



Indian Ports Association

Request for Proposal (RFP)

For

Selection of Sponsorship Partners for the India Maritime Week (IMW) 2025

TENDER NOTICE NO: IPA / sponsorship partner / 2025

Dated: 01.07 .2025

1st Floor, South Tower, NBCC Place

B.P Marg, Lodhi Road

New Delhi – 110003

Phone: 011-24369061

July 2025

Contents

Chapter	Content Details	Page No.
	Disclaimer	3
	RFP Notice	4
1	Introduction	6
2	Glossary	8
3	Instructions to Bidders	10
4	Selection Process for Sponsorship Partners	21
5	Scope of Work	26
6	General Conditions of Contract	27
7	Special Conditions of Contract	31
8	Annexures and Forms	34
	Annexure – A	35
	Form – 1	37
	Form – 2	40
	Form – 3	41
	Form – 4	42
	Form – 5	43
	Form – 6	44
	Form- 6A	45
	Form – 7	46
	Form – 8	47
	Form - 8A	48
	Form – 8B	49
	Form – 9	50
	Form – 10	51
	Form – 11	53
	Form – 12	54
	Annexure – B	55
	Annexure – B1	56
	Annexure – C	57
	Annexure – D	59
	Annexure – E	61
	Annexure – F	68

Disclaimer

This RFP is being issued by the Indian Ports Association (IPA) to the interested and eligible agencies for the Selection of a **“Sponsorship Partners for India Maritime Week (IMW), 2025 under IPA”**, on such terms and conditions and for the achievement of objectives of the Project set forth in this RFP or that may subsequently be provided to Bidder(s) whether verbally or in documentary form by or on behalf of IPA or any of its authorized employees or advisors.

It is hereby clarified that this RFP is not an agreement and is not an offer or invitation by IPA to any parties hereunder. The purpose of this RFP is to provide the Bidder(s) with information to assist in the formulation of their proposals. While, the IPA has taken due care in the preparation of information contained herein and believes it to be accurate, neither the IPA or any of its representatives, officers, employees, agents or advisors gives any warranty or make any representations, express or implied as to the completeness or accuracy of the information contained in this document or any information which may be provided in association with it.

The information is not intended to be exhaustive and interested parties are required to make their own inquiries that it may require in order to submit the bid. The information is provided on the basis that it is non-binding on the IPA, any of its authorities or agencies or any of their respective officers, employees, agents or advisors.

IPA reserves the right not to proceed with the bidding process at any stage without assigning any reasons thereof, to alter the timetable reflected in this document or to change the process or procedure to be applied. It also reserves the right to decline to discuss the bid further with any party submitting a bid.

No reimbursement of cost of any type will be paid to persons or entities submitting the Bid.

**Managing Director,
Indian Ports Association**

RFP Notice

Notice Inviting RFP for the selection of “Sponsorship Partners” for India Maritime Week (IMW), 2025 under IPA”

Indian Ports Association (IPA) invites Requests for Proposal (RFP) from interested eligible agencies for the selection of “Sponsorship Partners for India Maritime Week (IMW), 2025 under IPA”.

The RFP document providing the Term of Reference (ToR), pre-qualification criteria, terms and conditions including evaluation criteria and application fee are available on the web site <http://ipa.nic.in> and <https://eprocure.gov.in/eprocure/app> . Reputed and interested agencies may download the RFP from the above websites.

The details of RFP are as follows:

Name of work	e-RFP for selection of Sponsorship Partners for India Maritime Week (IMW), 2025 under IPA
Tender Notice No.	IPA/SP/2025 Dated: 2025
Cost of Tender Document	Rs. 10,000/- (Rs. Ten Thousand Only) (Non-refundable)
EMD	Rs. 2,00,000/- (Rs. Two Lakhs Only)
Performance Guarantee	Rs. 5,00,000/- (Rs. Five Lakhs Only)
Method of Selection	Least Cost
Contract Period	Up to 31.10.2025 from the date of signing of contract agreement
RFP / Tender availability Date	01.07.2025 by 15:00 hrs.
Last Date of receiving queries	07.07.2025 by 13:00 hrs.
Pre-Bid Meeting Date	08.07.2025 at 15:00 hrs.
Response to Queries	10.07.2025
Last date of submission / Proposal Due Date	15.07.2025 by 15:00 hrs.
Opening of Technical Bid	15.07.2025 by 15.30 hrs
Technical Presentation	NA
Opening of Financial Bid	To be intimated
Letter of Award	To be intimated to Selected Bidder
Date of Start of Work	To be intimated to Selected Bidder
Validity of Tender	120 days from the due date
Contact Details	1. Prema Kumar Pillai prem.mpt@gmail.com

	Mobile: 9822388841 2. Amit Kumar Sethi amitsethi.ipa@gmail.com Mobile: 8335056653
Communication Address	The Managing Director, Indian Ports Association, 1st floor, South Tower, NBCC Place, Bhisham Pitamah Marg, Lodi Road, New Delhi – 110 003. Tel. No. 0091-011-24369061/63, 24368334, FAX: 011-24365866 Email: ipa@nic.in

**Managing Director,
Indian Ports Association**

1 Introduction

India has one of the largest merchant shipping fleets among the developing countries and is ranked 19th in terms of carrying capacity in dead weight tonnage. India's maritime sector is poised for a significant transformation following the unveiling of a comprehensive roadmap at Global Maritime India Summit, 2023 organised by Ministry of Ports, Shipping & Waterways. The India Maritime Week 2025 which will also encompass GMIS 2025 is planned to be organised on a much larger scale with a target participation of 100 countries and 1,00,000 visitors.

The India Maritime Week (IMW), 2025 is a prestigious international event aimed at enhancing India's position in the global maritime industry and showcasing its commitment to sustainable development and innovation in the sector. To ensure the successful execution of this large-scale event, the Indian Ports Association (IPA) seeks to appoint Sponsorship partners to assist IPA for raising funds.

India Maritime Week (IMW) 2025 serves as a week-long series of discussions, workshops, activities emphasizing capacity building, policy alignment, and industry insights. In addition to this the Maritime stakeholders will also can showcase their product and services.

This proposal outlines the approach, methodology, and roadmap for selecting a suitable sponsorship partner, aligning with the objectives of IMW 2025 ensuring seamless delivery of the work as described in the scope of work:

Key Features of IMW 2025

India Maritime Week (IMW) 2025 is designed to be a dynamic and impactful event aimed at strengthening India's maritime sector. It serves as a platform for capacity building, industry discussions, and knowledge sharing, complementing the larger IMW 2025 for conducting workshops and Training Sessions, Policy Dialogues and Industry Discussions, Thematic Sessions, Technology Innovations showcases, state, regional session, Maritime Excellence awards, Digital Integration and report and publications etc. The International Exhibitions at IMW 2025 will serve as a dynamic platform for stakeholders from across the globe to showcase their products, services, technologies, and innovations in the maritime sector.

Key Features:

1. **Global Participation:** Leading maritime companies, port operators, shipbuilders, technology providers, and logistics firms will set up stalls to display their offerings.
2. **Sector-Specific Pavilions:** Dedicated zones for innovations in port automation, smart shipping, water ways, tourism, green technologies and offshore infrastructure development.
3. **Live Demonstrations:** Exhibitors will conduct live demos of cutting-edge technologies, including AI-driven port operations, autonomous vessels, and sustainable logistics solutions.
4. **B2B Opportunities:** Visitors will have opportunities to engage with exhibitors, fostering business development, knowledge sharing, and partnerships.
5. This exhibition will underline India's readiness to embrace global advancements and encourage international collaboration in the maritime space.
6. **Country Sessions:** The Country Sessions will be a unique feature of IMW 2025, focusing on international collaborations and strengthening bilateral relationships with maritime nations.

Key Highlights:

1. **Showcase of National Strengths:** Participating countries will highlight their expertise, investments, and technologies in the maritime domain.

2. **Policy Exchange and Cooperation:** Sessions will include presentations and discussions on maritime policies, trade strategies, and global best practices.
3. **Investment Forums:** Delegates will explore opportunities for joint ventures, foreign direct investments, and technology transfers.
4. **Delegation Meetings:** High-ranking officials and business leaders from different countries will engage in focused discussions to identify collaboration areas.
5. These sessions will reinforce India's position as a global maritime hub and enable fruitful international partnerships.
 - a. **Thematic Sessions:** The Thematic Sessions will focus on critical and emerging issues in the maritime industry, bringing together thought leaders, policymakers, and industry experts for knowledge-sharing and strategic discussions.
 - b. **State Sessions:** The State Sessions will spotlight the maritime initiatives, policies, and opportunities within India's states and union territories, showcasing their contributions and collaborations to the country's overall maritime development.
 - c. **Maritime Excellence Achievers:** The Maritime Excellence Achievers program at IMW 2025 will recognize outstanding contributions and achievements in the maritime industry through award categories, selection process, success stories etc.

Key Benefits of IMW 2025

- a. Facilitation of global collaborations, Investment Opportunities for domestic and international investors, Government to Government meetings to foster the collaboration between India and other countries. International Collaborations will lead to promote global collaborations, policy discussions, and innovation showcases with latest products and solutions with government officials, industry leaders, and experts and attracting investments to boost India's economy.
- b. The event will include sessions on training and capacity-building initiatives, showcasing successful models and programs.
- c. This focus on human resource development will ensure that the industry has access to a pool of skilled professionals equipped to meet the evolving demands for government officials, industry leaders, and experts. These discussions will address critical issues such as frameworks, policies, and sustainable development goals.
- d. The event will provide unparalleled networking opportunities for delegates, exhibitors, and attendees. Participants will have the chance to connect with industry leaders, potential partners, and clients through dedicated networking sessions, business matchmaking events, and informal gatherings. These interactions will foster new business relationships, partnerships, and collaborations, driving growth and innovation in the maritime sector.
- e. The event will feature cutting-edge innovations and technologies in maritime logistics, port management, and shipping. Exhibitors will showcase their latest products and solutions, including smart ports, green shipping technologies, and automation in logistics. Attendees will have the opportunity to explore these advancements, learn about their applications, and discuss potential implementations with technology providers and experts.
- f. The benefit is to highlight the importance of a skilled workforce in driving the growth and development of the maritime industry. The event will include sessions on training and capacity-building initiatives, showcasing successful models and programs. This focus on human resource development will ensure that the industry has access to a pool of skilled professionals equipped to meet the evolving demands of the maritime sector.

2 Glossary

In this bid document and in the 'Contract', unless the context otherwise requires:

- i) "Authorized representative" means any Officer of IPA authorized by the Competent Authority, who is responsible for supervising, administering the Contract, certifying payments due to the Contractor, and other functions as specified in this contract.
- ii) "Bid" (including the term 'tender', 'offer', 'quotation' or 'proposal' in certain contexts) means an offer for rendering services or execution of works made in accordance with the terms and conditions set out in the bid document for Selection of Sponsorship Partner for India Maritime Week (IMW), 2025 under IPA".
- iii) "Bid documents" (including the term 'bid documents' or 'Request for Proposal Documents' in certain contexts) means a document issued by IPA, including any amendment thereto, that sets out the terms and conditions of the given e- tender and includes the invitation to bid.
- iv) "Bidder" (including the term 'tenderer', Contractor, or sponsorship Partner in certain context) means any person (in the form of sole proprietor) or firm or company or any other legal entity (registered under the Companies Act, Societies Registration Act, etc), participating in the e-tendering process with IPA;
- v) "Bidder registration document" means a document issued by IPA, including any amendment thereto, that sets out the terms and conditions of registration proceedings and includes the invitation to register for the e-tender;
- vi) "Competent authority" means the Managing Director or any officer(s) authorized by the Managing Director of Indian Ports Association, New Delhi which is registered in Delhi under the Societies Registration Act, 1860.
- vii) "Contract" (including the terms 'Work Order' under certain contexts), means a formal legal agreement as may be amended, supplemented or modified in accordance with the terms of contract in writing relating to the subject matter of the tender, executed between Indian Ports Association and the sponsorship Partner/ Contractor together with the documents referred to therein including general conditions, special conditions of Contract, Priced and instructions issued from time to time by IPA and all these documents taken together shall be deemed to form one contract and shall be complementary to one another, which are in compliance with all the relevant provisions of the laws of India.
- viii) "Contract Period" a period from the date of signing of contract agreement up to 31.10.2025 or the date as may be agreed by IPA, whichever is later.
- ix) "Contract price" means the percentage sum named in the tender under each category subject to such additions thereto or deductions there from as may be made under the provisions herein after contained.
- x) "Contractor / sponsorship Partner" means the person or persons, firms or companies whose tender has been accepted by the competent authority and includes contractor's representative, successors and/or permitted assigns for the subject Contract.
- xi) "Day" means a day of 24 hours from midnight to the next midnight irrespective of the number of hours worked in that day.
- xii) e-Tender" means conducting of procurement processes by IPA with bidders for the acquisition of works and services using information and communication technology (specially the internet) with the aim of open, non-discriminatory, and efficient procurement through transparent procedures.

- xiii) "Earnest Money Deposit'(EMD)" means a security from a bidder securing obligations resulting from a prospective contract award with the intention to avoid; the withdrawal or modification of an offer within the validity of the bid, after the deadline for submission of such documents; failure to sign the Contract or failure to provide the required security for the performance of the Contract after an offer has been accepted; or failure to comply with any other condition precedent to signing the contract specified in the Bid documents.;
- xiv) "Head of the Department" means Executive Director / Chief Administrative Officer / Head Officer (Procurement) or any other officer assigned such duties by Managing Director of the Indian Ports Association.
- xv) "Head of the Organization" means Managing Director of the Indian Ports Association.
- xvi) "Month" means a month according to Christian calendar.
- xvii) "Notice inviting tenders" (including the term 'Invitation to bid' or 'request for proposals' in certain contexts) means a document and any amendment thereto published or notified by IPA, which informs the potential bidders that it intends to procure services and/or works.;
- xviii) "Pre-qualification document" means the document including any amendment thereto issued by IPA, which sets out the terms and conditions of the pre- qualification bidding and includes the invitation to pre-qualify;
- xix) "Responsive bid", in relation to a bidder, means a bid submitted by a bidder that conforms to all material aspects and conditions specified in the Bid document. If any requirements specified in the Bid document are not complied with or changes are made by the bidder in the tender document or if there is non-usage of the prescribed forms stipulated in the bid document, the bid shall be considered as non-responsive and shall be summarily rejected.
- xx) "Tender" means the Contractor's priced offer to IPA for the execution and completion of the works and the remedying of any defects therein in all accordance with the provisions of the Contract, as accepted by the Work order.
- xxi) "Week" means seven days without regard to the number of hours worked in any day in that week.

3 Instructions to the Bidders

A. General:

- i) Electronic Tenders (Online) are invited by **INDIAN PORTS ASSOCIATION** (IPA) from eligible bidders for selection of “Sponsorship Partners” for India Maritime Week (IMW), 2025 under IPA”
- ii) The bid document containing the entire details is available at the E-Tender Portal www.ipa.nic.in or www.eprocure.gov.in for downloading during the period specified in the RFP Notice.
- iii) The Bidders must fulfil the techno-commercial criteria for pre-qualification and other requirements stipulated in **pre-qualification criteria for the bidders** of the bid document. The tender shall remain valid for a period of **120 days** from the date of opening of the Technical Bid /Techno-commercial bid.
- iv) The Contract Agreement will be in force up to 31.10.2025 from the date of issue of the Work Order

B. Bid Processing Fee

Bid document will be issued by IPA. Applicants shall have to furnish a non-refundable document fee amounting to Rs. 10,000/- (Rupees Ten Thousand only) pledged in favour of Indian Ports Association through NEFT.

C. Pre Bid Meeting

A pre-bid meeting will be conducted on the date, time and place as specified in **RFP Notice** at Indian Ports Association, New Delhi. Interested bidders can send their queries to the designated e-mail by and participate in the pre- bid meeting. The meeting can be attended physically at IPA office or through Video Conference. The replies to queries will be published on the website, which shall form part and parcel of the contract agreement. Any queries received after the due date shall not be considered and no reply to such queries will be given.

D. Registration of Bidders on the Portal

The intending Bidders are required to register in the website <https://eprocure.gov.in/eprocure/app> by clicking “**Online Bidder Enrolment**” option in order to obtain user-id and password at first and then to activate their respective user-id by using Digital Signature Certificate (Class III).

E. Bidder’s Responsibility

- i) The bidder, at the bidder’s own responsibility and risk are encouraged to examine the requirements of IPA and obtain all information that may be necessary for preparing the bid and entering into a contract.
- ii) Applicants must read carefully the minimum conditions of eligibility (the “Pre-qualification criteria”) provided in this document. Proposals of only those Applicants who satisfy the Conditions of Minimum Eligibility will be considered for evaluation.
- iii) It is implied that on submission of the tender, the Bidder is deemed to have clearly understood and satisfied himself regarding the work and all conditions likely to be encountered during the execution of the work thereof.
- iv) Further the Bidder undertakes (if his tender is accepted) that he has to enter into and execute when called upon to do so, a Contract Agreement as provided in the document with such modifications as agreed upon. Until the formal Contract Agreement is prepared and executed,

this tender document together with the written acceptance shall form a binding agreement between IPA and the Contractor.

- v) The Bidder shall furnish a certificate of Acceptance on technical and commercial terms and conditions in the enclosed **Form - 10**.
- vi) Any bidder who is claiming exemption from payment of EMD based on any Central/State Government certification, shall furnish a declaration and undertaking as in the enclosed **Form – 6A**. *Please note that such exemptions will be only for the EMD and dose not cover the Bid document/processing fee which is payable.*
- vii) The Bidder shall submit a declaration as provided in the **Form - 10** of the bid document that the Bidder has no litigation or arbitration proceedings against IPA and that the bidder has not been blacklisted or debarred as on the date of submission of bid from providing service by any of the Central / State Government / Nationalized Banks/ Autonomous bodies / PSEs/PSUs and any other organizations in India prior to the submission date of tender mentioned in the NIT and the same shall be uploaded along with the bid document in the E-tender portal.
- viii) The Applicant should submit a Power of Attorney as per the format at **Form – 4** provided, however, that such Power of Attorney would not be required if the Application is signed by the proprietor of the company.

F. Number of Proposals

No Applicant shall submit more than one Application for the proposed work.

G. Cost of Proposal

The Applicants shall be responsible for all the costs associated with the preparation of their Proposals and their participation in the Selection Process including subsequent negotiation, visits to IPA. IPA will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Selection Process.

H. Acknowledgement by Applicant

It shall be deemed that by submitting the Proposal, the Applicant has:

- a) made a complete and careful examination of the RFP;
- b) received all relevant information requested from IPA;
- c) accepted the risk of inadequacy, error or mistake in the information provided in the RFP or furnished by or on behalf of IPA or relating to any of the matters referred to in the RFP document;
- d) satisfied itself about all matters, things and information, necessary and required for submitting an informed Application and performance of all of its obligations there under;
- e) acknowledged that it does not have a Conflict of Interest; and
- f) agreed to be bound by the undertaking provided by it under and in terms hereof.

IPA shall not be liable for any omission, mistake or error 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 IPA.

I. Declaration by the Bidder

The bidder, shall furnish a declaration to the effect, that he has completely read the bid documents and found himself to be eligible before submission of the bid, as specified in **Form - 9**.

J. Transfer of Bid Documents

Transfer of bid documents downloaded by one intending Bidder to another is not permissible.

K. History of Litigation

A consistent history of litigation or arbitration awards against the applicant/bidder may result in disqualification.

L. Right to reject any or all Proposals

Notwithstanding anything contained in this RFP, IPA 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. Without prejudice to the generality of the Clause, the IPA reserves the right to reject any Proposal if:

- a. at any time, a material misrepresentation is made or discovered, or
- b. the Applicant does not provide, within the time specified by IPA, the supplemental information sought by IPA for evaluation of the Proposal.

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 highest-ranking Applicant gets disqualified / rejected, then IPA reserves the right to consider the next best Applicant, or take any other measure as may be deemed fit in the sole discretion of the IPA, including annulment of the Selection Process

M. Incomplete Details and Canvassing

IPA does not bind itself to accept the lowest tender and may reject any or all tenders received without assigning any reason, whatsoever. Tenders in which any of the particulars and prescribed information is inadequate or incomplete in any respect and / or prescribed conditions are not fulfilled, such tenders are liable to be rejected. Canvassing in any form by the Bidders shall result in their tender being rejected.

N. Fraud And Corrupt Practices

The Applicant 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 IPA shall 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 IPA shall, without prejudice to its any other rights or remedies, forfeit and appropriate the Performance Security, if available, as mutually agreed genuine pre-estimated compensation and damages payable to the IPA for, inter alia, time, cost and effort of the IPA, in regard to the RFP, including consideration and evaluation of such

Applicant's Proposal.

Without prejudice to the rights of the IPA hereinabove and the rights and remedies which the IPA may have under the LOA or the Agreement, if an Applicant or Contractor, as the case may be, is found by the IPA 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 Contractor shall not be eligible to participate in any tender or RFP issued by the IPA during a period of 2 (two) years from the date such Applicant or Contractor, as the case may be, is found by the IPA 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.

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

- a) "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 IPA 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 therefrom, 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 IPA, shall be deemed to constitute influencing the actions of a person connected with the Selection Process; or 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 agency/ adviser of the IPA in relation to any matter concerning the Project;
- b) "Fraudulent practice" means a misrepresentation or omission of facts or disclosure of incomplete facts, in order to influence the Selection Process;
- c) "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;
- d) "undesirable practice" means (i) establishing contact with any person connected with or employed or engaged by the IPA 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
- e) "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.

o. Amendments of RFP

At any time prior to the deadline for submission of Proposal, IPA may, for any reason, whether at its own initiative or in response to clarifications requested by an Applicant, modify the RFP document by the issuance of Addendum/ Amendment and posting it on the Website/portal.

All such amendments will be notified in writing through e-mail to all Applicants who have purchased the RFP document. The amendments will also be posted on the IPA Website and CPP Portal and will be binding on all Applicants.

In order to afford the Applicants a reasonable time for taking an amendment into account, or for any other reason, IPA may, in its sole discretion, extend the Proposal Due Date.

Addenda/Corrigenda/clarification, if any to the bid documents will be issued by the IPA only in the E-tender portal and IPA's website, prior to the date of opening of the tenders.

P. Clarifications

Applicants requiring any clarification on the RFP may email their queries to IPA before the date mentioned in the Schedule of Selection Process. IPA will reply to all such queries at its own discretion.

IPA reserves the right not to respond to any queries or provide any clarifications, in its sole discretion, and nothing in this document shall be construed as obliging IPA to respond to any question or to provide any clarification.

Q. Language

The Proposal with all accompanying documents (the "Documents") and all communications in relation to or concerning the Selection Process shall be in English language and strictly on the forms provided in this RFP. No supporting document or printed literature shall be submitted with the Proposal unless specifically asked for and in case any of these Documents is in another language, it must be accompanied by an accurate translation of all the relevant passages in English, in which case, for all purposes of interpretation of the Proposal, the translation in English shall prevail.

R. Format and Signing of Proposal

The Applicant shall provide all the information sought under this RFP. IPA would evaluate only those Proposals that are received in the specified forms and complete in all respects.

The Proposal shall be typed or written in indelible ink and signed by the authorised signatory of the Applicant who shall initial each page. All the alterations, omissions, additions, or any other amendments made to the Proposal shall be initialled by the person(s) signing the Proposal. The Proposals must be properly signed by the authorised representative (the "Authorised Representative") as detailed below:

a) by a partner, in case of a partnership firm and/ or a limited liability partnership;

or

b) by an authorized representative possessing a valid Power of Attorney, in the case of a company or corporation, or by the owner in the case of a proprietorship firm

A copy of the Power of Attorney certified by a notary public in the Form - 4 shall accompany the Proposal.

Applicants should note the Proposal Due Date, as specified in the RFP document, for submission of Proposals. Except as specifically provided in this RFP, no supplementary material will be entertained by IPA, and that evaluation will be carried out only based on documents received by the closing time of Proposal Due Date. 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.

s. Correction / Variation

- i) All corrections and alterations in the entries of the bid documents shall be attested with full signature of the Bidder with date. No erasures or over-writings shall be made.
- ii) The Bidders should not upload any revised or amended offers after the opening of the tender. If any such document is found in the bid, the same shall be rejected.
- iii) The bidder's proposal is deemed to include, all prices for the **Scope of Work** specified in the RFP bid document and no arithmetical correction or price adjustments are allowed.
- iv) Tender should be complete in all respects for taking a decision immediately on opening of the tender.

t. Conflict of Interest

- i) An Applicant shall not have a conflict of interest that may affect the Selection Process (the "Conflict of Interest"). Any Applicant found to have a Conflict of Interest shall be disqualified. In the event of disqualification, IPA shall forfeit and appropriate the Performance Security, as available, as mutually agreed genuine pre-estimated compensation and damages payable to IPA for, inter alia, the time, cost and effort of IPA including consideration of such Applicant's Proposal, without prejudice to any other right or remedy that may be available to IPA hereunder or otherwise.
- ii) IPA requires that the Agency provides professional, objective, and impartial advice and always hold IPA's interest paramount, avoid conflicts with other assignments or its own interests, and act without any consideration for future work. The Agency shall not accept or engage in any assignment that would conflict with its prior or current obligations to other clients, or that may place it in a position of not being able to carry out the assignment in the best interests of IPA.
- iii) An Applicant shall be deemed to have a Conflict of Interest affecting the Selection Process, if:
 - a) the Applicant or Associates (or any constituent thereof) and any other Applicant or Associate (or any constituent thereof) have common controlling shareholders or other ownership interest; provided that this disqualification shall not apply in cases where the direct or indirect shareholding or ownership interest of an Applicant or Associate (or any shareholder thereof having a shareholding of more than 5 per cent of the paid up and subscribed share capital of such Applicant or Associate, as the case may be) in the other Applicant or Associate is less than 5% (five per cent) of the subscribed and paid up equity share capital thereof. For the purposes of this Clause (a), indirect shareholding held through one or more intermediate persons shall be computed as follows:
 - (aa) where any intermediary is controlled by a person through management control or otherwise, the entire shareholding held by such controlled intermediary in any other person (the "Subject Person") shall be taken into account for computing the shareholding of such controlling person in the Subject Person; and subject always to Sub-clause (aa) above, where a person does not exercise control over an intermediary, which has shareholding in the Subject Person, the computation of indirect shareholding of such person in the Subject Person shall be undertaken on a proportionate basis; provided, however, that no such shareholding shall be reckoned under this if the shareholding of such person in the intermediary is less than 26% (twenty six per cent) of the subscribed and paid up equity shareholding of such intermediary; or
 - b) a constituent of such Applicant is also a constituent of another Applicant;

c) such Applicant or its Associate receives or has received any direct or indirect subsidy or grant from any other Applicant or its Associate; or

d) such Applicant has the same legal representative for purposes of this Application as any other Applicant; or

e) such Applicant has a relationship with another Applicant, directly or through common third parties, that puts them in a position to have access to each other's information about, or to influence the Application of either or each of the other Applicant; or

f) there is a conflict among this and other assignments of the Applicant (including its personnel and other members, if any) and any subsidiaries or entities controlled by such Applicant or having common controlling shareholders. The duties of the will depend on the circumstances of each case. While providing goods or services to IPA for this particular assignment, the Agency shall not take up any assignment that by its nature will result in conflict with the present assignment; or

g) a firm which has been engaged by IPA to provide goods or works or services for a project, and its Associates, will be disqualified from providing goods or services for the same project save and except as provided in the RFP document; conversely, a firm hired to provide goods or services for the preparation or implementation of a project, and its Associates, will be disqualified from subsequently providing goods or works or services related to the same project; or

h) the Applicant or Associate (or any constituent thereof), and the Applicant or concessionaire if any, for the Project, its contractor(s) or sub-contractor(s) (or any constituent thereof) have common controlling shareholders or other ownership interest; provided that this disqualification shall not apply in cases where the direct or indirect shareholding or ownership interest of an Applicant or Associate (or any shareholder thereof having a shareholding of more than 5% (five per cent) of the paid up and subscribed share capital of such Applicant or Associate, as the case may be,) in the Applicant or concessionaire, if any, or its contractor(s) or sub-contractor(s) is less than 5% (five per cent) of the paid up and subscribed share capital of such concessionaire or its contractor(s) or sub-contractor(s); provided further that this disqualification shall not apply to ownership by a bank, insurance company, pension fund or a Public Financial Institution referred to in section 2 (72) of the Companies Act 2013. For the purposes of this Sub-clause (h), indirect shareholding shall be computed in accordance with the provisions of Sub-clause (a) above.

For purposes of this RFP, Associate means, in relation to the Applicant, a person who controls, is controlled by, or is under the common control with such Applicant, or is deemed or published as an "Associate Office"; or has a formal arrangement such as tie up for client referral or technology sharing, with the Applicant (the "Associate"); As used in this definition, the expression "control" means, with respect to a person which is a company or corporation, the ownership, directly or indirectly, of more than 50% (fifty per cent) of the voting shares of such person, and with respect to a person which is not a company or corporation, the power to direct the management and policies of such person by operation of law or by contract.

An Applicant eventually appointed as contractor for this Project, its Associates, affiliates and the Agencies, shall be disqualified from subsequently providing goods or works or services related to the assignment and any breach of this obligation shall be construed as Conflict of Interest; provided that the restriction herein shall not apply after a period of 3 (three) years from the completion of this

assignment or to any other assignments granted by banks/ lenders at any time; provided further that this restriction shall not apply to works, goods and services performed for IPA in continuation of this assignment or to any subsequent assignment performed for IPA in accordance with the rules of IPA. For the avoidance of doubt, an entity affiliated with the Agency shall include a partner in the firm or a person who holds more than 5% (five per cent) of the subscribed and paid up share capital of the firm (to which Agency belongs), as the case may be, and any Associate thereof. For the avoidance of doubt, in the event that:

a) any member of an Applicant was a partner or an employee of another firm, which attracts the provision relating to Conflict of Interest hereunder; and

b) was directly or indirectly associated with any assignment that causes a Conflict of Interest hereunder, then such Agency shall be deemed to suffer from Conflict of Interest for the purpose hereof.

If the Agency, its Associates or affiliates are auditors or financial advisers to any of the Applicants for the Project, they shall make a disclosure to IPA as soon as any potential conflict comes to their notice but in no case later than 7 (seven) days from the opening of the RFP applications for the Project and any breach of this obligation of disclosure shall be construed as Conflict of Interest. IPA shall, upon being notified by the Agency under this Clause, decide whether it wishes to terminate this assignment or otherwise, and convey its decision to the firm within a period not exceeding 15 (fifteen) days.

u. Signing of the Bid Documents

All pages of the bid documents and the documents submitted in support of the eligibility of the Bidder pre-qualifying in the tender (as stated in **Annexure - A**) to be uploaded by the Bidder, which shall be originally signed with date and seal at the lower right hand corner and shall be serially numbered, wherever required by the Bidder himself or a person holding power of attorney duly authorized and competent to do so on behalf of the Bidder, as furnished in **Form – 4** of the bid document, before submission of the tender.

v. Bid Submission

- i) Such of the registered bidders, who intend to bid, are required to download and print out the bid document along with its Annexures and forms and fill up the same. A scanned copy of such filled up bid document shall be submitted online through the CPP Portal using their respective user-id and password in order for their bid to be considered. The bidders shall also upload the scanned copies of the supporting documents in the form and manner as mentioned in the "**Qualification and Responsiveness Information of Annexure - A**" of the bid document.
- ii) The bid follows e-tender system and bidders are required to submit techno commercial / qualification details in Technical Bid and Price bid separately in Financial Bid electronically. Both shall be submitted simultaneously.
- iii) Both Part I and Part II bid documents are required to be submitted only through the above mentioned electronic mode and tender submitted through any other mode will be summarily rejected and no correspondence on such matter will be entertained for the reasons whatsoever.
- iv) The Applicants shall submit the Proposal with all pages numbered serially and by giving an index of submissions only in the CPP Portal. There will be no hard copy submissions.
- v) The Technical Proposal shall be signed by the Authorised Representative of the Applicant. All

pages of the original Technical Proposal must be numbered and initialled by the person or persons signing the Proposal.

- vi) The completed Proposal must be submitted on the CPP Portal before the specified due date. Proposals submitted in any other form shall not be entertained.
- vii) The Proposal shall be made in the Forms specified in this RFP. Any attachment to such Forms must be provided on separate sheets of paper and only information that is directly relevant should be provided. This may include copies of the relevant pages of printed documents. No separate documents like printed annual statements, firm profiles, copy of contracts etc. will be entertained.

w. Proposal Due Date

Proposal should be submitted by the due date specified in RFP Notice in the manner and form as detailed in this RFP.

IPA may, in its sole discretion, extend the due date by issuing an Addendum uniformly for all Applicants.

x. Late Proposals

Proposals received by IPA after the specified due date shall not be eligible for consideration and shall be summarily rejected.

y. Earnest Money Deposit (EMD)

In order to be considered for the bid, the Bidder shall make payment of EMD of Rs. 2,00,000/- (Rupees Two Lakhs only) through RTGS/NEFT to the account whose details are provided as below:

A	Name and address of the bank	Indian Overseas Bank, Lok Kala Manch, Lodhi Colony, New Delhi- 110003.
B	Name of the branch	Lok Kala Manch Branch.
C	IFSC code	IOBA0001498
D	Account Number	149801000002360
E	Type of Account	Savings Account
F	Contact Details	ipa@nic.in

- i) While submitting their bid, the bidder shall upload the scanned Unique Transaction Reference (UTR) number details or any other electronic transaction details in the **Form - 6** towards the successful remittance of the Earnest Money Deposit (EMD). The Earnest Money Deposit (EMD) remitted in any other form will not be considered and such tenders will be summarily rejected
- i) The Earnest Money Deposit (EMD) furnished by all unsuccessful bidders will be returned through an e-payment system, after the expiry of the final tender validity period but not later than 30 (thirty) days after award of Contract or signing of the Contract Agreement, whichever is earlier. The Earnest Money Deposit (EMD) of the successful bidder shall be adjusted against the Performance Guarantee.
- ii) The EMD will be forfeited, if the bidder withdraws or modifies an offer within the validity period of the bid, after the deadline for submission of such documents.
- iii) If the successful bidder fails to remit the Performance Security after the issue of letter of intent within the specified or extended time, the EMD shall be forfeited and the bidder shall

be debarred/ black listed for a period of three years.

- iv) No interest shall accrue or is payable on the EMD from the date of its remittance till it is returned to the bidders.
- v) Any bidder who is claiming exemption from payment of EMD based on any Central/State Government certification, the same shall be considered for such exemption provided that the firm uploads the said valid certificate copy at the time of submission of their bid documents along with the details duly filled in **Form – 6A**.

Z. Performance Security

The Selected bidders shall submit performance security, which shall be Rs.5,00,000/- (Rupees Five Lakhs Only). The performance security shall remain with IPA for a period of 60 (sixty) days beyond the date of completion of all contractual obligations of the contractor. On expiry of a period of 60 days, the Head Officer (Procurement) shall, on demand from the Contractor, refund to him the performance security (without any interest) provided the Head Officer (Procurement) is satisfied that there is no demand outstanding against the Contractor.

The performance security will be forfeited and credited to the IPA's account in the event of a breach of contract by the contractor/ termination of contract under any clause(s) of the contract. The Applicant, by submitting its Application pursuant to this RFP, shall be deemed to have acknowledged that without prejudice to IPA's any other right or remedy hereunder or in law or otherwise, the Performance Security, as available, shall be forfeited and appropriated by IPA in lieu of compensation and damage payable to IPA for, inter alia, the time, cost and effort of IPA in regard to the RFP including the consideration and evaluation of the Proposal under the following conditions:

- a) If an Applicant engages in any of the Prohibited Practices as specified in this RFP;
- b) If the Applicant is found to have a Conflict of Interest as specified in this RFP;

AA. Expenses incurred by the Bidder

IPA shall not be responsible for any direct or indirect expenses incurred by the Bidders in preparing, submitting and/or personally attending at the time of opening the techno-commercial bid / price bid or at any other time.

BB. Uploading of Bid Documents

- i) The Bidder shall on its own responsibility have to download and upload the bid document in the provided E-tender portal. The Bidder has to make his own arrangements to overcome the internet, electricity or other connectivity failures to complete the tender filling online at his own risk and cost and IPA will not be responsible for such failures or shall not be liable to extend or accept such delayed or incomplete tender, for reasons whatsoever.
- ii) The terms of the tender schedule, conditions of contractor any other documents attached to the bid document shall not be defaced or detached from it and the same has to be uploaded in whole as per the instructions provided in the bid document or in the E-tender portal or format for Tenders Acceptance letter is attached **Form – 5**.
- iii) In order to file an error-free tender, the bidders may make use of the qualification documents to be uploaded list provided in the **Qualification and Responsiveness Information in Annexure**

A of the bid document to identify the documents to be scanned and uploaded in support of their bid. The list is not exhaustive and only indicative. Hence the Bidder is advised to read the entire bid document carefully and determine any other documents which need to be uploaded, as a support to their qualification to the bid.

CC. Quoting for the Price Bid

- i) The bidder shall quote the rate in percentage (%) for the assignment as per format specified in “**Part – II Price Bid (Annexure – B 1)**” only in the CPP Portal. **The Technical bid shall not contain any quotes.**

DD. Bid Opening

The **Part I – Technical Bid** containing the techno-commercial documents listed in the **Qualification and Responsiveness Information** in **Annexure - A** and any other documents uploaded by the Bidders will be opened through online on the scheduled date and time as indicated in the NIT

EE. Bid Validity

The Bid Proposal shall be valid for a period of not less than 120 days from the date of Bid opening.

FF. Payments

All payments will be made only in Indian Rupees and no foreign exchange is available for this work.

GG. Communication for Information

All communications should contain the following information at the top in bold letters:

REQUEST FOR PROPOSAL (RFP) for selection of “Sponsorship Partner” for India Maritime Week (IMW), 2025 under IPA”

All communications including the submission of Proposal should be addressed to;

Managing Director,
Indian Ports Association,
1st Floor, South Tower, NBCC
Place, Bhisham Pitamah Marg,
Lodhi Road, New Delhi - 110003.
Tel. No. 0091-011-24369061/63, 24368334

4 Selection Process for Sponsorship Partners

The selection of sponsorship partner will be based on the evaluation framework defined in the document. All bids will primarily be evaluated based on pre-qualification Criteria. Those bidders who meet the Pre-Qualification Criteria will be eligible for next set of evaluations. The Commercial Proposal of Bidders who do not meet the Pre-Qualification criteria will not be opened in tender process.

4.1 Brief Description of the Selection Process

IPA has adopted a single-stage two cover process (collectively the “Selection Process”) in evaluating the Proposals comprising technical and financial bids to be submitted in the CPP Portal. In the first stage, a technical evaluation will be carried out. Based on this technical evaluation, a list of short-listed applicants shall be prepared. In the second stage, a financial evaluation will be carried out. Proposals will finally be ranked according to their financial scores. The first ranked Applicant (the “Selected Applicant”) shall be called for negotiation, if necessary, while the second ranked Applicant will be kept in reserve.

4.2 Technical Proposal

Applicants shall submit the technical proposal in the formats as specified at **Annexure – A**. While submitting the Technical Proposal, the Applicant shall ensure that:

- a) all forms are submitted in the prescribed formats and signed by the prescribed signatories;
- b) power of attorney, if applicable, is executed as per Applicable Laws;
- c) The RFP document duly signed on all pages is submitted;
- d) The Technical Proposal shall not include any financial information relating to the Financial Proposal.

Failure to comply with the requirements spelt out above shall make the Proposal liable to be rejected.

IPA reserves the right to verify all statements, information and documents, submitted by the Applicant in response to the RFP. Any such verification or the lack of such verification by IPA to undertake such verification shall not relieve the Applicant of its obligations or liabilities hereunder nor will it affect any rights of IPA there under.

In case it is found during the evaluation or at any time before signing of the Agreement or after its execution and during the period of subsistence thereof, that one or more of the eligibility conditions have not been met by the Applicant or the Applicant has made material misrepresentation or has given any materially incorrect or false information, the Applicant shall be disqualified forthwith if not yet appointed either by issue of the LOA or entering into of the Agreement, and if the Selected Applicant has already been issued the LOA or has entered into the Agreement, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this RFP, be liable to be terminated, by a communication in writing by IPA without the IPA being liable in any manner whatsoever to the Selected Applicant.

In such an event, IPA shall forfeit and appropriate the Performance Security, as available, as mutually agreed pre-estimated compensation and damages payable to the IPA for, inter alia, time, cost and effort of IPA, without prejudice to any other right or remedy that may be available to IPA.

4.3 Financial Proposal

Applicants shall submit the financial proposal in the formats specified at **Annexure – B 1 only in the CPP Portal**, clearly indicating the percentage to be shared with the bidder under different slabs for the assignment in Indian Rupees.

While submitting the Financial Proposal, the Applicant shall ensure the following:

- a) The applicants must quote the incentives to be offered to them from the total payments received under each slab subject to the minimum and maximum capping under each slab.
- b) All the costs associated with the assignment shall be included in the Financial Proposal. 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.
- c) The Financial Proposal shall consider all expenses and tax liabilities **excluding GST**. For the avoidance of doubt, it is clarified that all taxes shall be deemed to be included in the costs shown under different items of the Financial Proposal. Further, all payments shall be subject to deduction of taxes at source as per Applicable Laws. GST will be paid only after submission Tax Invoice and proof of filing returns (GSTR-1 & GSTR-3B) and appearing of same in GSTR-2A.

4.4 Pre-Qualification (PQ) Criteria

Pre-Qualification (PQ) criteria for a sponsorship partner typically ensure that the vendor possesses the necessary expertise, resources, and experience to undertake the assignment.

	Basic Criteria	Description	Documents Required
1	Statutory Requirements	<ul style="list-style-type: none"> • The bidder must be an Indian entity registered under applicable laws and has been in existence for more than five years. • The bidder must have a valid GST Number and PAN Card in India. • The bidder must have completed balance sheets for the past three years, and any other financial statements that demonstrate its financial stability and compliance 	<ul style="list-style-type: none"> • Copy of Certificate of Incorporation/ Registration • Copy of the work orders / completion certificates • Valid GSTIN and copy of GST Registration Certificate • Valid PAN Card • Copy of audited Profit & Loss Statement OR Certificate from the Statutory Auditor
2	Blacklisting	The bidder shall not be under declaration of ineligibility for corrupt or fraudulent practices with any Central / State Government Organization and should not have been blacklisted as on the date of submission of bid.	Undertaking to this effect on company's letter head signed by company's authorized signatory
3	Litigations	The bidder should not have any pending litigation or disputes that could adversely impact the performance of the contract and should disclose pending litigation or disputes against him before any court of law	Undertaking to this effect on company's letter head signed by company's authorized signatory

		or tribunal or arbitrator or any other institution / organisation.	
4	Past performance of the Applicant	A bidder or its Associate should not have been imposed any penalty by an arbitral or judicial authority through a judicial pronouncement or arbitration award.	Undertaking to this effect on company's letter head signed by company's authorized signatory.
5	Technical Capability	<ul style="list-style-type: none"> The bidder must have successfully executed at least three assignments in any of these financial years i.e. (FY 2021-22, 2022-23, 2023-24, 2024-25), as a sponsorship partner/industry partner/knowledge partner/event organiser/event partner/event management agency/in an international/national level summit/event each with a minimum project value of ₹ 25 Lakhs. The bidder should have a team of at least 10 full-time professionals on its payroll at the time of bid submission. 	<ul style="list-style-type: none"> Copy of audited Profit & Loss Statement OR Certificate from the Statutory Auditor Previous Work Order + Project completion/ Phase Completion or any other evidence document Certificate from the Head of HR / Director / President of the organization or any other evidence document Any other evidence document
7	Experience	The bidder must have been operational for at least five years. It should demonstrate expertise in undertaking sponsorship partner assignments for flagship events / summits of Central/ State Governments/ PSUs / Autonomous Bodies apart from private sector.	Work order + Completion / Partial Completion Certificate or any other evidence document
8	Financial Capacity	The bidder must have an average annual turnover of ₹ Five crores or more over in any of the three financial years (audited) i.e. (FY 2021-22, 2022-23, 2023-24, 2024-25)	<ul style="list-style-type: none"> Copy of audited Profit & Loss Statement OR Certificate from the Statutory Auditor Audit Reports: Access to recent audited financial statements that demonstrate transparency and financial soundness.
9	Key Personnel	<ul style="list-style-type: none"> 01 Team Leader having at least 07 years of experience with expertise in arranging event sponsorships / organising events at global / national level. 02 Team Members having at least 03 years of experience in relevant domain. 	<ul style="list-style-type: none"> Certificate from the Head of HR / Director/ President of the organization that the key personnel is on organisation payroll as on the day of bid submission. CV's of the Key personnel as described in the RFP to be submitted along with bid which shall be integral part of bid document and evaluation. No

			changes shall be allowed in the Key Personnel after the bid has been submitted.
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4.5 Technical Evaluation Criteria

The Technical Evaluation Criteria ensures that the selected bidder is not only technically competent but also innovative, experienced, and aligned with the objectives of IMW 2025. These criteria emphasize the ability to handle complex requirements and deliver a seamless experience for all stakeholders. IPA shall carry out the evaluation of proposals based on the evaluation criteria defined in this document. If required, IPA may seek specific clarifications from any or all Applicant(s) at this stage. Technical Evaluation for those bidders will be carried out, who qualify the Pre-Qualification Criteria. The technical score of all the bidders would be calculated as per the criteria mentioned below and bidders who score a minimum **50 marks** in the overall Technical Evaluation would be eligible for the next stage, i.e. Financial Bid opening:

S. No.	Details of Criteria	Maximum Score	Scoring Guidelines	Supporting documents
1	Bidder's experience as a sponsorship partner/ industry partner/ knowledge partner/ event organiser/event partner/event management agency / in an international / national level summit / event each with a minimum project value of ₹ 25 Lakhs in any of these financial years i.e. (FY 2021-22, 2022-23, 2023-24, 2024-25).	30	Total 03 works – 20 Marks More than 03 and up to 05 works – 25 Marks More than 05 works – 30 Marks	Work order + Completion / Partial Completion Certificate or any other evidence document
2	Bidder's average annual turnover in any of the three financial years (audited) i.e. (FY 2021-22, 2022-23, 2023-24, 2024-25).	30	More than Rs. Five Crores and up to Rs. Seven Crores – 20 marks More than Rs. Seven Crores and up to Rs. Ten Crores – 25 marks More than Rs. Ten Crores – 30 marks	Copy of audited Profit & Loss Statement OR Certificate from the Statutory Auditor Audit Reports: Access to recent audited financial statements demonstrating transparency and financial soundness.
4	Technical PPT on proposed methodology, demonstration, Work plan, approach & methodology for	40	Technical Presentation shall be reviewed by the committee constituted by IPA which shall assign score to each bidder's presentation.	Technical Presentation to be submitted along with bid which shall be presented in IPA. No changes shall be

	completing the work: <ul style="list-style-type: none"> • Understanding of the assignment and proposed approach • Strategy for mobilizing sponsorships • Ability to leverage national/international contacts at senior levels • Commitment of senior resources • Proven ability to secure overseas participation of business houses • Proven ability in ensuring participation of sponsors • Proposed resources (Team Leader, Team Members) • Any other matters showcasing value addition to attract sponsors 			allowed in the PPT after the bid has been submitted.
Total marks		100		

4.6 Financial Evaluation Criteria:

The bidders who secure more than 50 marks in Technical Evaluation shall be eligible for opening of financial bids. The financial bid for each bidder shall be arranged based on the cumulative percentage of all slabs.

4.7 Selection of Sponsorship Partners:

IPA will draw up a list of 5 bidders who had quoted the lowest rate considering the cumulative total quoted for all the 4 slabs. These bidders will be given an opportunity to make a counter offer to match the L1 rate under each slab. This iteration will be continued till there is a confirmed list of at least five firms. All the bidders which agree on L1 rate of each slab shall be eligible for selection as Sponsorship Partners. IPA reserves the right to select more than 5 bidders as sponsorship partners under the following conditions;

- i) If at any time it is felt necessary to include more sponsorship partners in any slab shown in Chapter 7(d)
- ii) If any of the selected sponsorship partners fail to perform upto expectations
- iii) For any other reasons on the sole prerogative of IPA

5. SCOPE OF WORK

The role of the sponsorship partners will be to support IPA for raising funds for the event through sponsorships. IMW is a global event which will attract many domestic as well as international participants. IPA aims to create this event as a self-sustaining model of excellence. A step ahead to this aim can be achieved with the support from corporate and business houses who in turn can benefit through the participation, advertisement, and any other form through which IMW can offer visibility and publicity to these business houses. The objective of sponsorship being win-win, companies can reach target customer group with additional benefit of garnering good will to their brand names and also provides competitive edge that goes beyond the product and price. IPA and the sponsor can benefit from the partnership.

Since, IPA had also organised Global Maritime India Summit (GMIS) 2023, there is a considerable set of organisations and business houses that are already on the firm and positive list of Sponsors for IMW 2025. The list of such firm and positive Sponsors has been attached as **Annexure-E** for which no incentive shall be paid to Sponsorship Partners even if such organisations and business houses are formally on boarded through Sponsorship Partners.

The purpose of this RFP is to invite Sponsorship Partners for the upcoming India Maritime Week to be held at the Bombay Exhibition Centre, Mumbai from 27th – 31st October, 2025. IPA's aim is to onboard partners who will work on behalf of IPA to get sponsorships from various organisations and business houses by offering them enough marketing opportunities, visibility and leverage as highlighted in the Sponsorship Brochure of India Maritime Week 2025 attached as **Annexure-F**.

6. General Conditions of Contract

The Contractors are the successful bidders in the subject E-Tender published by IPA for selection of "Sponsorship Partners" for India Maritime Week (IMW), 2025 under IPA and being one of the successful bidder has agreed to the terms and conditions specified in the bid document for completing the above-mentioned work more specifically detailed as per Scope of Work in the bid document. These General terms and conditions of this Contract shall also form part of this tender.

a. Consideration

The price to be paid by IPA to the Contractor for the whole of the work to be done and the performance of all the obligations undertaken by the Contractor as per the terms of the Contract Agreement shall be ascertained by the application of the rates provided and quoted by the Contractor in the tender.

b. Period of Contract

The Contract is valid for a period up to 31.10.2025 from the date of signing of contract agreement. However, IPA at its discretion may extend the period of contract on the same terms and conditions for the purpose of raising sponsorship/ advertisement/ branding/ exhibition space charges for its subsequent events.

c. Non-performance of Contract/ Breach of Contract

In the event of unsatisfactory performance or non-compliance with regard to the provisions of the Contract or if any breach is committed by the Contractor of the terms and conditions of the Contract, the IPA will issue notice to the contractor indicating such unsatisfactory performance or non-compliance by the Contractor, for compliance and if the Contractor fails to comply within a period of 10 days from the date of issue of notice by the IPA, the IPA reserves the right to terminate the contract. In such event, the Performance Security will be forfeited, for the loss or damages suffered by the IPA due to the breach of the Contract committed by the Contractor.

d. Malpractice or furnishing of false information

In case of suppressing of any facts or furnishing of false information or malpractice committed by the Contractor anytime during the tender process and/or during the contract period, the IPA shall reject the bid in whole or terminate the Contract Agreement. In the event of such omission, the IPA reserves right to forfeit the EMD and/or Performance Security and/or Security Deposit lying with the IPA. In addition to the above, the IPA may also black list or suspend or debar the Contractor from participating in future tenders, as the IPA thinks deem fit.

e. Termination of Contract

- i) Consequent to the failure of the contractor to comply with the notice issued for non-performance/ breach of contract, IPA will issue a notice giving the contractor seven (7) days' time asking him to show cause as to why the contract should not be terminated.
- ii) If no reply is received or if the reply received from the contractor within given time is found to be not satisfactory, IPA will terminate the contract with immediate effect.

f. Discontinuance by the Contractor

If the contractor is not in a position to continue the contract, the Contractor should give a notice of 20 (twenty) days in writing, prior to the proposed date of discontinuance of the contract to the IPA. In such case, the Performance Security shall be forfeited.

g. Foreclosure of the Contract by IPA

The Contract may be foreclosed by the IPA by giving 30 (thirty) days advance notice to the contractor during the subsistence of the contract period without assigning any reasons. In such cases, the Performance Security Deposit will be refunded to the Contractor.

h. Change in Constitution

The Contractor / Contracting entity shall not make change in the formation, constitution or composition of its business or its name without the written consent of the IPA, during the existence of the Contract.

i. Insolvency / Bankruptcy / Winding up, etc.,

The IPA shall be entitled to cancel / terminate the Contract before expiry of contract period, if the Contractor is declared as insolvent or bankrupt or is unable to pay its debts or makes a composition with its creditors or if a trustee, liquidator, receiver or administrator is appointed to take over the assets or the business or the undertaking of the Contractor or if a substantial portion of the assets, property, revenues or business of the Contractor is confiscated or expropriated by the Central / State Government or any governmental agency or third party or if the law relating to the sick organization applies to the Contractor or the Contractor is dissolved or wound up or if an order shall be made or an effective resolution is passed for the winding up of the Contractor or the Contractor is reconstituted or the business or operations of the Contractor is closed either due to disputes inter-se amongst its stakeholders or otherwise.

j. Penalty

The assignment shall be undertaken as per the scope of work defined in this RFP document. If the work does not take place as per the scope of work or is of inferior quality not acceptable to IPA then IPA can recover any amounts from the Performance Security or any amount due or become due to be payable to the Contractor.

k. Confidentiality

The Contractor shall keep confidential, all the data and other information of the IPA shared or obtained during the course of work in any form during and after expiry/termination/cancellation of the Contract, except that which are available in the public domain.

l. Damage to IPA

The Contractor shall be responsible for making good to the satisfaction of the IPA, any loss or damage caused to IPA if such loss or damage is due to fault and/or the negligence or wilful acts or omission of the Contractor or his agents/ representatives. The contractor shall make good the loss as assessed by the IPA.

m. Indemnification

The Contractor shall defend, indemnify and keep indemnified and hold the IPA, its officers and employees harmless from any and all claims, demands, injuries, damages, costs, charges, compensation, losses, expenses, proceedings or suits including attorney fees, arising from any breach or default in the performance of any obligation on the Contractor's part to be performed under the terms and conditions of this Contract or arising from any negligence of the Contractor, or any of its agents or the person provided for the purpose of this Contract or non-fulfilment / non-adherence / non-compliance of any statutory provisions which is as per law the contractor is required to comply with. The provisions of this section shall survive even after the expiration or termination of this Agreement.

n. Changes in terms of a concluded Contract

No variation in the terms of a concluded contract can be made without the consent of both the parties.

o. Dispute Resolution

i) In the event of any dispute or difference of whatsoever nature between the parties arising out of, in relation to, or in connection with the contract, including any dispute or difference arising from or in connection with termination, the parties shall, at the outset, attempt to resolve the said dispute or difference amicably.

ii) Any claim, dispute or difference relating to or arising out of this contract /tender shall be settled amicably between the parties as per the guidelines issued by Ministry of Finance vide OM No. F 11212024-PDD Dated 03.06.2024, as amended/superseded from time to time.

iii) The contract shall be subject exclusively to the laws of India. Subject to the clause, the Courts at New Delhi shall have exclusive jurisdiction with respect to the disputes or differences of whatsoever nature between the parties arising out of, in relation to, or in connection with the contract. Any court case pertaining to this contract / tender shall lie within the jurisdiction of the court where the headquarters of IPA is situated.

p. Doubt and clarifications

In case of any doubts on the terms and condition of the tender, the same may be referred to the Managing Director, Indian Ports Association, New Delhi in writing for clarification, whose interpretation shall be final and binding.

q. Notice

Any notice to the contractor shall be deemed to be sufficiently served to the Contractor directly or to any person declared as his authorised representative in **Form – 5**, if given or left in writing at the address or sent through E-mail ID given in response to the bid document declared in the **Form - 2**. Responsibility to notify any change in address and/or email- id, entirely lies with the Contractor.

r. Joint Venture

Joint Ventures including Consortium (that is an association of several persons or firms or companies) are not permitted to participate in this tender.

s. Applicable Law and Jurisdiction

The contract shall be governed by and constructed according to the laws in force in India. The Contractor shall hereby submit to the jurisdiction of the courts situated at New Delhi for the purpose of actions and proceedings arising out of this contract and the courts at New Delhi shall have the sole jurisdiction to hear and decide such actions and proceedings.

t. Adoption

The Contract shall be governed by the provisions or amendments or clarifications issued by Indian Ports Association and any other relevant Acts and directives issued by the Government of India from time to time. It shall be binding upon the Contractor to comply with all such acts, rules, regulations and directives issued by the Government of India and/or others communicated by the IPA from time to time.

