development and operation of the Mobile App based systems (software only) to ensure a minimum of 99.5% uptime availability of all the applications under this project.

**5.2 Selection method:**

**(1) Stage I: Expression of Interest (EOI)**

- (a) SDCL invites Expression of Interest (EOI) only from experienced Software Consultancy Organizations with expertise in Software Development, Customization, Maintenance, Management and User support for Mobile based APP which provides end to end online logistic B2B Platform.
- (b) **Similar Works** for this EOI means the Mobile App Development either in Android or iOS operating system in the following sector
  - (i) Port and Shipping operations
  - (ii) Road Logistic for both cargo and passenger
  - (iii) Warehousing
  - (iv) Barge/Vessel operation
- (c) SDCL shall short-list only those organizations who fulfill the following pre-qualification criteria:
  - (i) The applicant shall be a single entity, registered as a Company, Firm or Society under respective acts in India & should have been in existence in India **for the last Five years.**
  - (ii) The agency must be registered in India with appropriate tax and other administrative authorities.

- (iii) The organization should have had an **average annual financial turnover of at least Rs. 1 Crores in the last three financial years** from Software Consultancy Services, audited and certified by the Chartered Accountant of the Organization.
- (iv) The organization should have successfully completed **at least three Similar works projects in the last five years**
- (v) Should have technically qualified and well-experienced strong in-house resource base in the Company.
- (vi) The applicant should furnish an undertaking to the effect that the firm has not been black listed in India.
- (vii) A Processing fee of Rs. 2,360/- (inclusive of GST) shall be in the form of NEFT in favour of Sagarmala Development Company Ltd as per detailed provided below:

**Account Name: Sagarmala Development Company Limited**

**Bank Name: Punjab National Bank, Sansad Marg, New Delhi-110001**

**Account No.: 0153005900000047**

**IFSC : PUNB0015300**

- (viii) This processing fee is to cover the application processing cost and is non-refundable. EoI unaccompanied with aforesaid EoI processing Fee shall be liable to be rejected.
  - (ix) Documentary Support for all the above, with copies of documents / work orders & letter of completion from customers for projects completed in the last five years.
- (d) **SDCL shall short list the Applicants, based on evaluation of the Expression of Interests submitted by them for further selection.**

**(2) Stage II: Request for Proposal (RFP)**

- (a) SDCL shall circulate a detailed RFP among the short listed Applicants.
- (b) The short listed Applicants may also carry out the required study of the requirements, at their own cost, based on the TOR of SDCL.
- (c) The short listed Applicants shall submit a detailed Technical and Financial Proposal as per RFP document.
- (d) The technical proposals submitted by the Applicants shall include all details as per RFP shared with them (to be provided later to the short listed Applicants only) and shall be evaluated by a Technical Evaluation Committee on pass/fail basis.

- (e) The Applicant will be selected on the Price based System (Least Cost Selection) as per the methodology described in RFP. For the avoidance of doubt, the Applicants who meets the minimum eligibility criteria and quoting the lowest financial price will be selected for further contract discussion as per the terms of RFP.

## **6. Instructions to Applicants**

### **6.1 Authorized Signatory**

The ‘Applicant’ mentioned in the EOI document shall mean the one who has signed the EOI document forms. The applicant should be the duly Authorized Representative, for which a certificate of authority should be submitted. All certificates and documents (including any clarifications sought and any subsequent correspondence) received hereby, shall, as far as possible, be furnished and signed by the Authorized Representative.

Every sheet and all forms complete in all respects shall be signed by the person/ persons duly authorized to sign on behalf of the applicants with affixing the applicant’s rubber stamp. The Power (s) of Attorney supporting/authorizing of the signatory shall be enclosed with the submission of EoI. Any / all corrections made in the offer shall be duly authenticated by the signature of the Authorized Signatory.

### **6.2 Submission of EoI**

- (1) EoI Processing Fee** – Scanned copy of proof of submission of EoI Processing fee
- (2) Enclosure-I**
  - (a) Scanned copy of duly signed and stamped EoI Letter Performa - Form-I
  - (b) Scanned copy of duly filled and signed Details of Experience and Average Annual Financial Turnover – Form-II
  - (c) Scanned Copy of duly filled and signed copy of Form-III
- (3) Enclosure-II**
  - (a) Scanned copy of Company Incorporation Certificate or Registration Certification from ROC
  - (b) Scanned copy of Service Tax Registration, VAT Registration, PAN Card
  - (c) Scanned copy of Certificate from Chartered Accountant for Average Annual Financial Turnover
  - (d) Scanned copy of documentary evidence for similar works – Completion certificates and copy of work order
- (4) Enclosure-III**
  - (a) Scanned copy of Power of Attorney of personnel signing the EOI
  - (b) Audited Financial Statement/Annual Report for the past three (3) years

