

## REQUEST FOR EXPRESSION OF INTEREST

**Assignment Title:** Appointment of agency for setting up Centre of Excellence in Shipbuilding

**IPA/GAD/COE-Shipbuilding/2016**

**25/01/2017**

IPA on behalf of Ministry of shipping, GOI invites EOI to appoint an agency for setting up Centre of Excellence in Shipbuilding.

The schedule for receipt of the application is as follows:-

1. Receipt of offers on or before 4.00 pm (1600 Hrs) on 13/02/2017.
2. Opening of offers at 4.30 PM (1630 Hrs) on 13/02/2017

To address the skilling requirements in the shipbuilding sector in a holistic manner, the Ministry of Shipping wishes to set up Centre of Excellence (CoE) in Hub & Spoke model in India. These CoE will serve as a resource centre for technical knowledge and a skill development hub for the shipbuilding sector. The CoE will be set up, in partnership with Indian Registrar of Shipping (IRS), at the locations available with the organizations under the Ministry of Shipping. The estimated project cost is approximately Rs. 500 Crore.

The Ministry of Shipping seeks to hire the services of an agency with national /international repute for setting up and operationalising the Centre of Excellence (CoE) for the shipbuilding sector. The agency will be hired for a period of three (3) years and can be extendable to a maximum of one (1) year on mutual consent. The selected agency is also expected to contribute a minimum of eighty per cent (80%) of the project cost as grant. The remaining part of the project cost will be contributed by the Ministry and its associated organizations.

The detailed 'Request for Expression for Interest' document can be accessed in the website of Indian Ports Association ([www.ipa.nic.in](http://www.ipa.nic.in)) or requested from:

Managing Director, Indian Ports Association, 1<sup>st</sup> floor, South Tower, NBCC Place,  
Bhishmah Pitamah Marg, Lodi Road, New Delhi – 110 003 Email: [ipa@nic.in](mailto:ipa@nic.in)  
Phone: 011 24369061

The set of EOI document is issued to:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Signature of the Officer Issuing the EOI Document:

\_\_\_\_\_

# TERMS OF REFERENCE

## 1. Background

1.1. The Ports & Maritime sector in India is growing, fuelled by the growth in cargo traffic at ports, growth in coastal & cruise shipping, increase in utilization of Indian ship building & ship repair capacity under Sagarmala Programme for promoting port-led development.

1.2. The requirement for skilled manpower in ports & maritime sector is estimated to be approximately 2.5 million by 2025. Out of this the manpower requirement in shipbuilding sector is estimated to be approximately 0.5 million. This includes the core shipbuilding sector and Inland Water Transport (IWT) ship building & ship repair industry.

1.3. Ministry of Shipping is taking multiple steps to address the manpower requirement in the ports & maritime sector and to promote skill development in India. This includes skill gap analysis in coastal districts and conducting cutting-edge skill training in ports & maritime sector.

1.4. To address the skilling requirements in the shipbuilding sector in a holistic manner, the Ministry of Shipping wishes to set up Centre of Excellence (CoE) in Hub & Spoke model in India. This CoE will serve as a resource centre for technical knowledge and a skill development hub for the shipbuilding sector. The CoE will work in close coordination with Universities, Technical Institutes and Industry and are envisaged to be equipped with the latest tools and technologies.

1.5. The CoE will be set up, in partnership with Indian Registrar of Shipping (IRS), at the locations available with the organizations under the Ministry of Shipping. The courses offered by the CoE would either be apart of the curriculum (Bachelors / Masters) currently offered in the courses related to shipbuilding sector.

## 2. Scope of Work

2.1. The Ministry of Shipping seeks to hire the services of an agency with national /international repute for setting up and operationalizing the Centre of Excellence (CoE) for the shipbuilding sector. The agency will be hired for a period of three (3) years and can be extendable to a maximum of one (1) year on mutual consent.

2.2 The selected agency will

- a. Develop the training curriculum and content
- b. Set up and manage the required training infrastructure (hardware and software) at the identified locations

- c. Oversee the student mobilization process and manage the student enrolment process (including fitment evaluation etc.)
- d. Train the trainers and conduct the training sessions for the students / professionals
- e. Manage the certification process for the students in collaboration with the relevant Universities / Institutions / and other Agencies
- f. Manage industry / academia interactions and develop the knowledge resource base at the CoE(s)
- g. Manage the other activities of the CoE(s)

**2.3. Project Cost:**The estimated project cost is approximately Rs. 500 Crore and includes the cost of services (e.g. staffing), training infrastructure (software & hardware) and other activities. The selected agency is expected to contribute a minimum of eighty per cent (80%) of the project cost as grant. The remaining part of the project cost will be contributed by the Ministry and its associated organizations.

### **3. Eligibility Criteria**

3.1. Applicant to be an organization with a gross annual turnover of more than INR 100Crore (as an average of last 3 years consulting revenue in India) and should have adequate financial resources to provide the expected financial contribution/grant to the project (80% of the estimated project cost).

3.2. Applicant should have worked on at least 3 projects related to skill development / training, setting up and managing skill training centres, in India in the last 5 years. Projects related to State / Central Government in ports & maritime sector will be preferred.

### **4. Requirements from the Applicants**

To express interest in carrying out the project kindly furnish the following information:

- Letter of Expression of Interest (as per Annexure 1)
- Letter of registration, Memorandum of Association and Articles of Association of the applicant entity, as applicable.
- Organizational contact details (as per Annexure 2)
- Details of Applicants Annual Revenue over last 3 years (as per Annexure 3)
- Details of prior experience(as per Annexure 4)
- A descriptive note on the proposed project
- Approach paper with details on methodology

Alongside, provide a scanned copy of the declaration letter undertaking that all the information provided is correct.

Please send in your responses to the Indian Ports Association by 4 PM (16:00 Hrs) on 13<sup>th</sup> February 2017 at the following address:

Managing Director,

Indian Ports Association,

1<sup>st</sup> floor, South Tower, NBCC Place, Bhishmah Pitamah Marg,

Lodi Road, New Delhi – 110 003

Email: [ipa@nic.in](mailto:ipa@nic.in)

Phone: 011-24369061

## **Annexure I: Letter of Expression of Interest**

(To be furnished on the letter head of the organization)

To,

Managing Director, Indian Ports Association,

1<sup>st</sup> floor, South Tower, NBCC Place, BhishmahPitamahMarg,

Lodi Road, New Delhi – 110 003

Subject: Expressions of Interest for setting up Centre of Excellence in Shipbuilding

Dear Sir,

In response to the Invitation for Expressions of Interest (EOI) published on 6<sup>th</sup> December 2016 for 'Appointment of agency for setting up Centre of Excellence in Shipbuilding' we would like to Express Interest to carry out the aforementioned activity. As instructed, we have attached two (2) sets of the following documents in separately sealed envelopes and one soft copy:

- a. Letter of Expression of Interest (as per Annexure 1)
- b. Letter of registration, Memorandum of Association and Articles of Association of the applicant entity, as applicable
- c. Organizational contact details (as per Annexure 2)
- d. Details of Applicants Annual Revenue over last 3 years (as per Annexure 3)
- e. Details of prior experience(as per Annexure 4)
- f. A descriptive note on the proposed project
- g. Approach paper with details on methodology

Sincerely Yours,

Signature of the applicant

[Full name of applicant]

Stamp

[Date: ]

Encl: as above

## Annexure 2: Organizational Contact Details

<b>Organizational/Individual Contact Details, as applicable</b>	
Name of Organization :	
Address :	
Contact Person:	
Telephone :	
Fax :	
Email :	

Signature of the applicant:

Full name of the applicant:

Stamp:

Date:

**Annexure 3: Details of Gross Annual Revenue (In Rs. Crore)**

Financial year	Gross Annual Revenue/Turnover	Revenue/Turnover from consultancy business	Remarks
2013-14			
2014-15			
2015-16			

Note: Revenue details have to be certified by a CA

Signature of the applicant:

Full name of the applicant:

Stamp:

Date:

## Annexure 4: Details of Prior Project Experience

### A. Applicant's Organization

[Provide here a brief description of the background and organization of your firm/entity for this Assignment/job. The brief description should include ownership details, date and place of incorporation of the firm, objectives of the firm etc.]

### B. Applicant's Experience

[Using the format below, provide information on each Assignment/job for which your firm was legally contracted either individually as a corporate entity or as one of the major partners within an association, for carrying out consulting Assignment/job similar to the ones requested under this Assignment/Job (if possible, the employer shall specify exact assignment/job for which experience details may be submitted).

S.No.	Name of Entity with complete communication address.	Order No. and Date	Scope of Consultancy work	Date of award contract & Contract Period	Value of Contract	Actual Date of Completion	Person/Project authority who could be contracted for further information

Signature of the applicant:

Full name of the applicant:

Stamp:

Date:

Note: Please provide documentary evidence from the client i.e. copy of work order, contract and completion certificate for each of above mentioned assignments. The experience shall not be considered for evaluation if such requisite support documents are not provided with the proposal.