



**Sagarmala Development Company Limited**

**Request for Proposal (RFP)  
for  
Appointment of Consultant for Preparation of Detailed  
Project Report (DPR) for Financing Scheme for Deep-sea  
Fishing Vessels (DSFVs)**

**Tender No. SDCL/NIT/2023-24/34**

**February 2024**

**Sagarmala Development Company Ltd. (SDCL)  
1st Floor, Thapar House, Gate No. 2  
124, Janpath, New Delhi – 110 001**

## **Disclaimer**

1. This RFP document is neither an agreement nor an offer by the Sagarmala Development Company Limited (SDCL) to the prospective Applicants or any other person. The purpose of this RFP is to provide information to interested parties that may be useful to them in the formulation of their proposal pursuant to this RFP.
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4. SDCL will not be responsible for any delay in receiving the proposals. The issue of this RFP does not imply that SDCL is bound to select an Applicant or to appoint the Selected Applicant for the consultancy and SDCL reserves the right to accept/reject any or all of proposals submitted in response to this RFP document at any stage without assigning any reasons whatsoever. SDCL also reserves the right to withhold or withdraw the process at any stage with intimation to all who submitted the RFP Application.
5. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. SDCL accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.
6. SDCL reserves the right to change/ modify/ amend any or all provisions of this RFP document. Such revisions to the RFP/ amended RFP will be made available on the website.

## Table of Contents

1.	Letter of Invitation.....	5
1.1	Introduction.....	5
1.2	Submission .....	5
1.3	Selection Process.....	5
1.4	Contents of this RFP .....	5
1.5	Amendments.....	5
1.6	Address for Correspondence/Pre-bid Meetings/ Bid Opening .....	6
2.	Critical Data Sheet.....	7
3	Instruction to Applicants .....	11
3.1	Introduction.....	11
3.2	Brief Description of the Selection Process: .....	12
3.3	Amendment of RFP documents .....	14
3.4	Clarification and/ or interpretation of reports .....	14
3.5	Ownership of document and copyright .....	14
3.6	Performance Security.....	14
3.7	Applicants.....	14
3.8	Preparation of Proposal .....	15
3.9	Submission, receipt and opening of Proposals .....	18
3.10	Technical and Financial Eligibility criteria.....	19
3.11	Proposal Opening and Evaluation Process .....	20
3.12	Negotiation.....	21
3.13	Award of contract.....	22
3.14	Confidentiality.....	22
3.15	Fraud and corrupt practices .....	22
3.16	Miscellaneous.....	23
4	Terms of Reference.....	25
4.1	Scope of Work .....	26
4.2	Terms of Engagement.....	28
4.3	Timelines, Payment Terms, and other conditions: .....	28
4.4	Methodology of Payment.....	29
Form 5A:	Technical Proposal Submission Form/Declaration .....	30
Form 5B:	General Information of Applicant.....	33
Form 5C:	Format of Technical Capacity (Eligible Assignments) .....	34
Form 5D:	Statutory Auditors certificate for Eligible Assignment .....	35
Form 5E:	Format of Financial Capacity.....	36

Form 5F: Format for Power of Attorney for Authorized representative.....	37
Form 5G: Team Composition.....	38
Form 5H: Curriculum Vitae (CV) for proposed Key Personnel .....	39
Form 6A: Financial Proposal Submission Form .....	41
Form 6B: Summary of Costs .....	42
7. Standard Forms of Contract .....	43
7.1 Form of Contract .....	44
8. General Conditions of Contract.....	47
8.1 General provisions.....	47
9. Special Conditions of Contract .....	58
Appendix I: Format of Bank Guarantee for Performance Security.....	61

## 1. Letter of Invitation

### 1.1 Introduction

On 10<sup>th</sup> September 2020, The Hon'ble Prime Minister of the country launched the Pradhan Mantri Matsya Sampada Yojana (PMMSY) to boost production and exports in the Fisheries sector as a part of government's aim to double farmer's income. Under PMMSY, a fisherman is required to provide his contribution of 60% for procurement of Deep-sea Fishing Vessel (DSFV) while remaining 40% being contributed by Central and State governments. Considering that the cost of a modern DSFV is around Rs. 2.0 crore, fisherman's contribution works out to Rs. 1.2 crores. Since a fisherman neither has cash of Rs. 1.2 crore nor he gets a loan of this amount on reasonable terms and conditions. Hence Sagarmala Development Company Limited (SDCL), a CPSE under the Ministry of Ports, Shipping and Waterways (MoPSW) which provides funding window to projects in the Maritime Sector is proposing the subject scheme in the interest of fishermen. Under the scheme, SDCL proposes to provide 20,000 DSFVs at a cost of Rs. 40,000 crores to fishermen over a 5-year period at zero cost to fisherman in the beginning.

To validate the scheme structure and identify improvement areas before pan India roll out, SDCL proposes to do a pilot of the scheme at a project cost of Rs. 100 crores for funding of 50 fishing vessels in two clusters of 25 vessels each. 40% of the DSFV cost will be in the form of cash subsidy from Central and State governments and the balance 60% will be funded by SDCL. Fishermen need not make any payment at the beginning for receiving the DSFV.

### 1.2 Submission

The Proposal in the prescribed format, shall be submitted online at <https://sdcl.euniwizarde.com> as per the RFP document. No proposal will be accepted in hard copy format, or by fax, e-mail or any other such means. The Applicant must be registered with e-tender website <https://sdcl.euniwizarde.com>. The RFP document is also available on SDCL website: <http://www.sdclindia.com> for reference only but not for submission.

### 1.3 Selection Process

The Consultant will be selected on the Quality and Cost Based Selection (QCBS) process with 70% weightage to technical proposal and 30% to financial proposal.

### 1.4 Contents of this RFP

The RFP includes the following documents:

SECTION 1: Letter of Invitation

SECTION 2: Critical Data Sheet

SECTION 3: Instructions to Applicants

SECTION 4: Terms of Reference

SECTION 5: Technical Proposal - Standard Forms

SECTION 6: Financial Proposal - Standard forms

SECTION 7: Standard Forms of Contract

SECTION 8: General Conditions of Contract

SECTION 9: Special Conditions of Contract

Appendices: Other relevant information, forms and formats

### 1.5 Amendments

(1) All amendments / corrigenda will only be published on the e-tender website <https://sdcl.euniwizarde.com> and website of SDCL <https://sdclindia.com/main-index>.

(2) Applicant can access clarifications/corrigenda (if any) as per routing mentioned below:-

(a) E-tender - <https://sdcl.euniwizarde.com> on the Home page of SDCL

- (b) For SDCL website section - “From the “Home” page access “Notification” and thereafter scroll down to select “Tenders” section to access all the uploaded documents related to this RFP”

## **1.6 Address for Correspondence/Pre-bid Meetings/ Bid Opening**

Sagarmala Development Company Limited  
1<sup>st</sup> Floor, Thapar House, Gate No. 2  
124, Janpath, New Delhi – 110 001  
[gm.projects@sdclindia.com](mailto:gm.projects@sdclindia.com)

**SDCL reserves the right to accept or reject any or all Proposals without assigning any reason and no correspondence shall be entertained in this regard.**

Yours sincerely

General Manager (Projects)  
Sagarmala Development Company Limited

## 2. Critical Data Sheet

The Proposal complete in all respects, should be submitted online as per sequence mentioned below. **In case the same is not in order, SDCL shall not be responsible for missing any document while evaluating the proposals.** Proposal should be submitted in two covers.

### 2.1 Cover-I: Technical Proposal

Technical Proposal shall be submitted online only as per the format provided in the Tender website:

**(a) RFP processing Fee & Bid Security**

- (i) Scanned copy of the proof for the submission of RFP Processing Fee as per clause 3.2.4 of this RFP.
- (ii) Scanned copy of the proof for the submission of Bid Security as per clause 3.2.4 of this RFP.

**(b) Enclosure-I- Scanned copy of the following documents**

- (i) Signed Technical Submission form as per Form 5A.
- (ii) Provide the General Information of the Applicant as per Form 5B.
- (iii) Format of Technical Capacity (Eligible Assignments) duly filled and signed by Authorized Signatory of the Applicants as per Form 5C.
- (iv) Documentary evidence in support of Eligible Assignments as per Clause 3.10 is Completion Certificate issued by the Client for the Eligible Assignment  
OR  
Format of Statutory Auditors certificate for Eligible Assignment as per Form 5D.
- (v) Format of Financial Capacity duly filled and signed by Authorized Signatory of the Applicants as per Form 5E along with the certificate of Statutory Auditors.
- (vi) Format of Power of Attorney for Authorized Signatory duly filled and signed as per Form 5F.
- (vii) Extract of the charter documents and other documents such as a power of attorney in favour of the person executing this Proposal on behalf of the Applicant.
- (viii) Format of Team Composition and Task Assigned for Core Team duly signed by the Authorized Signatory of Applicants as per Form 5G.
- (ix) Format of Curriculum Vitae (CV) for the proposed Key Personnel as Form 5H duly signed by the respective Key Personnel and Authorized signatory of the Applicant.

**(c) Enclosure-II: Scanned copies of the following document**

- (i) RFP document with all addendums and Corrigendum issued till date duly signed by the Applicant (Digital Signature on the front and last page of the RFP and Corrigendum will suffice the purpose)
- (ii) Copy of GST Registration (self-certified copy)
- (iii) Copy of PAN card of the Applicant (self-certified copy)
- (iv) Necessary documentary evidence, if applicable for claiming the incentives/concession provided in the policy of Startup and MSMEs
- (v) All the documents submitted shall be signed and stamped by the Applicant.

**It may be noted that the Technical Proposal shall not contain any reference to the Financial Proposal. Any violation will lead to disqualification of the bidder from the bidding process.**

## 2.1 Cover-II: Financial Proposal

Financial Proposal shall be submitted online only as per the format provided in the Tender website.

## 2.2 Important Dates

Activity	Timeline
<b>Date of issue of RFP / publishing date (T)</b>	2 <sup>nd</sup> February 2024
Last Date for submission of Queries	19 <sup>th</sup> February 2024
Pre-proposal Meeting	20 <sup>th</sup> February 2024 at 11:00 hours
Date for submission of additional queries	21 <sup>st</sup> February 2024 by 17:00 hours
Venue of Preproposal Meeting	Conference Room, Sagarmala Development Company Ltd. (SDCL) 1st Floor, Thapar House, Gate No. 2 124, Janpath, New Delhi – 110 001
<b>Proposal Due Date (P)</b>	6 <sup>th</sup> Mar 2024 at 13:00 hours
Date of opening of the Technical Proposal	6 <sup>th</sup> Mar 2024 at 13:30 hours
Date of opening of the Financial Proposal	Will be informed to technically qualified bidders
Proposal validity	180ys from Proposal Due Date

## 2.3 Instructions for Online Bid/ Proposal 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>

## 2.4 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. Akshay/ Mr. Amrendra / Mr. Birendra – 9355030616 / 9355030623/ 9355030628/ 9205898228

## 2.5 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.

## 2.6 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.

## 2.7 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 **Online** payment option as provided in the e-tendering portal to pay the e-tendering processing fee (as mentioned on e-tendering portal), EMD/ Bid Security and RFP processing fee as applicable as per the terms of Tender/RFP.
- (4) 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 price bid 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 price bid 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 price bid file is found to be modified by the bidder, the bid will be rejected.
- (5) 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.
- (6) 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.
- (7) The uploaded bid documents become readable only after the bid opening by the authorized bid openers.
- (8) 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.
- (9) The bid summary has to be printed and kept as an acknowledgement of bid submission.

## 2.8 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. Akshay/ Mr. Amrendra / Mr.Birendra – 9355030616 / 9355030623/ 9355030628/ 9205898228

### 3 Instruction to Applicants

#### 3.1 Introduction

- 3.1.1 Applicants are advised that the selection of Consultant shall be based on an evaluation by Client through the selection process specified in this RFP (the “**Selection Process**”). Applicants shall be deemed to have understood and agreed that no explanation or justification for any aspect of the Selection Process will be given and that Client’s decisions are without any right of appeal whatsoever.
- 3.1.2 The Applicants are invited to submit Technical and Financial Proposals (collectively called as “**the Proposal**”), as specified in this RFP, for the services required for the consultancy services for “**Appointment of Consultant for Preparation of Detailed Project Report for Financing Scheme for Deep-sea Fishing Vessels**”, hereinafter referred to as the “**Assignment**”. The Proposal will form the basis for contract signing with the Consultant. The Consultant shall submit the deliverables in accordance with the Terms of Reference of this RFP (the “**ToR**”).
- 3.1.3 The Proposal shall be submitted as per the forms given in relevant sections herewith. Upon selection, the Consultant shall be required to sign a Contract with the Client in the form specified in this RFP (the “**Contract**”).
- 3.1.4 Applicants should familiarize themselves with local conditions and take them into consideration in preparing their Proposals.
- 3.1.5 The Client will provide, at no cost to the Consultant, available inputs, if any required to carry out the services.
- 3.1.6 Applicants shall bear all costs associated with the preparation and submission of their proposals, and their participation in the Selection Process, including but not limited to postage, delivery charges, expenses associated with any demonstrations or presentations, attending all the meetings which may be required by Client, or any other costs incurred in connection with or relating to its Proposal. The Client is not bound to accept any Proposal and reserves the right to annul the Selection Process at any time prior to Contract award, without thereby incurring any liability to the Applicants.
- 3.1.7 Client requires that the Consultant provide professional, objective, and impartial advice and always hold Client’s interests’ paramount, avoid conflicts with other assignments or its own interests, and act without any consideration for future work. The Consultant shall not accept or engage in any assignment that may place it in a position of not being able to carry out the Assignment in the best interests of Client.
- 3.1.8 It is the Client’s policy to require that the Applicants observe the highest standard of ethics during the Selection Process and execution of such contracts. In pursuance of this policy, the Client:
- (1) defines, for the purposes of this provision, the terms set forth below:
    - (a) “**Corrupt practice**” means the offering, giving, receiving, or soliciting anything of value to influence the action of officials in the Selection Process or in contract execution; and
    - (b) “**Fraudulent practice**” means a misrepresentation of facts to influence the selection process or the execution of a contract in a way which is detrimental to the Client and includes collusive practices among consultants (prior to or after submission of proposals) designed to establish prices at artificial, non-competitive levels and to deprive the Client of the benefits of free and open competition.
  - (2) will reject the Proposal for award if it determines that the Applicant has engaged in corrupt or fraudulent activities in competing for the contract in question.

- (3) will declare an Applicant ineligible, either indefinitely or for a stated period, to be awarded a contract if it at any time determines that the Applicant has engaged in corrupt or fraudulent practices in competing for and in executing the contract.
- 3.1.9 In the event any entity has been barred by the Central Government, any State Government, a statutory authority, or a public sector undertaking from participating in any project or bid, and the bar subsists as on the date of the Proposal Due Date, it would not be eligible to submit a Proposal.
- 3.1.10 Details related to timelines and submission of deliverables is given in the Terms of Reference (ToR- Section 4)
- 3.1.11 The Proposal shall be valid for a period of 180 (one hundred and eighty) days from the Proposal Due Date.