### **6.3 Preliminary examination for the applications**

- (1) SDCL shall examine the applications to determine whether they are complete, whether the documents have been signed as indicated in this document, whether all Forms as asked have been filled in properly, whether applications are generally in order and all information as indicated under various clauses have been furnished.
- (2) The evaluation shall be carried out on the basis of data available in the application documents received from the Applicant in the first instance. No account will be taken of any further documents or clarifications or any such additional information furnished subsequently by the Applicant. However, SDCL reserves the right to call for such clarifications confined in scope to the contents of the application, should such a clarification become necessary for proper judgment in evaluation.

#### 6.4 Evaluation

- (1) The procedure of evaluation of the applications is indicated below:
  - (a) SDCL has specified the Pre-Qualification Criteria (clause 5.2) of this EOI document with minimum qualifying requirement for each of the criteria i.e. minimum years of experience, minimum number of assignments executed, minimum turnover etc.
  - (b) **Presentation**  
SDCL will seek a presentation from the Organizations at a short notice for evaluation purposes wherein the Applicants are expected to showcase their submission and case study with the regard to Similar works undertaken by them to substantiate their claim.
  - (c) SDCL shall apply pass-fail test and short list all the Applicants who meet the minimum requirement as specified.
  - (d) After completion of EOI evaluation, the qualified Applicants shall be provided with further details of the project in an RFP, to enable them to submit a detailed technical and financial proposal for the services desired in the project.

#### 6.5 Rejection of EOI

The application is liable to be rejected if:

- (1) Not in prescribed forms and not containing all required details.
- (2) Received after the expiry of due date and time.
- (3) Offer is received by fax, telegram or e-mail.
- (4) Proposal received without the processing fees.
- (5) Missing of any supporting document(s) with the EOI

#### 6.6 Disclaimer



- (1) SDCL shall not be responsible for any late receipt of applications for any reasons whatsoever.
- (2) The SDCL reserves the right
  - (a) To reject any/all applications without assigning any reasons thereof.
  - (b) To relax or waive any of the conditions stipulated in this document as deemed necessary in the best interest of the SDCL without assigning any reasons thereof.
  - (c) To include any item in the Scope of work at any time after consultation with applicants or otherwise.

**6.7 Pre-EoI submission Meeting :** A meeting shall be held wherein Applicants will free to seek clarifications and make suggestions for consideration by the SDCL. SDCL will endeavor to provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive shortlisting process. The date of the pre-EoI submission meeting is **1<sup>st</sup> September 2020**.

The Applicants are requested to forward their queries on email ([cs@sdclindia.com](mailto:cs@sdclindia.com)) in MS word Format by 25<sup>th</sup> August 2020. The venue and mode of meeting will be issued on the website of the SDCL by 27<sup>th</sup> August 2020.

At any time before the submission of EOI, SDCL may, for any reason, whether at its own initiative or in response to a clarification requested by the Applicants modify the EoI document by issuing an Amendment. All amendment will be posted on the SDCL website and e-Procurement Portal <https://sdcl.euniwizarde.com>.

**7. Instructions for Online Bid/Proposal/EoI Submission through Tender site <https://sdcl.euniwizarde.com>:**

The Applicants/bidders are required to submit soft copies of their bids/proposals electronically on the e-wizard Portal, using valid Digital Signature Certificates. The instructions given below are meant to assist the Applicants/bidders in registering on the e-Procurement Portal <https://sdcl.euniwizarde.com>, prepare their bids/proposals in accordance with the requirements and submitting their bids online on the e- Procurement Portal.

More information useful for submitting online bids on the e-Procurement Portal may be obtained at: <https://sdcl.euniwizarde.com>

**7.1 Registration**

- (1) Bidders/Applicants are required to enroll on the e-Procurement Portal <https://sdcl.euniwizarde.com> by clicking on the link “Bidder Enrollment” on the e-wizard Portal by paying the Registration fee of Rs. 2360/- per year charge.
- (2) As part of the enrolment process, the bidders will be required to choose a unique user name and assign a password for their accounts.
- (3) Bidders/Applicants are advised to register their valid email address and mobile numbers as part of the registration process. These would be used for any communication with the bidder/Applicant.
- (4) Upon enrolment, the Bidders/Applicants will be required to register their valid Digital Signature Certificate (Only Class III Certificates with signing + encryption key usage) issued

by any Certifying Authority recognized by CCA India (e.g. Capricorn / Sify / TCS / nCode / eMudhra etc.), with their profile.