7. Special Conditions of Contract

The Contractor being the successful bidder has agreed to these Special conditions of the contract as specified in the bid document for completing the work specifically detailed as per Scope of Work in the bid document. These Special conditions of the Contract shall also form part of this tender.

a. Ownership

The ownership and Intellectual Property rights for all the documents and data generated shall lie with Indian Ports Association (IPA) including any pre and post event reports, PPT's, minutes, discussion notes, data sets, data analysis or any other relevant document/data.

b. Number of Sponsorship Partners

The number of sponsorship partners will be decided as stated in Clause 4.7. In order to have stable, positive and convenient approach towards sponsoring organizations and exhibitors, IPA may limit the number of Sponsorship Partners at its discretion or deploy more Sponsorship Partners provided, they meet technical evaluation criteria and agree to L1 rate of sponsorship fees.

In case more than one Sponsorship Partner approach same sponsoring organization / exhibitor for sponsorship/ advertisement / branding / exhibition space, then IPA shall decide any one of them as Lead Sponsorship Partner to pursue the final onboarding of sponsoring organization / exhibitor which shall be final and binding on everyone.

c. Number of Resources

The minimum number of resources to be deployed by each sponsorship partner during the assignment period i.e. up to 31.10.2025 shall be three (03) including Team Leader. Out of these at least one resource shall be deployed at Mumbai / Delhi Office of IPA on full time basis. However, Indian Ports Association (IPA) may ask the agency to increase the number of resources for the better execution of the event and it shall be obligatory on part of the agency to provide such additional resources on immediate notice to IPA.

d. Payable Sponsorship Fees

The fees payable to the Sponsorship Partners will be in the form of incentive as a percentage of the total sponsorship/advertisement / branding / exhibition space charges that shall be mobilized by them in to IPA's account calculated at lowest discovered rate in each category subject to a maximum capping on the incentive for each category. The sponsorship fees shall be calculated on case-to-case basis depending on the category of sponsor / exhibitor which is onboarded for sponsorship/advertisement / branding / exhibition space. The various categories for which sponsorship fees shall be payable is as follows:

S. No.	Details of Sponsorship Slab	Minimum Sponsorship Fees	Maximum Sponsorship Fees
1	Total sponsorship/ advertisement/ branding/ exhibition space charges up to Rs. 25 Lakhs	6%	10%
2	Total sponsorship/ advertisement/ branding/ exhibition space charges more than Rs. 25 Lakhs and up to Rs. 50 Lakhs	4%	6%

3	Total sponsorship/ advertisement/ branding/ exhibition space charges more than Rs. 50 Lakhs and up to Rs. 01 Crore	2%	4%
4	Total sponsorship/ advertisement/ branding/ exhibition space charges more than Rs. 01 Crore	1%	2%

The sponsorship fees shall be calculated slab wise at lowest discovered rate subject to capping of maximum sponsorship fees for that slab, by dividing the received sponsorship/ advertisement/ branding/ exhibition space charges in appropriate slabs and then finally adding the sponsorship fees of every slab, in order to arrive at total sponsorship fees payable for any sponsor / exhibitor.

Illustration

If the sponsorship fees is Rs.1.5 crores and the fees quoted by a bidder for the 4 slabs are 8%, 6%, 3% and 2% respectively, the total incentive to be paid will be calculated as follows;

Total incentive = $(25 \times 0.08) + (25 \times 0.06) + (50 \times 0.03) + (50 \times 0.02) = \text{Rs.}6.00 \text{ lakhs}$

In case IPA decides to offer a rebate to any organization on their sponsorship/ advertisement/ branding/ exhibition space charges, the incentive will be payable on the actual amount received from the organisation.

In case the sponsorship partner proposes a rebate to be offered to any organisation who wish to opt for any sponsorship/ advertisement/ branding/ exhibition space under IMW 2025, IPA at its discretion may agree to the rebate, however the incentives to the sponsorship partner will be based on the actual amount received by IPA.

The sponsorship partner will be eligible to claim the incentive only after the entire amount is received by IPA and no incentives will be made for part payments received.

e. Payment Schedule

Payments will be made by IPA on a monthly basis based on the amount received as sponsorship/ advertisement / branding / exhibition space charges from various organisations on boarded through the sponsorship partner. Incentives will be paid only after the full amount is received by IPA from individual organisations.

f. Performance Incentive

The Sponsorship Partners shall be incentivised for the exceptional performance to the satisfaction of Indian Ports Association (IPA) as per following schedule:

S.No.	Details of Performance Indicator	Performance Incentive
1	For the sponsorship partner who is successful in mobilising maximum amount as sponsorship/ advertisement / branding / exhibition space charges	1 % over and above the L1 rate of each slab
2	For the sponsorship partner who is successful in mobilising 2 nd maximum amount as sponsorship/ advertisement / branding / exhibition space charges	0.50 % over and above the L1 rate of each slab

3	For the sponsorship partner who is successful in mobilising 3rd maximum amount as sponsorship/ advertisement / branding / exhibition space charges	0.25 % over and above the L1 rate of each slab
---	--	--

g. Miscellaneous

- i) The IPA, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to:
 - a) call the contractor physically or through VC in order to receive updates, clarification or further information related to project;
 - b) retain any information and/or evidence submitted to the IPA by, on behalf of and/or in relation to the project;
 - c) independently verify, disqualify, reject and/or accept any and all submissions or other information and/or evidence submitted by or on behalf of the contractor.
- ii) The Contractor shall be accessible through E-mail/Fax/Special Messenger/Phone from the IPA, which shall be acknowledged and responded immediately on receipt, on the same day, by the Contractor.

Annexures and Forms

**Qualification and Responsiveness Information
(List of Documents to be enclosed)**

The bidders shall upload necessary documents to determine their qualification and responsiveness of Technical Bid by using their user-id and password in the E-tender portal on or before the last date of submission of tender as mentioned in the RFP Notice. All documents mentioned in the check list of **Annexure – A** shall be uploaded with the proposal. If some document is not applicable for any bidder, then that document shall be strike through as **“Not Applicable”** and then uploaded with other documents. If any bidder wants to attach any supplementary document / information other than that is mentioned in **Annexure – A**, the same may be uploaded in the last after uploading all documents as per checklist. All bidders shall upload the following documents and other necessary information with their bids by scanning the relevant documents after being filled, signed with seal and serially numbered by the Bidder:

S. No.	Documents detail	Document Reference	Uploaded Page Ref No.
1	Bidder’s Bid cover letter	Form -1	
2	Particulars of the Bidder	Form -2	
3	Statement of Legal Capacity	Form -3	
4	Power of Attorney	Form -4	
5	Declaration of Authorised Representative	Form -5	
6	Transaction details for remittance of Earnest Money Deposit (EMD)	Form -6	
7	Declaration & Undertaking by the Bidder claiming exemption from EMD payment based on any Central/State Government certification	Form -6A	
8	Financial Capability of the Bidder	Form -7	
9	Past Experience of the Bidder	Form -8	
10	Experience / Completion / Performance Certificate	Form -8A	
11	Details of TDS certificate	Form -8B	
12	Declaration by the Bidder	Form -9	
13	Tender Acceptance and Declaration on Litigation & Blacklisting	Form -10	
14	Bank Mandate Form	Form -11	
15	Copies of original registration certificate documents incorporating the legal entity and defining the constitution or legal status, place of registration and principal place of business		
16	Copy of GST registration certificate		
17	Copy of PAN Card		

18	Total number of the pages uploaded by the bidder (mention the page no. starting from to end)		
	1. Starting page no.		
	2. Ending page no.		
	3. Total number of pages		

(Fill the page numbers where the documents have been uploaded in the table provided above)

*The above qualification documents to be uploaded list is subject to changes as per the requirement of the concerned department

Place:

Date:

Signature and seal of the Authorized Representative of Bidder

Bidder's Bid Cover Letter

(To be provided on the bidder's company letter head with signature and seal)

(Date and Reference)

1. Registered Business Name :
2. Registered Business Address :
3. Name of the Contract person to whom all references shall be made regarding this tender:
4. Description and address of the person to whom all references shall be made regarding this tender:
5. Telephone :
6. Mobile :
7. E-Mail :

To,

The Managing Director
Indian Ports Association
1st Floor, South Tower
NBCC Place, Bisham Pitamah Marg
Lodhi Road, New Delhi 110003

Sub: Proposal for Sponsorship Partner for India Maritime Week (IMW), 2025 under IPA

Dear Sir,

With reference to your RFP Document dated....., after having examined all relevant documents and understood their contents, I/We hereby submit our Proposal for the subject assignment

Further That,

1. I/We acknowledge that the IPA will be relying on the information provided in the Proposal and the documents accompanying the Proposal for selection of the Agency, and we certify that all information provided in the Proposal and in the Appendices 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 selection as the Agency for the aforesaid Project.
3. I/We shall make available to the IPA any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
4. I/We acknowledge the right of the IPA to reject our application without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
5. I/We hereby give our consent to the IPA or its authorized Representatives to conduct any investigations to verify the statements, documents and information submitted and to clarify the financial and technical aspects of this application. For this, we hereby authorize (any Public Official, Engineer, Bank, Depository, Manufacturer, Distributor, etc.) or any other person or firm to furnish pertinent information deemed necessary and requested by the IPA to verify statements and information provided in this application or regarding our competence and standing.
6. I/We certify that in the last three years, we or any of our Associates have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial Board or a judicial pronouncement or arbitration award against the Applicant, nor been expelled from any project or

contract by any public Board nor have had any contract terminated by any public Board for breach on our part.

7. I/We declare that:
 - a. I/We have examined and have no reservations to the RFP Documents, including any Addendum issued by the IPA;
 - b. I/We do not have any conflict of interest in accordance with the provisions mentioned in the RFP Document;
 - c. I/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 the IPA or any other public sector enterprise or any government, Central or State; and
 - d. I/We hereby certify that we have taken steps to ensure that in conformity with the provisions of the RFP, no person acting for us or on our behalf will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
8. I/ 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 agency, without incurring any liability to the Applicants in accordance with provisions of the RFP document.
9. I/ We declare that we are not a Sub-Agency in any other Proposal applying for Selection as a Agency under this RFP.
10. I/ We certify that in regard to matters other than security and integrity of the country, we or any of our Associates have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory Board which would cast a doubt on our ability to undertake the Publication Services for the Project or which relates to a grave offence that outrages the moral sense of the community.
11. I/ 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 Associates.
12. I/ We further certify that no investigation by a regulatory Board is pending either against us or against our Associates or against our CEO or any of our Directors/ Managers / employees.
13. I/ 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 IPA [and/ or the Government of India] in connection with the selection of agency or in connection with the Selection Process itself in respect of the above mentioned Project.
14. I/ We agree and understand that the proposal is subject to the provisions of the RFP document. In no case, shall I/we have any claim or right of whatsoever nature if the Publication Services for the Project is not awarded to me/us or our proposal is not opened or rejected.
15. I/ We agree to keep this offer valid for 90 (Ninety) days from the Proposal Due Date specified in the RFP.
16. A Power of Attorney in favour of the authorised signatory to sign and submit this Proposal and documents is attached herewith in **Form - 4**.
17. In the event of my/our firm being selected as the Agency, I/ we agree to enter into an Agreement with IPA. We agree not to seek any changes in the form and agree to abide by the same.
18. In the event of my/ our firm being selected as the agency, I/ we agree and undertake to provide the services of the Team Leader in accordance with the provisions of the RFP and that the Team

Leader shall be responsible for providing the agreed services himself and not through any other person or Associate.

19. I/ We have studied RFP and all other documents carefully. We understand that except to the extent as expressly set forth in the Agreement, we shall have no claim, right or title arising out of any documents or information provided to us by IPA or in respect of any matter arising out of or concerning or relating to the Selection Process including the award of Publication Services.
 20. The Financial Proposal is being submitted in the CPP Portal. This Technical Proposal read with the Financial Proposal shall constitute the Application which shall be binding on us.
 21. I/ We agree and undertake to abide by all the terms and conditions of the RFP Document.
- In witness thereof, I/ we submit this Proposal under and in accordance with the terms of the RFP Document.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal/ stamp of the Applicant)

Particulars of the Bidder

(To be provided on the bidder's company letter head with signature and seal)

S.No.	Particulars	Details
i.	Name of Firm:	
ii.	Country of incorporation:	
iii.	Registered address:	
iv.	Year of Incorporation:	
v.	Year of commencement of business:	
vi.	Principal place of business:	
vii.	Name, designation, address and phone numbers of authorized signatory of the Applicant:	
viii.	Name:	
ix.	Designation:	
x.	Company:	
xi.	Address:	
xii.	Phone No.:	
xiii.	Fax No.:	
xiv.	E-mail address:	
<p>(Signature, name and designation of the authorized signatory) For and on behalf of </p>		

Statement of Legal Capacity

(To be provided on the bidder's company letter head with signature and seal)

(Date and Reference)

To,

The Managing Director

Indian Ports Association

1st Floor, South Tower

NBCC Place, Bisham Pitamah Marg

Lodhi Road

New Delhi 110003

Sub: Proposal for Sponsorship Partner for India Maritime Week (IMW), 2025 under IPA

Dear Sir,

I/ We hereby confirm that we, the Applicant, satisfy the terms and conditions laid down in the RFP document.

I/ We have agreed that (insert individual's name) will act as our authorized Representative and has been duly authorized to submit our Proposal. Further, the authorized signatory is vested with requisite powers to furnish such proposal and all other documents, information or communication and authenticate the same.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

For and on behalf of

Power of Attorney

Know all men by these presents, We, (name of Firm 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 "Authorised Representative") 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, as the Agency, to work as agency Indian Ports Association, New Delhi, for an IPA Publication " including but not limited to signing and submission of all applications, proposals and other documents and writings, participating in pre-bid and other conferences and providing information/ responses to IPA, representing us in all matters before IPA, signing and execution of all contracts and undertakings consequent to acceptance of our proposal and generally dealing with IPA in all matters in connection with or relating to or arising out of our Proposal for the said Project and/or upon award thereof to us till the entering into of the Agreement with IPA.

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 ,2025

For

(Signature, name, designation and address)

Witnesses:

- 1
- 2

Notarized Accepted

.....

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

Note:

- I. 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/ stamp affixed in accordance with the required procedure.
- II. 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.

Declaration of Authorised Representative

(To be provided in Rs.100 /- non-judicial stamp paper)

(Separate Forms to be submitted for each Signatory with details of Proprietor or Partner or Managing Director)

I/We..... (Name) being the (Proprietor/Partners/Karta/Managing Directors and whole time Director/Members of Managing Committee of Associations/Board of Trustees etc.) of (Name of the Bidder), hereby solemnly affirm and declare that the (Authorized Signatory) is hereby authorized, vide resolution No. (Resolution Number) dated. (Resolution Date) (copy submitted herewith), to act as an authorized signatory for the business (Name of the Bidder) for which submission of bid is being filed under the tender. All his actions in relation to this tender will be binding on me/us.

Signature of the person competent to sign

Name:.....

Description:.....

Name of the Business Entity:.....

Acceptance as an Authorized Signatory

I (Authorized Signatory) hereby solemnly accord my acceptance to act as authorized signatory for the above referred business and all my acts shall be binding on the business.

Signature of Authorized Signatory

Name:.....

Description:

Place:

Date:

Note:

1. For the purpose of this tender and the Agreement, the tender, forms, Agreement and other documents shall be signed only by the persons, who are themselves in a position to undertake the work and possessing all other resources required for the purpose. The tender shall contain the name, residence and place of business of the person or persons submitting the tender and shall be signed by the Bidder with his usual Authorized representatives followed by the name and Description of the person signing the document along with a copy of the partnership deed. A copy of the constitution of the firm with the names and addresses of all the partners shall be furnished.
2. Tender by a corporation shall be signed in the name of the corporation by a duly authorized representative, and a power of attorney in that behalf shall accompany the tender. In the case of company, a copy of the Memorandum and Articles of Association shall be furnished.
3. Tenders may be submitted by agents on behalf of their principals, but in such cases the Board reserves the right to enter into contract with the principals, Director, with the principals and agents jointly as deemed appropriate.

Transaction details for remittance of Earnest Money Deposit (EMD)

The bidder shall provide the details of remittance of Earnest Money Deposit (EMD) as per the bid document as follows:

S. No.	Unique Transaction Reference (UTR) No.	Date of transfer	Amount (in INR)	Uploaded page No. reference
1				

(Signature, name and designation of the authorized signatory)

For and on behalf of

Declaration & Undertaking by the Bidder who is claiming exemption from payment of EMD based on any Central/State Government certification

(To be provided on the bidder’s company letter head with signature and seal)

Date:

S.No.	Particulars	Details
1	Is your organization Proprietary / Partnership / Private Limited Company / Public Limited Company / Others
2	Does your organization belong to Micro / Small / Medium scale Industry / Start-ups/ others (Please tick mark appropriate box. If bidder is Start-up & MSE, then please tick mark both)	<input type="radio"/> Micro <input type="radio"/> Small Scale <input type="radio"/> Medium <input type="radio"/> Startup Company <input type="radio"/> Others
3	Attach the copy of the certificate	0

Note:

The above details are furnished only for the purpose of claiming exemption from Earnest Money Deposit.

Declaration:

We declare that the above details are true. In case any of the details are found to be false/untrue, our offer will be liable for rejection /cancellation of order/ subjected to appropriate actions as per tender Terms & Conditions.

(Signature, name and designation of the authorized signatory)
 For and on behalf of
 (With Company Seal & Signature)

Financial Capability of the Bidder

The details of Summary of Annual Turnover of the Bidder on the basis of the Audited Balance Sheet/Chartered Accountant's Certificate with UDI No. for the last four financial years shall be given as under

S.No.	Financial year	Total Turnover (in INR)	Uploaded reference	page no.
01	Year 2021-22	Rs.....		
02	Year 2022-23	Rs.....		
03	Year 2023-24	Rs.....		
04	Year 2024-25	Rs.....		

Note: The Profit & Loss statement and Balance sheet to be uploaded shall be duly certified by the Chartered Accountant.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

For and on behalf of

Place:

Name

Date:

Designation

Business Address:

.....

Seal

Past Experience of the Bidder

The Bidder’s experience in similar work carried out each in any Central / State Government / Autonomous bodies / PSEs/PSUs / Nationalized Banks / Public Limited or Private Limited Companies, etc., for evaluating the Eligibility Criteria for pre-qualification to be provided using the format as below in compliance with the Bid document as on (date):

Details of Similar Past Experience

S. No.	Name of work	Value of work executed (in Rs.)	Work order reference No.	Contract period		Date of completion certificate	Name and address of the Client	Uploaded page no. reference
				Commencement	Completion			
1								
2								
3								

Note:

1. The copies of the documents containing above information like work order and completion certificate in the format attached Form IV (A) have to be uploaded duly self-attested.
2. In case of experience other than Central / State Government / Autonomous bodies / PSEs/PSUs/ Nationalized Banks / Public Limited Companies, the bidder has to submit TDS certificate for the past experience to be uploaded, as provided in form IV (B), only then the experience will be considered.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

For and on behalf of

Place:

Name

Date:

Designation

.....

Business Address:

.....

Seal

Experience / Completion / Performance Certificate

(To be issued in the Company's official letter head, sealed and signed by the Official who had issued the work order / his equivalent or his superiors)

This is to certify that M/s ----- awarded the contract ----- and executed in this organization as per the details furnished below:

1. Name of the work :
2. Work order number/ agreement number and date :
3. Date of commencement of execution of Contract :
4. Date of completion of Contract :
5. Date of extension, if any :
6. Value of the Work :
7. Scope of Work:
8. Executed value :
9. Period of contract :
10. Performance of the Contractor : Satisfactory/ Not Satisfactory
11. Whether any penalty is imposed:
12. Actual payment made:

(Signature)

Place:

Name

Date:

Designation

Organization with Address.....

..... Seal

Note:

- (i) Furnishing the information in the format is preferable.
- (ii) However certificate(s) submitted in any other format should contain all the required information as in the Form.

Details of TDS Certificate

In case of experience in organization other than Central / State Government / Autonomous bodies / PSEs/PSUs/ Nationalized Banks / Public Limited Companies, the bidder has to provide the details of the TDS certificate in the form provided below and shall submit TDS certificate for the past experience to be uploaded, only then the experience will be considered.

S.No.	Name of work	Value of work executed (In Rs.)	Work order reference No.	TDS Certificate		Name and address of the Client	Uploaded page no. reference
				No.	Amount		
1							

Yours faithfully,

(Signature, name and designation of the authorized signatory)

For and on behalf of

Place:

Name

Date:

Designation

.....

Business Address:

.....

Seal

Declaration by the Bidder

(To be provided in Rs.100 /- non-judicial stamp paper)

To

The Head of the Organization.

I/We M/s. represented by its Proprietor / Managing Partner /Managing Director having its Registered Office at and do declare that I/We have carefully read all the conditions of tender with NIT No....., dated....., and accepts all conditions of the tender including amendments/corrigendum subsequently issued by the tender inviting authority, if any. Further I/we confirm our eligibility for this tender and quoted as per the tender condition and Governing laws of India, in case of typographical error found in submitted documents/affidavits/declarations, in this case we accept all the Terms and conditions of bid documents and hereby confirm as under.

1. I/We have not made any counter conditions stipulation and conditions and I/We agree that in the event of any such counter conditions my/our tender will be summarily rejected and such offer will not be evaluated and considered at all by you.
2. I/We do hereby declare that we have not been blacklisted/ debarred by any Central / State Government / Autonomous bodies / PSEs/PSUs / Nationalized Banks / Public Limited or Private Limited Companies, etc., from taking part in the tendering process.
3. I/We do hereby declare that we have not been imposed any penalty by an arbitral or judicial authority through a judicial pronouncement or arbitration award.
4. I/We have not made any payment or illegal gratification to any person/authority connected with the tendering process so as to influence the tendering process and have not committed any offence under the Prevention of Corruption Act in connection with the tender.
5. I/We hereby declare that, all information furnished by me/us with this tender is true to best of my/our knowledge, belief and in case, if it is found that, the information furnished is not true or partially true or incorrect, I/We agree that my/our tender shall be summarily rejected without prejudice to the right of the board of Trustees of Indian Ports Association to take further action in to the matter.

Witness's Signature

Name:

Address:

Tel. /Mobile No:

Date:

Bidder's Signature

Name:

Address:

Tel./Mobile No:

Date:

Tender Acceptance and Declaration on Litigation & Blacklisting
(To be provided on the bidder's company letter head with signature and seal)

To
The Managing Director
Indian Ports Association
1st Floor, South Tower
NBCC Place, Bisham Pitamah Marg
Lodhi Road
New Delhi 110003

Sub: Proposal for Sponsorship Partner for India Maritime Week (IMW), 2025 under IPA

Sir,

WE DECLARE THAT:

1. I/We have not been involved in any litigation as on the date of submission of the bid that may have an impact of affecting or compromising the delivery of service as required under this tender.
2. Information regarding any litigation and arbitration against the IPA as on the date of submission of the bid, the parties concerned and disputed amount is as given below:
 - i) _____
 - ii) _____
3. I/We am / are not blacklisted or debarred as on the date of submission of bid from providing service by any Central / State Government / Autonomous bodies / PSEs / PSUs / Nationalized Banks / Public Limited or Private Limited Companies, etc., in India.
4. I/We have downloaded / obtained the tender document(s) for the above mentioned Tender / work from the website(s) namely: as per your advertisement, given in the above mentioned website(s).
5. I/We hereby certify that I/we have read the entire terms and conditions of the tender documents from Page No. _____ to _____ (including all documents like annexure(s), schedule(s), etc.), which form part of the contract agreement and I/we shall abide hereby and agree the terms / conditions / clauses contained therein.
6. The corrigendum(s) issued from time to time by Indian Ports Association for the above subject work has also been taken into consideration, while submitting this acceptance letter.
7. I / We hereby certify that there is no deviation from the Tender conditions either technical or commercial or tender enquiry.

8. I / We hereby unconditionally accept the tender conditions of above mentioned tender document(s) / corrigendum(s) in its totality / entirety.

9. I / We certify that all information furnished by me / us is true & correct and in the event that the information is found to be incorrect / untrue or found violated, then Indian Ports Association shall without giving any notice or reason therefore, summarily reject the bid or terminate the contract, without prejudice to any other rights or remedy including the forfeiture of the full earnest money deposit absolutely.

Yours faithfully,

(Signature of the Bidder, with Official seal)

Witness with signature

1) Name & Address

2) Name & Address

Bank Mandate Form
(Bank account details of the bidder)

1. Name of the company:
2. Status:
3. Bank Name, Address & Branch:
4. IFSC Code:
5. MICR Code:
6. Account No.:
7. Branch Code:
8. Name of the Authorized Person:
9. Signature of the Authorized person as per Bank:
10. E-Mail ID of Authorized Person:
11. Contact No. Landline/Mobile:

Copy of cancelled cheque may be enclosed if Bank signature not obtained.

Name & Seal of the Bank with Date

Prebid Query Form (in word format)

S.No.	Page No/ Clause No.	Clause	Query
1			

(Signature, name and designation of the authorized signatory)

For and on behalf of

Financial Proposal

To,
The Managing Director
Indian Ports Association
1st Floor, South Tower
NBCC Place, Bisham Pitamah Marg
Lodhi Road, New Delhi 110003

Sub: Proposal for Sponsorship Partner for India Maritime Week (IMW), 2025 under IPA

Sir,

I/ We, (Applicant's name) herewith upload the Financial bid in the CPP Portal which is inclusive of all expenses and taxes excluding GST for selection of my/our firm as "Sponsorship Partner" for India Maritime Week (IMW), 2025 under IPA.

I/ We agree that this offer shall remain valid for a period of 90 (Ninety) days from the Proposal Due Date or such further period as may be mutually agreed upon.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

Notes:

1. The amount payable to the Contractor in accordance with the Financial bid, shall cover all the costs including all taxes and duties except GST. No additional charges in respect thereof shall be due or payable. The amount shall be limited to the amounts indicated in the financial quote and no escalation on any account will be payable on the above amounts.
2. All payments shall be made in Indian Rupees and shall be subject to applicable Indian withholding taxes if any.
3. There will be no hard copy submission and the price bid shall be uploaded only in the CPP Portal

Format of Price Bid

(To be submitted on the CPP Portal only)

Slab	Details of Sponsorship Slab	% quoted
1	Total sponsorship/ advertisement/ branding/ exhibition space charges up to Rs. 25 Lakhs (percentage to be quoted - between 6% to 10%)	
2	Total sponsorship/ advertisement/ branding/ exhibition space charges more than Rs. 25 Lakhs and up to Rs. 50 Lakhs (percentage to be quoted – between 4% to 6%)	
3	Total sponsorship/ advertisement/ branding/ exhibition space charges more than Rs. 50 Lakhs and up to Rs. 01 Crore (percentage to be quoted – between 2% to 4%)	
4	Total sponsorship/ advertisement/ branding/ exhibition space charges more than Rs. 01 Crore (percentage to be quoted – between 1% to 2%)	
Total		

Note:

1. The percentage that can be quoted under each slab is subject to a maximum and minimum value as indicated in the Table at Chapter 7 serial (d). Bidders shall quote their percentage figure within this band. Failure to comply to this stipulation may result in rejection of the bid.

2. Bidders shall quote the percentage of the total amount as incentives to be received through sponsorships under each slab. It is compulsory to quote a figure for all the 4 slabs or else the bid may be rejected. Five bidders will be considered who have quoted the lowest cumulative percentage. The lowest percentage under each slab will then be considered and other bidders will be given a counter offer to match the lowest percentage under each slab

3. Based on the requirement, IPA at its discretion may consider more than 5 sponsor partners.

4. This is only a format and no percentage is to be quoted here and made part of the Technical bid. In case the Technical Bid contains any percentages, the bid may be rejected outright percentages are to be quoted only in the CPP Portal.

Important Information

The standard template of the Price Schedule has been used for the purpose of meeting the objectives of this tender the following aspects needs to be kept in mind while filling the price schedule.

a) Bidders are required only to fill column 13 of the price schedule for the 4 slabs indicated. The number to be filled under each slab will be the percentage expected by the bidder for these slabs. The description given for the column (Basic Rate in

figures to be entered by the bidder, Rs. P.) is to be ignored and considered substituted as 'percentage quoted for each slab'.

b) Entire Column 55 (Total amount in words) and the values that will be generated in these columns while filling the price schedule are to be ignored

c) The description given for column 53 (Total amount without taxes) is to be ignored and considered substituted by the word cumulative percentage. This figure will be the bidding criteria.

d) The last row is to be ignored

**Form of Bank Guarantee
(For Performance Security)**

1. In consideration Head of Indian Ports Association (hereinafter called as "IPA") represented by its Managing Director having agreed to exempt M/s _____ (hereinafter called "Contractor") from the demand, under the Term and conditions of contract awarded with number----- made between IPA and the Contractor for selection of "Sponsorship Partner" for India Maritime Week (IMW), 2025 under IPA (hereinafter called "Agreement") of Performance Security for the due fulfilment by the said Contractor(s) of the terms and conditions contained in the said Agreement, on production of Bank Guarantee for Rs. _____ (Rupees only).
2. We ,..... (hereinafter referred to as the Bank) at the request of the Contractor(s) do hereby undertake to pay to the IPA an amount not exceeding Rs...../-(Rupees..... only) against any loss or damage caused to or suffered or would be caused to or suffered by the IPA by reason of any breach or non-performance by the said Contractor(s) of any of the terms and conditions contained in the said Agreement.
3. We, the Banker of the Contractor do hereby undertake to pay the amounts due payable under this Guarantee without any demur, merely on a demand from the IPA stating that the amount claimed is due by way of loss or damage caused to or would be caused to or suffered by the IPA by reason of any breach by the said Contractor(s) of any of the terms and conditions contained in the said Agreement or by reason of the Contractor(s) failure to perform the said Agreement. Any such demand made on the Bank shall be conclusive as regards the amount due and payable by the Bank under this Guarantee. However our liability under this Guarantee shall be restricted to an amount not exceeding Rs...../-.
4. We undertake to pay to the IPA any money so demanded notwithstanding any dispute or disputes raised by the Contractor(s) in any suit or proceedings before any Court of Tribunal relating thereto our liability under this present being absolute and unequivocal.
5. The payment so made by us under this bond shall be valid discharge of our liability for payment there under and the Contractor(s) shall have no claim against us for making such payment.
6. This Bank Guarantee shall be valid upto..... ("Period"). We, the Bank further agree that the Guarantee herein contained shall remain in full force and effect during the Period and that it would be taken for the performance of the said Agreement and that it shall continue to be enforceable till all the dues of the IPA under or by virtue of the said agreement have been fully paid and its claims satisfied or discharged or till the IPA certified that the terms and condition of the said Agreement have been fully and properly carried out by the said Contractor's and accordingly discharges this Bank Guarantee. Unless a demand or claim under this Guarantee is made on us in writing within three months from the date of expiry of the validity of the Bank Guarantee period we shall be discharged from all liability under this Guarantee thereafter provided

further that the Bank shall at the request of the IPA but at the cost of Contractor(s) renew or extend this Guarantee for such further period or periods as the IPA may require.

7. We, the Bank further agree the IPA, that the IPA shall have the fullest liberty without consent and without affecting in any manner our obligations hereunder to vary any of the terms and conditions of the said Agreement or to extend time of performance by the said Contractor(s) from time to time or to postpone for any time or from time to time any of the powers exercisable by the IPA against the said Contractor(s) or for any forbearance, act or omission on the part of the IPA or any indulgence by the IPA to the said Contractor(s) or by any such matter or thing whatsoever which under the Law relating to sureties would but for this provision, have effect of so relieving us.

8. This Guarantee will not be discharged due to the change in the constitution of the Bank or the Contractor(s).

9. We, the Bank hereby undertake not to revoke this Guarantee during its currency except with the previous consent of the IPA in writing.

Dated the day of month of 20..... at

Name & Seal of the Bank with Date

Contract Agreement Form

(To be entered in Rs. 100/ - non-judicial stamp paper)

This AGREEMENT is made on this day ofMonth of Two Thousand (, 24) between Indian Ports Association, an apex body of Major Ports constituted in 1966 under Societies Registration Act, represented by its Management Director having its office at 1st Floor, South Tower, NBCC, Bhisham Pitamah Marg, Lodhi Road, New Delhi 110 003(herein after referred to as the Association which expression shall unless excluded by or repugnant to the subject or context be deemed to include the successor in office) of the one part

and

M/s....., (a partnership firm / proprietorship firm / company registered under the laws of India) having its place of business at represented by its (Description) Shri....., s/o..... (hereinafter referred to as 'Contractor' which expression shall, unless excluded by, or repugnant to the context be deemed to include his heirs, executors, administrators, representatives and assigns or his successors in office) of the other part

WHEREAS Indian Ports Association, New Delhi is desirous of the work comprising selection of Sponsorship Partner for India Maritime Week (IMW), 2025 under IPA

WHEREAS the Contractor has offered to execute and complete such works and whereas IPA has accepted the tender of the Contractor and

WHEREAS the Contractor has furnished a sum of Rs/- (Rupees..... only) as Earnest Money Deposit (EMD) at the time of tendering, which will be adjusted against Performance Security as stipulated in the bid document, at the rates mentioned therein for the due fulfilment of all the conditions of the Contract.

NOW THIS AGREEMENT WITNESSETH AS FOLLOWS:

In this agreement words and the expressions shall have the same meanings as are respectively assigned to them in the conditions of the contract hereinafter referred to. The following documents shall be deemed to form and be read and construed as part of this Agreement:

1. Disclaimer
2. RFP Notice
3. Introduction
4. Glossary
5. Instructions to Bidders
6. Selection Criteria for MSP
7. Scope of Work
8. General Conditions of Contract
9. Special Conditions of Contract
10. Annexures and Forms
11. Any Corrigenda / Addenda / Clarifications issued by IPA

- 12. Any response to Pre-Bid Queries issued by IPA
- 13. Price Bid
- 14. Work Order No.....
- 15. Any correspondences and documents that are touching the RFP/Contract.

The Contractor hereby covenants with IPA to develop the product in conformity and in all respects with the provisions of this Agreement.

IPA hereby covenants to pay the Contractor in consideration of such services for the "Contract Price" at the time and in the manner prescribed in the Tender/Agreement.

IN WITNESS WHEREOF the parties here into have set their hands and seals the day and year first written.

The seal of the Head of Indian Ports Association was here into affixed and

The thereof, has set his Hand in the presence of

Indian Ports Association

Signed and sealed by

The Contractor in the presence of

Witness with signature

1) Name & Address	2) Name & Address
.....
.....

Following are the firms who participated in the GMIS 2023 and this will consist of the negative list. The sponsorship partner will ne eligible for any incentives on account of the participation of these firms in IMW 2025

1	JINDAL PARADIP PORT LIMITED
2	TOLANI EDUCATION FOUNDATION
3	INDIAN PORT RAIL & ROPEWAY CORPORATION LIMITED
4	PARADIP PORT AUTHORITY
5	NAYARA ENERGY LIMITED
6	DAKSHIN BHARAT GATEWAY TERMINAL PRIVATE LIMITED
7	VEDAM DESIGN & TECHNICAL CONSULTANCY PVT LTD
8	ADANI PORTS AND SPECIAL ECONOMIC ZONE LIMITED
9	THE SHIPPING CORPORATION OF INDIA LTD
10	PPS INTERNATIONAL
11	PPS INTERNATIONAL
12	Transport Corporation of India Limited
13	TUTICORIN CUSTOMS BROKERS ASSOCIATION
14	METALKARMA ENGINEERING TECHNOLOGIES PRIVATE LIMITED
15	GATEWAY TERMINALS INDIA P LTD
16	HYUNDAI MOTOR INDIA LIMITED
17	Captain Of Ports Department
18	GUJARAT MARITIME BOARD
19	WARTSILA INDIA PRIVATE LIMITED
20	ELEGANT MARINE SERVICES PRIVATE LIMITED
21	ENNORE COAL TERMINAL PRIVATE LIMITED
22	EVAH INTEGRATED SOLUTIONS PRIVATE LIMITED
23	ESSAR BULK TERMINAL (SALAYA) LIMITED
24	KARNATAKA MARITIME BOARD
25	VAAMAN ENGINEERS INDIA LIMITED
26	MAHARASHTRA MARITIME BOARD
27	MAHARASHTRA MARITIME BOARD
28	MAHARASHTRA MARITIME BOARD
29	SYAMA PRASAD MOOKERJEE PORT,KOLKATA
30	SAI INFINIUM PRIVATE LIMITED
31	COCHIN SHIPYARD LIMITED
32	ASSAM INLAND WATER TRANSPORT DEVELOPMENT SOCIETY
33	TAMIL NADU MARITIME BOARD
34	LIEBHERR INDIA PVT LTD
35	ENNORE BULK TERMINAL PRIVATE LIMITED

36	NATIONAL CENTRE FOR POLAR AND OCEAN RESEARCH
37	DESMI INDIA PRIVATE LIMITED
38	OPTIO MARINE PRIVATE LIMITED
39	MOHAN MUTHA INFRASTRUCTURES PRIVATE LIMITED
40	BHAVANI SHIPPING SERVICES (I) PVT.LTD.
41	J M BAXI PORTS & LOGISTICS PRIVATE LIMITED
42	ITD CEMENTATION INDIA LIMITED
43	INDIAN INSTITUTE OF TECHNOLOGY MADRAS
44	BANSAL SHIP BREAKERS PVT LTD
45	NUMALIGARH REFINERY LIMITED
46	ARCELORMITTAL NIPPON STEEL INDIA PRIVATE LIMITED
47	ARCELORMITTAL NIPPON STEEL INDIA PRIVATE LIMITED
48	ITALGRU INDIA PRIVATE LIMITED
49	SEVEN ISLANDS SHIPPING LIMITED
50	INTERNATIONAL SEAPORT DREDGING PRIVATE LIMITED
51	CONTAINER CORPORATION OF INDIA LTD
52	TUTICORIN CFS ASSOCIATION
53	TUTICORIN CFS ASSOCIATION
54	FORNAX INNOVATIONS & RESEARCH
55	NEW MANGALORE PORT AUTHORITY
56	M/S.CHENNAI RADHA ENGINEERING WORKS PVT LTD.
57	TUTICORIN SHIP AGENTS ASSOCIATION
58	COCHIN PORT AUTHORITY
59	VIALE EVENTS AND ADVERTISING PRIVATE LIMITED
60	VEDANTA LIMITED
61	INDIAN REGISTER OF SHIPPING
62	Embassy of Norway
63	Embassy of Norway
64	HINDUSTAN PORTS PRIVATE LIMITED
65	PORT DEPARTMENT EE
66	GUJARAT PIPAVAV PORT LTD
67	ARCELORMITTAL NIPPON STEEL INDIA PRIVATE LIMITED
68	STERLING AND WILSON PVT LTD.
69	KNK SHIP MANAGEMENT
70	SAGARMALA DEVELOPMENT COMPANY LIMITED
71	TECHPARTNER ALLIANCE PRIVATE LIMITED
72	DHI INDIA WATER & ENVIRONMENT PRIVATE LIMITED
73	AERO MARINE EQUIPMENTS SUPPLY PRIVATE LIMITED
74	RAJ PETRO SPECIALITIES PRIVATE LIMITED
75	IFFCO

76	ULTRAFOG INDIA PRIVATE LIMITED
77	JSW MANGALORE CONTAINER TERMINAL PRIVATE LIMITED
78	ITALGRU INDIA PRIVATE LIMITED
79	Consulate-General of the Kingdom of The Netherlands
80	Buoyancy Consultants and Engineering LLP
81	INDIAN PORT RAIL & ROPEWAY CORPORATION LIMITED
82	INDIAN PORT RAIL & ROPEWAY CORPORATION LIMITED
83	NEW MANGALORE PORT AUTHORITY
84	SRI GANESH SHIPPING AGENCY
85	WATERWAYS LEISURE TOURISM PRIVATE LIMITED
86	SURAJ INFORMATICS PRIVATE LIMITED
87	ALCHEMY EVENTS LLP
88	TRION PROPERTIES PRIVATE LIMITED
89	VISAKHAPATNAM PORT AUTHORITY
90	MIT ART DESIGN AND TECHNOLOGY UNIVERSITY PUNE
91	JAWAHARLAL NEHRU PORT AUTHORITY
92	NATIONAL ASSOCIATION OF CONTAINER FREIGHT STATIONS
93	MANGLORE COAL TERMINAL PRIVATE LIMITED
94	SAMUNDRA INSTITUTE OF MARITIME STUDIES TRUST
95	ROHHRI ENTERPRISES LLP
96	APPLIED RESEARCH INTERNATIONAL PVT LTD
97	DRONIX TECHNOLOGIES PRIVATE LIMITED
98	MANGALORE REFINERY& PETROCHEMICALS LTD
99	ORISSA STEVEDORES LIMITED
100	STATION SATCOM PRIVATE LIMITED
101	KAMARAJAR PORT LIMITED
102	ENTERPRIS SYSTEM SOLUTION PRIVATE LIMITED
103	CHENNAI PORT AUTHORITY
104	SADHAV SHIPPING LIMITED
105	ANDHRA PRADESH MARITIME BOARD
106	AVANA LOGISTEK LIMITED
107	V.SHIPS INDIA PVT LTD
108	Kandla Liquid Tank Terminal Association
109	AKA LOGISTICS PRIVATE LIMITED
110	MSZ OFFSHORE AND UNDERWATER SERVICES LLP
111	SYNERGY MARITIME PRIVATE LIMITED
112	KANDLA SEAFARERS WELFARE ASSOCIATION
113	KALE LOGISTICS SOLUTIONS PRIVATE LIMITED
114	AEGIS VOPAK TERMINALS LIMITED