### 3.2 Brief Description of the Selection Process:

- a) The Client has adopted a two-stage process (referred to as the "**Selection Process**") for the evaluation of the Proposals. The proposals shall comprise of two parts namely - the Technical Proposal and Financial Proposal. In the first stage, the evaluation of Technical Proposals will be carried out.
- b) For Qualification, the Bidders should satisfy the Eligibility Criteria as prescribed in Clause 3.10. In case an Applicant does not fulfil the Eligibility Criteria, the Technical Proposal of such an Applicant will not be evaluated further.
- c) Only those Technical Proposals which are found to be responsive as per clause 3.11.2 and satisfy the Eligibility Criteria as per point b) above would be further evaluated in accordance with the criteria set out in clause 3.10 and clause 3.11. Only those Applicants/ Bidders who score a **minimum overall Technical Score of 75 marks out of 100 marks shall qualify** for financial proposal opening.
- d) After the technical evaluation is completed, SDCL shall inform the technically qualified Bidders.
- e) The representatives of technically qualified bidders may attend the opening of Financial Proposal as per the date and time scheduled and informed by SDCL.
- f) Financial Bid would be opened for only those Bidders who have scored a minimum of 75 out of 100 marks in Technical Evaluation. If the number of such pre-qualified bidders is less than two, the Authority may, in its sole discretion, pre-qualify the bidders whose technical score is **less than 75 marks**, provided that in such an event the total number of pre-qualified and short-listed bidders shall not exceed two.
- g) The Consultancy Services fee quoted in the Price Bid shall be deemed as final and reflecting the Consultancy Services fee for the Assignment. Omissions, if any, in costing any item shall not entitle the firm/ entity to be compensated and the liability to fulfil its obligations as per the ToR within the total quoted price shall be that of the Consultant.
- h) The Bids will be evaluated on the Quality and Cost Based Selection (QCBS) process with **70%** weightage to technical proposal and **30%** to financial proposal.
- i) The lowest evaluated Financial Proposal (Fm) is given the maximum financial score (Sf) of 100.
- j) The formula for determining the financial scores (Sf) of all other Proposals is mentioned below:  
$$Sf = 100 \times Fm / F$$
in which "Sf" is the financial score, "Fm" is the lowest Total Price quoted, and "F" is the Total Price quoted in the proposal under consideration.
- k) Weighted Combined Score = ((Technical Score) X 70%) + ((Financial Score) X 30%)
- l) The Bidder scoring the highest weighted combined score shall be awarded the assignment and termed a 'Successful Applicant'.

#### 3.2.1 Number of Proposals:

Applicant(s) may submit proposal as sole Applicant only. However, no Applicant can submit more than one Proposal for the Consultancy.

### 3.2.2 Right to reject any or all Proposals:

- a) Notwithstanding anything contained in this RFP, the Client reserves the right to accept or reject any Proposal and to annul the Selection Process and reject all Proposals, at any time without any liability or any obligation for such acceptance, rejection, or annulment, and without assigning any reasons thereof.
- b) Without prejudice to the generality of above, the Client reserves the right to reject any Proposal if:
  - i) at any time, a material misrepresentation is made or discovered, or
  - ii) the Applicant does not provide, within the time specified by the Client, the supplemental information sought by the Client for evaluation of the Proposal.
- c) Such misrepresentation / improper response by the Applicant may lead to the disqualification of the Applicant. If such disqualification / rejection occurs after the Proposals have been opened and the Successful Applicant gets disqualified / rejected, then the Client reserves the right to appropriate /forfeit the Bid security of the Successful Applicant, consider the next best Applicant and take any other measure as may be deemed fit in the sole discretion of the Client, including annulment of the Selection Process.

### 3.2.3 Acknowledgement by Applicant

- a) It shall be deemed that by submitting the Proposal, the Applicant has:
  - i) made a complete and careful examination of the RFP.
  - ii) received all relevant information requested from the Client.
  - iii) accepted the risk of inadequacy, error or mistake in the information provided in the RFP or furnished by or on behalf of the Client.
  - iv) satisfied itself about all matters, things, and information, including matters herein above, necessary and required for submitting an informed Application and performance of all its obligations there under.
  - v) acknowledged that it does not have a Conflict of Interest; and
  - vi) agreed to be bound by the undertaking provided by it under and in term hereof.
- b) The Client and / or its advisors / consultants shall not be liable for any omission, mistake, or error on the part of the Applicant in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to RFP or the Selection Process, including any error or mistake therein or in any information or data given by the Client and/ or its consultant.

### 3.2.4 Processing Fee and Bid Security:

- a) The RFP submission shall be accompanied by proof of payment of RFP processing fee as a non-refundable fee (the “**RFP Processing Fee**”) for Rs. 11,800 (Rupees Eleven thousand eight hundred only) including GST. The RFP processing fee is to be paid through online payment mode as provided on the e-tendering portal. Proposals unaccompanied with the aforesaid RFP processing Fee shall be liable to be rejected by the Client.
- b) A bid Security to be paid through NEFT from a Scheduled Bank in favour of Sagarmala Development Company Limited for Rs. 5,00,000 (Rs. Five lakhs only) shall be required to be submitted by each Applicant (“**Bid Security**”). Proposal received without the specified Bid Security will be summarily rejected. The client will not be liable to pay any interest on Bid Security. Bid Security of unsuccessful bidders shall be returned, without interest, within one month after signing of the contract with the successful bidder or when the Selection process is cancelled by Client. The successful bidder’s Bid Security shall be returned, without any interest upon signing the Contract and furnishing the Performance Security in accordance with the provision of the RFP and Contract. Exemption of Bid Security shall be available for eligible agencies as per Extant Rules of GoI with submission of supporting documents/ certificates. Such bidder shall be required to upload the same.

### 3.2.5 Pre-bid Meeting



- a) A pre-bid meeting shall be held as per the date mentioned in the Data Sheet. A virtual pre-bid meeting URL link will be intimated through website of SDCL [www.sdclindia.com](http://www.sdclindia.com) and e-tender website <https://sdcl.euniwizarde.com> in due course of time
- b) During pre-bid meeting, the Applicant will be free to seek clarifications and make suggestions for consideration by the Client. The Client 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 selection process.
- c) Bidders to note that no request for bid due date extension will be entertained by SDCL.

### 3.3 Amendment of RFP documents

- 3.3.1 At any time before the submission of the Proposals, the Client may, for any reason, modify the RFP document by issuing an amendment. All amendment / corrigenda will be posted on the website mentioned in the Data Sheet.

### 3.4 Clarification and/ or interpretation of reports

After submission of the final report of each deliverable by the Consultant, to the satisfaction of the Client, if clarifications are required or doubt arises as to the interpretation of anything included in the reports, Consultant shall, on receipt of written request from the Client, furnish such clarification to the satisfaction of Client within five (05) working days without any extra charge.

### 3.5 Ownership of document and copyright

All the study outputs including primary data shall be compiled, classified, and submitted by the Consultant to the Client in hard and soft copies in addition to the requirements for the reports and deliverables indicated in the ToR. The study outputs shall remain the property of the Client and shall not be used for any purpose other than that intended under the ToR/RFP without the permission of the Client.

### 3.6 Performance Security

- a) Performance Security equivalent to the amount indicated in this RFP shall be furnished before signing of the Contract in form of a Bank Guarantee in the form specified in the RFP/ Contract.
- b) For the Consultant, the Performance Security shall be retained by Client and will be released after a period of 90 (Ninety) days from the date of completion of the Assignment.

### 3.7 Applicants

- 3.7.1 An Applicant may be a partnership firm, LLP, private entity, or government-owned entity and should submit the proposal in accordance with the terms of this RFP.

#### 3.7.2 Conflict of Interest

- (1) Client requires that successful Applicant (Consultant) provides professional, objective, and impartial advice and always holds Client's interest paramount, strictly avoids conflicts with other assignment(s)/ job(s) or his own corporate interest and act without any consideration for future work.
- (2) Without limitation on the generality of the foregoing, Applicants and their affiliates shall be considered to have a conflict of interest, unless stated otherwise and shall not be recruited, under any of the circumstances set forth below:-
  - (a) **Conflicting Activities:-** A firm that has been engaged by the client to provide Goods, Works, or Non-Consulting services for a project, or any of its affiliates, shall be disqualified from providing Consulting service resulting directly related to Goods, Works, or Non-consulting services. Conversely, a firm hired to provide consultancy services for the preparation or implementation of a Project, or any of its affiliates, shall be disqualified from subsequently providing Goods, or Works or Non-consulting services resulting from or directly related to the consulting services for such preparation or implementation.

- (b) **Conflicting Assignment/Job:** A consultant (including its Personnel and Sub-Consultant(s) or any of its affiliates shall not be hired for any assignment/job that, by its nature, may be in conflict with another assignment/Job of the Consultant to be executed for the same or another Client, for example a consultant hired to prepare engineering design for an infrastructure project shall not be engaged to prepare an independent environmental assessment for the same project and a Consultant assisting a Client in the privatization of public assets shall not purchase nor advise purchasers of such assets
- (c) **Conflicting Relationship:** A Consultant (including its Personnel and Sub-Consultant) that has a close business or family relationship with a member of the Client's Staff who is directly or indirectly involved in any part of (i) the preparation of the Terms of Reference of the assignment/job, (ii) the selection process for such assignment/job or (iii) supervision of the Contract, may not be awarded a Contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Client throughout the selection process and execution of the contract.
- (3) Consultants have an obligation to disclose any situation of actual or potential conflict that impacts their capacity to serve the best interest of their Client or that may reasonably be perceived as having this effect. Any such disclosure shall be made as per the standard forms of Technical provided herewith. If the consultant fails to disclose said situations and if Client comes to know about such situation at any time, it may lead to the disqualification of the consultant during the proposal evaluation process or termination of its contract during the execution of assignment.
- 3.7.3 Any entity which has been barred by the Central Government, any State Government, a statutory authority, or a public sector undertaking, as the case may be, from participating in any project, and the bar subsists as on the date of the Proposal Due Date, would not be eligible to submit a Proposal or through its Associate.
- 3.7.4 An Applicant or its Associate should have, during the last 3 (three) years, neither failed to perform on any agreement, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant or its Associate, nor been expelled from any project or agreement nor have had any agreement terminated for breach by such Applicant or its Associate.

### 3.8 Preparation of Proposal

- 3.8.1 Applicants are requested to submit their Proposal in English language and strictly in the formats provided in this RFP. The Client will evaluate only those Proposals that are received in the specified forms and complete in all respects. All the documentary evidence and other submissions should only be in English Language.
- 3.8.2 In preparing their Proposal, Consultants are expected to thoroughly examine the RFP document. Material deficiencies in providing the information requested may result in rejection of a Proposal.
- 3.8.3 Technical Proposal: While preparing the Technical Proposal, Consultants must give particular attention to the following:
- Minimum Eligibility Criteria regarding Technical and Financial Capacity of the Applicant- Clause 3.10.
  - Documentary evidence and other information as provided in clause 3.10 of this RFP (Instruction to Applicants)
  - The Key Personnel
    - The Key proposed personnel must be permanent full-time employees of the firm or hired on contract by the firm.

- (ii) No Key Personnel shall be proposed for any position if the CV of the Key Personnel does not meet the requirements of the ToR.
- (iii) The Key Personnel shall remain available for the period as indicated in the RFP.
- (iv) No alternative proposal for any Key Personnel shall be made and only one CV for each position shall be furnished.
- (v) Each CV needs to have been recently signed by the Key Personnel and/or countersigned by the authorized official of the Firm. At the time of submission of the Proposal, scanned copies of the signature of Key Personnel will be allowed but at the time of signing of Contract, the original signature will be required. However, in both cases, the original counter signature of Authorized Signatory shall be required in original.
- (vi) A CV shall be summarily rejected if the educational qualification and experience of the Key Personnel proposed does not match the requirement of the RFP document.
- (vii) The client reserves the right to interview Key Personnel proposed by the Applicant to assess the suitability of the Key Personnel with respect to the requirement set forth in this RFP during the process of evaluation of Proposal.
- (viii) The Key Personnel proposed should possess good working knowledge of English language.
- (ix) **Supporting documents in respect of educational qualification along with Professional Experience to be submitted. Any bid submitted without these supporting documents will not be considered for evaluation.**

d) Requirement of Key Personnel as Core Team: A team of members as per the following composition

S No	Position	No. of Personnel	Qualification & Work Experience
1	Team Leader	1	Qualification: Masters in Finance Experience: Minimum 20 years of experience in financial modelling, financial risk assessment and management
2	Financial Expert	1	Qualification: Masters in Finance Experience: Minimum 15 years of experience in financial modelling, financial risk assessment and management
3	Sectoral Expert	1	Qualification: Graduation / Post-graduation in Fisheries or Agriculture Experience: Minimum 15 years of experience in fishery sector.
4	Legal Expert	1	Qualification: LLB / LLM Experience: Minimum 15 years of experience in drafting of contract documents, vetting, legal review, and risk mitigation mechanism.
5	Naval Architect	1	Qualification: B. E. / B. Tech / M. Tech in Naval Architecture Experience: Minimum 15 years of experience in shipbuilding, maintenance, and operation of marine vessels and structures

*Note: Since a diverse set of personnel are required for the project, bidders may associate with experts for the purpose of proposal submission and work execution.*

3.8.4 The Cover page of the Proposal shall be signed by the Authorized Representative of the Applicant. All the alterations, omissions, additions, or any other amendments made to the Proposal shall be



initialed by the person(s) signing the Proposal. The Proposals must be properly signed by the Authorized Representative (the “Authorized Representative”) as detailed below:

- a) by a partner, in case of a partnership firm and/or a limited liability partnership; or
- b) by a duly authorized person holding the Power of Attorney, in case of a Limited Company or a corporation; or
- c) Power of Attorney, for the Authorized Representative, to be executed as per Applicable Laws and as per format provided in the RFP.

3.8.5 Applicants should note the Proposal Due Date, as specified in Data Sheet, for submission of Proposals. No supplementary material will be entertained by the Client, and that evaluation will be carried out only based on Documents received by the closing time of Proposal Due Date as specified in Data Sheet. Applicants will ordinarily not be asked to provide additional material information or documents after the date of submission, and unsolicited material if submitted will be summarily rejected. For the avoidance of doubt, the Client reserves the right to seek clarifications in case the proposal is non-responsive on any aspects.

3.8.6 The Technical Proposal should provide the information as per various Standard Forms provided in Section-5 of this RFP. The standard forms shall be duly filled, stamped, and signed by the Authorized Signatory of the Applicant with all the supporting documents as mentioned therein in various Standard Technical Forms.

- a) For Eligible Assignments, the outline should indicate, inter alia, the profiles and names of the staff provided, duration of the assignment, contract amount, and firm’s involvement along-with documentary evidence.
- b) **Each page of the CV must be signed in the original by the Authorized Representative together with original or electronic signature of the Key Personnel.** However, at the time of contract signing, original signatures of both Authorized Representative and Key Personnel shall be required.