- (5) Only one valid DSC should be registered by a bidder. Please note that the bidders are responsible to ensure that they do not lend their DSC's to others which may lead to misuse.
- (6) Bidder then logs in to the site through the secured log-in by entering their user ID/password and the password of the DSC / e-Token.
- (7) The scanned copies of all original documents should be uploaded on portal.
- (8) For any Query contact to our helpdesk Number 011-49606060, Email [helpdeskeuniwizarde@gmail.com](mailto:helpdeskeuniwizarde@gmail.com), Mr. Anshuman Thakur/ Mr. / Mr. Akshay/ Mr. Amrendra /Mr.Birendra – 9355030616 /09355030623/ 9355030628/9205898228

## 7.2 Searching for Bidding Documents

- (1) There are various search options built in the e-bid Portal, to facilitate bidders to search active bids by several parameters. These parameters could include Bid ID, Item/work ID, Title, Date, etc
- (2) Once the bidders have selected the bids they are interested in, the bidder can pay the processing fee (for processing fee for e-procurement portal) by net-banking / Debit / Credit card and then download the required documents / bid schedules, Bid documents etc as mentioned on website. Once processing fee is paid, it will be moved to the respective “requested” Tab. This would enable the e-bid Portal to intimate the bidders through e-mail in case there is any addendum and corrigendum issued to the bidding document.

## 7.3 Preparation of Bids

- (1) Bidder should take into account any addendum and corrigendum published on the bid document before submitting their bids only on e-procurement portal (<https://sdcl.euniwizarde.com>).
- (2) Please go through the bid advertisement and the bid document carefully to understand the documents required to be submitted as part of the bid. Please note the number of covers in which the bid documents have to be submitted, the number of documents - including the names and content of each of the document that need to be submitted. Any deviations from these may lead to rejection of the bid.
- (3) Bidder, in advance, should get ready the bid documents to be submitted as indicated in the bid document / schedule and generally, they can be in PDF /JPEG formats. Bid Original documents may be scanned with 100 dpi with Colored option which helps in reducing size of the scanned document.
- (4) To avoid the time and effort required in uploading the same set of standard documents which are required to be submitted as a part of every bid, a provision of uploading such standard documents (e.g. PAN card copy, annual reports, auditor certificates etc.) has been provided to the bidders. Bidders can use “My Documents” available to them to upload such documents.

- (5) These documents may be directly submitted from the “My Documents” area while submitting a bid, and need not be uploaded again and again. This will lead to a reduction in the time required for bid submission process.

#### 7.4 Submission of Bids

- (1) Bidder should log into the website well in advance for the submission of the bid so that it gets uploaded well in time i.e. on or before the bid submission time. Bidder will be responsible for any delay due to other issues.
- (2) The bidder has to digitally sign and upload the required bid documents one by one as indicated in the bidding document.
- (3) Bidder has to select the payment option as “Online mode or Bank Guarantee” as to pay the EMD/ Bid Security as applicable and enter details of the instrument as per the terms of Tender/RFP.
- (4) In case of Bank Guarantee, scanned copy of BG should be uploaded along with bid. The original Bank Guarantee shall be submitted to office of the concerned official as per schedule mentioned in the bid document. Non submission of original Bank Guarantee within the specified period shall lead to summary rejection of bid. The details of the BG , physically submitted should match with the details available in the scanned copy and the data entered during bid submission time. Otherwise bid will be rejected.
- (5) Bidders are requested to note that they should necessarily submit their financial bids in the format provided and no other format is acceptable. If the price bid has been given as a standard BoQ format with the bid document, then the same is to be downloaded and to be filled by all the bidders. Bidders are required to download the BoQ file, open it and complete (unprotected) cells with their respective financial quotes and other details (such as name of the bidder). No other cells should be changed. Once the details have been completed, the bidder should save it and submit it online, without changing the filename. If the BoQ file is found to be modified by the bidder, the bid will be rejected.
- (6) The server time (which is displayed on the bidders dashboard) will be considered as the standard time for referencing the deadlines for submission of the bids by the bidders, opening of bids etc. The bidders should follow this time during bid submission.
- (7) All the documents being submitted by the bidders would be encrypted using PKI encryption techniques to ensure the secrecy of the data. The data entered cannot be viewed by unauthorized persons until the time of bid opening. Data storage encryption of sensitive fields is done. Any bid document that is uploaded to the server is subjected to symmetric encryption using a system generated symmetric key. Further this key is subjected to asymmetric encryption using buyers/bid opener public keys. Overall, the uploaded bid documents become readable only after the bid opening by the authorized bid openers.
- (8) The uploaded bid documents become readable only after the bid opening by the authorized bid openers.
- (9) Upon the successful and timely submission of bid click “Complete” (i.e. after Clicking “Submit” in the portal), the portal will give a successful Bid submission acknowledgement &

a bid summary will be displayed with the unique id and date & time of submission of the bid with all other relevant details.

