



# गार्डन रीच शिपबिल्डर्स एंड इंजीनियर्स लिमिटेड Garden Reach Shipbuilders & Engineers Limited

(भारत सरकार का उपक्रम – रक्षा मंत्रालय)

(A Govt. of India Undertaking - Ministry of Defence)

43/46 Garden Reach Road, Kolkata – 700 024

वैबसाइट / Website: [www.grse.in](http://www.grse.in)

Date: 27.04.2022.

## Corrigendum - III

Ref No.: GRSE/KPDD/SHIP REPAIR/21-22/EOI-005, Published on 15.03.2022 in GRSE portals [www.grse.in](http://www.grse.in) and <https://eprocuregrse.co.in>.

Subject: Notice Inviting Expression of Interest (EOI) for Ship Repair Partners.

1. Reference to above mentioned EOI, the following modification in Appendix – A has been made and revised Appendix – A – (Rev-A) is attached herewith:
  - a. Sl. No. 9 has been modified as “Provide related Experience details (Refer S.No./Cl. 04 of EOI)
  - b. Sl. 15 has been deleted.
2. All other Terms & Conditions will remain unchanged.

टटबबु बोटसा / TATABABU BOTSA  
वरिष्ठ प्रबंधक (यांत्रिक) / Senior Manager (Mech)  
इंजीनियर्स-एफ. ओ. जे / ENGG.-FOJ  
गार्डन रीच शिपबिल्डर्स एंड इंजीनियर्स लि.  
Garden Reach Shipbuilders & Engineers Ltd.,  
कोलकाता -700 043 / Kolkata-700 043



**Format for Submission of EOI**

The EOI submitted shall indicate / comprise of the following: -

<b>Sl. No.</b>	<b>Details Required</b>	<b>Particulars</b>
1.	Name of the Company / Firm	
2.	Type of Firm	
3.	Registered Address	Include Tel., Fax, e-mail, website
4.	Details of Point of Contact	Name, e-mail, phone of Contact person and Head of Organization is to be provided
5.	Year of Establishment	
6.	Registration under Companies Act (India) or in the mentioned Country(ies)	Provide requisite Registration details with documentary evidence attached
7.	Introductory Letter	Submit a Letter
8.	Company Profile	Provide Details (A declaration is required stating that the Company/Firm has not been barred for doing business by any government or local agency in India or in the mentioned country(ies))
9.	Provide related Experience details (Refer S. No./Cl. 04 of EOI)	Provide all details. Attach supporting documents as required. Client details and references may also be attached.
10.	Name of the Area / States / Regions / Organizations / Customers in which interested to represent GRSE as MR	
11.	Name of the Product(s) / Services within GRSE's range, in which interested	Note: Preferably the complete range of products.
12.	Office Infrastructure facilities available including readiness to open local liaison office at Kolkata	Infrastructure facilities available: Readiness to open local office at Kolkata: <b>Yes / No</b>
13.	No. of Employees on Payroll	
14.	Annual Turnover for the last 03 (three) financial years	Supporting documents related to financial solvency are to be attached
15.	Acceptance to terms and conditions of EOI	<b>Yes / No*</b> <b>(*indicate deviations applicable)</b>
16.	PAN, GST Registration, MSME / SSI Registration (if applicable)	PAN GST MSME / SSI Regn. (Attach copies of PAN, GST & MSME / SSI Registration)
17.	Any other information considered relevant	



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## **NOTICE INVITING EXPRESSION OF INTEREST (EOI)**

### **SHIP REPAIR PARTNERS**

**EOI NO.: GRSE/KPDD/SHIP REPAIR/21-22/EOI-005**

1. Expression of Interest is invited for shortlisting technically competent firms interested to work with GRSE in ship repairs.

#### **BACKGROUND:**

(A) GRSE is a premier shipyard of India engaged in the business of ship design, shipbuilding, ship repair and general engineering services.

