

**KERALA MARITIME BOARD (KMB) THROUGH
CENTRE FOR MANAGEMENT DEVELOPMENT (CMD) INVITES
REQUEST FOR PROPOSAL FOR THE ESTABLISHMENT OF A SAND
PURIFICATION PLANT AT AZHIKKAL**

Ref. No.: KMB-CMD-11-23 NOVEMBER 2023

Contact:

**Centre for Management Development (CMD)
Near Norka Roots, C.V Raman Pillai Road, Thycaud,
Thiruvananthapuram – 695014**

Notice Inviting Request for Proposal (RFP) for the Establishment of a Sand Purification Plant at Azhikkal

The Kerala Maritime Board (KMB) through Centre for Management Development (CMD) invites RFP for the Establishment of a Sand Purification Plant at Azhikkal. The interested eligible respondents must include all necessary information to meet KMBs needs and requirements, as well as the respondent's experience and qualifications.

Tender Ref. No	KMB-CMD-11-23
Notification date	25.11.2023
Name of the work	Establishment of a Sand Purification Plant at Azhikkal
Last date of submission	26.12.2023 5:00 PM
Date & Place of Opening of tenders	27.12.2023 (4:00 PM) at Centre for Management Development, Thycaud, Thiruvananthapuram – 695 014
Designation and Address of the authority inviting RFP	Chief Executive Officer, Kerala Maritime Board (KMB)
Mode of submission	Two cover bid system Sealed Covers to be super scribed as Establishment of a Sand Purification Plant at Azhikkal- Technical Bid Establishment of a Sand Purification Plant at Azhikkal- Financial Bid
	Bearing the Name and Full Address of the Bidder on the outside of the cover
Earnest Money Deposit	Rs. 5,00,000/- (Rupees Five Lakh Only)
Contact Telephone No.	0471-2320101 Ext:250

Background

The Kerala Maritime Board (KMB), a Government statutory body responsible for the development and regulation of the maritime sector in the state of Kerala. It was established in 2017 under the Kerala Maritime Board Act, 2017. The KMB is responsible for the development of ports and harbours in the state, as well as the regulation of activities related to shipping, fishing, and coastal trade. It also plays a role in the conservation and management of the state's coastal and marine resources.

The KMB aims to promote the growth and competitiveness of the maritime industry in Kerala, while also ensuring the sustainable use of the state's marine resources. The Government of Kerala enacted the Kerala Maritime Board Act 2017 and constituted the Kerala Maritime Board by merging the establishments of Directorate of Ports, Kerala State Maritime Development Corporation Limited and Kerala Maritime Society and has entrusted the administration and control of the non- major ports with the Kerala maritime Board.

Kerala Maritime Board intends to establish a Sand purification plant in Azhikkal in order to ensure uninterrupted supply of quality sand at affordable price to the construction requirements of the state.

Objective

By inviting the RFP, the KMB intends to achieve the following objectives:

- Meeting the demand for clean and purified sand: The primary objective of KMB for establishing a sand purification plant is to meet the demand for clean and purified sand. This is particularly important for industries such as construction, where clean and high-quality sand is essential for various applications.
- Ensuring compliance with environmental regulations: A sand purification plant can help ensure that the sand used in construction or other industries meets the environmental standards and regulations set by the local authorities. This can help prevent environmental pollution and ensure sustainable development.
- Cost-effectiveness: Through the proposed sand purification plant, industries can reduce their costs of sourcing clean sand from other locations. The purification process can help eliminate impurities and contaminants from local sand, making it a cost-effective solution for meeting their sand requirements.

- Innovation and technology: Inviting RFP for a sand purification plant can encourage innovation and the use of advanced technologies for sand purification. This can help create opportunities for new businesses and promote technological advancements in the field.
- Economic development: The establishment of a sand purification plant can contribute to economic development by creating job opportunities and promoting local industry. It can also help improve the local infrastructure and attract investment in the Azhikkal port region.

Earnest Money Deposit Details

Bidders are required to submit an amount of Rs. 5,00,000/- (Rupees Five Lakhs only) as EMD. This should be provided in the form of a Demand Draft or Bank Guarantee in favour of The Chief Executive Officer, Kerala Maritime Board, Thiruvananthapuram drawn on nationalised/scheduled bank.