- (10) The bid summary has to be printed and kept as an acknowledgement of bid submission.

## 7.5 Assistance to Bidders

- (1) For any Query contact to our helpdesk Number 011-49606060, Email [helpdeskeuniwizarde@gmail.com](mailto:helpdeskeuniwizarde@gmail.com), Mr. Anshuman Thakur/ Mr. / Mr. Akshay/ Mr. Amrendra /Mr.Birendra – 9355030616 /09355030623/ 9355030628/9205898228

## 8. Formats for Submission

### FORM I EOI Letter Performa

To  
Company Sectary

**Sagarmala Development Company Limited**  
**1<sup>st</sup> Floor, Thapar House, Gate No.2**  
**124, Janpath, New Delhi – 110001**  
Email: [cs@sdclindia.com](mailto:cs@sdclindia.com)

**Sub: Expression of Interest (EoI) for Shortlisting of consultant for the Development, Operation and Management of Mobile Based APP Platform**

Sir,

The undersigned having read and examined in detail all the EOI documents pertaining to your assignment; do hereby express the interest to do the work as per specified Project Requirement specified in the EoI.

S.No	Description	Response
1.	Name of the Consultancy Organization	
2.	Address	
3.	Name, designation & address of the person to whom all references shall be made	
4.	Telephone (with STD code)	
5.	Mobile No. of the contact person	
6.	E-mail of the contact person	
7.	Fax No. (with STD code)	

We have submitted the documents online as per the terms of EoI

I/ We hereby declare that my/ our EOI is made in good faith and the information contained is true and correct to the best of my/ our knowledge and belief.

Thanking you,

Yours faithfully,

(Signature of the Applicant)

## FORM-II

### DETAILS OF EXPERIENCE

#### A. Customer References related to Similar Works that the applicant has been engaged during the last Five years:

S.No.	Name & Address of the client	Date of start of the work	Date of Completion
1.			
2.			
3.			
4.			

#### Note:

Please also note that the copies of work orders and satisfactory completion certificate from the customers shall be required to be submitted for all the references mentioned above.

#### B. Average Financial Turnover in the past three (3) years:

S.No	Financial Year	Average Annual Turnover (in Rs. cr)
1	2017-18	
2	2018-19	
3	2019-20	

#### Note:

- Certificate from the Chartered Accountant to be furnished for all the reference mentioned above
- In case the Annual accounts for the latest Financial Year are not audited and therefore the Applicant cannot make it available, the Applicant shall give an undertaking to the same effect and the Statutory auditor shall certify the same. In such a case, the Applicant shall provide the Audited Annual Report for the three years preceding the year for which the Audited Annual Report is not being provided.

(Signature and Stamped of the Applicant)

#### Format for certificate from the Chartered Accountant to be furnished for all the reference mentioned above

This is to certify that -----(Name of the Firm) (Registered Address) has received the payments shown above against the respective years.

Name of the Authorized Signatory

Designation:

Name of the Firm :-----

### FORM III

#### AFFIDAVIT or SELF-DECLARATION on Applicants Letter Head

#### Sub: Expression of Interest (EoI) for Shortlisting of consultant for the Development, Operation and Management of Mobile Based APP Platform

Applicants shall be excluded from participation in the selection procedure if:

1. They are bankrupt or being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are the subject of proceedings concerning those matter, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
2. They have been convicted for an offence concerning their professional conduct by judgment, which has the force of res judicata;
3. They have been guilty of grave professional misconduct proven by any means, which the contracting authority can justify;
4. They have not fulfilled obligations in respect of payment of social security contribution or the payment of taxes in accordance with the legal provisions of the country in which they are established or with those of the country of the contracting authority or those of the country where the contract is performed;
5. They have been the subject of a judgment, which has the force of res judicata for fraud, corruption, and involvement in a criminal organization or any other illegal activity detrimental to the communities' financial interests;
6. Following another procurement procedure or grant award procedure financed by the community budget, they have been declared to be in serious breach of contract for failure to comply with their contractual obligations.

In response to your Request for expression of interest, I/We hereby declare that I/we:

1. Am/are not in any of the situations excluding me/us from participation contracts)
2. Agree to abide by the highest ethical standards in the profession and, in particular, have no potential conflict of interest;
3. Will inform the SDCL immediately if there is any change in the above circumstances at any stage during the tender procedure or during the implementation of the project;
4. Have technically qualified and well experienced strong in house resource base in the company.
5. The firm has not been blacklisted in India

(Signature of the applicant or of authorized representative with company seal)