(B) GRSE intends to undertake refits of small/medium sized ships and by utilising capabilities of prospective firms to attract business for GRSE. Refit of ships would normally be undertaken at Kolkata. However, in case of non-availability of dry dock or otherwise at the base ports, refit may be undertaken at mutually agreed alternate location.

(C) The aim of seeking this EOI is to shortlist suitable firms having proven track record of having successfully repaired /designed & constructed vessels/boats/small crafts AND or having proven design experience AND or being engaged otherwise in the SHIP Repairs business.

(D) Post shortlisting and after evaluation of the EOI responses, the qualified firms will be approached and most techno commercially competent firm/ firms will be selected for either undertaking ship repairs as subcontractor or by establishing an alliance with GRSE based on the decision of GRSE managements.

(E) For any clarifications, Email to:

Cdr. MK Biswas I.N. (Retd.), General Manager, KPDD

Email: [biswas.mk@grse.co.in](mailto:biswas.mk@grse.co.in); Tel: +91 33 2469 4512, Extn: 102; Mob: 98310 55427

#### **(F) Key dates:**

- a. Date of issue: 16 MAR 2022
- b. Last date of clarification: 02 APR 2022 (clarification may be sought vide email or through in-person meeting at GRSE premises)
- c. Last date of submission: 24 APR 2022
- d. Validity of EOI: 6 months

## **EOI CONTENT**

### **Expression of Interest for Design & Production Support of Small Crafts at GRSE**

2. GRSE is a premier shipyard of India engaged in the business of ship design, shipbuilding, ship repair and general engineering services

(A) GRSE intends to undertake refits of small/medium sized ships and by utilising capabilities of prospective firms to attract business for GRSE. Refit of ships would normally be undertaken at Kolkata. However, in case of non-availability of dry dock or otherwise at the base ports, refit may be undertaken at GRSE management decided alternate location.

(B) The aim of seeking this EOI is to shortlist suitable firms having of having successfully repaired /designed & constructed vessels/boats/small crafts AND or having proven design experience AND or being engaged otherwise in the SHIP Repairs business.

(C) Support for business development of Ship Repair in GRSE including in GRSE KPDD unit.

(D) Post shortlisting and after evaluation of the EOI responses, the qualified firms will be,

(i) Registered for undertaking ship repairs and allied activities for GRSE in GRSE-KPDD.

(ii) Registered for undertaking ship repairs and allied activities for GRSE in other units of GRSE.

(iii) Registered for undertaking ship repairs and allied activities for GRSE in elsewhere in in India.

(E) Operating methodology for offloading the repair work package to the selected vendor;

The firms will on behalf of GRSE

(i) Shall prepare an exhaustive cost estimate and schedule for complete work package or part thereof, as the case may be (inclusive for mandatory spares, anticipatory spares and any other materials required for repair/retrofit) within the stipulated time, to enable GRSE to evaluate the estimate and schedule.

(ii) GRSE shall evaluate the offer jointly as received from the firms and assess the same and include the corresponding works that will be undertaken by GRSE.

Upon GRSE winning the bid, GRSE shall offload the repair package to the selected firm except the GRSE in-house and certain critical activities.

- (F) GRSE Scope of Supply;
- (a) Docking
  - (b) Operations for dock flooding, de watering and various allied services and infrastructure
  - (c) Finalize the bid/ offer for the ship repairs works.
  - (d) Utilities like Power, water etc.
  - (e) Upon award of contract to GRSE by customer, GRSE will enter in to a Back to Back PO/ contract with Firm in relation to the contract awarded to GRSE.
  - (f) GRSE will provide the necessary dock (subject to exigencies) to the selected pfirm as per the requirement and pre-determined period of work.
  - (g) Selected firm will undertake on behalf of GRSE; undertake their part of ship repairs works. The work is to be executed in a diligent and planned manner duly deploying all necessary resources and infrastructure required for the same. The work especially the dry dock work is to be expeditiously completed as per Purchase order.
  - (h) All necessary and relevant /applicable statutory guidelines including Fire and Safety is to be arranged and ensured by the firm.
  - (i) All necessary Work Done Certificates and bills duly endorsed by Class/ Owners Rep/ Master / Ship's crew/ Insurer etc are to signed and put up to GRSE duly certified for clearances of Bill.

### **3. TECHNICAL AND COMMERCIAL CRITERIA.**

- (A) The firm should have successfully designed /manufactured/ repaired Ships, Merchant Vessels (River going and Sea going).
- (B) The firm may have been engaged otherwise in the SHIP Repairs business.
- (C) The firm should have qualified and experienced engineers and technicians on their permanent Payroll for the above said works and the details of the same are to be uploaded for scrutiny.
- (D) The firm should agree to cooperate with GRSE (as prime contractor) to pursue and perform in Potential Ship Repair Programmes (Called Potential Programs hereinafter).
- (E) The firm shall use their best efforts to pursue all feasible marketing activities to promote potential Ship Repair programs. Such marketing activities shall include, inter alia, proposal writing, technical information, meetings, discussions and formation of long term understandings with Ship owners / shipping lines etc., as may be required.
- (F) The firm will make its best efforts to secure selection of offering for Potential Programs, and the Firm will continue to make its best efforts to support this objective throughout any negotiations which may follow the submission of a proposal for a Potential Program.
- (G) Proposals for Potential Programs shall be prepared by the firm jointly with GRSE and shall be submitted to potential customer by GRSE as the Prime Contractor. In order to yield a competitive offer, the firm will act as a sub-contractor of GRSE.

(H) Scope of work and scope of supply by the Firm shall be determined in a mutually agreed "Scope of Work" document on a case by case basis, in accordance with the requirements of each Potential Program, the recent DPP (Defence Procurement Procedure) in India and the broad guidelines of GRSE. The "Scope of Work and scope of supply" document shall be jointly prepared, mutually agreed and will be part of SOR of the Purchase Order which will be placed by GRSE on the firm as a subcontractor on receipt of firm order from the customer.

(J) The firm shall make best efforts to secure selection of GRSE as prime contractor for a Potential Program while the firm shall be the main subcontractor making its best efforts to support this objective throughout any negotiation which may follow submission of a proposal.

(K) Any change or modification requested by the customer or initiated by the Firm to the specifications or scope of work and scope of supply in the Subcontract Agreement or Purchase Order will be discussed in order to reach a mutual agreement on all financial, technical and operational aspects of such change or modifications. In case GRSE faces any challenge during execution of contract with the customer under a Potential Program, the firm shall support and assist GRSE to resolve the same on a best effort basis.

(L) GRSE and the firm shall each be solely responsible for their own actions or failures to act and for their own commitments and undertakings. Neither of the Firms or GRSE shall present itself as the representative or agent of the other firm, nor shall it have the power or the authority to commit the other Firm, unless it receives the other firm's prior written consent.

(M) The Firm shall be responsible for the conduct, compliance and liabilities of their employees, including contractual employees. No liability or obligation of whatsoever nature, even vicariously, shall be borne by GRSE.

(N) Should execution of any MEMORANDUM OF UNDERSTANDING and/or any contract resulting therefrom between the firm and GRSE, will be subject to the laws of Government of India.

(P) The Firm will not be entitled to sell, assign or otherwise transfer any of its rights and / or obligations arising from or in relation to subsequent agreement/ MoU to any third firm, without the prior written agreement of GRSE.

(Q) Should any contract resulting from the activities of the firm be subject to the laws, regulations, licenses and approvals required of the Government of India, the firm shall be responsible for obtaining such licenses and approvals from the Government of India, on best efforts basis.

(R) Firm shall comply all the clauses of the non-disclosure agreement to be signed as per GRSE's standard format.

**4. EXPERIENCE AND CREDENTIALS DOCUMENT.** Along with the technical proposal, following are to be submitted, to establish the experience and credentials of the firm.

- (A) Constitution or legal status of applicants indicating place of registration and principle place(s) of business.
- (B) Experience in similar works carried out under Classification Rules, list of clients and proof of satisfactory completion of work.
- (C) Details of the jobs completed in Ship Repairs which contributes to the experience of the firm.
- (D) Number of persons including qualification and experience of key personnel employed. Employee Training Certificates on Infusion process to be submitted.
- (E) Details of existing commitment and ongoing projects in hand.
- (F) Credentials from reputed organizations.
- (G) Audited / Certified Balance sheet, Profit / Loss account for past 3 years.
- (H) Others, if any.

**5. TECHNICAL EVALUATION CRITERIA.** The firm is required to submit all necessary documents indicated above. The technical proposal will be evaluated on the basis of the documents submitted along with the proposal. The firm should have ISO 9001:2000 certification. The technical proposal will be evaluated on the basis of the Firm's experience along with its key personnel.

- (A) In the first stage, the technical proposal will be evaluated on the basis of the Firm's experience along with its key personnel. Only those Firms who secure 50 marks or more as per the technical evaluation criteria mentioned in Table below shall be declared as qualified. Firms who have secured less than 50 marks will be rejected. The details of as per Technical Evaluation criteria are tabulated below:-

<b><u>Technical Evaluation Criteria</u></b>				
<b>Ser</b>	<b>Evaluation Criteria</b>	<b>Credit</b>	<b>Description</b>	<b>Remarks</b>
a.	Successful Experience in Execution of Ship Repairs including works for re-design and refit with equipment sourcing	60	Experience of the firm in detail. Evaluation will be based on proof of POs awarded directly by the Ship Owner or otherwise. At least proof of one order is to be produced for crafts as below: - (a) Merchant Vessels GRT > 1000 tons (b) Naval Ships (c) Coast Guard (d) Passenger Crafts (e) Smaller auxiliaries	The qualification and short listing would be graded ship category wise as per column  More than 04 types full marks More than 03 types 45 marks More than 02 types 30 marks

			(f) Craft	
b.	Design Capability	5	Experience in detail design projects using Aveva Marine/ TRIBON/ Delft Ship/ Maxsurf equivalent Software for vessels/ small crafts/ Naval warships/ Naval auxiliary vessels.	Details of projects along with certification from Client and relevant Purchase Orders are to be attached with the Proposal.
c.	Ship Repairs Manpower	10	Average min number of (02) engineers and (at least 10) workmen on the pay roles of the design firm over a period of past 06 months.	Attach certification duly signed by authorized signatory of the firm with proof of payrolls.
d.	Pre-existing agreement with OEMs/ Approved Manufacturer	10	Letters towards Dealerships issued by OEMs	Attach certification duly signed by authorized signatory. Marking will be based on verification of the agreements w.r.t critical nature of equipment/ items.
e.	Business profile	5	Business comfort over anywhere in India. Ease of business anywhere in the world.	Details of projects along with certification from Client to be attached with the bid.
f.	Existing Facilities of Firm	10	Existing workshops, repair facility and similar associated works	Facility/ Factory data to be attached with the bid. Marks will be given as per the site inspection / documentation.

(B) Data/ Documents required from the Vendor/ Firm;

- i) Equipment & Machinery list
- ii) Manpower details with skillset
- iii) At least three unpriced orders
- iv) GSTIN, PAN details
- v) GeM Seller ID if any
- vi) At least three completion/ work done certificate.

(C) The above evaluation system will be basis for initial qualification of the firms. Non-compliance of financial, commercial and other requirements specified in the EOI will lead to disqualification of the firms. GRSE also reserves the right to reject any and all firms and accept the proposal, which in its opinion, appears to be most advantageous to GRSE

**6. FINANCIAL ELIGIBILITY CRITERIA.** Firm's average annual financial turn over for last three financial years (2017-18, 2018-19, 2019-20) should be at least ₹ 50 Cr (Rs. Fifty Crore only).



## **7. INSTRUCTION TO THE FIRMS:**

1. Before submitting a proposal, firms are expected to examine the Proposal Documents carefully, if they desire, may visit the work front, fully inform themselves of existing conditions and limitations including all items described in the Proposal Documents. No consideration will be granted for any alleged misunderstanding on work to be performed and comply with conditions specified in the Proposal Document.
2. Any qualified deficiency, errors, discrepancies, omissions, ambiguities or conflicts in the Proposal Documents, or there be any doubts as to the meaning of a provision or requirement, the same shall immediately be brought to notice of GRSE Tendering Dept. in writing not less than 07 days prior to proposal closing date.
3. It is understood that in receiving proposals by any firm, GRSE assumes no obligation to enter into a contract for the WORK covered by this proposal request. GRSE reserves the right to reject any and all proposals or waive irregularities therein. GRSE reserves the right to evaluate each and every firm and accept the whole or any part of the proposal.
4. GRSE also reserves the right to reject any and all firms and accept the proposal, which in its opinion, appears to be most advantageous to GRSE. Receipt and review of this Proposal Request constitutes an agreement of confidentiality between GRSE and each of the contracting Firms preparing its Proposal. GRSE reserves the right to change the form of this request to Proposals, or make clarifications thereto, within a reasonable time before date of submission of Proposals.
5. Firms will assume all safety related responsibilities for the site and will furnish and maintain its own safety program for itself and its subcontractors. Firms are bound to comply with all applicable Environmental, Health & Safety rules, regulations, policies, procedures and guidelines when performing work in the facility or site.
6. Firm has to declare, in what capacity he is participating viz. PSU, Limited Co, Private Ltd. Co., Sole Proprietorship Organization, Partnership firm, Joint Venture, etc. Supporting documents (scanned copy) confirming such status to be submitted.
7. Arbitration Clause; Dispute if any, between GRSE and the Contractor shall be referred to the sole discretion/ arbitration of CMD of Garden Reach Shipbuilders & Engineers Ltd. or his nominee and his decision shall be final and binding.
8. A Firm is allowed to submit only one Proposal under any capacity / status.
9. Difficulty in submitting the proposal:
  - (a) Any query/difficulty in understanding the requirement or other technical Terms may be got clarified from (Cdr M.K. Biswas, *IN*-Retd, Email: [biswas.mk@grse.co.in](mailto:biswas.mk@grse.co.in); Mobile: 98310 55427) prior to submission of offer.
  - (b) Any difficulty in submitting / uploading of e-tender or for any system help, please contact GRSE eProcurement Cell [email – [mtl.eproc@grse.co.in](mailto:mtl.eproc@grse.co.in); Land line no. (033) 2489 3902].

10. E-mail Address for communication: Firms to provide e-mail address to enable faster communication.
11. GRSE reserves the right to accept/ reject any proposal in full or in part by assigning any reason.
12. Last date of submission of Proposal/ Date of opening of proposal is indicated in EoI Document. The proposal/offer is liable to be rejected if the requisite documents are not enclosed with the technical offer.
13. All pages of this document are to be signed and attached with techno commercial proposal as mark of your acceptance. In case of non-receipt of signed copy, the proposal/offer shall be declared as unresponsive.
14. The outcome of the Expression of Interest may be utilised to enter into suitable Memorandum of Understanding as mentioned above.
15. This EOI is being floated to have a pool of potential vendors for ship repair projects but GRSE is nowhere bound to restrict any contract within this pool only.
16. No vendor/ sub-contractor is authorised to have any communication, data/information flow to anybody without prior approval of GRSE management.
17. Exiting partnership if any to be intimated as it should not conflict the interest of GRSE.