Earnest Money Deposit would be released soon after finalisation and execution of agreement with the successful bidder.

Validity of Offer

The offer for the RFP as per this document shall be valid for a period of six (6) months initially which may be extended further if required by Kerala Maritime Board on mutual agreement.

Scope of Work for Submission of the Offer

The scope of work for submission of offer for establishing a sand purification plant includes the following components:

- Project Description: A brief description of the sand purification plant project, its objectives, and the desired outcomes.
- Technical Specifications: The technical specifications for the sand purification plant, including the expected capacity, input material quality, processing technology, and output quality standards.

- **Design and Engineering:** The requirements for the design and engineering of the sand purification plant, including the site layout, equipment selection, and civil works.
- **Procurement:** The requirements for procuring equipment and materials required for the construction and operation of the sand purification plant.
- **Construction:** The requirements for construction of the sand purification plant, including civil works, mechanical and electrical installations, and commissioning of the plant.
- **Operation and Maintenance:** The requirements for the operation and maintenance of the sand purification plant, including staffing, training, and maintenance programs.
- **Quality Control and Testing:** The requirements for quality control and testing of the purified sand to ensure compliance with industry standards relevant acts/rules and regulations.
- **Environmental Monitoring:** The requirements for implementing an environmental monitoring program to ensure that the sand purification plant operates in compliance with all environmental laws, regulations and standards.
- **Project Management:** The requirements for managing the project timeline, budget, and resources, and ensuring that the project is completed on time, within budget, and to the required quality standards.

Instructions to Bidders

- The technical bid and the financial bid shall be submitted in two sealed covers along with all the information required and covering letter (Format-1) superscribed as “Establishment of a Sand Purification plant at Azhikkal -RFP” on or before 17:00 hours IST on 26/12/2023 (Due Date). Applications received after the due date will not be considered for consultations. The prescribed formats for submission of the tender can be downloaded from www.cmd.kerala.gov.in or www.kmb.kerala.gov.in. The hard copies shall reach at the office of Centre for Management Development, Near Norka Roots, C V Raman Pillai Road, Thiruvananthapuram -14, before 05:00 PM on 26/12/2023.

- Kerala Maritime Board (KMB) or Centre for Management Development (CMD) reserves the right to annul or modify the process or issue another RFP document at a later date without assigning any reason whatsoever. During Evaluation, KMB or CMD may seek additional information from Applicants who respond to this notice. Any corrigendum will be published on the website of CMD and KMB.
- After the submission of bids by the Applicants, KMB or CMD may call all the respondents (physically or through Video conferencing) to make presentation on the submission made by the respective Applicants and interact with KMB or CMD on the project. The date and time of such presentation will be intimated by e-mail to all respondents after Due Date. A pre bid meeting will be held on 02/12/2023 at 11:00 AM. The link to join the pre bid meeting is <https://meet.google.com/png-tsih-ovb>
- For any query, please write to kmbtenders2023@gmail.com
- Nothing in this advertisement shall be construed to be a commitment on the part of KMB. KMB does not guarantee to proceed further with this document, this tender document being neither an agreement nor an offer for award of work.
- The bidders can visit the Sand Purification plant established at Ponnani Port before submitting proposals. You may contact at 7306649633 (Port Conservator)

General Conditions

- EMD Forfeiture: EMD will be forfeited if a bidder withdraws their quote.
- Mode of submission: The bidders shall submit their proposals in a two cover bid system. Part A shall contain the technical proposal and Part B shall be the financial bid. The financial bid of those bidders who qualifies in the technical evaluation only will be opened.
- Any Firms which are registered under the applicable Indian laws with relevant experience and required documents can take part in the RFP. In the case of a joint venture (JV) involving multiple parties, qualification criteria can be met by any of the parties in the JV.

