

SYAMA PRASAD MOOKERJEE PORT, KOLKATA

NOTICE Inviting Expression of Interest (Online mode only)

Subject: Expression of Interest (EOI) from Potential Developers or Consortium of Developers for Designing, Development, Implementation and Maintenance of Online Platform for Coastal Shipping

In order to promote Coastal Shipping and increase the modal share of water transport, Syama Prasad Mookerjee Port, Kolkata (SMP Kolkata) invites 'Expression of Interest' (EOI) from eligible developers on their own or in consortium to establish an online platform (eMarketplace) dedicated to coastal shipping. The EOI document can be downloaded from SMP Kolkata's website www.kolkataporttrust.gov.in.

1. Scope of Work:

Design, development, implementation and maintenance of a modern, innovative, user friendly and secured online platform for Coastal Shipping Ecosystem which should have the following operational facilities:

- a) Application Page for Stakeholders to apply for Coastal Movement through SMP, Kolkata
- b) Registration Request Page for new service providers putting up application for SMP Kolkata's approval
- c) Module for Cargo Aggregation
- d) Visibility of cargo available for coastal movement
- e) Visibility of vessels available for coastal movement
- f) Matchmaking of demand with supply i.e. cargo with vessel
- g) Facility for conducting multiple freight discoveries simultaneously (for inland and ocean freight)
- h) Online transactions and communications between users
- i) Tracking of transactions/cargo movement
- j) Facility to add value added services
- k) Secured online payment window
- l) Facility to send e-mail/SMS to stakeholders in relation to various transactions.
- m) Reconciled MIS data and report to SMP, Kolkata and concerned users. Apart from this, the service provider should be in a position to provide any information /data/MIS to the Port as and when required in the desired format.
- n) Online reports and analytics after completion of each shipment.
- o) Facility for integrating the platform with third party systems (PCS, Icegate, NLP etc.), if required.

2. EOI document download start:

From 23/11/2020 to the last date of EOI submission. EOI document is not to be sent by post/courier & no hard copies will be made available. Interested parties may download the document from the website.

3. Last date of online submission of EOI:

On or before 14/12/2020 upto 16:00 hrs online on Central Procurement Portal of Government of India.

4. Date of Opening of EOI:

On 15/12/2020 at 14:30 hrs at Subhash Bhawan, office of SMP, Kolkata.

Sd/
Traffic Manager
Kolkata Dock System
Syama Prasad Mookerjee Port, Kolkata

A. Objective of EOI

Ministry of Ports, Shipping and Waterways, Government of India is focusing on improving the water transport in the country. Compared to other modes, waterway transportation is considered to be cost-effective, sustainable and environment friendly mode of movement. In the past few years, several initiatives have been taken to promote coastal shipping such as priority berthing, discount on vessel and cargo related etc.

However, the country has not realized the full potential of its 7,500 km coastline. With only 6.4% modal share of water transport, India's transport modal share is relatively more skewed towards road and rail. Some of the major issues faced by coastal shipping are highlighted below.

- Absence of integrated service providers leading to high cost due to first/last mile transportation and handling
- Unavailability of return cargo leading to vessel empty return, impacting the viability of coastal shipping
- Smaller parcel size of individual players and lack of agglomeration leading to unutilized ship capacity
- Limited availability of vessels leading to high vessel cost impacting the viability
- Process digitization and standardization across ports
- Lack of awareness about coastal shipping doesn't enable a level playing field for coastal shipping with other modes of transport, including inland waterways

As per the study conducted by Ministry of Shipping, there is a cargo potential of 250 MTPA across India via coastal shipping by year 2025. To realize the vast potential of coastal shipping sector, a more focused approach is required to address the key issues that are preventing the growth of coastal shipping in the country.

In view of the issues mentioned in the above section, there is a need of integrated online platform which could provide visibility of backward/forward supply-chain linkages, increase transparency and digitize the coastal shipping activities. Such platforms, also known as e-Marketplace, have been implemented across other sectors and it may be useful to develop an online platform for coastal shipping also.

Broad objectives of online platform for Coastal Shipping are stated below: -

- Bring all stakeholders into one ecosystem, matching demand and supply
- Increase visibility of Coastal Shipping to encourage modal shift
- Cargo aggregation of individual players
- Onboarding first/last mile transport options
- Increase visibility of available Cargo and Tonnage
- Enable stakeholders to apply for feasibility study against their current mode
- Application under Coastal Cargo / Tonnage Promotion Policy
- Online Rate Discovery through Freight Auctions

- Freight Forwarder / Cargo Consolidator Empanelment
- Online dashboard for Coastal Shipping Circulars, upcoming projects
- Creating a data bank containing real time information on coastal cargo movements
- Seamless information flow
- Create a win-win situation for whole ecosystem

B. Coastal Shipping at SMP Kolkata

In year 2019-20, approximately 3.5 MMT cargo was exported from SMP Kolkata through coastal shipping. Thermal coal, Iron ore fines, High Speed Diesel and Furnace Oil are among the major bulk commodities. In addition to this, the Port also exported ~26,000 TEUs through coastal movements.

C. Respondent's Profile and Experience

- The respondent should have successfully created and run an online platform in Logistics or Shipping sector.
- The respondent shall have good knowledge of shipping process of bulk, break-bulk and containerised cargo and be familiar with Port Operations, CFS Operations and Customs procedures.
- The respondent shall submit the business plan along with Annexure - I mentioning the details related to profile and experience.

D. Responsibilities of the Respondent

1. The Respondent shall indemnify SMP Kolkata against any accident, damage / theft of the cargo.
2. The Respondent shall also indemnify SMP Kolkata from any payments due to be paid to the service providers, engaged by the Respondent.
3. Entire responsibility for successful running the online platform lies with the Respondent. SMP Kolkata will be acting just as facilitator.
4. Respondent shall be responsible for marketing of the solution and ensuring the usage by stakeholders/users for sustainability of the project.

E. Clarification Meeting

A clarification meeting is scheduled at 1430 hrs. on 30/11/2020 through online mode (<https://meet.google.com/ydr-bjgh-cge>). All the prospective Respondents are requested to send their queries to the below mentioned email IDs. Any modification in the terms and conditions of EOI document which may become necessary as a result of the queries from the respondents shall be made exclusively through the issuance of an addendum. The notification declaring addendum, if any shall be published only on website / e-procurement portal.

The email IDs for sending pre-bid queries:

- tm@kolkataprtrust.gov.in
- prashant@kolkataporttrust.gov.in

Request for clarification should be emailed by an official authorized by the respondent to above mentioned email IDs only in the format given below:

Sl. No.	Page No	Clause No	Description in EOI	Clarification sought	Additional Remark (if any)

All e-mail communications should mention the subject as “Expression of Interest (EOI) from Potential Developers of Consortium of Developers for Designing, Development, Implementation and Maintenance of Online Platform for Coastal Shipping”.

F. Concept discussion with Respondents

The interested applicants, post submission of EOI, are welcomed to explain SMP, Kolkata on the proposal submitted by them by way of Presentation of the concept submitted to Port Officials. The concept discussion meeting shall be conducted from 16/12/2020 to 17/12/2020 through Video Conferencing.

Information and Documents to be submitted by the Respondent

1. Applicant Details:

Sl. No.	Description	Detail
1	Name of the Principal firm submitting the proposal	Attach Photocopy of Certificate of Registration along with a one page writeup or brochure of the company.
2	Legal Status of the firm	Individual Company/ Partnership Company/ Joint Venture Company/ Trust/ Others
3	Registered Address, Telephone No, email ID, Website	
4	Contact Person, Designation and Address including contact no. and email ID.	
5	Organizational Profile (attach relevant supporting documents)	
(a)	Existing Business Activities	
(b)	Names of Directors of the Board and Chairman / CEO, their nationality, if applicable	
6	Financial Capability (For Past Three Completed Financial Years) (To be supported by audited financial statements)	
(a)	Net Worth	
(b)	Net Cash Accruals	
7	Do you intend to tie-up with a consortium partner for the project (If yes, please specify the details of the partner)	
8	Technical Experience of the firm	Please provide the completed project details including Name of Work, Project Experience (To be supported by relevant documentary evidences)