3.8.7 Entire RFP documents along with any Addendum, Corrigendum issued shall be stamped and signed by the Authorized signatory of the Applicant and submitted the same in the Technical Proposal.

3.8.8 **Financial Proposal:** While preparing the Financial Proposal, Applicants are expected to consider the various requirements and conditions stipulated in this RFP document. The Financial Proposal should be a lump sum proposal inclusive of all costs including but not limited to all applicable taxes associated with the Assignment. While submitting the Financial Proposal, the Applicant shall ensure the following:

- a) All the costs associated with the Assignment shall be included in the Financial Proposal. These shall normally cover remuneration for all Key Personnel, transportation, equipment, printing of documents, secondary and primary data collection, coordination and tie up with the stakeholders, attending all the meetings/discussions with MoPSW, Department of Fisheries, etc. The total amount indicated in the Financial Proposal shall be without any condition attached or subject to any assumption and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered non-responsive and liable to be rejected.
- b) The Financial Proposal shall consider all the expenses and tax liabilities and cost of insurance specified in the draft contract, levies and other impositions applicable under the prevailing law on the Applicants, sub-consultants and their staff. For the avoidance of doubt, it is clarified that all taxes, excluding GST, shall be deemed to be included in the cost shown in the Financial Proposal. The Applicant shall be paid only applicable tax over and above the Consultancy fee on submission of documents. Further, all payments shall be subject to deduction of taxes at source as per Applicable Laws.

- 3.8.9 The Financial Proposal should be submitted online only in the format provided on the tender website. **The copy of standard Financial Proposal submission forms prescribed in this RFP are for reference only.**
- 3.8.10 The Financial Proposal shall be in lumpsum which is payable as per deliverables and Methodology of Payment prescribed in the Terms of Reference Section- 4 of this RFP. Applicants shall provide the price of their services in Indian Rupees.
- 3.8.11 Applicants must do their due diligence about the tax implications and Client will not be liable for any incident.
- 3.8.12 The Proposals must remain valid for a period of 180 days from the Proposal Due Date as specified in the Data Sheet. During this period, the Consultant is expected to keep available the Key Personnel proposed for the Assignment. The Client will make its best effort to complete Contract signing within this period. If the Client wishes to extend the validity period of the Proposals, it may ask the Applicants to extend the validity of their Proposals for a stated period. Consultants, who do not agree, have the right not to extend the validity of their Proposals.

### 3.9 Submission, receipt and opening of Proposals

#### 3.9.1 Submission of Proposals

The Technical Proposal and Financial Proposal, complete in all respects, should be submitted online as per sequence mentioned below. Proposal should be submitted in two covers.

##### (1) Cover-I: Technical Proposal

###### (a) RFP Processing Fee & Bid Security:

- (i) Scanned copy of the proof for the submission of RFP Processing Fee as per clause 3.2.4 of this RFP
- (ii) Scanned copy of the proof for the submission of Bid Security as per clause 3.2.4 of this RFP

###### (b) Enclosure-I- Scanned copy of the following documents

- (i) Signed Technical Submission form/ Declaration as per Form 5A provided in Section-5.
- (ii) Provide the General Information of the Applicant as per Form 5B.
- (iii) Format of Technical Capacity (Eligible Assignments) duly filled and signed by Authorized Signatory of the Applicants as per Form 5C.
- (iv) Documentary evidence in support of Eligible Assignments as per Clause 3.10 is Completion Certificate issued by the Client for the Eligible Assignment.  
OR  
Format of Statutory Auditors certificate for Eligible Assignment as per Form 5D.
- (v) Format of Financial Capacity duly filled and signed by Authorized Signatory of the Applicants as per Form 5E along with the certificate of Statutory Auditors.
- (vi) Format of Power of Attorney for Authorized Signatory duly filled and signed as per Form 5F.
- (vii) Format of Team Composition and Task Assigned for Core Team duly signed by the Authorized Signatory of Applicants as per Form 5G.
- (viii) Format of Curriculum Vitae (CV) for the proposed Key Personnel as Form 5H duly signed by the respective Key Personnel and Authorized signatory of the Applicant.

###### (c) Enclosure-II: scanned copies of the following document

- (i) RFP document with all addendums and Corrigendum issued till date duly signed by the Applicant (Digital Signature on the front and last page of the RFP and Corrigendum will suffice the purpose)

- (ii) Copy of GST Registration (self-certified copy)
- (iii) Copy of PAN card of the Applicant (self-certified copy)
- (iv) Necessary documentary evidence, if applicable for claiming the incentives/concession provided in the policy of Startup and MSMEs
- (v) All the documents submitted shall be signed and stamped by the Applicant.

**It may be noted that the Technical Proposal shall not contain any reference to the Financial Proposal. Any violation will lead to disqualification of bidder from the bidding process.**

## (2) Cover-II: Financial Proposal

- (a) Financial Proposal shall be submitted online only in excel format (Financial Proposal). The Form 6A and Form 6B in Section-6 of this RFP are provided only for indicative purposes and not required to submit along with the Proposal. For avoidance of doubt, Financial Proposal shall be submitted online only as per the format provided in E-tender website <https://sdcl.euniwizarde.com>

## 3.10 Technical and Financial Eligibility criteria

### 3.10.1 Technical Capacity

Applicant should have completed at least two **Eligible assignments**.  
AND

At least one completed assignment on providing implementation support for operationalization / roll-out of schemes funded by Central / State Govt. / Govt. Autonomous Bodies/ Multilateral agencies, etc.

**Definition of Eligible assignment:** It means consultancy assignments on financial appraisal/review/evaluation of schemes funded by Central / State Govt. / Govt. Autonomous Bodies / PSUs / Govt. financial institutions / Multilateral agencies in the last 10 years. Some of the indicative schemes are: Ujjwala, MPLAD, PMMSY, Ayushman Bharat, etc.

**Assignment fee for each eligible assignment should be Rs 1.0 crore or more as of 31<sup>st</sup> March 2023.** Fee of eligible assignments undertaken during the past 10 years shall be converted to 2023 terms at 5.5% rise Y-o-Y. The below formula will be used.

Converted Fee in 2023 = Fee of assignment X  $1.055^{(\text{No. of years} - 2023 - \text{Year of assignment})}$

### 3.10.2 Financial Capacity

The Applicant should have an annual turnover of Rs. 100 Crore or more in the past three Financial Years.

### 3.10.3 The Scoring criteria for evaluation

The Scoring criteria for evaluation of firms' experience & key personnel shall be as follows:  
Technical Bid Evaluation and Marking System – Total Marks – 100

S No.	Description	Max Marks
A	<b>Firm's Experience (Max 40 Marks)</b>	40
	<ul style="list-style-type: none"> <li>2 eligible assignments as per clause 2.9.1 (i) + 1 eligible assignment as per 2.9.1 (ii) - 30 Marks</li> <li>For each additional eligible assignment (as per clause 2.9.1 (i) or 2.9.1 (ii)) - 5 Marks subject to maximum of 10 marks</li> </ul>	
B	<b>Team Composition</b> 1. Team Leader <ul style="list-style-type: none"> <li>20 years of experience: 6 marks</li> <li>For every additional year of experience: 1 mark, subject to maximum of 2 marks</li> </ul>	40

S No.	Description	Max Marks
	2. Financial Expert <ul style="list-style-type: none"> <li>15 years of experience: 6 marks</li> <li>For every additional year of experience: 1 mark, subject to maximum of 2 marks</li> </ul> 3. Aquaculture Expert <ul style="list-style-type: none"> <li>15 years of experience: 6 marks</li> <li>For every additional year of experience: 1 mark, subject to maximum of 2 marks</li> </ul> 4. Legal Expert <ul style="list-style-type: none"> <li>15 years of experience: 6 marks</li> <li>For every additional year of experience: 1 mark, subject to maximum of 2 marks</li> </ul> 5. Naval Architect <ul style="list-style-type: none"> <li>15 years of experience: 6 marks</li> <li>For every additional year of experience: 1 mark, subject to maximum of 2 marks</li> </ul>	
C	<b>Presentation on Approach &amp; Methodology (A&amp;M)</b> Understanding of the Terms of Reference (ToR) and Approach Methodology, Work Plan and Staffing Schedule	20
	<b>TOTAL</b>	<b>100</b>

### 3.10.4 Documentary evidence to substantiate/support Eligible Assignments

- (1) Completion Certificate issued by the Client for the Assignment. **Certificate from Central / State Govt. / Govt. Autonomous Bodies / PSUs / Govt. financial institutions / Multilateral agencies only shall be considered for Clause 3.10.1.**
- (2) Statutory Auditors Certificate to substantiate the Financial Capacity of the Applicant as per Clause 3.10.2.
- (3) In support of credentials mentioned in CVs, applicant shall submit the experience and qualification details for the proposed team composition.

## 3.11 Proposal Opening and Evaluation Process

### 3.11.1 Proposal opening shall be carried out in two stages.

- a) First, Technical Proposal of all the Proposals received shall be opened online on the date and time mentioned in RFP document.
- b) Financial Proposal of those Applicants fulfilling technical and financial eligibility criteria and obtaining Minimum Technical Score of 75 Marks as stipulated in this RFP document, shall be opened on a subsequent date, which will be notified to such Applicants.
- c) In the event of the specified date for the opening of Bids being declared a holiday for SDCL, the Proposals shall be opened at the appointed time and location on the next working day.

### 3.11.2 Technical proposal Evaluation

- a) Prior to evaluation of Proposals, the Client shall determine whether each Proposal is responsive to the requirements of the RFP at the time of evaluation (Test of Responsiveness). A Proposal shall be considered responsive only if:
  - i) It is received by the Proposal Due Date and time including any extension thereof, given in the Data Sheet.
  - ii) It is accompanied by the proof of payment of RFP processing fee.
  - iii) It is accompanied by the Bid Security
- b) For the responsive Proposals, fulfillment of Technical and Financial eligibility criteria shall be evaluated as per clause 3.10.1 and 3.10.2.

- c) For the proposals fulfilling Technical and Financial eligibility criteria, Client shall evaluate the technical proposals based on the firm's experience, qualification and experience of Key Personnel and presentation on A&M (to be scheduled subsequently) based on the scoring criteria for evaluation as per Clause 3.10.3.
- d) Applicants scoring a Minimum Technical Score of 75 marks out of 100 marks shall be considered for Financial Proposal Evaluation.
- e) To assist in the examination, evaluation, and comparison of the Proposals, and qualification of the Applicants, the Client may, at its discretion, ask any Applicant for a clarification of its Proposal, giving a reasonable time for response. The Client, however, is not bound to accept the clarification submitted by the Proposal if found irrelevant. Client's request for clarification and the response shall be in writing or email.

#### 3.11.3 Financial Proposal Evaluation

- a) Bidders who score the minimum Technical Score of 75 marks out of 100 marks shall qualify for financial bid opening.
- b) Financial bids will be opened on the pre-informed date and time. SDCL shall inform the Applicants, whose Technical Proposals fulfil the criteria stipulated in the RFP document, about the opening of Financial Proposal.
- c) The financial scores (Sf) will be calculated as per formula mentioned below.  
$$Sf = 100 \times Fm / F$$
in which "Sf" is the financial score, "Fm" is the lowest Total Price quoted, and "F" is the Total Price quoted in the proposal under consideration.

#### 3.11.4 Successful Applicant for Award of Contract

- a) The Successful Applicant shall be the Applicant with the highest weighted combined score as per formula mentioned below:  
$$\text{Weighted Combined Score} = ((\text{Technical Score}) \times 70\%) + ((\text{Financial Score}) \times 30\%)$$
- b) The Bidder scoring the highest weighted combined score shall be awarded the assignment and termed a 'Successful Applicant'.
- c) The Applicant getting the second highest weighted combined score shall be kept as reserve and may be invited at the discretion of the Client for negotiations in case the H-1 Applicant withdraws or fails to comply with the requirement mentioned in the RFP.
- d) In the event of the highest weighted combined score of two or more Applicants being the same (Tie- Applicants), SDCL  
May award to the Applicant whose Technical Score is higher  
OR  
Take any such measure as may fit in its sole discretion including annulment of the RFP process.

### 3.12 Negotiation

- 3.12.1 The Successful Applicant may, if necessary, be invited for negotiations. The negotiations shall generally not be for reducing the price of the proposal but will be for re-confirming the obligations of the consultant under this RFP. Issues such as deployment of Key Personnel, scope of work, methodology and quality of work plan shall be discussed during negotiations. In case the Successful Applicant fails to reconfirm its commitment, the Client reserves the right to designate the next ranked Applicant as the Successful Applicant and invite for negotiations.
- 3.12.2 The Client will not normally consider substitutions except in cases of incapacity of Key Personnel for reasons of health. Similarly, after award of contract the Client expects all the proposed Key Personnel to be available during implementation of the Contract. The Client will not consider substitutions during contract implementation except under exceptional circumstances up to a maximum of 1 (one) Key Personnel and that too by only equally or better qualified and experienced personnel.



### 3.13 Award of contract

- 3.13.1 After selection, a Letter of Award (the “LOA”) will be issued, in duplicate, by the Client to the Successful Applicant and the Successful Applicant shall, within 3 (three) days of the receipt of the LOA, sign and return the duplicate copy of the LOA in acknowledgement thereof. In the event the duplicate copy of the LOA duly signed by the Successful Applicant is not received by the stipulated date, the Client may, unless it consents to extension of time for submission thereof, appropriate the Bid Security of such Applicant as mutually agreed genuine pre-estimated loss and damage suffered by the Client on account of failure of the Successful Applicant to acknowledge the LOA, and the next ranked Applicant (L-2) may be considered.
- 3.13.2 **Performance Security:** Performance Security equivalent to 10 (ten) percent of the Total Cost of Financial Proposal (plus GST) shall be furnished from a nationalized / Scheduled Bank, before signing of the contract, in form of a Bank Guarantee in the form specified at Appendix. For the Successful Applicant, the Performance Security will be retained by Client until the completion of the Assignment by the Consultant and be released 90 (Ninety) Days after the completion of the Assignment as per the terms of the Contract.
- 3.13.3 **Execution of Contract:** After acknowledgement of the LOA and furnishing of Performance Security as aforesaid by the Successful Applicant, the Successful Applicant shall execute the Agreement within 30 (thirty) days from the date of issue of LOA. The Successful Applicant shall not be entitled to seek any deviation in the Agreement. The agreement has to be signed within 30 days of issue of LOA on a stamp paper of Rs 500/- which will be bought by the successful bidder. All the formalities regarding the agreement must be completed by both the parties.
- 3.13.4 **Commencement of Assignment:** The Successful Applicant / Consultant is expected to commence the Assignment on the date of Commencement of Service as prescribed in the General Conditions of Contract. If the Successful Applicant fails to either sign the Agreement or commence the Assignment as specified herein, the Client may invite the second ranked Applicant for contract signing. In such an event, the Bid Security / Performance Security of the Successful Applicant shall be liable to be appropriated by the Client.