115	FIRST POLICY INSURANCE BROKERS PVT LTD
116	MUKAND LTD
117	J M BAXI PORTS & LOGISTICS PRIVATE LIMITED
118	Chowgule and Company Private Limited, Shipbuilding Division
119	Chowgule and Company Private Limited, Shipbuilding Division
120	MUKAND LTD
121	GAUTAM FREIGHT PVT LTD
122	International Association of Drilling Contractors
123	PHONEX LOGISTICS PRIVATE LIMITED
124	NDT AND PWHT SOLUTIONS PRIVATE LIMITED
125	M/S HINDUSTAN SHIPYARD LTD
126	ACME GREEN HYDROGEN AND CHEMICALS PRIVATE LIMITED
127	ACME GREEN HYDROGEN AND CHEMICALS PRIVATE LIMITED
128	INDIAN OIL CORPORATION LIMITED
129	SIMA MARINE INDIA PRIVATE LIMITED
130	SIMA MARINE INDIA PRIVATE LIMITED
131	KRISHNA SHIPPING & ALLIED SERVICES
132	AATASH COMPUTER AND COMMUNICATIONS PVT. LTD.
133	SYNERGY MARITIME PRIVATE LIMITED
134	B.P. MARINE ACADEMY
135	SYAMA PRASAD MOOKERJEE PORT,KOLKATA
136	CORESONANT SYSTEMS PVT LTD
137	MORMUGAO PORT AUTHORITY
138	INLAND WATERWAYS AUTHORITY OF INDIA
139	SHIV SHIPPING AND LOGISTICS
140	GEETA ENGINEERING WORKS PVT LTD
141	GAUTAM FREIGHT PVT LTD
142	DEENDAYAL PORT AUTHORITY
143	RISHI SHIPPING INDIA PRIVATE LIMITED
144	V.O.CHIDAMBARANAR PORT AUTHORITY
145	ANGLO-EASTERN SHIP MANAGEMENT (INDIA) PRIVATE LIMITED
146	INDIAN MARITIME UNIVERSITY
147	A to Z Exim
148	GARDEN REACH SHIP BUILDERS & ENGINEERS LTD
149	BOARD OF EXAMINATION FOR SEAFARERS TRUST
150	India Ports Global Private Limited
151	DARABSHAW B CURSETJEES SONS GUJARAT PVT LTD
152	JINAM LOGISTICS

153	COCHIN PORT AUTHORITY
154	Unilight Insurance Brokers Private Limited
155	HQ OFFICE OF DIRECTORATE OF LIGHT HOUSES AND LIGHT SHIPS
156	TRIDENT AGROCOM EXPORTS LIMITED
157	TRUEBLUE SHIPPING SERVICES
158	DREDGING CORPORATION OF INDIA LIMITED
159	KANDLA TIMBER ASSOCIATION
160	NADELLA AGROTECH PRIVATE LIMITED
161	PUYVAST MARITIME (INDIA) PVT LTD
162	MARINE ELECTRICALS(INDIA)LIMITED
163	AERO MARINE EQUIPMENTS SUPPLY PRIVATE LIMITED
164	SAMVEDA CONTAINER CARE
165	MUMBAI PORT AUTHORITY
166	BALMER LAWRIE & CO LTD
167	KERALA MARITIME BOARD
168	ACADEMY OF MARITIME EDUCATION AND TRAINING TRUST
169	VIZHINJAM INTERNATIONAL SEAPORT LTD
170	Consulate-General of the Kingdom of The Netherlands
171	BOTHRA SHIPPING SERVICES PRIVATE LIMITED
172	EXECUTIVE ENGINEER(CIVIL) PORTS AND IWT SOUTH DIVISION BERHAMPUR
173	EXECUTIVE ENGINEER(CIVIL) PORTS AND IWT SOUTH DIVISION BERHAMPUR
174	STAG MARINE MANAGEMENT PRIVATE LIMITED
175	SURAJ AGRO INFRASTRUCTURE (INDIA) PRIVATE LIMITED
176	BULK MARINE INDIA PRIVATE LIMITED
177	CHITKARA UNIVERSITY
178	B.P. MARINE ACADEMY
179	SAN MARINE
180	PEAK POWER CONSULTANCY PRIVATE LIMITED
181	FRIGORIFICO ALLANA PRIVATE LIMITED
182	Connective Industrial and Logistics Parks Private Limited
183	ESSAR BULK TERMINAL (SALAYA) LIMITED
184	JSW PARADIP TERMINAL PRIVATE LIMITED
185	HiQ Services
186	HiQ Services
187	GANPAT UNIVERSITY
188	Campbell Shipping Private Limited
189	Tuticorin Stevedores Association
190	AUTORITAT PORTUÀRIA DE BARCELONA

191	Praveg Limited
192	AUTORITAT PORTUÀRIA DE BARCELONA
193	KPSAA (Vessel Agent Association)
194	DANAOS Management Consultants S.A
195	Maritime Anti-Corruption Network
196	INTERNATIONAL MARITIME INSTITUTE
197	HIMT College
198	Indian National Centre for Ocean Information Services
199	Institution of Naval Architects
200	Kalinga international Coal
201	Rain cii carbon (vizag) limited
202	Sealpol Port Pvt Ltd
203	Eversun Marine Trade Pvt Ltd
204	Vizag Seaport Pvt Ltd
205	Novusblock Technologies (Jojo waterways)
206	Geresource Pvt Ltd
207	Srinivas University
208	Tata Project Ltd
209	Suytbhumi Hotels
210	PYXIS Logistics
211	Chettinad Logistics
212	East India Petroleum Pvt Ltd
213	Kalanji & co
214	Sravan Shipping
215	M S Orissa Stevedores Ltd
216	Eastern Navigations Pvt Ltd
217	fendercare marine omega india pvt. Ltd
218	JSW JAIGAR
219	Integral trading & Logistics
220	Man Infra Construction Limited
221	Century Plyboards India Ltd
222	Bhavnidhi Naresh
223	Ripley & Co Stevedoring
224	Vivada Corporation Ltd
225	MCPI Private Limited
226	Accord Exhibition
227	Strides Design Studio
228	Muneeb Mojahid
229	Delhi exhibition

230	Make Way Holiday
231	NUSI ITF Trust for Indian Seafare
232	MS ATIAR Rahaman Mondal
233	Star net Point
234	Brand Nurture
235	Muneeb Mojahid
236	Bharat Bhooshan
237	Shriram Gupta
238	Siraj
239	Zeeshanali
240	Maritime Union of India
241	Kunal Jitendra
242	Brand Solutions
243	JADWET TRADING COMPANY
244	Ary brand
245	HALDIA PETROCHEMICALS LIMITED
246	MARITIME TRAINING AND RESEARCH FOUNDATION
247	MARITIME TRAINING AND RESEARCH FOUNDATION
248	Suryadev Alloys and Power Pvt. Ltd
249	Ram Murat
250	CHENNAI PETROLEUM CORPORATION
251	Make Way Holiday
252	JSW IP HOLDINGS PRIVATE LIMITED
253	Essar Vizag Terminals
254	Unregistered Debtor
255	K T V HEALTH FOOD PRIVATE LIMITED
256	INTERNATIONAL SEAPORT DREDGING PVT LTD
257	A to Z Exim
258	ARCELORMITTAL NIPPON STEEL INDIA PRIVATE LIMITED
259	J M BAXI PORTS & LOGISTICS PRIVATE LIMITED

SPONSORSHIP SUITE

Anchor your brand at IMW 2025

A. Tiered Sponsorship Packages

CORE INCLUSIONS	DIAMOND PARTNER	RUBY PARTNER	EMERALD PARTNER	PLATINUM PARTNER
Slots	2	5	10	15
Investment (INR)	On Request	On Request	₹2.0 CR	₹1.0 CR
Complimentary Booth Space (sq metre)	360 Sq M	216 Sq M	144 Sq M	72 Sq M
Media - Electronic, Print, Radio, Outdoor	Exclusive - Electronic, Shared - Print, Radio, Outdoor	Exclusive - Electronic, Shared - Print, Radio, Outdoor	Shared - Electronic, Print, Radio, Outdoor	Shared - Electronic, Print, Radio, Outdoor
Meeting Room at Event Venue	Exclusive	Exclusive	Shared	Shared
Exclusive Lounge with Catering Service	✓	✗	✗	✗
Exclusive Initiative/Product Launch on Main Stage	✓	✗	✗	✗
No of Passes for Inaugural Ceremony, Dinners & Lunches	100	60	40	20
Business Invites	500	300	200	100
Participation Opportunity as a Speaker	7	5	3	2
Stage Seating	5	3	2	1
VIP Seating	50	30	20	10
Hospitality Package: 5 Star Hotel Room/ Car Service/ Mumbai Airport Pranaam Service	5	3	2	1
Exclusive Podcast Interviews	5	3	2	1
Leadership Interaction	✓	✓	✓	✓
Branding as Lunch Host	✓	✓	✗	✗
Branding as Dinner Host	✓	✓	✓	✗
Pre Event Curated Session - On Digital Platforms Only	✓	✓	✓	✓
Collateral Branding (Lanyard, Bags etc)	✓	✓	✓	✓
Brand AVs during the break	✓	✓	✓	✓
Digital Presence (Website + Social Media Handles + Social Media Mentions+App Banner)	✓	✓	✓	✓
Logo Branding at Venue	✓	✓	✓	✓

*** Notes:**

- Above mentioned Investment amount does not includes, GST, electricity charges & statutory charges
- All media deliverables shall be on cobranding basis only

SPONSORSHIP SUITE

Anchor your brand at IMW 2025

A. Tiered Sponsorship Packages

CORE INCLUSIONS	GOLD PARTNER	SILVER PARTNER	BRONZE PARTNER
Slots	25	35	50
Investment (INR)	₹75 Lakhs	₹50 Lakhs	₹25 Lakhs
Complimentary Booth Space (sq metre)	54 Sq M	36 Sq M	18 Sq M
Media - Electronic, Print, Radio, Outdoor	X	X	X
Meeting Room at Event Venue	Shared	Shared	Shared
Exclusive Lounge with Catering Service	X	X	X
Exclusive Initiative/Product Launch on Main Stage	X	X	X
No of Passes for Inaugural Ceremony, Dinners & Lunches	15	10	5
Business Invites	75	50	25
Participation Opportunity as a Speaker	1	X	X
Stage Seating	X	X	X
VIP Seating	X	X	X
Hospitality Package: 5 Star Hotel Room/ Car Service/ Mumbai Airport Pranaam Service	X	X	X
Exclusive Podcast Interviews	X	X	X
Leadership Interaction	X	X	X
Branding as Lunch Host	X	X	X
Branding as Dinner Host	X	X	X
Pre Event Curated Session - On Digital Platforms Only	X	X	X
Collateral Branding (Lanyard, Bags etc)	X	X	X
Brand AVs during the break	✓	✓	X
Digital Presence (Website + Social Media Handles + Social Media Mentions+App Banner)	✓	✓	✓
Logo Branding At Venue	✓	✓	✓

*** Notes:**

- Above mentioned Investment amount does not includes, GST, electricity charges & statutory charges
- All media deliverables shall be on cobranding basis only

SPONSORSHIP SUITE

Anchor your brand at IMW 2025

B. Country And Global Partner Package

CORE INCLUSIONS	COUNTRY PARTNER	GLOBAL PARTNER
Investment (USD)	1,00,000	75,000
Complimentary Booth Space (sq metre)	108	72
Country - Day Seminar	✓	X
Bilateral MoU Signing Session	✓	X
Media - Electronic, Print, Radio, Outdoor	Shared	Shared
Meeting Room Access at Event Venue	Shared	Shared
No of Passes for Inaugural Ceremony, Dinners & Lunches	20	15
Business Invites	100	75
Participation Opportunity as a Speaker	2	1
Stage Seating	2	1
VIP Seating	10	5
Hospitality Package: 5 Star Hotel Room/ Car Service/ Mumbai Airport Pranaam Service	2	1
Exclusive Podcast Interviews	2	1
Leadership & Industry Interaction	✓	✓
Pre Event Curated Session - On Digital Platforms Only	✓	X
Collateral Branding (Bags, Pens, Notepads etc)	✓	X
Promotional AVs during the break	✓	✓
Digital Presence (Website + Social Media Handles + Social Media Mentions+App Banner)	✓	✓
Logo Branding AT Venue	✓	✓

*** Notes:**

- Above mentioned Investment amount does not includes, GST, electricity charges & statutory charges
- All media deliverables shall be on cobranding basis only

SPONSORSHIP SUITE

Anchor your brand at IMW 2025

c. State and Summit Partner Package

CORE INCLUSIONS	STATE PARTNER	SUMMIT PARTNER
Investment (INR)	1,00,00,000	75,00,000
Complimentary Booth Space (sq metre)	108	72
State - Day Seminar	✓	X
Bilateral MoU Signing Session	✓	X
Media - Electronic, Print, Radio, Outdoor	Exclusive - Electronic, Shared - Print, Radio, Outdoor	Shared
Meeting Room Access at Event Venue	Shared	Shared
No of Passes for Inaugural Ceremony, Dinners & Lunches	20	16
Business Invites	100	75
Participation Opportunity as a Speaker	2	1
Stage Seating	2	1
VIP Seating	10	5
Hospitality Package: 5 Star Hotel Room/ Car Service/ Mumbai Airport Pransam Service	2	1
Exclusive Podcast Interviews	2	1
Leadership & Industry Interaction	✓	✓
Pre Event Curated Session - On Digital Platforms Only	✓	X
Collateral Branding (Bags, Pens, Notepads etc)	✓	X
Promotional AVs during the break	✓	✓
Digital Presence (Website + Social Media Handles + Social Media Mentions+App Banner)	✓	✓
Logo Branding AT Venue	✓	✓

*** Note:**

- Above mentioned Investment amount does not includes, GST, electricity charges & statutory charges
- All media deliverables shall be on cobranding basis only

SPONSORSHIP SUITE

Anchor your brand at IMW 2025

D. Exhibition Area Charges

TYPE OF SPACE	MINIMUM AREA	PARTICIPATION CHARGES (Sq Metre)	
		INR	US\$
Bare Space	9 Sq. Metre	20,000	250
Shell Space	9 Sq. Metre	22,000	275
Fabricated Space	18 Sq. Metre	As Per Customised Design From Authorised Vendors Of IPA	

Shell Space Inclusions:

Registration Table with Chair, 4 Chairs, 1 Table, Fascia Name, Carpet as per area with Flooring, 6 Spot Lights, Dustbin & 5 Amp Sockets