

Pre Bid Query Replies for "Management and Operation Maintenance of Gateway of Crew Training Centre under Assam Inland Waterways Company Limited Procurement."
Tender Reference No.: AIWCL/74/2025/01 Dated: 13.05.2025

Sl. No	Clause No.	Text provided in RFP	Queries from interested bidder	AIWCL Response
1	7	Hard copy of the Bid has to be submitted	Do we have to submit the bid online or hardcopy	Online
2	1.1.7.4	Bid security - 1 Cr	Should be reduced to 10L. If awarded with the Bid then additional security of 10L can be provided in form of Bank guarantee. Ideally if this can also be omitted under MSME exemptions.	Bid Security is INR 10Lakhs. The amount of INR 1Cr. at clause 1.1.7.4 is inadvertently stated and the same may be read as INR 10 Lakhs. Clause 2.1.48.3 of the bid document may be referred to.
3	1.1.7.7	Revenue share for managing CTC	The RPF is divided into 3 broad parts viz: comprehensive management, operation and maintenance of facility. Now as per this clause management refers to overall management which encompasses the other two elements of the tender. The income of the CTC is solely depended upon the course fees paid by the students, which will again vary month to month. So ideally the revenue share should be on Net revenue and not on gross revenue as fixed costs has to be paid whether revenue is earned or not.	Bid document prevails
4	1.1.5.4	Obtain necessary permits and licenses	Details of which permits and licenses are covered under this	All the licences pertaining to management and operation maintenance of the facility is under the scope of the operator
5	1.1.7.11	Operator may charge a fee from the Contracting Authority in lieu of the investment by the operator	What kind of Fee is acceptable to the contracting authority.	The fee refers to the charges that will be paid to the operator by the trainees. Which is a revenue source for the operator.
6	2.1.15.b.1	Average annual turnover should be 10 Cr	Should be reduced to 50L - 1 Cr	May be read as "Average Annual Turnover: The bidder must have an average annual turnover of at least Rs. 2.00 crore over the last three financial years (FY 2021-22, 2022-23, and 2023-24). This turnover should be from the bidder's core business activities related to training, education, facility management, or similar services. The turnover must be substantiated by audited financial statements, certified by a Chartered Accountant."

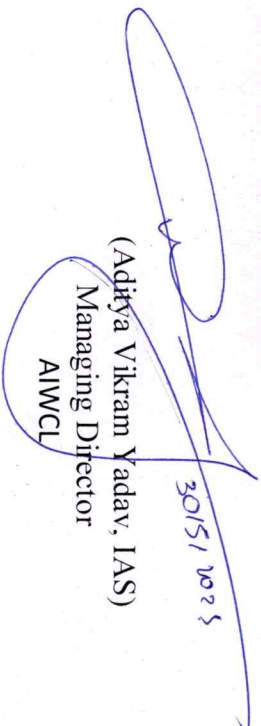


7	2.1.15 Note	In case of consortium, the combined technical and financial capacity shall be considered. Each member shall meet up the requirements based upon the extent of participation	Do you mean that in a consortium the partners will have to align based on their financial and technical contribution in the consortium	Yes, the technical and financial capacity of the bidder, in a consortium, will be assessed and evaluated for all the members of the consortium.
8	2.1.18.d	Brief description of the roles and responsibilities of the individual members of the consortium	Do we h	Yes the roles and responsibilities of each members in a consortium should be furnished in the bid.
9	7.7	Acceptance of the Terminal Assets	Who will do the insurance of the building and the assets	The Operator shall be required to take up the same as part of their operating expenditure in the assignment.
10	8.1.11	Employment of personnel	Is the operator bound by the salary structure as guided by the Labour laws of Assam.If so how have we defined the who is skilled, highly skilled and so on.	Yes, your understanding is correct.
11	8.2	Refinancing	Can the Operator lien the property and the asset to the bank or financial institution to raise capital	No;The Operator can create a lien to secure financing, but not over core public assets like land. It can secure finance against project rights, revenues, and permissible assets, subject to the terms of the agreement and approval of the Authority.
12	8.7	Tariff	Is this implies to the course fees that we can charge the candidates??	Tariff refers to the course fee.
13			Is GST Applicable on Inland course fees.	As per applicable GST rule
14		The existing drawing of the CTC Drawing No: KDC/AIWTDs/CTC/AR-100 does not accommodate a swimming pool	A swimming pool of at least Semi Olympic standard will be required to conduct GP rating and Basic Safety Training Course for the IWT sector	Please refer to the clause "1.1.1.2 Conduct refresher courses, certifications, and skill assessments in alignment with national and international standards in IWT Sector." The operator is required to undertake the assignment fulfilling all the necessary training infrastructure including swimming pool incline with national & international standard.



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15		Website and LMS	Who will develop and maintain the Website and Administrative portal including LMS. We can do the same for CTC if required.	Operator will take up the same
16		General Queries	The Revenue model will be how ? Is it profit sharing, or else the property will be on lease basis or else something else kindly help us to enlighten the same.	The revenue model under this RFP is under revenue sharing arrangement. This is not lease base arrangement and the assets will be under the AIWCL. Refer clause 1.1.7.6 to 1.1.7.8
17			The Infrastructure will be developed by your respective organization, only the Technical Training Equipment bidders have to look out ?	Refer to the reply 14.
18			From when the operations would commence for the CTC ?	It is envisaged the CTC would be operational January 2026 onwards.


 (Aditya Vikram Yadav, IAS)
 Managing Director
 AIWCL