

Pre-Bid Query Replies for "Management and Operation & Maintenance of Gateway of Guwahati Terminal at Guwahati under Assam Inland Waterways Company Limited Procurement" held on 23.04.2025.

Sl No	Clause No.	Existing Clause	Bidders query/Suggestion	AIWCL Response
1	1	Bid Security: INR 1.00 Cr		As per Bid Document
2	1	Contract Period: (10+ 10 + 10) years	What If the Concessionaire wants to opt out after 10 or 20 years? Mechanism for the same	Please refer to the Corrigendum-I
3	7	Bids must be delivered to the address below on or before 2.00 PM on 8th May 2025	Pre-bid meeting being held on 23rd April. Responses by AIWCL will take about 7 to 10 days to prepare and thereafter be processed by the Bidders.	Please refer to the Corrigendum-I
4	1.1	Under the AIWTP, an inland waterway terminal, Gateway of Guwahati Terminal ("Terminal"), a state of the art, all year round terminal is constructed in the state of Assam. the necessary repairs & maintenance of the existing Infrastructure/ equipment in the Terminal, including the Annual Maintenance Contract (AMC) of the equipment available at the Terminal such as, baggage scanners, signage, Public Address System, air conditioners, and procurement, installation and maintenance of such other equipment as required. Also to be read along with Clause 7.7(a)(iii)(a) on Page 31	Please confirm if the proposed terminal can be operated all year around - specially during monsoons/rainy season including permissible operation hours. List of equipment that are being provided and copies of the AMC already signed with OEMs. Also, what are the R&M schedule OR Preventive Maintenance Schedule (PMS) of the various equipment and structures (especially floating structures) taken in to account at the time of construction of the facility.	The terminal built to operate through out the year Please refer to the Corrigendum-I
5	1.1.1.2	Tenant Management: Establish clear communication channels with tenants. Enforce lease agreements and monitor adherence to applicable prevailing rules at the Terminal.	Our understanding is that AIWCL will not be a party to the tenancy agreement. Please clarify.	The Operator is free to enter in agreement with any suitable vendor for the operation of the Terminal
6	1.1.1.4	Security Measures: Maintain a comprehensive security plan, Including surveillance and personnel. Conduct regular	Any template that could be made available ?	Please refer to the Corrigendum-I. The List provide is not an exhaustive one. The Operator shall take cognisance of the scope of work and work out accordingly.
7	1.1.1.5			

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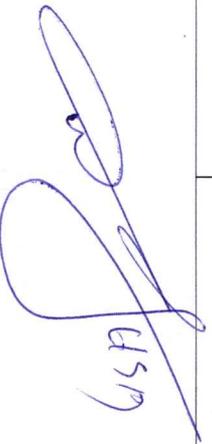
		security drills and stay updated on security technologies.		
		Legal Compliance: Obtain necessary permits and licenses for operations of Terminal.	Please elaborate and advise.	Please refer to the Corrigendum-1. The List provide is not an exhaustive one. The Operator shall take cognisance of the scope of work and work out accordingly.
8	1.1.1.8	Sustainability Initiatives: Implement environmentally friendly practices which are feasible for the Terminal. Also, implement energy-efficient lighting, waste reduction, and sustainable materials management.	Would request AIWCL to install Solar Panels before handing over to Concessionaire.	Solar Panel of 20 KWp is installed at the terminal
9	1.1.1.9	The Concessionaire shall also be permitted to take up additional activities in due consultation with Assam Inland Waterways Company Limited upon arriving at the additional Revenue Sharing.	For this, Concessionaire would need to understand full details of what is on offer for bidding (including adjacent land parcel/s) and will AIWCL share in CAPEX - if any?	This will be taken as a separate assignment. All the financial and technical discussion will be taken up as per the individual activities identified.
10	1.1.1.10	Also to be read with Clause 7.3 (b) on page 28		
	1.2	During the bid Stage, Bidders are invited to examine the Project in greater detail, and to carry out, at their cost, such studies as may be required for submitting their respective Bids. Please read this clause along with Clause 2.7 on page 13	Is there any information already available with AIWCL that can be shared with Bidders Including traffic projections/cargo projections/proposed development plans etc etc ?	Please refer to the Corrigendum-1.1. The List provide is not an exhaustive one. The Operator shall take cognisance of the scope of work and work out accordingly.
11		The Operator will be allowed to handle non-riverine cargo also. However, the Operator shall pay Royalty to the Contracting Authority for both riverine and non riverine cargo handled at the Terminal, Royalty shall be paid as per the terms of Contract Agreement	Why separate Royalty payment as already AIWCL has "Revenue Share" ?	It a Typo error
12	1.2			

13	2.3.1.(b) Financial Capacity The bidder shall have an annual average turnover (Financial capacity) of Rs 50 Crore (Rupees Fifty Crore) In three year preceding bid due date.	Please consider lowering this to INR 10.0 Cr instead of INR 50.0 Cr.	Bid document prevails
14	2.7 Bidders are encouraged to submit their respective Bids after visiting the Project site and ascertaining for themselves the site conditions, traffic, location, surroundings, climate, availability of power, water and other utilities for construction, access to site, handling and storage of materials, weather data, applicable laws and regulations, and any other matter considered relevant by them for participation in the tendering process. Please refer Serial No. 11 above	Can AIWCL share any further information ?	Please refer to the Corrigendum-I. The List provide is not an exhaustive one. The Operator shall take cognisance of the scope of work and work out accordingly.
15	2.11 At any time prior to the Bid Due Date, the Contracting Authority may, for any reason, whether at its own initiative or in response to clarifications requested by e Bidder, modify the RFP by the issuance of Agenda. Any Addendum issued hereunder will be in writing and shall be hosted at https://aiwcl.co.in/ and https://assamtenders.gov.in .	Can AIWCL share this Information by email too with the persons who will attend the Pre-Bid Meeting?	Bid document prevails
16	7.7(a)(i)(j) obtain, maintain and comply with Applicable Permits and comply with the Applicable Laws including those relating but not limited to dock side safety, health, environment and labour:	Please elaborate and advise - especially on the issue of 'Applicable Permits	Please refer to the Corrigendum-I. The List provide is not an exhaustive one. The Operator shall take cognisance of the scope of work and work out accordingly.

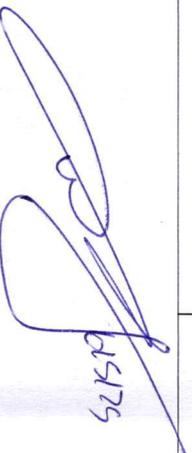


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	7.7.(a)(iv)	The Concessionaire shall at its own costs, promptly and diligently repair, replace or restore any of the Terminal Facilities and Services or part thereof which may be lost, damaged, or destroyed for any reason whatsoever	Please indicate the Insurance Value of the Asset. We propose to insure the terminal and its asset and make AIWCL, as co-insured.	Insurances are in place and the Operator is required to procure all the requisite insurances at their own cost during the concession period.
17		The Concessionaire shall be obliged to extend all co-operation to independent Engineer/Auditor for purposes of verifying that the Terminal Facilities and Services are operated and maintained in compliance with the Performance Standards and adhere to the Operations and Maintenance Standards and Safety Standards.	It is presumed that as this is a Third Party inspection, AIWCL would be paying for the Inspection services and Concessionaire shall facilitate	Please refer to the Corrigendum-I. The List provide is not an exhaustive one. The Operator shall take cognisance of the scope of work and work out accordingly.
18	7.7.(a)(vii)	Standards and Safety Standards. Security Arrangements: The Concessionaire may make his own arrangements for security in the Terminal Facility and with respect to the Terminal provided the Concessionaire shall abide by the security regulations/procedures prescribed by the Concessionaire Authority or a Government Authority from time to time.	Security regulations/ procedures prescribed by the Concessionaire Authority or a Government Authority to be advised.	Please refer to the Corrigendum-I. The List provide is not an exhaustive one. The Operator shall take cognisance of the scope of work and work out accordingly.
19	7.7.(a)(x)		Rated & projected power utilisation/consumption ? Is AIWCL going to provide a generator of suitable capacity?	Rated & projected power Utilisation/consumption - 599KVA Generator capacity - 500KVA
20	7.8	The Concessionaire Authority shall during the Concession Period provide access to the Concessionaire to all infrastructure facilities and utilities including water, electricity and telecommunication facilities necessary for the Implementation, operations and maintenance of the Terminal Facilities and Services at rates and on terms no less favourable to the Concessionaire than those generally available to commercial customers availing substantially equivalent facilities and utilities.		



21	<p>7.10.(i)</p> <p>Concessionaire shall fix the Tariff based on market conditions and on such other conditions, if any, as may be notified and made applicable by a competent authority in the State. Also to be read with Other obligations/responsibilities of the Concessionaire: 1. General Passenger Transportation fee, The Concessionaire is responsible for the collection of the transportation fee in accordance with the prevailing Regulations and tariff plans under the Regulatory body of the Assam Inland Water Transport Regulatory Authority. This implies for the passenger transport fee, bicycle, two-wheeler, four-wheeler and goods fee.</p>	<p>Would request inputs on current Tariff from AIWCL. Also, procedure for Tariff revision.</p>	<p>Please refer to the Corrigendum-1.</p>
22	<p>Annexure III: Power of Attorney for signing of Bid (To be executed on Stamp paper of appropriate value)</p>	<p>Value of Stamp Paper ?</p>	<p>Non Judicial Stamp of Rs. 100 may be used at this juncture for participation. Later the same need to be updated during the Contract signing stage.</p>
23	<p>Annexure IV: Power of Attorney for Lead Member of Consortium (To be executed on Stamp paper of appropriate value)</p>	<p>Value of Stamp Paper ?</p>	<p>Non Judicial Stamp of Rs. 100 may be used at this juncture for participation. Later the same need to be updated during the Contract signing stage.</p>
24	<p>Annexure V: Joint Bidding Agreement (To be executed on Stamp paper of appropriate value)</p>	<p>Value of Stamp Paper ?</p>	<p>Non Judicial Stamp of Rs. 100 may be used at this juncture for participation. Later the same need to be updated during the Contract signing stage.</p>



25	7.10.3, (iii)	The concessionaire is responsible for the revenue to be earned from leasing of the advertisement assets. The possible advertisement assets are as follows: a) LED Screens-4 Nos.) Digital Standee- 4 Nos	Upon site inspection, no advertisement equipment was found. Kindly confirm the availability of: a) LED Screens - 4 Nos b) Digital Standees-4 No	Please refer to the Corrigendum-I
26	7.10.3, (iv)	iv) Advertisement- Outside Terminal Building a) Terminal Boundary- Pole Kiosks- 10 Nos b) Link Span-Glow Sign Board- 20 Nos	Upon inspection, no provisions or equipment were found. Kindly confirm the availability of: a) Terminal Boundary-Pole Kiosks-10 Nos b) Link Span-Glow Sign Boards-20 Nos	Please refer to the Corrigendum-I
27	7.10.4	Parking Spaces: The concessionaire is responsible for the occupancy of the parking spaces and earning revenue from the same. The parking provisions are as follows: a) Four-Wheeler- 20 Nos b) Two-Wheeler-38 Nos	No area has been demarcated for parking, and there appears to be no space to accommodate 20 four-wheelers as stated. Kindly clarify the availability of: a) Four-Wheeler-20 Nos b) Two-Wheeler-38 Nos	Please refer to the Corrigendum-I
28	General Query	General Query	Kindly confirm if terminal management/ticketing software is required. If so, please specify whether it falls under the scope of the Concessionaire or the Concessionaire Authority.	Terminal Administration System is developed by the Employer and will be provided to the Operator.
29	General Query	General Query	Kindly provide a detailed list of all moveable equipment currently available at the terminal that will be handed over to the Concessionaire under the O&M Contract.	Please refer to the Corrigendum-I



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30	General Query	<p>Kindly share the following documents to assess the structural and financial feasibility of the terminal:</p> <p>Electrical blueprint/layout</p> <p>Area blueprint with measurements in sq. meters</p>	Please refer to the Corrigendum-I
31	General Query	<p>Kindly clarify if the terminal is currently insured. If not, please confirm whether arranging insurance falls under the scope of the Concessionaire or the Concessionaire Authority.</p>	<p>Insurances are in place and the Operator is required to procure all the requisite insurances at their own cost during the concession period.</p>
32	General Query	<p>It is observed that there is an existing ferry and boat berthing point adjacent to the concerned terminal, actively used by IWT and other operators for passenger movement. Kindly clarify:</p> <ol style="list-style-type: none"> 1. Will this point remain operational after the GGG terminal becomes functional? 2. If yes, what category of traffic is expected to be routed through the GGG terminal? 3. Please share the estimated number of boats, ferries, and vessels expected to use the terminal on a regular basis. 4. Kindly provide expected daily/weekly/monthly passenger footfall at the terminal. 	<p>The points will remain operational after the GGG terminal.</p> <ol style="list-style-type: none"> 2. All the government vessels will operate from GGG terminal 3. The E-ticketing data of Guwahati can be seen at Corrigendum-I 4. Daily Average passenger footfall at the terminal is 4854.


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 Managing Director
 AIWCL