

No.	Section Reference ¹	Question ²	Answer/Clarifications
1	A.4.4 Business Case Development	A standard format for the endorsement or support letter may be provided.	<p>Support from a public or private stakeholder can be populated through:</p> <ul style="list-style-type: none"> (i) a support letter without financial commitment; (ii) a support letter with a (commercial) business case without financial commitment; and (iii) a (commercial) business case with financial commitment (subject to technical and economic conditions), all endorsed by means of a support letter. <p>Endorsement from the reputed shippers and operators as indicated in Section A. 4.4 and A 4.10 needs to be submitted for the business case of the project. Instead of a JV, an MOU or consortium will be acceptable for the Government of India PSU.</p> <p>Without the need to provide a full-fledged business case upfront during the bidding process, proof of commitment by a public or private stakeholder may be provided by the Bidder. Given the various options how such commitment may be expressed, a standardized format shall not be provided. Moreover, reference is made to section A.4.15 Evaluation Criteria of the RFP, under component “Economic”, where instructions are given how the presented business cases by Bidders will be evaluated.</p>
2		It is understood that the endorsement will not have any financial commitment but is only for the purpose of acknowledging the suitability of the design.	
3	A.4.8 Currencies of Bids and Payment	If the payment is in USD, GST should not be applicable for Indian bidders. Please confirm.	<p><u>Clarification of RFP on international payment:</u></p> <p>The selected Bidder(s) will sign a contract for the vessel design study with Washington Business Dynamics (WBD). WBD is the Prime contractor for the USAID Private Sector Engagement (PSE) Support Mechanism under which the vessel design study is being financed. Consequently, (the) selected Bidder(s) for the study will submit their invoices in USD to WBD, and, upon acceptance of (intermediate) deliverables, receive payment through an international bank transfer.</p> <p>Given the abovementioned, with reference to section A.4.8 of the RFP, the bid price for all bids shall be inclusive of all local taxes and duties such as GST. Therefore, eligibility for payment of the local taxes including the GST needs to be ascertained by the respective bidders and paid accordingly if required.</p>

4	A.4.10.I Eligibility of the Bidders	<p>To clarify, bidder has to be:</p> <ol style="list-style-type: none"> 1. shipyard 2. ship repair yard 3. shipper <p>with a joint venture with a consulting firm or naval architect.</p> <p>ii. Can a naval architect with requisite qualification and experience bid with a proper endorsement letter from a shipper or an operator be eligible for bidding?</p>	<p>Yes, the RFP states the following about eligibility of the Bidders: “The reputed ship building and ship repair yards individually <u>or</u> with a joint venture of a ship design consulting firm <u>or</u> individual consultant/Naval Architect; the shippers and operator of both India and Bangladesh shall be eligible for bidding”.</p> <p>A JV, MOU, or consortium are options for bidding confirming with requisite eligibility criteria of the RFP.</p> <p><u>Clarification of RFP on eligible Bidders:</u></p> <ul style="list-style-type: none"> • Any individual bid or bid in Joint Venture will be considered as long as <u>one</u> of the respective minimum experience requirements of each type of bidder are met (please refer to defined experience levels for shipyards, consulting firm/naval architect, etc. under section A. 4.10 of RFP); • In contraction to the RFP, a consulting ship design firm/Naval architect shall have minimum experience of 5 years (instead of 10 years) in the design and construction of inland, coastal, ports and harbour vessels successfully delivered on construction by his client(s) with satisfactory performance. This is in alignment with the evaluation criteria outlined in section A.4.15. <p>Please note: all bidders must also comply with section A.4.10 Clause II.</p>
5	A.4.10.II Eligibility of the Bidders	How can a shipper have the experience of designing and building? Please clarify.	All types of Bidders are required to meet a minimum experience level. Section A.4.10 Clause II has to be met at all times. To meet the eligibility criteria, the Bidder is allowed to secure expertise externally (through joint venture, consortium/MOU, and/or subcontracting).
6	A.4.10 Eligibility of the Bidders	Format for “statement of undertaking”	<p>A fixed format for a statement of undertaking, which is in reference to a proof of corporate registration, shall not be provided.</p> <p><u>Clarification of RFP on providing proof of registration as a company:</u> Bidders may submit any kind of legally binding evidence of their registration as a company provided that such evidence includes their latest Income Tax Returns, GST identification number (GSTIN), or any other kind of registration if GST is not applicable to them.</p>
7	A.4.5 Intellectual Property Rights	Please clarify whether detailed design documents will be published in public domain even though it is noted that IPR remains with the bidder.	The nature of the funding for this study includes a need to report on the outcomes of the vessel design study. All deliverables shall be shared with public stakeholders involved in the design study (US Government Department of State, USAID, Inland Waterway Authority of India, the model testing agency, etc.). If required, during the inception phase, the bidder may discuss the need for a Non-Disclosure Agreement

		Royalty charges will be given in case the construction is handed over to third party?	(NDA) to arrange no disclosure of information without prior consent of the owner of the design(s). It is not envisaged that royalty charges will be applicable, but if concern exists regarding use of the designs after the completion of the assignment, this can be addressed in the NDA.
8	A.4.10 Eligibility of the Bidders	How are eligibility requirements assessed in case of subsidiary entities?	<p>Bidders may refer to sister entities to meet the minimum requirements outlined in the RFP under A.4.10 on the basis of:</p> <ul style="list-style-type: none"> • Providing evidence of ownership of the company with clear reference to the relationship between the sister or subsidiary companies (i.e. through statement of undertaking, see question 6); combined with showcasing the experience of the sister or subsidiary company as requested per Annex 2 of the RFP and outlining how the experience of the sister or subsidiary company shall be leveraged • Providing evidence of direct involvement of staff of a sister company and referencing the experience of involved staff members as per Annex 1 of the RFP
9	A.4.14 Bidding Commencement and Completion	Considering the requirements to be met, partners to be found and upcoming regional holiday, it is requested to extend the deadline of submission to 24 th September 2022.	The timeline of the USAID framework contract does not allow for an extension of the submission deadline for this tender. As outlined in the RFP, the deadline for submission of bids will remain 12 September 2022 (5.00 PM IST).
10	A.4.14 Bidding Commencement and Completion	<p>Submission of Business Case proposal would require detailed discussions with existing ship owners/operators in India. This would require some additional time as compared to the time provided for bid submission.</p> <p>It is requested that the bid submission date be extended by at least two weeks, to provide bidders enough time to understand the market requirements and to submit better quality of business case proposals.</p>	See question 9. In addition, please note that a full-fledged business case is <u>not</u> required as part of the Bid (see questions 1 and 2) during the submission of the bid. Interested parties are encouraged to simply provide a form of support letter outlined and clarified in Questions 1 and 2, then hold detailed conversations with ship owners/operators throughout the period of performance of the contract, which will provide approximately three months to develop the business case.
11		<p>The tender proposed time of 3 months for design preparation post order placement is not considered sufficient. The following factors will have an impact on the said timeline:</p> <p>a) Model testing of three designs at IIT Kharagpur concurrently itself will take more than 4 months. IIT Kharagpur can be consulted for the same.</p> <p>b) Since these designs will have revolutionary/developmental technologies and equipment, the designers will have to</p>	<p>The timeline of the USAID framework contract does not allow for an extension of the timeline mentioned in Section A.4.14 of the RFP. Consequently, the timeline for the vessel design study shall not be altered.</p> <p>Moreover, the remark on required time for model testing is noted. The four months mentioned is mostly the result of limitations to produce the hull models for testing. In parallel to the bidding process, the USAID project team is working on a solution to decrease the turnaround time for the model testing. Further information will be provided to the selected Bidder(s) during the inception phase. Consequently, the Bidder(s) will not be responsible, nor held accountable, for managing the scope and</p>

		<p>extensively interact with the OEMs for finalization of design.</p> <p>c) IRS Class approval is proposed. This shall have a time impact on the design preparation due to the time taken for design approval.</p> <p>The following timeline is proposed instead:</p> <p>a) Submission of Inception report - One month from the date of contracting.</p> <p>b) Submission of conceptual design report to TEC - One and Half Months from the date of submission of Inception report.</p> <p>c) Submission of final design report to TEC - 4 months from the date of submission of conceptual design.</p>	<p>timeline for model testing. However, the CFD analysis of the designs must be completed through IIT Kharagpur.</p> <p><u>Clarification of RFP on outline of the Deliverables:</u></p> <p>Section A.4.9 stipulates the following requirements:</p> <ul style="list-style-type: none"> Detailed design calculations and drawings with the approval of IRS Detailed structural drawings and plans with IRS approval <p>In response to the valid concerns raised related to the requirements mentioned involving IRS, the Final Design Report shall include the following:</p> <ul style="list-style-type: none"> Detailed design calculations and drawings complying the rules and regulations of IRS and <u>with ready</u> for their (IRS) approval. Detailed structural drawings and plans <u>with ready for</u> IRS approval with the compliance of the provisions of IRS <p>The involvement of IRS in the design process is of great importance and seen as an advantage. The USAID project will consult IRS for involvement on an informal basis. An update shall be provided to the selected Bidder(s) during the Inception Phase.</p>
12	A.4.12, A.4.15 Evaluation Criteria	<p>Conceptual Design has not been sought from the designers as part of the bid submission as per Para A.4.12. In such case, how will the following be evaluated:</p> <p>A) Application of New Technology. In absence of a conceptual design, how will this be evaluated?</p> <p>B) Cost/Competitiveness. In absence of conceptual design, it will be difficult to rationalize the design cost provided by the designers, as different size and complexity of vessels tend to have different design costs.</p>	<p>A) The evaluation criteria in Section A.4.15 provides guidance to the Bidders on how application of new technology is evaluated. It is up to the Bidders to provide evidence (experience, conceptual ideas, commitment from technology providers, etc.) that such systems will be further researched or are part of the design during the study itself.</p> <p>B) The comment on cost/competitiveness is noted. For that reason, the technical proposal and financial proposal will be evaluated according to a 90:10 ratio and the Bidders can increase the competitiveness by focussing on the application of green technology and maturity of the business case. Therefore, the Bidders are advised to give emphasis on the submission of the suitable technical proposals envisaged to the design project.</p>
13	A.4.10 Eligibility of the Bidders Sl. II	<p>The experience of the Bidders should not be restricted only to experience and expertise in design and construction of Inland, coastal, port and harbour crafts. It is requested that experience in design and construction of sea going vessels built under classification society</p>	<p>Inland vessels usually operate in a very dynamic environment with natural and physical constraints (tidal areas, currents, deep waters, shallow waters, uniform depth (LAD) in the navigable channel, river bends, vertical clearance under bridges, etc.). The (natural) conditions and requirements in relation to speed/power, operational profile and area, etc. are determining for the interaction between the hull design and propulsion system. The interaction can for instance differ greatly between deep water and shallow water conditions.</p>

		<p>rules should also be considered for this project. It is submitted that, the bidders with experience in design and construction of sea going vessels built under classification society rules also have the competency to design and construct inland, coastal, port and harbour vessels.</p> <p>It is requested the requirement be updated to “the experience and expertise in design and construction of Classed Vessels including sea-going vessels, inland, coastal, port and harbour crafts.”</p>	As a result, experience is requested in designing inland vessels, or other vessels operating under similar conditions. Therefore, the requested requirement will <u>not</u> be adjusted, with reference that external experience may be secured to meet the eligibility criteria (see Question 5) by obtaining necessary expertise through JV or sub-contracting.
14	A.4.10 Eligibility of the Bidders	Is a Consortium or Memorandum of Understanding (MoU) between the two parties is acceptable under the eligibility criteria?	Yes, under the condition that both parties are involved in the implementation of the study.
15		Relaxation of the requirement in Clause II of Para A.4.10 is requested, where experience and expertise are requested in inland, coastal, port and harbour crafts (as other vessel type can be more complex to design and build).	See question 13.
16		Is the following requirement applicable to shipyards: “The operator shall be in the business of operating the vessels on inland waterways and coastal waterways for minimum three years”?	No, this is a specific requirement for the involvement of inland shipping operators. See also questions related to and reference to Section A.4.10 Clause II.
17	A.4.14 Bidding Commencement and Completion	Request for extension of Submission of proposal by online by 3 weeks from existing timeline (12 September 2022, 17:00 PM IST).	See question 9.

18	Section A.4.3	<p>Following clarifications / information may please be furnished for developing the standard design:</p> <p>(a) Limitations on Principal Dimensions (Length, Breadth, draft, Air Draft) for each route.</p> <p>(b) Minimum and maximum cargo carrying capacity and passenger capacity for each type of vessel as applicable.</p> <p>(c) Any special requirements for cargo (refrigerated etc) and cargo handling arrangements.</p> <p>(d) Current speeds for each route</p> <p>(e) Minimum & maximum operating speed for each type of vessels (along & against the current)</p>	<p>No such further clarification for designs shall be provided.</p> <p>Reference is made to Section A.4.3 of the RFP: “Due to the restriction on the availability of adequate LAD, air draught under the rail and road bridges as well as other cross structure, bend radius, etc., the dimensions and main particulars of the vessels are to be fixed according the proposed area of operation. Otherwise, there are no other directions or limitations provided on the length, width, draught, and capacity of the inland vessels. Instead, reference is made to propose a sound business case that is bankable or financed by other means to increase the likelihood that the inland vessel(s) will be build.”</p> <p>Consequently, it is up to the Bidder(s) to design an inland vessel, namely a RoPax vessel, Dry cargo/multi-purpose vessel or motor tanker vessel of optimum and economic design suitable for safe operation in the said waterways or area of the operation chosen, that has a high chance for market uptake as a result of cooperation between, for example, shippers/cargo owners, shipyards/design firms/naval architects, and financial institutions. This may provide a boost to IWT sector development. See Questions 1 and 2 with some examples of how such cooperation may be included in the proposal.</p>
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¹Questions addressed in order received.

²Questions of a similar nature are grouped together.