



भारत सरकार / GOVERNMENT OF INDIA
पत्तन, पोत परिवहन और जलमार्ग मंत्रालय
MINISTRY OF PORTS, SHIPPING AND WATERWAYS

नौवहन महानिदेशालय, मुंबई
DIRECTORATE GENERAL OF SHIPPING, MUMBAI

F. No. 22-38/7/2024-PER-DGS (C. No. 28868)

Date: 01.07.2024

CORRIGENDUM No. 1 to Tender Notice No. 2024_DGS 809539_1

Sub: Request for Expression of Interest (REOI) for Engagement of a consulting firm for SEED (Strategic Engagement, Evaluation and Execution for D.G.Shipping, GoI – reg.

Kind attention is invited to the Tender Notice No. 2024_DGS 809539_1 dated 31.05.2024 on the above subject.

All pre-bid queries raised by the bidders have been examined and their responses have been approved by the Competent Authority and attached herewith in the form of pre-bid clarifications and corrigendum. This Corrigendum-1 will be treated as part and parcel of the REOI.

Yours faithfully,

(Ash Mohamad)

Deputy Director General of Shipping (Pers.)

Email ID: amohd-dgs@nic.in

9वीं मंज़िल, बीटा बिल्डिंग, आई थिंक टेक्नो कैम्पस, कांजुर गाँव रोड, कांजुरमार्ग (पूर्व) मुंबई- 400042

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CORRIGENDUM No. 1 To Tender Notice No. 2024_DGS 809539_1

Sr. No.	REOI document reference (page no. and section no.)	Existing provisions in REOI	Revised provisions in REOI
1.	EC-9, Pg 12	<p>At least two consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of Rs 10 crores at least.</p> <p>At least one consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of more than 10 crores at least.</p>	<p>At least two consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of Rs 10 crores at least, <u>in last 4 financial years</u>".</p>
2.	Pg 42, Form 2: Qualification Criteria – Compliance (Ref Section III: Qualification Criteria) (Along with supporting documents, if any)	<p>Project Lead</p> <p>Experience in Management consulting with Govt. and Public sector clients >=4 Projects - 4 marks 2 or 3 Projects -3 marks <=2 Projects - 2 marks</p> <p>Experience as team lead in e-Governance, public procurement projects in last 3 years >=4 Projects - 3 marks 2 or 3 Projects - 2 marks <=2 Projects - 1 marks</p> <p>Experience in policy formulation and execution of projects with Government and Public Sector clients >=4 Projects - 3 marks 2 or 3 Projects -2 marks <=2 Projects - 1 marks</p>	<p>Project Lead</p> <p>Experience in Management consulting with Govt. and Public sector clients >=4 Projects - 4 marks 2 or 3 Projects -3 marks <=2 Projects - 2 marks</p> <p>Experience as team lead in e-Governance, public procurement, projects in <u>the last 4 years</u> >=4 Projects - 3 marks 2 or 3 Projects - 2 marks <=2 Projects - 1 marks</p> <p>Experience in policy formulation and execution of projects with Government and Public Sector clients >=4 Projects - 3 marks 2 or 3 Projects -2 marks <=2 Projects - 1 marks</p>

Pre-bid Queries response To Tender Notice No. 2024_DGS 809539_1

Sr. No.	REOI document reference (page no. and section no.)	Content of REOI requiring clarification	Points of clarification	Clarification
1	Page 12, EC9	At least two consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of Rs 10 crores at least	<p>Considering the requirements is for Consulting assignments of higher values, it is suggested to consider the on-going assignments also.</p> <p>Request you to amend as below:</p> <p>- at least two consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed/on-going with the Government of India or any other state Government of net worth of Rs 10 crores at least.</p>	No change.
2	Pg 10, EC5	Net Worth The net worth for past three years (FY2021-22, 22-23, 23-24) of the consulting firm should not be negative	<p>As the 2023-24 audit is under process the financial details will not be available for FY 2023-24.</p> <p>Hence, request you to consider net worth figures of FY 2020-21, 2021-22 and 2022-23 as last three financial years</p>	Accepted.
3	EC-9, Pg 12	At least two consulting assignment in the nature of specialized consultancy services	Both points are same.	The first Para with below modification as in bold letters only

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		<p>with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of Rs 10 crores at least</p> <p>At least one consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of more than 10 crores at least</p>	Please clarify.	<p>retained:</p> <p>“At least two consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of Rs 10 crores at least, in last 4 financial years”.</p> <p>Corrigendum may be seen</p>
4	Pg 13, EC-10	<p>General qualifications and number of key staff</p> <p>The responding entity should have 10 (ten) consulting services experience with lead resources who have headed project assignments for similar assignments or other specific consulting assignments with professional qualifications in the area of domain engagement of policy support, analysis etc. The experience of such professional resources should be at least 8</p>	Request you to please clarify the expected document required from the bidder.	Self-certified document is required for qualification from bidder/respondent.

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Sr. No.	REOI document reference (page no. and section no.)	Content of REOI requiring clarification	Points of clarification	Clarification
		years and above in such lead assignments.		
5	Pg 14, Form 2, Qualification Criteria	<p>Project Lead:</p> <p>MBA from a top 30 management national institutes as per NFIR, MOE or reputed global institutes</p> <p>or</p> <p>Postgraduate in Public Policy from top 30</p>	<p>The scope requires expertise in Maritime/Ports/ Logistics/Public Policy Formulation/ Public Procurement as the key areas of engagement mentioned in REOI for DG Shipping.</p> <p>NIRF rankings, although might be an initiative of the Ministry of Education, GoI, does not adequately rank specialized universities, specially in the maritime industry. We request you to also consider universities which specialize in the maritime industry.</p> <p>Hence, we request you to amend this clause as follows: Project Lead</p> <p>Master's degree in management/public policy/planning/engineering/equivalent master's degree in the maritime/logistics from a reputed institute.</p> <p>Consultant 1, Consultant 2... Consultant 14</p> <p>MBA/B.E/B.Tech/MCA/M.Tech/LLB/LLM/P</p>	<p>No Change.</p> <p>The Directorate is already having in-house maritime domain expertise in Nautical, Engineering, Naval Architecture and Legal spheres. Therefore, expertise in these areas is not mandatory.</p> <p>Experience is preferable for Lead Resource.</p>

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Sr. No.	REOI document reference (page no. and section no.)	Content of REOI requiring clarification	Points of clarification	Clarification
		national institutes as per NFIR, MOE or reputed global institutes Consultant 1, Consultant 2... Consultant 14: MBA/ B.E/B.Tech/MCA/M.Tech/ from top 30 institutes as per NFIR, MOE or reputed global institutes	laning/Public Policy/relevant Maritime degree from a reputed institute.	
6	Pg 23, Section II: Appendix	8.0 About RFP that would followRFP to be issued - Yes. Open tender/Closed tender be decided	It is suggested that the RFP shall be issued to only qualified/eligible shortlisted bidders at EOI stage.	It will be subject to decision of Competent Authority.
7	Pg 32, Section IV TOR Point 2 – Purpose & Scope	Detailed Scope of Work and Timelines Length and duration of the assignment: the initial period of assignment is for one year (12 months) and extendable to another 1 + 1 year (another 24 months) depending on the proper assessment and the justification for the continuation of the resources.	As a standard practice, it is requested to kindly consider an escalation of 5% per annum on the Man-Month Rate during extension of assignment.	Accepted in-principle. However, this is to be finalized at RFP stage.
8	Pg 34, Section IV TOR Point 6	Payment to consultant against deliverables Payment to the consultancy firm as a service provider shall be made on quarterly basis on acquiring satisfactory feedback on teams' performance report.	Considering the project requires physical deployment of 15 resources at DGS, it is requested that the payment to be made on monthly basis. Payment to the consultancy firm as a service provider shall be made on monthly basis on	No change.

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Sr. No.	REOI document reference (page no. and section no.)	Content of REOI requiring clarification	Points of clarification	Clarification
			acquiring satisfactory feedback on teams' performance report	
9	Pg 42, Form 2: Qualification Criteria – Compliance (Ref Section III: Qualification Criteria) (Along with supporting documents, if any)	<p>Project Lead</p> <p>Experience in Management consulting with Govt. and Public sector clients >=4 Projects - 4 marks 2 or 3 Projects -3 marks <=2 Projects - 2 marks</p> <p>Experience as team lead in e-Governance, public procurement projects in last 3 years >=4 Projects - 3 marks 2 or 3 Projects - 2 marks <=2 Projects - 1 marks</p> <p>Experience in policy formulation and execution of projects with Government and Public Sector clients >=4 Projects - 3 marks 2 or 3 Projects -2 marks <=2 Projects - 1 marks</p>	<p>Experience in maritime sector shall be a pre-requisite for Project Lead. Moreover, some projects will fall under more than 1 category. Also, some projects will be of long term in nature, spanning more than 1-2 years. Hence, the same shall be taken into consideration and it is requested to amend the clause as follows:</p> <p>Project Lead</p> <p>Experience in Management consulting with Govt. and Public sector clients >=4 Projects - 4 marks 2 or 3 Projects -3 marks <=2 Projects - 2 marks</p> <p>Experience as team lead in e-Governance, public procurement, maritime, logistics, and infrastructure projects in the last 5 years >=3 Projects - 3 marks 2 Projects - 2 marks <=2 Projects - 1 marks</p> <p>Experience in policy formulation and execution of projects with Government and Public Sector clients</p>	<p>The modification as below in bold letters i.e. 4 years and not 5 years is accepted:</p> <p>“Experience as team lead in e-Governance, public procurement projects in last 4 years >=4 Projects - 3 marks 2 or 3 Projects - 2 marks <=2 Projects - 1 marks</p> <p>Corrigendum may be seen</p>

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Sr. No.	REOI document reference (page no. and section no.)	Content of REOI requiring clarification	Points of clarification	Clarification
			>=4 Projects - 3 marks 2 or 3 Projects -2 marks <=2 Projects - 1 marks	
10	Pg 43, Form 2: Qualification Criteria – Compliance (Ref Section III: Qualification Criteria) (Along with supporting documents, if any)	Consultant 1, Consultant 2... Consultant 14: Experience in Govt. and Public sector clients Minimum 2 Projects - 1 marks Experience in projects engaging in report writing and presentations Minimum 2 Projects - 1 marks Experience in data assessment and data analysis Minimum 2 Projects - 1 marks Support CV in below format to be submitted for each candidate.	The number of project experience shall be commensurate to the overall experience requirement of the Consultant. Moreover, some projects will fall under more than 1 category. Hence, it is requested to amend the clause as follows: Consultant 1, Consultant 2... Consultant 14 Experience in Govt. and Public sector clients Minimum 2 Projects - 1 marks Experience in projects engaging in report writing and presentations Minimum 1 Projects - 1 marks Experience in data assessment and data analysis Minimum 1 Projects - 1 marks	Accepted in-principle. However, this is to be finalized at RFP stage.

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S. No	EoI document reference (page number and section number)	Details	RFP Clause on which clarification is required	Clarification required	Clarification
11.	Pg no. 12 Section: 4 Sub Section:4.1 EC9	<p>The EoI responding entity should have undertaken similar consulting assignment as follows:</p> <p>-at least three consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of Rs 5 crores at least</p> <p>-at least two consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government of India or any other state Government of net worth of Rs 10 crores at least</p> <p>- At least one consulting assignment in the nature of specialized consultancy services with a defined scope and terms of reference and specified deliverables successfully and completed with the Government</p>	<p>Details of completion certificate/ work order / contract award document to be submitted.</p> <p>Presently ongoing contract are which are not completed are not to be submitted as qualifying or supporting document in this regard.</p>	<p>As there are lot of multi years ongoing projects, request you to consider ongoing projects as well under this with a criteria that at least 75% amount of the project value should have been collected which can be certified by the CA.</p> <p>Also request you to consider value of three projects above 2 crores, or 2 projects above 5 crores, or 1 project above 8 crore.</p>	No change.

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S. No	EoI document reference (page number and section number)	Details	RFP Clause on which clarification is required	Clarification required	Clarification
		of India or any other state Government of net worth of more than 10 crores at least.			
12.	Pg no.13 Section: 4 Sub Section:4.1 EC10	General qualifications and number of key staff	<p>The responding entity should have at least 50 personnel on its active rolls who are qualified with post graduate qualifications in the field of applied technology, engineering, management (indicative degree qualification of B.E/B.Tech/ MCA/ MBA)</p> <p>The responding entity should have 10 (ten) consulting services experience with lead resources who have headed project assignments for similar assignments or other specific consulting assignments with professional qualifications in the area of domain engagement of policy support, analysis etc. The experience of such professional resources should be at least 8 years and above in such lead assignments.</p>	Does the experience of professional resources mean cumulative experience of 8 years per resource in multiple projects where the bidding entity is the lead? Please clarify.	The individual lead should have 8 year and above experience in lead assignment in the consulting assignment being submitted by the bidder/respondent.

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S. No	EoI document reference (page number and section number)	Details	RFP Clause on which clarification is required	Clarification required	Clarification
13.	Pg no. 26 Section: III Man Month Rate	Consultant – 1,50,000 to 2,15,000 Project Lead – 2,00,000 to 3,75,000	Clarification required for maximum allowed remuneration	We understand that the maximum remuneration budget in REOI indicated is below the average pay considering the kind of experience the resources would bring to the table and the industry range and exposure. We suggest that higher budget might be required to get the right resources. Can we negotiate a higher man-month rate over the indicated value? If yes, how much percentage can the man-month rate deviate?	No change.



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DIRECTORATE GENERAL OF SHIPPING, MUMBAI

F. No. 22-38/7/2024-PER-DGS (C. No. 28868)

Date: 22.07.2024

CORRIGENDUM No. 2 to Tender Notice No. 2024_DGS_809539_1

Subject: Request for Expression of Interest (REOI) for Engagement of a consulting firm for SEED (Strategic Engagement, Evaluation and Execution for D. G. Shipping, GoI – reg.

Kind attention is invited to the Tender Notice No. 2024_DGS_809539_1 dated 31.05.2024 on the above subject.

2. All pre-bid queries raised by the bidders have been examined and their response have been approved by the Competent Authority and published as clarification on 01.07.2024. Further on clarification few more queries has been raised by the bidder and their response is prepared and attached herewith. This corrigendum 2 will be treated as part and parcel of the REOI.
3. Additionally, the last date and time for submission of REOI bid response and opening of REOI bid response are extended till 08.08.2024 at 1600 Hrs (Thursday) and 09.08.2024 at 1630 Hrs (Friday) respectively.

Yours faithfully,

[Deependra Singh Bisen]

Deputy Director General of Shipping (Pers.)

Queries for response to Tender Notice No. 2024_DGS_809539_1

Sr. No .	REOI document reference (page no. and section no.)	Content of REOI requiring clarification	Points of clarification	Clarification
1.	Pg No. 26	Price range for Consultant and Project Lead	Financial estimates are not required to be submitted in response to the REOI, please confirm	The financial estimates are not required to be submitted at REOI stage. RFP shall have the detailed financial estimates.
2.	Pg No. 26	“The office of the Director General of Shipping shall hold no liability for the price discovery being in variance to the base line cost subject to the same being limited to the range of a 40% variation upwards/ downwards during the bidding process or to an extent as considered appropriate by the bid evaluation committee and the competent authority thereof”.	We are assuming that in the RFP response, bidder can propose an estimate which is varying by 40% of the internal baseline cost. However, considering the internal baseline cost given in the table below this statement is a range, request you to clarify the above clause.	<p>The 40% variance upward/downward is explained as the baseline cost, is open to price discovery by bidding and a suggested contractual emolument structure has been specified for the resources (Consultant/ Project Lead).</p> <p>The price discovery by bidding is based on market price discovery, through transparent e-procurement where bidder with the best technical/ financial credentials will engage the successful bidder.</p>