### 3.14 Confidentiality

Information relating to evaluation of proposals and recommendations concerning awards of contract shall not be disclosed to the consultants who submitted the proposals or to other persons not officially concerned with the process, until the winning firm has been notified that it has been awarded the contract.

### 3.15 Fraud and corrupt practices

- 3.15.1 The Applicants and their respective officers, employees, agents, and advisers shall observe the highest standard of ethics during the Selection Process. Notwithstanding anything to the contrary contained in this RFP, the Client will reject a Proposal without being liable in any manner whatsoever to the Applicant, if it determines that the Applicant has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice, or restrictive practice (collectively the “**Prohibited Practices**”) in the Selection Process. In such an event, the Client will, without prejudice to its any other rights or remedies, forfeit and appropriate the Bid Security, as mutually agreed genuine pre-estimated compensation and damages payable to the Client for, inter alia, time, cost, and effort of the Client, in regard to the RFP, including consideration and evaluation of such Applicant’s Proposal.
- 3.15.2 Without prejudice to the rights of the Client under this Clause, hereinabove and the rights and remedies which the Client may have under the LOA or the Agreement, if an Applicant or Consultant, as the case may be, is found by the Client to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Selection Process, or after the issue of the LOA or the execution of the Agreement, such Applicant or Consultant shall not be eligible to

participate in any tender or RFQ cum RFP issued by the Client during a period of 2 (two) years from the date such Applicant or Consultant, as the case may be, is found by the Client to have directly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.

3.15.3 For the purposes of this Clause, the following terms shall have the meaning hereinafter respectively assigned to them:

- (1) “**corrupt practice**” means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of any person connected with the Selection Process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of the Client who is or has been associated in any manner, directly or indirectly with the Selection Process or the LOA or has dealt with matters concerning the Agreement or arising there from, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the Client, shall be deemed to constitute influencing the actions of a person connected with the Selection Process; or (ii) save as provided herein, engaging in any manner whatsoever, whether during the Selection Process or after the issue of the LOA or after the execution of the Agreement, as the case may be, any person in respect of any matter relating to the Project or the LOA or the Agreement, who at any time has been or is a legal, financial or technical consultant/ adviser of the Client in relation to any matter concerning the Project;
- (2) “**fraudulent practice**” means a misrepresentation or omission of facts or disclosure of incomplete facts, to influence the Selection Process;
- (3) “**coercive practice**” means impairing or harming or threatening to impair or harm, directly or indirectly, any persons or property to influence any person’s participation or action in the Selection Process;
- (4) “**undesirable practice**” means (i) establishing contact with any person connected with or employed or engaged by the Client with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Selection Process; or (ii) having a Conflict of Interest; and
- (5) “**restrictive practice**” means forming a cartel or arriving at any understanding or arrangement among Applicants with the objective of restricting or manipulating a full and fair competition in the Selection Process.

### 3.16 Miscellaneous

3.16.1 The Selection Process shall be governed by, and construed in accordance with, the laws of India and the Courts at New Delhi shall have exclusive jurisdiction over all disputes arising under, pursuant to and/or in connection with the Selection Process.

3.16.2 The Client, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to:

- a) suspend and/or cancel the Selection Process and/or amend and/or supplement the Selection Process or modify the dates or other terms and conditions relating thereto.
- b) consult with any Applicant to receive clarification or further information.
- c) retain any information and/or evidence submitted to the Client by, on behalf of and/or in relation to any Applicant; and/or
- d) independently verify, disqualify, reject and/or accept all submissions or other information and/or evidence submitted by or on behalf of any Applicant.

3.16.3 It shall be deemed that by submitting the Proposal, the Applicant agrees and releases the Client, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/or performance of any obligations hereunder, pursuant hereto and/or in connection herewith and waives any and all rights and/ or claims it may have in this respect, whether actual or contingent, whether present or future.

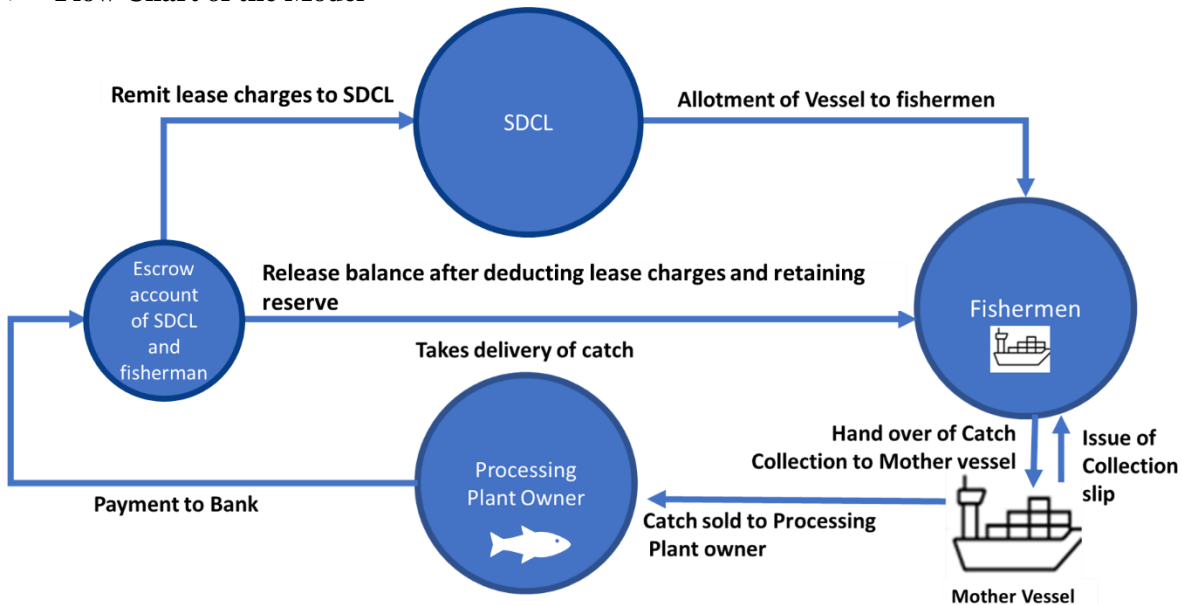
- 3.16.4 All documents and other information provided by Client or submitted by an Applicant to Client shall remain or become the property of Client. Applicants and the Consultant are to treat all information as strictly confidential. Client will not return any Proposal, or any information related thereto. All information collected, analyzed, processed or in whatever manner provided by the Consultant to Client in relation to the consultancy shall be the property of Client.
- 3.16.5 The Client reserves the right to make inquiries with any of the clients listed by the Applicants in their previous experience record.
- 3.16.6 The proposal of the Applicant should be valid for 180 days from the Proposal Due Date – Bid Validity Period.
- 3.16.7 The duration of phase I of the assignment shall be for a period of 3 months from the date of commencement of service as prescribed in General Conditions of Contract.
- 3.16.8 Procedure for submission of the proposals as detailed out in Clause 3.9.
- 3.16.9 No Proposal shall be accepted after the closing time of Proposals.
- 3.16.10 The Technical Proposal and Financial Proposal will be opened by the Evaluation Committee of SDCL on the dates mentioned in the Data Sheet.
- 3.16.11 The official website for accessing the information related to this RFP are:
- (a) E-tender - <https://sdcl.euniwizarde.com> on the Home page of SDCL
  - And
  - (b) SDCL Website <http://www.sdclindia.com>
- Note: From the “Home” page access the “Notification” and thereafter scroll down to “Tenders” section to access all the uploaded documents related to this RFP.



## 4 Terms of Reference

SDCL in consultation with Department of Fisheries, GoI has prepared a scheme for Financing Deep Sea Fishing Vessels (DSFVs) for Fishermen. In this regard, SDCL seeks to appoint a Consultant for Preparation of a DPR. A brief description of the scheme is mentioned below for better understanding.

### ➤ Flow Chart of the Model



DSFVs will be provided to fishermen meeting the below eligibility criteria:

- Have a valid fishing license for at least the past 3 years, duly certified by the State Fisheries department.
- Accept the terms and conditions laid down by SDCL.
- Be ready to sign a tripartite legal binding MOU with SDCL and Processing Plant Owner(s) who will readily buy the catch from fishermen at pre-determined price.

### ➤ Ownership of Vessel:

DSFVs will be in the name of the individual fisherman and mortgaged to SDCL for a repayment maximum period of 12 years. After repayment, the ownership will be transferred to the fisherman.

One cluster means 25 fishermen in a locality along with a fish processing plant owner, who will be ready to work as per the terms & conditions of the scheme. DSFVs will be provided in a cluster of 25 in a region and will be attached to a Fish Processing Plant selected through a bid mechanism/nomination by the fishermen cluster through State Fisheries Department. The Processing plant will buy the catch from the fishermen.

### ➤ Catch Price:

The price of the catch shall be ascertained through the price discovery mechanism by competitive bidding or mutually agreed between fishermen cluster and Processing Plant owner. The contract to the processing plant owner for procurement of fish will be awarded to the highest bidder i.e. H1 bidder or to the nominated Processing plant owner. The contract will be for a long-term period of 5 years or more based on mutually agreeable terms.

The price of fish will vary with fish type and size (say small, medium, and large). Price variation of the catch being paid to fishermen will be reviewed half-yearly and will be linked to some index like WPI in consultation with the Department of Fisheries, Processing plant owners and Fishermen Associations.

To secure the interests of fishermen, the tender conditions will require Processing Plant owner to submit a Bank Guarantee (BG) that would be encashed in the event of Processing Plant Owner failing in his/her commitment to pay the fishermen as per the agreed terms. The encashed amount would be used for monthly payment to fishermen.

➤ **Operations:**

Each cluster will include 25 baby vessels and 2 mother vessels. While the baby vessels will be in deep sea for prolonged period engaged in fishing, the mother vessels will shuttle from shore to the baby vessels on daily basis to collect the catch. A collection slip will be issued to the baby vessel containing catch details. Mother vessels will also provide for replenishment of supplies and facilitate crew exchange etc.

➤ **Vessel Procurement:**

Shipyards would be invited for empanelment for supply of DSFVs as per design specifications. Each fishermen cluster would be provided an option to select the shipyard for manufacture of their vessels. Onsite Quality Inspection shall be carried out before taking delivery of vessels.

➤ **Payment Mechanism and Inclusions:**

Every month, based on the catch collection, the Processing Plant owner will transfer the catch value to an escrow account operated by fishermen and SDCL. SDCL will have the first charge for receiving its dues. This will include lease charges, insurance premium and comprehensive maintenance charges for the vessel. After release of SDCL dues, the balance amount will be transferred to fishermen. SDCL will arrange one-time free training for fishermen on catch handling and vessel operations through Department of Fisheries. An initial operational expense (up to Rs. 8 lakhs) covering bunker fuel, lube oil and supplies for the first voyage will be provided to fishermen. This will be adjusted in the monthly lease charges.

## 4.1 Scope of Work

The Scope of Work is in 2 Phases. Upon completion/near completion of Phase I, once go ahead is accorded, work on Phase II shall be initiated.

### 4.1.1 Phase I: Preparation of Detailed project report

The consultant shall undertake the following activities for preparation of DPR:

- a) **Understanding of the scheme:** Consultant shall develop an understanding of the Proposed Scheme. SDCL shall provide all details pertaining to the same.  
This shall also cover the background for conceptualization of the project. Consultant shall research/study/conduct interactions with banks and financial institutions to understand the reasons for non-availability of viable finance to fishermen for procurement of fishing vessels.
- b) **Benefits from other schemes:** Consultant shall study schemes like the Pradhan Mantri Matsya Sampada Yojana (PMMSY), interest subvention on debt under Fisheries and Aquaculture Infrastructure Development Fund (FIDF) and any other scheme related to fishermen (Central or State level). Consultant may undertake interactions with financial institutions and advise SDCL on the suitability of leveraging the subsidy and/or interest

subvention and/or any other benefit from appropriate scheme(s). The same shall be incorporated into the scheme's financial model.

- c) **Stakeholder consultations:** The financing scheme for DSFVs involves multiple stakeholders, like MoPSW, Department of Fisheries, GoI; state Fisheries Department; MPEDA, DG Shipping, IOTC, shipyards, etc. The Consultant shall prepare an exhaustive list of stakeholder organizations, interact with them, and document their inputs, clarifications, and approvals etc. that are critical to implementation of the scheme.
- d) **DSFV Design Options:** During interactions with the fishermen community, it is understood that one type of fishing gear will not suffice throughout the year. Hence the possibility of multiple gears to optimally utilize the vessel throughout the year needs to be explored. The best design available in the world for multiple gear vessels of length below 24 meters should be studied and team consisting of 1 member from SDCL, and the naval architect must visit that country which has the best multiple gear vessel design in use. The cost of the same shall be included in the fee quoted. Consultant to propose the optimum design mix and accordingly suggest few options.
- e) **Roadmap:** Consultant to develop a detailed roadmap of implementation with timelines and essential requirements for operationalization of the scheme. This will cover preparation of the entire flow-chart of scheme implementation and the required organization structure. The Road map shall cover validation of the scheme structure localized to 2 clusters i.e. one on the west coast and another on the east coast of India., to be decided by the Consultant). As a part of the study, the Consultant shall work out the variety, size, expected price of catch, price revision mechanism etc. During the validation exercise, the Consultant shall devise a formula to increase/decrease the price of the catch on quarterly/half-yearly basis, which should be linked to some index issued by the Central/State govt. This increase/decrease will be applicable on the rate effective on the date of the tripartite agreement, because the agreement with the fish processing plant owners will be for long term.
- f) **Financial viability:** Consultant to assess the financial viability of pan-India rollout of the scheme i.e. financing 20,000 DSFVs over a 5-year period. Prepare a financial model capturing the estimated revenue and expenditure and overall returns expected by SDCL from the project. All the financial indicators (IRR, EIRR, NPV etc.) along with sensitivity analysis should be presented. The fund-raising avenues and modalities shall also be incorporated into the model, while keeping in view point (b) above. The model should also highlight the expected earnings of fishermen by being part of the scheme.
- g) **Risk assessment and mitigation plans:** The Consultant shall undertake Risk assessment of the scheme and identify the possible risks that may affect the success of the scheme. Control measures to mitigate the risks shall be incorporated as part of the Risk Mitigation Plan.
- h) The detailed Project report shall also cover all the statutory/legal requirements and licensing requirements for the proposed scheme/project.

