

# INDIAN PORT RAIL CORPORATION LIMITED



## **Appointment of a Consultant for Formulation of Policy Guidelines for alternate Financial & Revenue Generation Model for Indore-Manmad-Mumbai/JNPT New Railway Line**

**Request For Proposal (RFP)**

**RFP No: IPRCL/MUMBAI/PROJECTS/2016/INDB-MMR-  
Mumbai/JNPT/001/RFP**

**Issued by:**

INDIAN PORT RAIL CORPORATION LIMITED  
(A Government of India Enterprise)

4<sup>th</sup> Floor, Nirman Bhavan,

Mumbai Port Trust Building, M.P.Road,  
Mazgaon (E), Mumbai-400010

Ph.No.: 022-66566335 Fax No.: 022-66566336

Email id: [iprc Mumbai@gmail.com](mailto:iprc Mumbai@gmail.com)

**December 13, 2016**

**Appointment of a Consultant for Formulation of Policy Guidelines for alternate  
Financial & Revenue Generation Model (F&RGM)  
for Indore-Manmad-Mumbai/JNPT New Railway Line**

**1. Project Background**

**About IPRCL:** In order to stimulate overall growth of port sector and contribute to economic growth of country, the Government of India has established a Special Purpose Vehicle (SPV), namely Indian Port Rail Corporation Ltd. (IPRCL) in the Ministry of Shipping as a joint venture company between the Major Ports under Ministry of Shipping and Rail Vikas Nigam Limited (RVNL) under the Companies Act 2013. The purpose of the company is to provide efficient rail evacuation system to major ports and thereby enhance their cargo handling capacity, efficiency and throughput. The company would undertake projects involving last mile connectivity to Major Ports, modernization of evacuation infrastructure in Ports, operate and manage internal Port Railway System and raise financial resources for funding port related Connectivity Projects.

The projects of IPRCL are mainly related to development of rail infrastructure within the port and the rail connectivity projects. The Company shall also take over operation & maintenance of rail infrastructure in various ports in phased manner. By execution of these projects, efficiency of rail operation in various major ports shall improve immensely. The rail co-efficient (Share of rail transportation) shall also go up which in turn shall boost up the revenue of Indian Railways.

**About the Project:** Indore-Manmad New Railway Line was sanctioned by Ministry of Railways in Railway Budget 2016-17. The length of this new Railway Line is around 340 kms i.e. from Manmad-Mhow via Malegaon and Dhule. Ministry of Railways has also assigned work of Feasibility Study between Mumbai/JNPT-Manmad-Indore to IPRCL. The work of Feasibility Study along with Detailed Traffic Study of Mumbai/JNPT-Manmad-Indore is being carried out by M/s.RITES. IPRCL proposes to engage a reputed agency for evolving an alternate Financial & Revenue Generation Model (F&RGM) for the Project.

**2. Instruction to Bidders**

- The bidders shall give an undertaking in the **Tech-1** with their offer that they will submit the “Due Diligence Certificate” along with final report as per format given in **Form-1**.
- **Affidavit** – The bidder will submit Affidavit at the time of submission of offer in the format given in **Tech – 1A**. If Affidavit is not submitted, the bid will be summarily rejected.
- The Bidder shall submit an affidavit stating that they are not liable to be disqualified as per this sub clause using the appropriate format given in Form-1A. Non submission of such an affidavit by the Bidder shall entitle the Employer to summarily reject the proposal.
- The Employer requires that the Consultant observe the highest standards of ethics during the procurement and execution of such contracts.

- **Conflict of Interest:** The Bidder will submit a declaration in the prescribed format that the Consultant shall provide professional, objective, and impartial advice and at all times hold the Client's interests paramount, avoid conflicts with other assignments or their own interests and act without any consideration for future work. Consultant shall not be engaged for any assignment that would be in conflict with their prior or current obligations to other clients, or that may place them in a position of not being able to carry out the assignment in the best interest of the Client.
- **Proposal Validity:** The Proposal shall remain valid for acceptance by IPRCL for a period of 90 days from the last date of submission of proposals. In case of need IPRCL may request the Applicants to extend the period of validity of their proposals on the same terms and conditions and the Applicants shall have the right to refuse such further extension.
- **Pre-bid Conference:** A pre-bid conference will be held on **December, 26 2016 at 15:00 HRS** at: Conference Room of IPRCL Office  
4th Floor, Nirman Bhavan,  
Mumbai Port Trust Building,  
M. P. Road, Mazgaon (E),  
Mumbai - 400 010.

The bidders should send their comments and suggestions before the date of pre-bid conference. The suggestions may be sent to [iprc Mumbai@gmail.com](mailto:iprc Mumbai@gmail.com).

- **Last Date of Submission:**  
The Proposals must be received by IPRCL by 15.00 hours of January 11, 2017 at the following address:  
Managing Director  
Indian Port Rail Corporation Limited 4th Floor, Nirman Bhavan,  
Mumbai Port Trust Building, M. P. Road,  
Mazgaon (E), Mumbai - 400 010
- **Bid Opening:**
  - Technical Proposals will be opened at 15.30 hours on the last date of submission.
  - All such bids received after the expiry of the prescribed deadline for submission of bids will not be considered.
  - After the bid opening, the evaluation of the CV of key personnel and Technical Proposals received shall be initiated.
  - The Bidders who have successfully passed the Technical Proposal stage shall be notified in due course of the opening of the Financial Proposals.
  - The other bidders who have failed in the Technical Evaluation shall also be notified by IPRCL subsequently.
  - The Consultant should provide adequate support staff, if necessary.
  - Reports to be issued by the consultants as part of this assignment must be in English.
  - Technical Proposal shall not include any forms or information pertaining to the Financial Proposal, failing which such a proposal may be out rightly rejected.

### **3. Technical Proposal:**

The technical proposal shall be submitted in the following manner:

- *Should include all the forms provided in the relevant sections (tech / fin).*
- *The Form – 1 should be submitted along with the final report only.*
- *Financial proposal and technical proposal should be separately sealed.*
- *Value proposition for the bidder and available team should be detailed.*
- *Wherever referred, Bidder, means lead bidder and lead bidder must qualify EA and financial criterion, to qualify for the selection.*
- *The number of members for Consortium / Joint Venture is limited to 3.*

#### **a. Firm Experience:**

The bidder should have more than 6 Eligible Assignments (EAs) in the field of transport infrastructure, out of which at least 2 should be in Railways and remaining can be in airports or ports or roads or Special economic zones or logistics parks in the last 5 years. The lead bidder should have minimum 4 EAs as a sole consultant or as a lead bidder out of which 2 should be in the Railway Sector. Lead bidder being the bidder with highest stake-holding in case of a JV.

The firm providing documentary evidence of maximum number of EAs will receive maximum marks and other bidders will get pro-rated marks.

#### **Definition of Eligible Assignment (EA):**

Eligible Assignment (EA) means consultancy assignments for providing financial & revenue modelling with following key components in single assignment\*:

- Preparation of detailed financial model(s) to suit the specific requirement of the project with cash flow statements, balance sheet, P&L, Tax Sheet and IRR.
- Advising on the revenue enhancement options
- Assessment of feasibility and advise to improve feasibility
- Sensitivity analysis, SWOT analysis and key risk factors / mitigation measures

**International advisory** projects wherever mentioned in the RFP means, the project delivery location and the project site must be located outside India.

#### **Note**

*\*The LoA or completion letter should be produced to demonstrate the eligibility of the EAs.*

#### **b. Financial Turnover:**

Bidder shall have positive net worth during the last 3 years of operation. A certificate from the CA must be obtained and attached with the proposal.

To qualify for the technical evaluation stage, the annual turnover of the bidder shall be more than Rs 100 Crore. A proof for the financial turnover shall be submitted with the response to the bid.

**c. Proposed Team of Professional Experts:**

The proposed staff are expected to perform the services and key tasks assigned to them and confirm their time commitment to be deployed on the assigned activities as per the Resource Plan. