

**REPLY OF PRE BID SOUGHT BY THE PROSPECTIVE BIDDERS: PMC TENDER FOR MM WORK**

| <b>S. No.</b> | <b>Section No/Clause No./Sub Clause No. &amp; Pg. No. of Tender Document</b> | <b>Tender clause description</b>                                                                                                                                                                                                                                                                                                                                                                           | <b>Query / Suggestion / Clarification sought</b>                                                                                                                                                                                                                                                                                                                                                                                                                                              | <b>IWAI Reply</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|---------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1             | SECTION III: Bid Data Sheet, ITB 3.2 & ITB 16.1, Page No. 36                 | Similar Works” means “Providing PMU/PMC/Consultancy services to any organization such as Ministries dealing in Ports, Waterways or Shipping related subjects in Central Government or State Government or any Major Port or any State Maritime Board or any IWT Department (minimum period of engagement should not be less than 12 months) in previous 7 years before the last date of the Bid submission | We kindly request the Authority to include Independent Engineer (IE) and Authority's Engineer (AE) assignments under the definition of "Similar Works," as these services involve construction supervision, contract administration, project monitoring, and implementation support comparable to PMU/PMC consultancy services. This amendment will enable wider participation of experienced consulting firms while maintaining the required technical competence and enhancing competition. | <p><b>“Similar Works”</b> means “Providing PMU/PMC/Consultancy services to any organization such as Ministries dealing in Ports, Waterways or Shipping related subjects in Central Government or State Government or any Major Port or any State Maritime Board or any IWT Department or any Govt. / PSU Shipyards (minimum period of engagement should not be less than 12 months) in previous 7 years before the last date of the Bid submission.”</p> <p>Independent Engineer (IE) and Authority's Engineer (AE) assignments will be considered in "Similar Works" only if they were performed for Projects related to Ports, Shipbuilding, or Marine Infrastructure for Government/Major Port clients, and met the minimum engagement period of 12 months.</p> |

|   |                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                            |
|---|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|
| 2 | SECTION II: CVs of Key Personnel - Sub Criteria for each Key Personnel, Page No. 28 | Sr. Consultant (Naval Architecture)<br>Educational Qualification: Graduation from a recognized university in Naval Architecture and Shipbuilding Engineering or Naval Architecture and Ocean Engineering. Minimum experience: Minimum experience of Ten (10) years in relevant professional experience (i.e., Ship design, Vessel construction, Dry docking, Stability analysis, Hull structure design, Preparation/ review of GA drawings, Marine consultancy works, Supervision of vessel construction/ repair and Inland & sea-going vessel projects | We kindly request the Authority to allow Graduation in Civil Engineering as an acceptable educational qualification for the position of Sr. Consultant (Naval Architecture), provided the candidate possesses the prescribed relevant professional experience in shipyards, ports, marine infrastructure, vessel construction/repair, dry docking, or related marine consultancy works. This relaxation will broaden the pool of experienced professionals while ensuring that the required technical expertise and project experience are maintained. | Tender Condition Prevails. |
|---|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|

|   |                                                                |                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                            |
|---|----------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|
| 3 | SECTION II: Clause No. 16.3: Financial Evaluation, Page No. 31 | The weightage, Technical (Tw) and Financial (Fw) would be given for Technical and Financial proposals, where Tw = 0.70 and Fw = 0.30 | We kindly request the Authority to revise the evaluation weightage from 70:30 (Technical) to 80:20 (Technical). Considering the specialized nature of the consultancy services, greater emphasis on the technical proposal will ensure the selection of the most competent and experienced consultant, while still maintaining adequate consideration for financial competitiveness.                                                                                                 | Tender Condition Prevails. |
| 4 | SECTION III: Bid Data Sheet, Page No. 35                       | Estimated Cost Rs 2.05 Cr (excluding GST)                                                                                            | We respectfully submit that the estimated project cost of ₹2.05 Crore (excluding GST) appears to be on the lower side considering the qualification and experience requirements prescribed for the Key Experts. We kindly request the Authority to review and enhance the estimated cost to align with prevailing market rates, enabling the engagement of qualified professionals and ensuring successful execution of the assignment without compromising the quality of services. | Tender Condition Prevails. |

|   |                                                  |                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                  |
|---|--------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 5 | SECTION III: Bid Data Sheet, Page No. 36         | Performance Security: 5% of the awarded amount in the form of irrevocable bank guarantee from nationalized / scheduled bank. Security Deposit: To be deducted @ 10% from each RA bill till the value becomes 5% of the contract value. | We respectfully request the Authority to waive the Security Deposit (10% deduction from each RA Bill up to 5% of the Contract Value) where Performance Security is furnished, or suitably rationalize the security requirements, as requiring both places an undue financial burden on the Consultant. Further, we kindly request that the Authority permit submission of the Performance Security in the form of an Insurance Surety Bond issued by an IRDAI-approved insurer. | <b>Performance Security:</b> 5% of the of the awarded amount.<br><br><b>Form of Security:</b> Performance security may be furnished in the form of an Insurance Surety Bond, account payee demand draft from a commercial bank, bank guarantee (including e-bank guarantee) issued/ confirmed from any of the scheduled banks in India, or online payment in an acceptable form. |
| 6 | SECTION III: Bid Data Sheet, ITB 2.3 Page No. 35 | Last Date & Time for submission of Bid Date: 27.07.2026 Time: Latest by 15:00 Hrs (IST)                                                                                                                                                | We kindly request the Authority to extend the bid submission deadline by at least two weeks from the date of issuance of the final pre-bid clarifications. This extension will provide bidders with adequate time to incorporate the clarifications, obtain necessary approvals, finalize technical and financial proposals, and submit a comprehensive and competitive bid.                                                                                                    | The corrigendum extending the bid submission deadline up to 20.08.2026 (1500 hrs) has been published.<br><br>In case any further extension is granted, the same will be notified through the Central Public Procurement (e-Procurement) Portal and the IWAI website. Bidders are advised to regularly visit these websites for the latest updates.                               |

|                      |                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                      |                               |                |                                   |            |                                          |                |                             |
|----------------------|---------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|-------------------------------|----------------|-----------------------------------|------------|------------------------------------------|----------------|-----------------------------|
| 7                    | SECTION VI: Preparation/Review of Project Documents<br>CLAUSE NO. 3: SUB<br>CLAUSE NO. A- i,<br>Pg. no. 59          | Consultant & his team should do preparation of documents or to review the documents or both?                                                                                                                                                                                                                                                                                                                                                                              | The scope of the deployed Consultant shall include preparation as well as review of designs, drawings, documents, reports, specifications, and other engineering deliverables, as may be required by IWAI. Accordingly, the Consultant may have to prepare such deliverables directly or review those prepared by design consultants/agencies appointed by IWAI, depending on the specific requirements of the assignment.                                                                                                                                                                                                                          |                      |                               |                |                                   |            |                                          |                |                             |
| 8                    | SECTION VI: Technical Evaluation and Design Support<br>CLAUSE NO. 3: SUB<br>CLAUSE NO. A-ii,<br>Pg. no. 59          | We interpret as the reports generated by the design companies are to be reviewed, correct?                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                      |                               |                |                                   |            |                                          |                |                             |
| 9                    | SECTION VI: Construction Supervision and Project Monitoring<br>CLAUSE NO. 3: SUB<br>CLAUSE NO. A-iii,<br>Pg. no. 59 | 1. How many shipyards the projects are operational? Locations of the shipyards?<br>2. How many & which types of ships under construction to be supervised?<br>3. Who will bear the expenses for Visits for FAT & others travel for work?<br>4. Separate site team to be deployed for construction supervision? or the team of consultants (Based in Noida) will be travelling for construction supervision? How many construction sites will be in operation in parallel? | (a) S.N. 1 & 2 Will be shared with the successful bidder.<br>(b) As per Section VI, Clause 6.4 and Form FIN-3 (Note 4), travel for site visits, meetings, and FAT will be reimbursed at actuals (Economy Class airfare/ local conveyance/ boarding) by IWAI as per entitlement/ extant rule/ Govt. norms as detail below: <table><tr><td>Consultancy Manpower</td><td>Reimbursement equivalent post</td></tr><tr><td>Sr. Consultant</td><td>Director<br/>(Level 12 of 7th CPC)</td></tr><tr><td>Consultant</td><td>Asstt. Director<br/>(Level 10 of 7th CPC)</td></tr><tr><td>Data Executive</td><td>LDC<br/>(Level 2 of 7th CPC)</td></tr></table> | Consultancy Manpower | Reimbursement equivalent post | Sr. Consultant | Director<br>(Level 12 of 7th CPC) | Consultant | Asstt. Director<br>(Level 10 of 7th CPC) | Data Executive | LDC<br>(Level 2 of 7th CPC) |
| Consultancy Manpower | Reimbursement equivalent post                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                      |                               |                |                                   |            |                                          |                |                             |
| Sr. Consultant       | Director<br>(Level 12 of 7th CPC)                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                      |                               |                |                                   |            |                                          |                |                             |
| Consultant           | Asstt. Director<br>(Level 10 of 7th CPC)                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                      |                               |                |                                   |            |                                          |                |                             |
| Data Executive       | LDC<br>(Level 2 of 7th CPC)                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                      |                               |                |                                   |            |                                          |                |                             |

|    |                                                                                                                                                                                                           |                                                                                                                                                                                                                                                  |                                                                                                                                                                                                      |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 10 | SECTION VI: Preparation of Reports<br>CLAUSE NO. 3: SUB and Implementation<br>CLAUSE NO. B-iii, Support<br>Pg. no. 60                                                                                     | Consultant & his team should do preparation of documents or to review the documents or both?                                                                                                                                                     | Refer Sl. No. 7 above.                                                                                                                                                                               |
| 11 | SECTION VI: Mechanical and Marine Engineering<br>CLAUSE NO. 3: SUB Consultancy Services<br>CLAUSE NO. C-iii,<br>Pg. no. 61                                                                                | Separate site team to be deployed for repair, maintenance and overhaul works? or the team of consultants (Based in Noida) will be travelling for repair, maintenance and overhaul works? How many repair sites will be in operation in parallel? | All personnel shall be stationed full-time at IWAI Noida. They will travel to sites as per the requirement of the project (As per Section VI, Clause 3 pg. no. 61). Please refer reply at Sl. No. 3. |
| 12 | SECTION VI: Other Associated Services<br>CLAUSE NO. 3: SUB<br>CLAUSE NO. D, Pg. no. 61                                                                                                                    | Separate team to be deputed for Technical due diligence and asset valuation?                                                                                                                                                                     | No                                                                                                                                                                                                   |
| 13 | SECTION VI: The CVs of the proposed Key Experts must be submitted along with a signed declaration by the proposed professional confirming their availability for the Services<br>CLAUSE NO. 7, Pg. no. 63 | Can we submit resumes after winning the project?                                                                                                                                                                                                 | As per ITB Clause 10.1.4.b and Section VI Clause 7, signed CVs of all proposed Key Personnel (Key experts) shall be submitted with the Technical Bid.                                                |

|    |                                                      |                                                                                                                                                      |                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|----|------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 14 | SECTION VII:<br>CLAUSE NO. 2.8.1,<br>Pg. no. 76 & 77 | Liquidated Damages applied - If the Consultant fails to complete the “Key Deliverables” (as enumerated in ToR, Section VI) within the time period(s) | Key Deliverables - Many Key deliverables are assessment of reports & design. Need further clarity for key deliverables & time line. | <p>(a) Key Deliverables shall be: Deployment of Suitable consultant as per qualification and experience stipulated in ToR.</p> <p>(b) Section VII: Clause No. 2.8, Pg. no. 76 &amp; 77 is read as follows:</p> <p>(i) If the contractor fails to supply the required manpower for more than 72 hrs., he shall without prejudice to any other right or remedy of the Authority on account of such default, pay compensation (not by way of penalty) at the rate of twice the amount payable to the contractor for the period of non-supply of those number of manpower which he has failed to supply or the manpower have remained absent in IWAI, HQ and in the event of more than three such occasions of non-supply or absence of manpower or more than 10% of the manpower required to be supplied are either not supplied or remained absent then the compensation to be paid will be at the rate of @1.5 % per month of delay to be computed on per day basis on the total value of the contract subject to a maximum of 10% of the total value of the contract.</p> <p>(ii) The amount of liquidated damages may be adjusted or set-off against any sum payable to the contractor under this or any other contract with the authority.</p> <p>(iii) All sums payable by way of compensation under any of the conditions will be considered as reasonable compensation without reference to the actual loss or damage which will have been sustained.</p> <p>(iv) Payment of such damages shall not relieve the contractor of his obligation to complete the work or from any other of his obligation or liabilities under the contract.</p> |
|----|------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

|  |  |  |  |                                                                                                                                                                                                                                                      |
|--|--|--|--|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  |  |  |  | <p>(v) However, in case of replacement request of key experts by employer on grounds of Non-Performance or substitution of key experts by contractor due to reasons beyond their control, the methodology to be adopted is placed as Annexure-A.</p> |
|--|--|--|--|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

|    |                                                 |                                                 |                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|----|-------------------------------------------------|-------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 15 | SECTION II: CLAUSE NO. 16.1, Pg. no. 25         | Qualification Criteria for Consultancy Services | Definition of Similar Experience<br><br>The tender restricts eligibility to PMC/PMU assignments for Government/Ports only. Clarify whether consultancy for shipbuilding, vessel design, supervision, owner's engineering, or class consultancy for private shipyards will also qualify. | “Similar Works” means “Providing PMU/PMC/Consultancy services to any organization such as Ministries dealing in Ports, Waterways or Shipping related subjects in Central Government or State Government or any Major Port or any State Maritime Board or any IWT Department or any Govt. / PSU shipyards (minimum period of engagement should not be less than 12 months) in previous 7 years before the last date of the Bid submission.”<br><br>Independent Engineer (IE) and Authority's Engineer (AE) assignments will be considered in "Similar Works" only if they were performed for Projects related to Ports, Shipbuilding, or Marine Infrastructure for Government/Major Port clients, and met the minimum engagement period of 12 months. |
| 16 | SECTION II: CLAUSE NO. 3.2 & 3.33, Pg. no. 9-10 | Completion Requirement                          | Certificate<br><br>Many clients issue work orders and invoices but not formal completion certificates.<br>Request acceptance of work order + invoice + client acceptance letter where completion certificates are unavailable.                                                          | <b>As per ITB Clause 3.3:</b> "Copy of work order / letter of award / letter of work agreement alone shall not be considered. Submitting completion certificate from the client on its letterhead is mandatory to qualify."                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |

|    |                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 17 | Section V, Form FIN-3, Pg. No. 55<br>Section VI, Clause 3, Pg. No. 61                                                                                                                                                         | Key Personnel<br><br>Clarify whether key experts can be engaged on a contractual or retained basis rather than being permanent employees.                                                                                                                                                                                | Key Experts may be engaged by the Consultant firm on a contractual/retainer basis; the mode of engagement (permanent employee vs. contractual/retained) is at the Bidder's discretion. However, irrespective of the mode of engagement, the Key Expert must be available full-time for the entire duration of the Contract (2 years, with provision for 1-year extension) and shall be stationed full-time at IWAI, Noida, in accordance with Section VI, Clause 3 and Section V, Form FIN-3. |
| 18 | SECTION II: The tender requires<br>CLAUSE NO. 3.2 & client-issued completion<br>3.33, Pg. no. 9-10 certificates containing<br>start date, completion<br>date, value and scope<br>details for eligible<br>credentials.         | In consulting assignments, client certificates are often not available in the exact format prescribed. Kindly permit self-certification by the authorised signatory, supported by work order / contract / engagement letter, invoice extracts, statutory auditor / CA certificate and other documentary evidence.        | Please refer reply at Sl. 16                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 19 | SECTION II: Average annual turnover<br>CLAUSE NO. 16.2.1 from consultancy<br>Technical evaluation business is evaluated<br>Pg. no. 26 with full marks for<br>turnover of more than<br>INR 4 crore in the last<br>three years. | Given the strategic nature of the assignment, involvement of senior domain experts and requirement for robust governance, quality assurance and professional risk management, we request IWAI to consider enhancing the threshold for full marks for average annual turnover from consultancy business to INR 300 crore. | Tender Condition Prevails.                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |

|    |                                                                |                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                 |
|----|----------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|
| 20 | SECTION III: Bid Data Sheet, Pg. no. 35                        | The estimated cost of the assignment is stated as INR 2.05 crore excluding GST.                                                                                                                                                 | As a management consultancy and advisory firm, we request IWAI to consider revising the estimated budget to at least INR 4-5 crore, considering the specialised nature of the assignment, two-year deployment period, and the experience level of senior consultants required for shipbuilding, greening of vessels and mech-marine advisory services.                                                                                                                                                                                    | Tender Condition Prevails.      |
| 21 | SECTION VI: CLAUSE NO. 3.A, Detailed scope of work, Pg. no. 59 | The Consultant is required to provide technical and professional support for planning, design, construction, supervision, testing, commissioning and acceptance of inland vessels, ferries, pontoons and other floating assets. | As a management consultancy and advisory firm, we request IWAI to limit the Consultant's scope to PMC / advisory support, including project monitoring, review of project documents and drawings, coordination, progress reporting, procurement support, technical assessment and recommendations. Kindly clarify that the Consultant may review and provide comments on GADs, design calculations and engineering drawings submitted by the shipyard / OEM / designer / appointed technical agency but shall not be required to function | Please refer reply at Sl. 7 & 8 |

|    |                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
|    |                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | as a Detailed Design Consultant (DDC) or undertake preparation, stamping, certification or ownership of detailed engineering designs. Detailed designs, preparation of GADs, construction execution, commissioning certification, classification approval, statutory certification and final acceptance liability should remain with the respective shipyard / OEM / designer / classification society / IWAI-appointed technical authority, as applicable. |  |
| 22 | SECTION VI: The scope includes<br>CLAUSE NO., consultancy on hybrid /<br>3.B(i)(a) (f) Detailed electric propulsion<br>scope of work - systems, hydrogen,<br>Greening of vessels, methanol and other<br>Pg. no. 60 alternative fuel<br>technologies, shore<br>charging and<br>associated infrastructure, energy-<br>efficient machinery, solar-<br>assisted systems and<br>other emission reduction | As a management consultancy and advisory firm, we request IWAI to limit the Consultant's scope to green vessel technology assessment, options analysis, feasibility review, cost-benefit assessment, implementation roadmap, procurement support, stakeholder coordination, project monitoring and performance assessment. Kindly confirm that detailed engineering design, electrical grid studies, civil / electrical design for shore charging infrastructure, | Please refer reply at Sl. 7 & 8                                                                                                                                                                                                                                                                                                                                                                                                                             |  |

|    |                                                  |                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                    |
|----|--------------------------------------------------|------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    |                                                  | / decarbonisation initiatives.                       | hazardous area classification, fuel safety certification, regulatory approvals, safety case approvals, bunkering / refuelling infrastructure approvals, OEM warranties, system integration liability and class / statutory certifications for hybrid / electric / hydrogen / methanol / alternate fuel systems shall remain with the respective OEMs, system integrators, designers, utilities, competent authorities, classification societies or IWAI-appointed technical agencies, as applicable. |                                                                                                                                                                                                                                                                                                                                                    |
| 23 | SECTION III: Bid Data Sheet, ITB 2.3 Page No. 35 | Bid Submission Last Date: 27.07.2026 up to 15:00 hrs | We would request the Authority to kindly extend the bid submission deadline by 21 days from the date of release of responses to pre-bid queries.                                                                                                                                                                                                                                                                                                                                                     | The corrigendum extending the bid submission deadline up to 20.08.2026 (1500 hrs) has been published.<br><br>In case any further extension is granted, the same will be notified through the Central Public Procurement (e-Procurement) Portal and the IWAI website. Bidders are advised to regularly visit these websites for the latest updates. |

|    |  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                           |
|----|--|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 24 |  | <p>We are writing to seek a clarification regarding the eligibility criteria specified in the tender document, particularly with respect to the requirement for PMU/PMC/Consultancy Services experience.</p> <p>Firm is a Naval Architecture and Marine Engineering consultancy with over 21 years of experience in ship design, engineering, offshore engineering and marine consultancy services. We have worked with many Government organizations and most of the major PSU shipyards in India and are currently providing Naval Architecture design consultancy support for several ongoing shipbuilding projects, including Acoustic Research Ship (ARS) - GRSE, Next Generation Offshore Patrol Vessels (NGOPV) GRSE and Dredger projects for GRSE, as well as Tug projects for Udupi Cochin Shipyard Limited (UCSL). We also provide consultancy services related to shipyard feasibility studies, DPR preparation and shipyard development projects for PSU shipyards. Considering our experience in ship design, engineering consultancy,</p> | <p>Please refer reply at Sl. No. 1 defining similar works. Bidder may refer the prequalification criteria as per revised Similar Work criteria for their eligibility.</p> |
|----|--|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

|  |                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                            |
|--|-----------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|
|  |                                               | <p>technical advisory services and shipyard consultancy, we would like to know whether the above experience can be considered towards meeting the eligibility requirements mentioned in the tender.</p> <p>We would be grateful if you could kindly clarify whether our organization would be eligible to participate in the bidding process under the stated qualification criteria of Consultancy Services. Your clarification will help us take the necessary steps for preparation and submission of our bid.</p> |                                                            |
|  | Guidelines for e-submission of the Bids (9.1) |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | No need to send hard copy of technical bid to this office. |

**The Methodology for replacement of key experts by employer on grounds of Non-Performance or substitution of key experts by contractor due to reasons beyond their control**

Where the Employer, under ITB Clause 10.1.4(b)(ix), requires replacement of any Key Experts on grounds of serious misconduct, criminal charge, or reasonable dissatisfaction with performance, the following shall apply:

(a) The Consultant shall propose a replacement of equal or better qualifications and experience, acceptable to the Employer, within thirty (30) days of the Employer's written request. Non-compliance with this timeline shall attract the liquidated damage as per clause 2.8 of GCC.

(b) In addition to bearing all travel and other costs of removal/replacement under ITB Clause 10.1.4(b)(ix), the Consultant shall pay liquidated damage, where the Employer's dissatisfaction arises from documented non-performance (as opposed to resignation, death, medical incapacity, or other circumstances outside the Consultant's reasonable control under ITB Clause 10.1.4(b)(viii)).

(c) Where such replacement on grounds of non-performance occurs more than once during the Contract period for the same position, or more than thrice in aggregate across all positions, the Employer may treat this as a material breach warranting termination under Clause 2.9.1 of the Conditions of Contract.

(d) Since the replacement of Key experts affects the marking of technical evaluation of the bids, the Bidders shall ensure that there shall be no replacement / change in the key expert proposed at the time of signing of contract. Notwithstanding the above, other than a replacement directed by the employer under paras (a ) to (c ), substitution of Key Experts during Contract execution may be considered only based on the Consultant's written request and due to circumstances outside the reasonable control of the Consultant, including but not limited to resignation by the key experts, death, or medical incapacity etc. For replacement / change of key expert following shall apply:

**(1) Notice:** The Consultant shall notify the Employer in writing within seven (7) days of the date the circumstance arises (including request of employer) or becomes known to the Consultant, stating the nature of the circumstance and along with documentary proof (resignation letter, death certificate, medical certificate, or other supporting evidence, as applicable). The employer shall approve the replacement request within 15 days of such notice in writing.

**(2) Replacement timeline:** Upon acceptance, the Consultant shall, within thirty (30) days of such acceptance, provide as a replacement a person of equivalent or better qualifications and experience, at the same rate of remuneration, for the Employer's acceptance.

**(3) Effect on LD under Clause 2.8 of Section VII: Conditions of Contract:**

(i) No LD shall be levied under Clause 2.8 of Section VII: Condition of Contract for the first thirty (30) days of vacancy from the date of acceptance, provided the Consultant has complied with the notice requirement under (1).

(ii) Where the vacancy continues beyond thirty (30) days from such acceptance, the LD under Clause 2.8 of Section VII: Condition of Contract shall apply automatically from the thirty-first (31st) day onward, calculated in accordance with the rate and manner prescribed under Clause 2.8 of Section VII: Conditions of Contract (i.e. on total value of contract subject to cap prescribed there in) until the position is filled by an accepted replacement.

(iii) Failure to comply with the notice requirement under (1) shall forfeit the 30-day exemption entirely, and the LD under Clause 2.8 of Section VII: Condition of Contract shall apply from the date the vacancy first arose.

The Consultant shall not replace any of the Key experts without the written prior consent of the Employer.