- Land ownership or lease: The project proponent must guarantee the availability of either pre-owned or leasehold lands throughout the project's duration.
- Agreement Execution: The successful bidder is required to enter into an agreement to establish a sand purification plant similar as the Ponnani model with the CEO, KMB within 30 days. If the selected bidder fails to do so within this specified timeframe, the Board or CEO, at their discretion, may proceed to enter into an agreement with the second highest bidder.
- Location of the proposed plant: The proposed plant should ideally be established in close proximity to the Azhikkal Port, optimizing its distance. However, it is imperative that, under any circumstances, the distance from the Azheekal Port must not exceed a maximum of 25 kilometers.
- Time for completion of the plant: Once the project proponent is selected and the agreement is executed, plant must be operational within a maximum of nine months from the date of agreement is executed. However, if there is a delay due to the reasons beyond the control of the contracting parties, extension may be given by KMB.
- The dredged material shall be purified and segregated from impurities such as pebbles, shells, clay and salinity using scientifically prove methods with Zero tolerance. The detailed process data with plant layout and machinery details shall be enclosed with the technical bid
- Pricing Structure: The minimum amount of (Rs. 1,450/- plus GST) being the cost of dredged material has been fixed as the base price. The project proponent who offers the highest rate (measured in percentage terms) above the government-fixed minimum price (Rs. 1,450/-) will be granted the right to establish the plant. The offer(s) less than or equal to the base price shall be treated as non-responsive. The maximum price the successful bidder can sell is the rate fixed by Government for sale of sand at Ponnani which is Rs.2000/- +GST+ royalty charge payable to Department of Mining and Geology. The rates would be subject to variation by Government through issue of orders.
- Advance Payments: The bidder is obligated to make advance payments for sand extraction from the port on a bi-weekly basis.
- Bidders are required to quote a rate for all by-products resulting from the sand purification process.

- Resolution of Tie Bids: In the event that multiple bidders quote the same rate, negotiations will be conducted with all such bidders. If negotiations fail, a draw of lots will be held to determine the successful bidder.
- Price Variation Clause: The per-ton rate for sand is based on the government rate. Price variations will be determined based on the government rate and the percentage difference between the rate quoted by the bidder
- The Government at its discretion will change the rate of raw sand and purified sand by issue of orders. However, the rate payable by the project proponent to Kerala Maritime Board shall be the minimum rate fixed by the GO issued from time to time plus the original percentage of excess quoted on the minimum price at the time of the submission of the bid.
- Monthly Reconciliation: The approved yield and sales, along with GST invoices, shall be reconciled monthly under the supervision of KMB officials.
- The project proponent shall clear all statutory dues and obtain all required statutory clearances by himself. Also, the project proponent would be responsible for covering the cost of transportation and any other associated expenses related to the sand delivery like GST and Royalty to Department of Mining and Geology.
- Penalty clause: In the event of project delays or payment settlement delays, a penalty of 10 percent interest will be levied on the bidder. If such delays occur more than five times consecutively, KMB reserves the right to terminate or repudiate the contract.
- Annual sand yield: Approximately 2,00,000 tonnes is the total volume of the sand that is currently being manually dredged from Azhikkal. However, the total quantity of sand available for sale is subject to change based on factors such as field conditions, legal constraints, or force majeure.
- Contract Duration: The firm period for the project will be initially for a period of 25 years, with the possibility of extension for another 10 years, subject to mutual agreement.
- The Government would determine the maximum selling price of the purified sand by issuing orders from time to time.

- Grievance redressal: Any complaints or concerns regarding the tender document, awarding of the contract shall be submitted to the Chief Executive Officer, KMB

If the CEO, KMB could not resolve the issue amicably, the complainant may approach Secretary, Department of Ports, Government of Kerala

All claims and disputes arising under or relating to this Agreement are to be settled in the district court, Thiruvananthapuram

- Indemnity Clause: If the contractor stops the work during the course of the contract or leaves the work before the contract period, the loss incurred to KMB on account of non-extraction need to be indemnified by the contractor at the rate of average extraction during last three months.
- Saving Clause: KMB is not responsible for any reduction in the expected quantity of sand from dredging due to reasons beyond the control of KMB, hence no liability can be assigned to KMB in this regard. If there is any yield that exceeds the expected normal output, such as valuable minerals, Kerala Maritime Board will have complete ownership.
- KMB will directly meet labourer wages and contributions to LSGI as per the prevailing norms. No other charges/fees shall be borne by KMB

Technical Parameters (see Annexure 2)

1. The bidder should have during the last three financial years an Average Annual Turn Over of INR 25 Crores.
2. The bidder should have minimum 03 years of relevant experience in Manual Dredging, Mechanical Dredging, Sand Processing (Manufactured Sand, Plastering Manufactured sand), Sand Purification, Sand Trading and other Sand processing/trading related works.
3. The bidder must meet the following mandatory documentation and registration requirements:
 - Valid Goods and Services Tax (GST) registration.