#### 4.1.2 Phase II: Implementation of Pilot Project

Upon go ahead for the Phase, consultant to undertake the following:

- a) **Selection of Cluster Pilot Project:** The Consultant shall take help of state Fisheries Department in identifying the clusters and fish processing plant owner(s) for the pilot project and provide all necessary support in getting the pilot project implemented.
- b) **Document Preparation** for:
  - i. Receiving applications from fishermen.
  - ii. SoPs for appraisal of the applications, including screening of the documents submitted.
  - iii. Draft tripartite MoU between SDCL, fishermen cluster and fish processing plant
  - iv. SoPs for selection of shipyards
  - v. Tender for establishing the fair price of the vessel, basis which fishermen will be allowed to select the shipyard of their choice.
  - vi. For quality inspection of vessel by the agency. A list of agencies shall be prepared by the Consultant.
  - vii. Dispatch Checklist for vessel delivery to fishermen.
  - viii. Agreement for Vessel Maintenance with the OEM.
  - ix. Any other document, as found necessary during the process.
- c) **Monitoring, Review and Analysis of Pilot Project:** The Consultant shall also monitor and review the pilot projects till the signing of all documents with stakeholders.

## 4.2 Terms of Engagement

- a) The duration of the engagement shall be 3 months for Phase I and for Phase -II shall be as per actual.
- b) All final deliverables will be the property of SDCL and Consultant shall not stake claim on the same.
- c) Consultant shall maintain strict confidentiality of the documents handled by them during the assignment.
- d) The composition of Consultant team has been provided. The Consultant can choose to enhance resources as deemed fit.
- e) There shall not be any reimbursement towards Out-of-Pocket Expenses (OPEs)/any other additional expenses incurred by the Consultant.
- f) If, however, due to some unavoidable circumstances the Consultant faces a delay in completion of the work, MD or Competent Authority of SDCL may consider providing an extension for a suitable duration on the request of the Consultant by giving proper justification for the desired extension. However, there shall be no change in the fee for such extensions.

## 4.3 Timelines, Payment Terms, and other conditions:

### 4.3.1 Phase I

S No.	Deliverable / Milestone	Timeline	Payment
1	Inception Report	D + 1 week	10%
2	Stakeholder consultation report (covering study on non-availability of viable finance to fishermen)	D + 4 weeks	20%
3	Report on Vessel Design	D + 6 weeks	10%
4	Roadmap for scheme implementation	D + 8 weeks	10%
5	Draft Feasibility Report + Draft documents	D + 10 weeks	30%
6	Final Report	D + 12 weeks	20%

*D = Date of Commencement*

#### 4.3.2 Phase II

S No.	Deliverable / Milestone	Timeline	Payment
1.	Preparation of documents (as per list mentioned in clause 4.1.2 (b))	T + 4 weeks	30%
2.	Selection of clusters and Pilot implementation rollout (including outreach, getting forms filled and revision of documents based on pilot feedback)	Actual	40%
3.	Review / Monitoring Report	Actual	30%

*T = Date of go ahead for Phase II*

- i) Consultant to quote separate fee for Phase I and Phase II. For Financial evaluation the combined fee quoted will be considered.
- ii) The above payments shall be excluding GST. GST shall be paid extra as per applicable rates on submission of invoices.
- iii) The Consultant may also be required to attend meetings pertaining to milestone deliverables with MoPSW, Department of Fisheries, etc. in addition to meetings with SDCL.

#### 4.4 Methodology of Payment

Payment to the consultant will be made by SDCL after satisfactory completion of various deliverables.

## Form 5A: Technical Proposal Submission Form/Declaration

[Location, Date] To:

General Manager (Projects)  
Sagarmala Development Company Limited,  
1st Floor, Thapar House, Gate No. 2  
124, Janpath, New Delhi – 110001

**Subject: RFP dated January 2024 for Preparation of Detailed Project Report for Financing Scheme for Deep-sea Fishing Vessels (DSFVs)**

Dear Sir,

With reference to your RFP document dated ....., we, having examined all relevant documents and understood their contents, hereby submit our Proposal for selection. The Proposal is unconditional and unqualified.

We are submitting our Proposal as [sole applicant] [insert full name and address Consultant].

We understand you are not bound to accept any Proposal you receive.

If negotiations are held during the period of validity of the Proposal, i.e., before [date], we undertake to negotiate on the basis of the proposed staff. Our Proposal is binding upon us, subject only to the modifications resulting from negotiations in accordance with the RFP.

Further:

- (1) We acknowledge that SDCL will be relying on the information provided in the Proposal and the documents accompanying the Proposal for selection of the Consultant, and we certify that all information provided in the Proposal and in the supporting documents is true and correct, nothing has been omitted which renders such information misleading; and all documents accompanying such Proposal are true copies of their respective originals.
- (2) This statement is made for the express purpose of appointment as the Consultant for the aforesaid Assignment.
- (3) We shall make available to SDCL/Client any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
- (4) We acknowledge the right of SDCL/Client to reject our application without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
- (5) We certify that in the last 3 years, we/any of our Consortium Member have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
- (6) We declare that:
  - (a) We have examined and have no reservations to the RFP, including any Addendum/corrigendum issued by the Client;
  - (b) We do not have any conflict of interest in accordance with the terms of RFP
  - (c) We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice,

- as defined in the RFP document, in respect of any tender or request for proposal issued by or any agreement entered into with Client or any other public sector enterprise or any government, Central or State; and
- (d) We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
- (7) We understand that you may cancel the selection process at any time and that you are neither bound to accept any Proposal that you may receive nor to select the Consultant, without incurring any liability to the Applicants.
- (8) We certify that in regard to matters other than security and integrity of the country, we or any of our affiliates have not been convicted by a court of law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the Consultancy for the Assignment or which relates to a grave offence that outrages the moral sense of the community.
- (9) We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a court of law for any offence committed by us or by any of our affiliates. We further certify that we have not been barred by the central government, any state government, a statutory body or any public sector undertaking, as the case may be, from participating in any project or bid, and that any such bar, if any, does not subsist as on the date of this RFP.
- (10) We further certify that no investigation by a regulatory authority is pending either against us or against or against our CEO or any of our Directors / Managers
- (11) We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by Client in connection with the selection of Consultant or in connection with the selection process itself in respect of the above mentioned Assignment.
- (12) We agree and understand that the proposal is subject to the provisions of the RFP document. In no case, shall we have any claim or right of whatsoever nature if the consultancy for the Assignment is not awarded to us or our proposal is not opened or rejected.
- (13) We agree to keep this offer valid for one hundred eighty (180) days from the Proposal Due Date specified in the RFP.
- (14) A Power of Attorney in favor of the authorized signatory to sign and submit this Proposal and documents is attached herewith.
- (15) The Statement of Legal Capacity as per format provided, duly signed and stamped is enclosed.
- (16) Bid Security and RFP processing fee as provided in the RFP has been paid by us and we are enclosing the proof of the such payment.
- (17) In the event of our being selected as the Consultant, we agree to enter into a Contract in accordance with the contract prescribed in the RFP. We agree not to seek any changes in the aforesaid form and agree to abide by the same.



- (18) We have studied the RFP and all other documents carefully. We understand that except to the extent as expressly set forth in the Contract, we shall have no claim, right or title arising out of any documents or information provided to us by Client or in respect of any matter arising out of or concerning or relating to the selection process including the award of consultancy.
- (19) The Technical and Financial Proposal is being submitted. This Technical Proposal read with the Financial Proposal shall constitute the application which shall be binding on us.
- (20) We agree and undertake to abide by all the terms and conditions of the RFP Document.

We remain

Yours sincerely,

Authorized Signature [In full and initials]:

Name and Title of Signatory:

Name of Firm:

Address:

(Name and stamp of the Applicant/Member in Charge)



## Form 5B: General Information of Applicant

### Details of Applicant

**(1) Applicant**

- (a) Name:
- (b) Country of incorporation:
- (c) Address of the corporate headquarters and its branch office(s), if any, in India:

**(2) Brief Description of the Company including details of its main lines of Business**

**(3) Details of individual(s) who will serve as the point of contact/ communication for SDCL:**

- (a) Name:
- (b) Designation:
- (c) Company:
- (d) Address:
- (e) Telephone Number:
- (f) E-Mail Address:

**(4) Particulars of the Authorized Signatory of the Bidder:**

- (a) Name:
- (b) Designation:
- (c) Company:
- (d) Address:
- (e) Phone Number:
- (f) Email Address:

## Form 5C: Format of Technical Capacity (Eligible Assignments)

### Experience

[Using the format below, provide information on each assignment for which your firm, and each associate for this assignment, was legally contracted either individually as a corporate entity or as a Lead Member/Member in Charge of the major companies within an JV/consortium for carrying out consulting services similar to the ones requested under this assignment. In case of the contract jointly executed by the Applicant (as a part of consortium, the Applicants should further support his claim for the share of work done for that particular conduct by producing a certificate from Client or Statutory Auditors Certificate or self-certificate]

- Use Assignments with copy of proof of experience as required for meeting the minimum Eligibility criteria prescribed.
- Exhibit only those Assignments undertaken in the last ten (10) years preceding the Proposal Due Date.
- Assignment without the proof of experience will not be considered

Assignment Name:	Approx. value of the Contract (in INR in Crore)
Country: Location within country:	Duration of assignment (months):
Name of Client:	Total No. of staff-months of the assignment:
Address:	Approx. value of the services provided by your firm under the contract (in INR in Crore)
Start Date (Month/Year): Completion Date (Month/Year):	No: of professional staff months provided by associated Consultants:
Name of Lead Member: Name of Associated Consultants, If any	Name of senior professional staff of your firm involved and functions performed (indicate most significant profiles such as Project Director / Coordinator, Team Leader):
Narrative Description of Assignment:	
Description of actual services provided by your staff within the assignment:	

Firm's Name:

Authorized Signature:

Note:

For the purpose of evaluation of applicants , the exchange rate for USD or other currencies will be considered as the prevailing exchange rate on the date of completion of the assignment. .

Please limit the description of each project in two A4 size sheet of paper. Descriptions exceeding two A4 size sheet of paper shall not be considered for evaluation.

## Form 5D: Statutory Auditors certificate for Eligible Assignment

- Use the below format as proof for eligible assignment as per this RFP (where completion certificate is not available)

This is to certify that -----(Name of the Firm) (Registered Address) has completed the following projects and received the full Fee as per the work order/contract. Fees so received have been shown below against the respective projects.

S.N.	Name of Project	Name of Client	Start Date	End Date	Fee as per Work Order/Contract	Fee Received

Name of the Authorized Signatory

Designation:

Name of the Firm :-----

(Signature of the Statutory Auditor Seal of the Firm)

Note:-

a) This form shall be submitted on the letter head of the Statutory Auditor,

b) Applicant should provide the details of only those projects which are completed and against which the full fees has been received.

## Form 5E: Format of Financial Capacity

- Use the below format to exhibit Turnover figure for the past three (3) financial years only

S. No	Financial Year	Annual Turnover (in Rs. cr)
1	2020-21	
2	2021-22	
3	2022-23	

Note: The certificate of Annual Turnover is to be provided by the Applicant(s) from its respective Statutory Auditor.

### Certificate from the Statutory Auditor

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

Name of the Authorized Signatory

Designation:

Name of the Firm:-----

(Signature of the Statutory Auditor Seal of the Firm)

Note:-

**This form shall be submitted on the letter head of the Statutory Auditor**

## Form 5F: Format for Power of Attorney for Authorized representative

Know all men by these presents, We, .....(name of organization and address of the registered office) do hereby constitute, nominate, appoint and authorize Mr. / Ms .....son / daughter / wife and presently residing at ... who is presently employed with / retained by us and holding the position of....., ..... as our true and lawful attorney (hereinafter referred to as the "**Authorized Representative**"), with power to sub- delegate to any person, to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Proposal for and selection for the { *Assignment name* }, being undertaken by Sagarmala Development Company Limited (the "**Client**") including but not limited to signing and submission of all applications, proposals and other documents and writings, participating in ~~pre-proposal and other~~ conferences and providing information / responses to the Client, representing us in all matters before the Client, signing and execution of all contracts and undertakings consequent to acceptance of our proposal and generally dealing with the Client in all matters in connection with or relating to or arising out of our Proposal for the said Assignment and / or upon award thereof to us till the entering into of the Contract with the Client.

And, we do hereby agree to ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Authorized Representative pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Authorized Representative in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, .... THE ABOVE NAMED PRINCIPAL HAVE EXECUTED THIS POWER

OF ATTORNEY ON THIS ... DAY OF....., 20\*\*

For ...

(Signature, name, designation and address)

Witnesses:

- 1.
- 2.

Accepted

(Signature, name, designation and address of the Attorney)

Notes:

1. The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.
2. Wherever required, the Applicant should submit for verification the extract of the charter documents and other documents such as a resolution / power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant
3. For a Power of Attorney executed and issued overseas, the document will also have to be legalized by the Indian Embassy and notarized in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Applicants from countries that have signed The Hague Legislation Convention, 1961 are not required to be legalized by the Indian Embassy if it carries a conforming Apostille certificate.

## Form 5G: Team Composition

S.N.	Proposed Position	Name	Education Qualification	Professional Experience (Years)	Employment Profile		No. of Years of Experience in Eligible Assignment
					Name of Firm	Employed Period (From – To) (in DD / MM / YYYY)	
1							
2							
3							
4							
5							

## Form 5H: Curriculum Vitae (CV) for proposed Key Personnel

(with one page of summary of experience)

Limit each CV to 5 pages single-sided.

1	Proposed Position	only one candidate shall be nominated for each position			
2	Name of Firm	Insert name of firm proposing			
3	Name of Staff	[First] [Middle] [Surname]			
4	Date of Birth	[Day, Month, Year]	Nationality		
5	Education	Indicate college/university and other specialized education of staff member, giving names of institutions, qualifications obtained and year of passing			
6	Membership of Professional Organizations				
7	Training & Publications:	[Indicate significant training since education degrees (under 5) were obtained]			
8	Countries of Work Experience	List countries where staff has worked in the last ten years			
9	Languages	Language	Proficiency (good/ fair/ poor)		
			Speaking	Reading	Writing
		English			
		Language 2			
10	Employment Record [Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment, name of employing organization, positions held.]:	Name of Organization	Position Held	Duration	
				to Present	
11	Detailed Tasks Assigned				
12	Work Undertaken that Best Illustrates the Required Professional Experience	<p>[Among the assignments in which the Staff has been involved, indicate the</p> <p>Handle the Tasks Assigned</p> <p>following information for those assignments that best illustrates staff's professional experience as per the requirements of this RFP</p> <p>Name of assignment or project:</p> <p>Year:</p> <p>Location: Client:</p> <p>Relevant project features: [size in INR, details of eligible projects and services provided]</p>			



	Positions held: Activities performed:
--	--

**13. Certification:**

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes me, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

Date:

[Signature of staff member]

Day/Month/Year

Full name of staff: Date:





## Form 6A: Financial Proposal Submission Form

[Location] [Date]

To:

General Manager (Projects)

Sagarmala Development Company Limited

1st Floor, Thapar House, Gate No. 2, 124, Janpath, New Delhi – 110001

Dear Sir,

**Subject: RFP dated January 2024 for Preparation of Detailed Project Report for Financing Scheme for Deep-sea Fishing Vessels (DSFVs)**

We, the undersigned, offer to provide the services for [name of assignment] in accordance with your Request for Proposal dated [date] and our Proposal. Our attached Financial Proposal (excluding GST) is for the sum of [amount(s) in words and figures].

Our Financial Proposal shall be binding upon us subject to the modifications resulting from arithmetic correction, if any, up to expiration of the validity period of the Proposal, i.e. [date].

We undertake that, in competing for (and, if the award is made to us, in executing) the above contract, we will strictly observe the laws against fraud and corruption in force in India namely —Prevention of Corruption Act 1988.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature [In full and initials]:

Name and Title of Signatory:

Name of Firm and Address:

## Form 6B: Summary of Costs

### Summary of Cost (Amount in INR)

S No.	Phase	Amount in Figures	Amount in Words
1	Phase I: Preparation of Detailed project report	To be filled in e-tendering portal only	
2	Phase II: Implementation of Pilot Project		
	<b>TOTAL</b>		

Note:

1. Financial Proposal shall be submitted online only in excel format.
2. The quote is exclusive of GST. GST shall be paid extra as per applicable rates on submission of invoices.
3. In case of any discrepancy in the amount quoted in figures and words, the amount quoted in words shall be considered as quoted amount.
4. Our Financial Proposal shall be binding upon us subject to expiration of the validity period of the Proposal i.e. 180 days from the last date of submission of this Proposal.

## **7. Standard Forms of Contract**

### **CONTRACT FOR CONSULTANCY SERVICES FOR PREPARATION OF DETAILED PROJECT REPORT (DPR) FOR FINANCING SCHEME FOR DEEP-SEA FISHING VESSELS (DSFVS)”**

between

Sagarmala Development Company Limited (SDCL)

and

[Name of Consultants]/Lead Member

Dated:

## 7.1 Form of Contract

### Contract to undertake “Consultancy for Preparation of Detailed Project Report (DPR) for Financing Scheme for Deep-sea Fishing Vessels (DSFVs)”

This CONTRACT (hereinafter called the “**Contract**”) is made on the [Date in words] day of the month of \*month+ \*year in “yyyy” format, by and between

Sagarmala Development Company Limited, having its Registered Office at 1<sup>st</sup> Floor, Thapar House, Gate No. 2, 124, Janpath, New Delhi – 110001, India, hereinafter referred to as the “**Client**” which expression unless repugnant to context or meaning thereof shall include its successors, affiliates and assignees of the First Part.

and

\*Name of Consultants and registered address (hereinafter called the “**Consultant(s)**”) which expression unless repugnant to context or meaning thereof shall include its successors, affiliates, and assignees of the Second Part.

### WHEREAS

The Client vide Request of Proposal for the Appointment of Consultant for “**Consultancy for Preparation of Detailed Project Report (DPR) for Financing Scheme for Deep-sea Fishing Vessels (DSFVs)**” (hereinafter called the “**Consultancy**”) has requested the Consultants to provide certain consulting services as defined in the General Conditions attached to this Contract (hereinafter called the “**Services**”);

- (a) The consultant submitted its proposal for the aforesaid work, whereby the consultant represented to the Client that it had the required professional skill, personnel and technical resources, have agreed to provide the services on the terms and conditions set forth in this Contract.’
- (b) The Client, on acceptance of the aforesaid proposals of the Consultant, awarded the Consultancy to the Consultant vide its Letter of Award dated ----- (the “**LOA**”) and
- (c) In pursuance of the LOA, the parties hereto hereby agree as follows

NOW THEREFORE the parties hereto hereby agree as follows:

- (1) The following documents attached hereto shall be deemed to form an integral part of this Contract:

- (a) The General Conditions of Contract (hereinafter called “**GC**”);
- (b) The Special Conditions of Contract (hereinafter called “**SC**”);
- (c) The following Appendices:

- (i) Appendix A : Terms of reference containing, inter-alia, the Description of the Services and reporting requirements, (**reproduce Section-4 (ToR)**)
- (ii) Appendix B : Key Personnel, Task assignment, qualification requirements of key Personnel (**reproduce as per Form 5H submitted by the Applicant**)

- (iii) Appendix C : Cost Estimate (**reproduce Form 6B submitted by Applicant**)
  - (iv) Appendix D : “**Conformed Document**” which incorporates all the changes, modifications and results of the contract discussion, if required
  - (v) Appendix E : Copy of Letter of Award (**attached signed copy of Letter issued by Client**)
  - (vi) Appendix F : Copy of letter of Award/ acceptance by Consultant (**Attached signed and accepted copy of Letter of Award by Consultant**)
  - (vii) Appendix G : Copy of Bank Guarantee for Performance Security
  - (viii) Appendix H : Clarifications, if any
  - (ix) Appendix I : Hours of work for Consultant’s Personnel, if required
  - (x) Appendix J : Correspondence, if any undertaken
  - (xi) Appendix K : Signed and stamped copy of RFP and all corrigendum issued
- (2) The mutual rights and obligations of the Client and the Consultants shall be as set forth in the Contract; in particular:
- (a) The Consultants shall carry out the Services in accordance with the provisions of the Contract; and
  - (b) Client will make payments to the Consultants in accordance with the provisions of the Contract.
- (3) Priority of documents: The Parties expressly agree that in the event of any conflict, inconsistency or contradiction between any clauses forming part of the documents constituting the Contract, and more particularly mentioned in Clause 1 (of this contract) hereinabove, the documents shall be interpreted in the following order of precedence:
- (a) The provisions of this Contract shall override all provisions of other documents of the Contract.
  - (b) the provisions of the SC shall be subject to the Contract, but shall override all provisions of other documents comprising the Contract;
  - (c) the provisions of the GC shall be subject to the Contract SC, but shall take precedence over all other documents comprising the Contract; and
  - (d) the Appendices shall subject to each of the Contract, SC and the GC
  - (e) Any decision of the Client in relation to the priority of documents shall be final and binding upon the Consultant

IN WITNESS WHEREOF, the Parties hereto have caused this Contract to be signed in their respective names as of the day and year first above written.

FOR AND ON BEHALF OF Client  
[Signature] [Name] [Designation]



FOR AND ON BEHALF OF CONSULTANT  
[Signature] [Name] [Designation]

Witness:

1. [Signature, name and address]
2. [Signature, name and address]

## 8. General Conditions of Contract

### 8.1 General provisions

#### 8.1.1 Definitions

Unless the context otherwise requires, the following terms whenever used in this Contract have the following meanings:

- (a) **“Applicable Law”** means all laws, byelaws, rules, regulations, orders, ordinances, protocols, codes, guidelines, policies, notices, directions, judgments, decrees and any other instruments having the force of law in India as they may be issued and in force from time to time;
- (b) **“Affiliate”** means, with respect to any Party, any other entity that, directly or indirectly:
  - (a) Controls such Party; (b) is Controlled by such Party; (c) is Controlled by the same person who, directly or indirectly, Controls such Party; and **“Control”** with respect to any person, shall mean: (a) the possession, directly or indirectly, of the power to direct or cause the direction of the management and policies of such person whether through the ownership of voting share capital, by agreement or otherwise or the power to elect more than one-half of the directors, partners or other individuals exercising similar authority with respect to such person; (b) the possession, directly or indirectly, of a voting interest of more than 50%; and the terms **“Controlling”** and **“Controlled by”** shall be construed accordingly;
- (c) **“Client”** means the Party named in the Contract, who employs the Consultant;
- (d) **“Consultant” or “Consultants”** means the party named in the Contract, who is employed as an independent professional firm by the Client to perform the Services;
- (e) **“Contract”** means the Contract signed by the Parties, to which these General Conditions of Contract (GC) constitute a part, together with all other documents listed in this signed Contract;
- (f) **“Contract Price”** means the price to be paid for the performance of the Services;
- (g) **“GC”** means the General Conditions of Contract;
- (h) **“Government”** means the Government of Client’s country;
- (i) **“Local Currency”** means the currency of the Government;
- (j) **“Material Adverse Effect”** means material adverse effect on (a) the ability of the Consultant to observe and perform any of its rights and obligations under and in accordance with the provisions of this Agreement and/or (b) the legality, validity, binding nature or enforceability of this Agreement;
- (k) **Deleted**
- (l) **“Party”** means the Client or the Consultants, as the case may be, and Parties means both of them;
- (m) **“Performance Security”** shall mean the irrevocable and unconditional bank guarantee provided by the Consultant from a scheduled Indian bank as guarantee for the performance of its obligations in respect of the Contract;
- (n) **“Personnel”** means persons a full time employee of the Consultant or hired on contract by the Consultants and assigned to the performance of the Services or any part thereof;



- (o) **“Project”** means “name of assignment”;
  - (p) **“SC”** means the Special Conditions of Contract by which these General Conditions of the Contract may be amended or supplemented.
  - (q) **“Services”** means the work to be performed by the Consultants pursuant to this Contract as described in ToR;
  - (r) **“Sub Consultant”** means any employees appointed by the Consultant as an Expert, if any required in accordance with the provision of this Contract.
  - (s) **“Work Order”** means a specific directive or order to perform a defined scope for a defined duration and fee
  - (t) **“Corrupt Practice”** means the offering, giving, receiving or soliciting of anything of value to influence the action of a public official in the selection process or in contract execution.
  - (u) **“Fraudulent Practice”** means a misrepresentation of facts in order to influence a selection process or the execution of a contract to the detriment of the Client, and includes collusive practice among consultants (prior to or after submission of proposals) designed to establish prices at artificial non-competitive levels and to deprive the Client of the benefits of free and open competition.
- 8.1.2 **Law Governing Contract:** This Contract, its meaning and interpretation, and the relation between the Parties shall be governed by the Applicable Laws of India and shall be subject to the jurisdiction of the Courts at New Delhi.
- 8.1.3 **Language:** This Contract has been executed in the language specified in the SC, which shall be binding and controlling language for all matters relating to the meaning or interpretation of this Contract.
- 8.1.4 **Notices:** Any notice, request or consent made pursuant to the Contract shall be in writing and shall be deemed to have been made when delivered in person to an authorized representative of the Party to whom the communication is addressed, or when sent by registered mail, telex, email, telegram or facsimile to such Party at the address specified in the SC.
- 8.1.5 **Location:** The Services shall be performed at such locations, whether in Country or elsewhere, as the Client may approve.
- 8.1.6 **Authorized Representatives:** Any action required or permitted to be taken, and any document required or permitted to be executed, under this Contract by the Client or the Consultants may be taken or executed by the officials in the SC.
- 8.1.7 **Taxes and Duties:** Unless otherwise specified in the SC, the Consultants and their Personnel shall pay such taxes, duties, fees and other impositions as may be levied under the Applicable Law, the amount of which is deemed to have been included in the Contract Price.
- 8.1.7.1 The Client shall be entitled to deduct any Taxes required to be deducted at source under Applicable Law from any payments to be made by it to the Consultant.  
Further, in the event that the Client receives notification or assessment of any Taxes (whether as an agent, or in substitution of the Consultant or its Personnel, servants, agents or otherwise) in respect

of or arising out of the performance of the Consultant's obligations under this Contract which remain outstanding, the Client shall notify the Consultant of the same and the Consultant shall promptly take all necessary action for settlement and / or any other lawful disposal of such notification or assessment. Furthermore, the Consultant shall pay forthwith on demand to the Client all costs including fines and penalties, which the Client may incur as a result of:

- 8.1.7.1.1 the Client having been required by any governmental authority to pay any Taxes which the Consultant is liable to bear hereunder; or
- 8.1.7.1.2 any cost actually sustained by the Client for failure by the Consultant to pay any Taxes for which it is responsible under this Contract

8.1.8 **Interpretation:** In the Contract, unless the context otherwise requires

- 8.1.8.1 The singular includes the plural and vice versa and any word or expression defined in the singular shall have a corresponding meaning if used in the plural and vice versa. A reference to any gender includes the other gender.
- 8.1.8.2 A reference to any document, agreement, deed or other instrument (including, without limitation, references to the Contract), includes a reference to any document, agreement, deed or other instrument as may be varied, amended, supplemented, restated or replaced, from time to time.
- 8.1.8.3 A reference to any document, agreement, deed or other instrument (including, without limitation, references to the Contract), means a reference to such document, agreement, deed or other instrument and to all appendices, annexes, schedules and parts attached or relatable thereto, all of which shall form an integral part of such document, agreement, deed or other instrument, as the case may be.
- 8.1.8.4 A reference to any Applicable Law includes any amendment, modification, re- enactment or change in interpretation or applicability of such Law and a reference to any statutory body or authority includes a reference to any successor as to such of its functions as are relevant in the context in which the statutory body or authority was referred to
- 8.1.8.5 Where a word or phrase has a defined meaning, any other part of speech or grammatical form in respect of the word or phrase has a corresponding meaning.
- 8.1.8.6 The words "include" and "including" are to be construed without limitation. The terms "herein", "hereof", "hereto", "hereunder" and words of similar purport refer to the Contract as a whole. Where a wider construction is possible, the words "other" and "otherwise" shall not be construed ejusdem generis with any foregoing words.
- 8.1.8.7 In the Contract, headings are for the convenience of reference only and are not intended as complete or accurate descriptions of the content thereof and shall not be used to interpret the provisions of the Contract.
- 8.1.8.8 Any obligation not to do something shall be deemed to include an obligation not to suffer, permit or cause that thing to be done. An obligation to do something shall be deemed to include an obligation to cause that thing to be done.
- 8.1.8.9 The rule of interpretation which requires that a Contract be interpreted against the person or Party drafting it shall have no application in the case of this Contract.
- 8.1.8.10 References to a person (or to a word importing a person) shall be construed so as to include:
  - a) Individual, firm, partnership, trust, joint venture, company, corporation, body corporate, unincorporated body, association, organization, any government, or state or any agency of a government or state, or any local or municipal authority or other Governmental Authority (whether or not in each case having separate legal personality); b) That person's successors in title and assigns or transferees permitted in accordance with the terms of the Contract; and c) References to a person's representatives shall be to its officers, Personnel, legal or other professional advisors, subcontractors, agents, attorneys and other duly authorized representatives.

## 8.2 Deleted

### 8.3 Commencement, completion, modification and termination of contract

8.3.1 **Effectiveness of Contract:** This Contract shall come into effect on the date the Contract is signed by both Parties or such other date as may be stated in the SC.

8.3.2 **Commencement of Services:** The Consultants shall commence the Services from the 15th (fifteenth) day from the date of issuance of Letter of Award or as directed by the client.

8.3.3 **Expiration of Contract:** Unless terminated earlier pursuant to relevant clauses in this contract hereof, this Contract shall expire when Services have been completed and all payments have been made at the end of such time period after the Effective Date as shall be specified in the SC.

8.3.4 **Modification:** Modification of the terms and conditions of this Contract, including any modification of the scope of the Services or of the Contract Price, may only be made by written agreement between the Parties.

#### 8.3.5 Force Majeure

**Definition:** For the purposes of this Contract, “**Force Majeure**” means an event which is beyond the reasonable control of a Party, and which makes a Party’s performance of its obligations under the Contract impossible or so impractical to be considered impossible under the circumstances, and includes, but not limited to war, riots, civil disorder, earthquake, fire, explosion, storm, flood or other adverse weather conditions.

8.3.5.1 **No Breach of Contract:** The failure of a party to fulfil any of its obligations under the Contract shall not be considered to be a breach of, or default under this Contract insofar as such inability arises from an event of Force Majeure, provided that the Party affected by such an event:

- (a) has taken all precautions, due care, and reasonable alternative measures in order to carry out the terms and conditions of this Contract, and
- (b) has informed the other party as soon as possible about the occurrence of such an event.
- (c) the dates of commencement and estimated cessation of such event of Force Majeure; and
- (d) the manner in which the Force Majeure event(s) affects the Party’s obligation(s) under the Contract.

8.3.5.2 The Parties agree that neither Party shall be able to suspend nor excuse the non- performance of its obligations hereunder unless such Party has given the notice specified above.

**8.3.5.3 Extension of Time:** Any period within which a Party shall, pursuant to this Contract, complete any action or task, shall be extended for a period equal to the time during which such Party was unable to perform such action because of Force Majeure.

### 8.4 Termination of Contract

8.4.1 **By the client:** The Client may terminate this Contract, by not less than thirty (30) days written notice of termination to the Consultants, to be given after the occurrence of any of the events specified in this clause:

- (a) if the Consultants do not remedy a failure in the performance of their obligations under the Contract, within a period of fifteen (15) days, after being notified or within such further period as the Client may have subsequently approved in writing;
- (b) within thirty (30) days, if the Consultants become insolvent or bankrupt;

- (c) if, as the result of Force Majeure, the Consultants are unable to perform a material portion of the Services for a period of not less than thirty (30) days;
- (d) within thirty (30) days, if the Consultant fails to comply with any final decision reached as a result of arbitration proceedings pursuant to relevant clauses hereof;
- (e) within thirty (30) days, if the Consultant submits to the Client a false statement which has a material effect on the rights, obligations, or interests of the Client. If the Consultant places itself in position of conflict of interest or fails to disclose promptly any conflict of interest to the Client;
- (f) within thirty (30) days, if the Consultant, in the judgment of the Client has engaged in Corrupt or Fraudulent Practices in competing for or in executing the Contract;
- (g) if the Client, in its sole discretion and for any reason whatsoever, within a period of thirty (30) days decides to terminate this Contract.

8.4.2 **By the Consultants:** The Consultants may terminate this Contract, by not less than thirty (30) days written notice to the Client, such notice to be given after the occurrence of the events specified in this clause:

- (a) if the Client fails to pay any money due to the Consultants pursuant to this Contract and not subject to dispute pursuant to relevant clauses hereof within thirty (30) days after receiving written notice from the Consultants that such payment is overdue; or
- (b) if, as the result of Force Majeure, the Consultants are unable to perform a material portion of the Services for a period of not less than thirty (30) days.

8.4.3 **Cessation of Rights and Obligations:** Upon termination of this Contract pursuant to actual Termination, or upon expiration of this Contract pursuant to relevant clause hereof, all rights and obligations of the Parties hereunder shall cease, except (i) such rights and obligations as may have accrued on the date of termination or expiration, (ii) the obligation of confidentiality set forth in relevant clause hereof, (iii) the Consultant's obligation to permit inspection, copying and auditing of their accounts and records, (iv) the rights of indemnity of the Client specified in clause 8.13.2 and (v) any right which a Party may have under the Applicable Law.

8.4.4 **Cessation of Services:** Upon termination of this Contract by notice of either Party to the other pursuant to relevant clauses hereof, the Consultant shall, immediately upon dispatch or receipt of such notice, take all necessary steps to bring the Services to a close in a prompt and orderly manner and shall make every reasonable effort to keep expenditures for this purpose to a minimum. With respect to documents prepared by the Consultant and equipment and materials furnished by the Client, the Consultant shall hand over all project documents under procedure described in this contract.

8.4.5 **Payment upon termination:** Upon termination of this Contract, the Client will make the following payments to the Consultant:

- (a) Remuneration pursuant to relevant clauses for Services satisfactorily performed prior to the effective date of termination;
- (b) If the Contract is terminated pursuant to Clause 8.4.1 a), b), d), e) or f), the Consultant shall not be entitled to receive any agreed payments upon termination of the Contract. However, the Client may consider making payment for the part satisfactorily performed based on the

quantum merit as assessed by it, in its sole discretion, if such part is of economic utility to the Client. Under such circumstances, upon termination, the Client may forfeit the performance security provided by the Consultant and also impose liquidated damages as per the provisions of the relevant clauses of this Contract. The Consultant will be required to pay any such liquidated damages to Client within 30 days of termination date.

- (c) If the contract is terminated pursuant to Clause 8.4.2 (a), the Client will release the performance security after deducting any amount due to SDCL.

**8.4.6 Disputes about Events of Termination:** If either Party disputes Termination of the contract under relevant clauses hereof, such Party may, within thirty (30) days after receipt of notice of termination from the other Party, refer the matter to arbitration under relevant clauses hereof, and this Contract shall not be terminated on account of such event except in accordance with the terms of any resulting arbitral award.

## **8.5 Obligations of the Consultants**

**8.5.1 General:** The Consultants shall perform the Services and carry out their obligations hereunder with all due diligence, efficiency and economy, in accordance with generally accepted professional techniques and practices, and shall observe sound management practices, and employ appropriate advanced technology and safe methods. The Consultants shall always act, in respect of any matter relating to this Contract or to the Services, as faithful advisers to the Client, and shall always support and safeguard the Client's legitimate interests in any dealings with or third parties.

### **8.5.2 Conflict of interest**

**8.5.2.1** Any breach of an obligation under Clause 8.5.1 shall constitute a conflict of interest ("**Conflict of Interest**"). The Consultant shall comply with the provisions of Clause 8.5 and any breach of such an obligation shall constitute an event of default by the Consultant for the purposes of this Contract. The Consultant shall promptly disclose any Conflict of Interest to the Client. For the avoidance of doubt, the Consultant agrees that a disclosure of any Conflict of Interest shall not in any manner whatsoever be deemed to cure such Conflict of Interest.

**8.5.2.2 Consultants Not to Benefit from Commissions, Discounts, etc.:** The remuneration of the Consultants pursuant to relevant clauses hereof shall constitute the Consultant's sole remuneration in connection with this Contract or the Services, and the Consultants shall not accept for their own benefit any trade commission, discount or similar payment in connection with activities pursuant to this Contract or to the Services or in the discharge of their obligations under the Contract, and the Consultants shall use their best efforts to ensure that the Key Personnel similarly shall not receive any such additional remuneration.

**8.5.2.3 Consultants and Affiliates Not to Engage in Certain Activities:** The Consultants agree that, during the term of this Contract and after its termination, the Consultants and their affiliates, as well as any Sub-consultant and any of its affiliates, shall be disqualified from providing goods, works or services (other than the Services and any continuation thereof) for any project resulting from or closely related to the Services for the period of Two (2) years.

**8.5.2.4 Prohibition of Conflicting Activities:** Neither the Consultants nor their Sub-consultants nor the Personnel shall engage, either directly or indirectly, in any of the following activities:

- (a) during the term of this Contract, any business or professional activities which would conflict with the activities assigned to them under this Contract; and
- (b) after the termination of this Contract, such other activities as may be specified in the SC.



- 8.5.3 **Confidentiality:** The Consultants, their Sub-consultants, and the Personnel of either of them shall not, either during the term or within two (2) years after the expiration of this Contract, disclose any proprietary or confidential information relating to the Project, the Services, this Contract or the Client's business or operations without the prior written consent of the Client.
- 8.5.4 Subcontracting is not allowed in this Assignment
- 8.5.5 **Reporting Obligations:** The Consultants shall submit to the Client the reports and documents specified in TOR and within the periods set forth in this contract.
- 8.5.6 **Documents Prepared (to the extent applicable) by the Consultants to be the Property of the Client:** All documents including contracts, checklists, plans, designs, reports, and other documents submitted by the Consultants pursuant to this contract shall become and remain the property of the Client, and the Consultants shall, not later than upon termination or expiration of this Contract, deliver all such documents and software to the Client, together with a detailed inventory thereof. The Consultants may retain a copy of such documents and software. Restrictions about the future use of these documents and software, if any, shall be specified in the SC.
- 8.5.7 **Liability of the Consultants:** Subject to additional provisions, if any, set forth in the SC, the Consultants' liability under this Contract shall be as provided by the Applicable Law.
- 8.5.8 **All the insurance cover that are relevant in such studies shall be taken by the Consultant at its own cost.**
- 8.6 **Description of Personnel**
- 8.6.1 **Description of Personnel**
- 8.6.1.1 The titles agreed job descriptions, minimum qualifications and estimated periods of engagement in the carrying out of the Services of the Consultants are described in this contract. If additional work is required beyond the scope of the Services specified in ToR, the level of effort and / or staff assigned may be increased by agreement in writing between the Client and the Consultants, provided that any such increase shall not, except as otherwise agreed.
- 8.6.1.2 If required to comply with the provisions of this Contract, adjustments with respect to level of effort, staff assignments, time may be made by the Consultants by written notice to the Client, provided (i) that such adjustments shall not alter the originally estimated period of engagement, scope, qualifications of team or deliverables and (ii) that the aggregate of such adjustments shall not cause payments under this Contract to exceed the ceilings set forth in this Contract. Any other such adjustments shall only be made with the Client's prior written approval.
- 8.6.2 **Removal and / or Replacement of Personnel**
- (a) The Client does not encourage replacement of the Consultant by the Applicant unless it has been explicitly asked for by Client.
  - (b) If, however, due to some pressing needs, the firm proposes a replacement of Consultant during the assignment, the proposed Consultant shall have similar/ better profile as compared to the Consultant being replaced with regards to Academic Profile, Relevant Work Experience and Relevant Technical Expertise of the consultant being replaced.
  - (c) If a Consultant is being replaced, either by the Firm or on instructions of Client, the replacement of Consultant will have to be onboarded within 30 days with the consent of the Client.
  - (d) If the Client finds that any of the Personnel have (i) committed serious misconduct or has been charged with having committed a criminal action, or (ii) have reasonable cause to be

dissatisfied with the performance of any of the Personnel, then the Consultants shall, at the Client's written request specifying the grounds, therefore, forthwith provide as a replacement a person with similar/ better qualifications and experience acceptable to the Client.

- (e) Non-performing team members shall be replaced within 30 days of receiving notice from the Client.
- (f) For any of the Personnel provided as a replacement under Clauses 8.6.2 above, the rate of the contract along with other terms and conditions will remain the same.

## **8.7 Obligations of the client**

The Client will assist in providing available inputs/documents/data if any for executing this assignment. However, for avoidance of doubt, it is hereby clarified that under no circumstances it will not dilute the obligation of the Consultant with respect to the Assignment. The Consultant shall solely and wholly be responsible for conducting the assignment as per the terms of this contract.

## **8.8 Payments to the consultants**

8.8.1 The consultant will have to raise the invoice and submit supporting documents after satisfactory completion of the milestones as stipulated in the Terms of Reference.

8.8.2 Currency: The price is payable in local currency i.e. Indian Rupees.

## **8.9 Settlement of disputes**

8.9.1 **Amicable Settlement:** The Parties shall use their best efforts to settle amicably all disputes arising out of or in connection with this Contract or its interpretation.

8.9.2 **Disputes Settlement:** Any dispute between the Parties as to matters arising out of and relating to this Contract that cannot be settled amicably within thirty (30) days after receipt by one Party of the other Party's request for such amicable settlement may be submitted by either Party for settlement in accordance with the provision specified in the SC.

8.9.3 **Dispute Resolution:** In the event no amicable resolution or settlement is reached within a period of thirty (30) days from the date on which the above-mentioned dispute or difference arose, such dispute or difference shall be finally settled by arbitration. The arbitral tribunal shall consist of a sole arbitrator appointed by mutual agreement of the parties. In case of failure of the parties to mutually agree on the name of a sole arbitrator, the arbitral tribunal shall consist of three arbitrators. Each party shall appoint one arbitrator and the two arbitrators so appointed shall jointly appoint the third arbitrator. The seat of arbitration shall be New Delhi and the arbitration shall be conducted in the English language. The Arbitration and Conciliation Act, 1996 and subsequent Amendment, if any shall govern the arbitral proceedings. The award rendered by the arbitral tribunal shall be final and binding on the parties.

## **8.10 Responsibility for accuracy of project documents**

### **8.10.1 General, to the extent applicable to the Assignment**

- (a) The Consultant shall be responsible for accuracy of the Design, Drawings, estimate and all other details prepared by him as part of these services. The consultant shall indemnify the client against any inaccuracy in the work, which might surface during implementation of the project. The Consultant will also be responsible for correcting, at his own cost and risk, if required during the execution of the Services.
- (b) The Consultant shall be fully responsible for the accuracy of reports, plans and drawings. The Consultant shall indemnify the Client against any inaccuracy / deficiency in the



reports, designs and drawings noticed and the Client will bear no responsibility for the accuracy of the designs and drawings submitted by the Consultant.

#### **8.11 Liquidated damages and Time extension**

If the selected Consultant fails to complete the Assignment within the period specified under the contract, the consultant shall pay to the Client, fixed and agreed liquidated damages @ 1% of the contract fees for each week of delay or part thereof. The aggregate maximum of liquidated damages payable to the Client under this clause shall be subject to a maximum of 10% of the total contract fees.

If, however, due to some unavoidable circumstances the Consultant faces a delay in completion of the work, MD or Competent Authority of SDCL may consider providing an extension for a suitable duration on the request of the Consultant by giving proper justification for the desired extension. However, there shall be no change in the fee for such extensions.

#### **8.12 Representation, warranties and disclaimer**

8.12.1 The Consultant represents and warrants to the Client that:

- (a) it is duly organized, validly existing and in good standing under the applicable laws of its Country;
- (b) it has full power and authority to execute, deliver and perform its obligations under this Contract and to carry out the transactions contemplated hereby;
- (c) it has taken all necessary corporate and other action under Applicable Laws and its constitutional documents to authorize the execution, delivery and performance of this Contract;
- (d) it has the financial standing and capacity to undertake the Assignment;
- (e) this Contract constitutes its legal, valid and binding obligation enforceable against it in accordance with the terms hereof;
- (f) it is subject to laws of India with respect to this Contract and it hereby expressly and irrevocably waives any immunity in any jurisdiction in respect thereof;
- (g) there are no actions, suits, proceedings, or investigations pending or, to the Consultant's knowledge, threatened against it at law or in equity before any court or before any other judicial, quasi-judicial or other authority, the outcome of which may result in the breach of or constitute a default of the Consultant under this Contract or materially affect the discharge by the Consultant of its obligations under the Contract.
- (h) no representation or warranty by the Consultant contained herein or in any other document furnished by it to the Client contains or will contain any untrue statement of material fact or omits or will omit to state a material fact necessary to make such representation or warranty not misleading; and
- (i) no sums, in cash or kind, have been paid or will be paid, by or on behalf of the Consultant, to any person by way of fees, commission or otherwise for securing the Contract or for influencing or attempting to influence any officer or employee of the Client in connection therewith.

#### **8.13 Miscellaneous**

8.13.1 Assignment and Charges

- (a) The Contract shall not be assigned by the Consultant save and except with prior consent in writing of the Client, which the Client will be entitled to decline without assigning any reason whatsoever.

8.13.2 **Indemnity:** The Consultant agrees to indemnify and hold harmless the Client from and against any and all claims, actions, proceedings, lawsuits, demands, losses, liabilities, damages, fines or expenses (including interest, penalties, attorneys' fees and other costs of defence or investigation (i) related to or arising out of, whether directly or indirectly, (a) the breach by the Consultant of any obligations specified in relevant clauses hereof; (b) the alleged negligent, reckless or otherwise wrongful act or omission of the Consultant including professional negligence or misconduct of any nature whatsoever in relation to Services rendered to the Client; (c) any Services related to or rendered pursuant to the Contract (collectively "**Indemnified matter**"). As soon as reasonably practicable after the receipt by the Client of a notice of the commencement of any action by a third party, the Client will notify the Consultant of the commencement thereof; provided, however, that the omission so to notify shall not relieve the Consultant from any liability which it may have to the Client or the third party. The obligations to indemnify and hold harmless, or to contribute, with respect to losses, claims, actions, damages and liabilities relating to the Indemnified Matter shall survive until all claims for indemnification and / or contribution asserted shall survive and until their final resolution thereof. The foregoing provisions are in addition to any rights which the Client may have at common law, in equity or otherwise.

8.13.3 **Governing Law and Jurisdiction:** The Contract shall be construed and interpreted in accordance with and governed by the Applicable Law of India and subject to relevant clauses hereof and the SC, the Courts at New Delhi, India shall have jurisdiction over all matters arising out of or relating to the Contract.

8.13.4 **Waiver**

- (a) Waiver by either Party of any default by the other Party in the observance and performance of any provision of or obligations or under the Contract:
- (i) Shall not operate or be construed as a waiver of any other or subsequent default hereof or of other provisions or obligations under the Contract;
  - (ii) Shall not be effective unless it is in writing and executed by a duly authorized representative of such Party; and
  - (iii) Shall not affect the validity or enforceability of the Contract in any manner.
- (b) Neither the failure by either Party to insist on any occasion upon the performance of the terms, conditions and provisions of the Contract or any obligation hereunder nor time or other indulgence granted by a Party to the other Party shall be treated or deemed as waiver of such breach or acceptance or any variation or the relinquishment of any such right hereunder.

8.13.5 **Survival:** Termination of the Contract (a) shall not relieve the Consultant or the Client of any obligations hereunder which expressly or by implication survive Termination hereof, and (b) except as otherwise provided in any provision of the Contract expressly limiting the liability of either Party, shall not relieve either Party of any obligations or liabilities for loss or damage to the other Party arising out of or caused by acts or omissions of such Party prior to the effectiveness of such Termination or arising out of such Termination.

8.13.6 **Notices:** Unless otherwise stated, notices to be given under the Contract including but not limited to a notice of waiver of any term, breach of any term of the Contract and termination of the Contract,

shall be in writing and shall be given by hand delivery, recognized international courier, mail, telex or facsimile transmission and delivered or transmitted to the Parties at their respective addresses specified in the SC. The notices shall be deemed to have been made or delivered (i) in the case of any communication made by letter, when delivered by hand, by recognized international courier or by mail (registered, return receipt requested) at that address and (ii) in the case of any communication made through email, telex or facsimile, when transmitted properly addressed to such email, telex number or facsimile number.

- 8.13.7 Severability:** If for any reason whatever any provision of the Contract is or becomes invalid, illegal or unenforceable or is declared by any court of competent jurisdiction or any other instrumentality to be invalid, illegal or unenforceable, the validity, legality or enforceability of the remaining provisions shall not be affected in any manner, and the Parties will negotiate in good faith with a view to agreeing upon one or more provisions which may be substituted for such invalid, unenforceable or illegal provisions, as nearly as is practicable. Provided failure to agree upon any such provisions shall not be subject to dispute resolution under the Contract or otherwise.
- 8.13.8 No Partnership:** Nothing contained in the Contract shall be construed or interpreted as constituting a partnership between the Parties. Neither Party shall have any authority to bind the other in any manner whatsoever.
- 8.13.9 Language:** All notices required to be given under the Contract and all communications, documentation and proceedings which are in any way relevant to the Contract shall be in the language specified in the SC.
- 8.13.10 Exclusion of Implied Warranties etc.:** The Contract expressly excludes any warranty, condition or other undertaking implied at law or by custom or otherwise arising out of any other agreement between the Parties or any representation by any Party not contained in the Contract.
- 8.13.11 Counterparts:** The Contract may be executed in two counterparts, each of which when executed and delivered shall constitute an original of the Contract.

## 9. Special Conditions of Contract

The Special Conditions (SC) of contract contains number of amendments and supplements to clauses in the General Conditions of the Contract.

### 8.1.1 f) The contract price payable in Indian Rupees is ----- (excluding GST)

#### 8.1.1 m) Performance Security

The Consultant shall prior to the Effective Date and as a condition precedent to its entitlement to payment under this Contract, provide to the Client a legal, valid and enforceable Performance Security in the form of an unconditional and irrevocable bank guarantee as security for the performance by the Consultant of its obligations under this Contract, in the form set out in this contract, in an amount equal 3 (three) percent of the Cost of Financial Proposal under this Assignment. Further, in the event the term of this Contract is extended, the Consultant shall at least fifteen (15) days prior to the commencement of every Subsequent Year or at least thirty (30) days prior to the date of expiry of the then existing bank guarantee, whichever is earlier, provide an unconditional and irrevocable bank guarantee as Performance Security for an amount equivalent to 3 (three) percent of the Cost of Financial Proposal under this Assignment.

The Performance Security shall be obtained from a scheduled commercial Indian bank, in compliance with Applicable Laws (including, in case the Consultant is a non-resident, in compliance with applicable foreign exchange laws and regulations). {In the event the Consultant is a joint venture consortium, the Performance Security may be provided by any Member, provided that such Performance Security shall mention the details of this Contract and the other Members}

The Performance Security shall be extended accordingly such that the Performance Security remains valid until the expiry of a period of 90 (Ninety) Days from the date of completion of the project under this Contract. If the Client shall not have received an extended / replacement Performance Security in accordance with this clause at least thirty (30) days prior to the date of expiry of the then existing Performance Security, the Client shall be entitled to draw the full amount of the bank guarantee then available for drawing and retain the same by way of security for the performance by the Consultant of its obligations under this Contract until such time as the Client shall receive such an extended / replacement Performance Security whereupon, subject to the terms of this Contract, the Client will refund to the Consultant the full amount of the bank guarantee, unless the Client has drawn upon the Performance Security in accordance with the provisions of this Contract, in which case only the balance amount remaining will be returned to the Consultant; provided that the Client will not be liable to pay any interest on such balance. The Client will return the bank guarantee provided as Performance Security to the issuer thereof for cancellation promptly upon receipt of any extension/ replacement thereof. Subject to satisfactory completion of all deliverables under this Contract, the Performance Security will, subject to any drawdowns by the Client in accordance with the provisions hereof, be released by the Client within a period of 90 (Ninety) Days after the completion of all the Services and all payments been made at the end by the client as per Clause 4.3.

The Client shall have the right to claim under the Performance Security and appropriate the proceeds if any of the following occur:

- a) the Consultant becomes liable to pay liquidated damages;
- b) occurrence of any of the events listed in sub-clauses (a), (b), (d), (e) and (f) of Clause 8.4.1 of the GCC;
- c) any material breach of the terms hereof; and/or

- d) without prejudice to paragraph above, the Consultant fails to extend the validity of the Performance Security or provide a replacement Performance Security in accordance with the provisions of this Contract.
- 8.1.3 The language is English.
- 8.1.4 The client address is [name, designation, telephone, email, facsimile, address].
- 8.1.4 The consultant address is [name, designation, telephone, email, facsimile, address].
- 8.1.5 The Authorized Representative for the client is [name, designation].
- 8.1.6 The Authorized Representative for the consultant is [name, designation].
- 8.1.7 For domestic consultants / personnel and foreign consultants / personnel who are permanent residents in India The Consultants and the personnel shall pay the taxes, duties, fees, levies/expenses and other impositions levied under the existing, amended or enacted laws during life of this contract and the Client will perform such duties in regard to the deduction of such tax as may be lawfully imposed. The Consultant will be paid by the Client only GST over and above the Consultancy fee. All other applicable taxes, levies, duties, etc., if any, shall be borne by Consultant.
- 8.3.1 The date on which this Contract will come into effect is [date].
- 8.5.7 Limitation of the Consultant's Liability towards the Client
- a) Except in case of negligence or willful misconduct on the part of the Consultants or on the part of any person or firm acting on behalf of the Consultants in carrying out the Services, the Consultants, with respect to damage caused by the Consultants to the Client's property, shall not be liable to the Client:
- i) for any indirect or consequential loss or damage; and
- ii) For any direct loss or damage that exceeds (i) the total payments for Professional Fees and Reimbursable Expenditure made or expected to be made to the Consultants hereunder, or (ii) the proceeds the Consultants may be entitled to receive from any insurance maintained by the consultants to cover such a liability, whichever of (i) or (ii) is higher.
- b) This limitation of liability shall not affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultants or any person or firm acting on behalf of the Consultants in carrying out the Services.
- 8.8 Client will try to release the payment within 30 days of receipt of the invoice and within 60 days in the case of the final payment.
- 8.9 Dispute settlement:** If any dispute or difference of any kind whatsoever arises between the parties in connection with or arising out of or relating to or under this Contract, the parties shall promptly and in good faith negotiate with a view to its amicable resolution and settlement. In the event no amicable resolution or settlement is reached within a period of thirty (30) days from the date on which the above- mentioned dispute or difference arose, such dispute or difference shall be finally settled by arbitration. The arbitral tribunal shall consist of a sole arbitrator appointed by mutual agreement of the parties. In case of failure of the parties to mutually agree on the name of a sole arbitrator, the arbitral tribunal shall consist of three arbitrators. Each party shall appoint one arbitrator and the two arbitrators so appointed shall jointly appoint the third arbitrator. The seat of

arbitration shall be New Delhi and the arbitration shall be conducted in the English language. The Arbitration and Conciliation Act, 1996 and subsequent Amendment, if any shall govern the arbitral proceedings. The award rendered by the arbitral tribunal shall be final and binding on the parties.

- 8.11 Liquidated damages: If the Consultant fails to complete the Assignment, within the Timeline specified under the TOR clause 4.3.1 sr. no.(6), the consultant shall pay to the Client, fixed, and agreed liquidated damages @ 1% of the contract fees for each week of delay or part thereof. The aggregate maximum of liquidated damages payable to the Client under this clause shall be subject to a maximum of 10% of the total contract fees.

**APPENDIX I: Format of Bank Guarantee for Performance Security**

(To be stamped in accordance with Stamp Act if any, of the country for issuing bank)

Ref.:

Bank

Guarantee: Date:

Dear Sir,

In consideration of Sagarmala Development Company Limited (hereinafter referred as the “**Client**”, which expression shall, unless repugnant to the context of meaning thereof include its successors, administrators and assigns) having awarded to M/s [name of consultant] a [type of company], established under laws of [country] and having its registered office at <address> (hereinafter referred to as the “**Consultant**” which expression shall unless repugnant to the context or meaning thereof, include its successors, administrators, executors and permitted assigns), an Assignment for preparation of [name of assignment] Contract by issue of Client’s Contract Letter of Award No. <reference> dated [date] and the same having been unequivocally accepted by the Consultant, resulting in a Contract valued at INR [amount in figures and words] for (Scope of Work) (hereinafter called the “**Contract**”) and the Consultant having agreed to furnish a Bank Guarantee amounting to INR [amount in figures and words] to the Client for performance of the said Agreement.

We [Name of Bank] incorporated under [law and country] having its Head Office at [address] (hereinafter referred to as the Bank), which expression shall, unless repugnant to the context or meaning thereof, include its successors, administrators executors and assigns) do hereby guarantee and undertake to pay the Client immediately on demand an or, all monies payable by the Consultant to the extent of INR [amount in figure and words] as aforesaid at any time up to [date] without any demur, reservation, contest, recourse or protest and/ or without any reference to the Consultant. Any such demand made by the Client on the Bank shall be conclusive and binding notwithstanding any difference between the Client and the Consultant or any dispute pending before any Court, Tribunal, Arbitrator or any other authority.

We agree that the Guarantee herein contained shall be irrevocable and shall continue to be enforceable until the Client discharges this guarantee.

The Client shall have the fullest liberty without affecting in any way the liability of the Bank under this Guarantee, from time to time to vary the advance or to extend the time for performance of the Contract by the Consultant nor shall the responsibility of the bank be affected by any variations in the terms and conditions of the contract or other documents. The Client shall have the fullest liberty without affecting this guarantee, to postpone from time to time the exercise of any powers vested in them or of any right which they might have against the Client and to exercise the same at any time in any manner, and either to enforce or to forbear to enforce any covenants, contained or implied, in the Contract between the Client and the Consultant any other course or remedy or security available to the client. The Bank shall not be relieved of its obligations under these presents by any exercise by the Client of its liberty with reference to the matters aforesaid or any of them or by reason of any other act or forbearance or other acts of omission or commission on the part of the Client or any other indulgence shown by the Client or by any other matter or thing whatsoever which under law would but for this provision have the effect of relieving the Bank.

The Bank also agrees that the Client at its option shall be entitled to enforce this Guarantee against the Bank as a principal debtor, in the first instance without proceeding against the Consultant and notwithstanding any security or other guarantee that the client may have in relation to the Consultant’s liabilities.

This Guarantee shall be irrevocable and shall remain in full force and effect until discharge by the Bank of all its obligations hereunder. This Guarantee shall not be affected by any change in the constitution or



winding up of the Consultant / the Bank or any absorption, merger or amalgamation of the Consultant / the bank with any other Person.

Notwithstanding anything contained herein above our liability under this guarantee is limited to INR [amount in figure and words] and it shall remain in force up to and including [date] and shall extend from time to time for such period(s) (not exceeding one year), as may be desired by M/s [name of consultant] on whose behalf this guarantee has been given. Date this [date in words] day <month> of <year> in ('yyyy' format) at <place>.

#### WITNESS

1. [signature, name and address]

2. [signature, name and address]

[Official Address] Designation

[With Bank Stamp]

Attorney as Per Power of Attorney No.

Dated

Strike out, whichever is not applicable.

The date will be fixed as indicated in S.C.C.

The stamp papers of appropriate value shall be purchased in the name of bank which issues the “**Bank Guarantee**”. The bank guarantee shall be issued either by a bank (Nationalized / Scheduled) located in India or a foreign bank through a correspondent bank (scheduled) located in India or directly by a foreign bank which has been determined in advance to be acceptable to the Client.