- A valid Permanent Account Number (PAN) issued by the Income Tax Department of India.
- A valid Tax Deduction and Collection Account Number (TAN), as per applicable tax regulations."
- The respondent should have a designated office or an agent in Kerala/South India.

Letter No.

[Date]

To

The Director
Centre for Management Development
Near Norka Roots, C V Ramanpillai Road,
Thycaud, Thiruvananthapuram-695014

Sub: Submission of Technical and Financial bid for the establishment of a Sand purification plant at Azhikkal port-reg. [RFP Ref. No.: KMB-CMD-11-23 November 2023]

Dear Sir,

In response to the Invitation for the Tender published on 15.11.2023 for the above purpose, we would like to submit both the technical bid and financial bid. As instructed, we attach one set of the documents (Annexure 1 to Annexure 4) which contains the information requested in separately sealed envelopes.

Thank You,
Your Sincerely,

Signature of Authorised Representative :

Name of Authorised Representative :

Designation of Authorised Representative :

[Office Seal]

Date:

Note: This is to be furnished on the letter head of the organisation

[RFP Ref. No.: KMB-CMD-11-23 November 2023]

TECHNICAL: BIDDER'S ORGANIZATION & EXPERIENCE

a.	Name of Bidder with full address	:	
b.	Tel. No.	:	
c.	Mobile Number of Authorised Person	:	
d.	Email	:	
e.	Year of Incorporation.	:	
f.	Name and address of the person holding the Power of Attorney.	:	
g.	(i) Place of Business.	:	
	(ii) Date of Registration.	:	
h.	Name of Bankers with full address.	:	
i.	Service Tax Registration Number (Enclosed copy).	:	
j.	Permanente Account Number (Enclosed copy).	:	
k.	Are you presently debarred / Black listed by any Government Department /Public Sector Undertaking /Any Employer? (If Yes, please furnished details)	:	
l.	Name and details (Tel / Mobile / E mail) of contact persons	:	

FINANCIAL CAPABILITY OF THE BIDDER

[RFP Ref. No.: KMB-CMD-11-23 November 2023]

(Equivalent in Rs. crores)

Bidder*	------(Name of Bidder)				
FY	2019-20	2020-21	2021-22	Total	Average
Annual Turnover					
Net Profit					

Certificate from the Statutory Auditor

This is to certify that(name of the Bidder) has received the payments and earned net profit shown above against the respective years.

Name of the audit firm:

Seal of the audit firm

Date:

(Signature, name and designation of the authorised signatory)

The Bidder should provide the Financial Capability based on its own financial statements. Financial Capability of the Bidder's parent company or its subsidiary or any associate company will not be considered for computation of the Financial Capability of the Bidder.

* Any Bidder should fill in details as per the row titled Annual turnover and net profit in the row below. In case the Bidder is a JV/Consortium, for the purpose of evaluation on financial parameters, financial parameters of Lead Partner is required

FINANCIAL BID

1. RFP No.: KMB-CMD-11-23 November 2023

2. Name & Address of the Bidder:

3. The offered rates are given below

<i>Sl. No.</i>	<i>Description</i>	<i>Rate (in Rs.)</i>
1.	Per ton rate of sand	

In words: Rupees.

<i>Sl. No.</i>	<i>Description</i>	<i>Rate (in Rs.)</i>
1.	Rate offered for the bi-products resulting from the sand purification process	

In words: Rupees.....

[The above quoted total price is exclusive of all applicable taxes & duties]

Signature of Authorised Representative :

Name of Authorised Representative :

Designation of Authorised Representative :

(Office Seal)

Date: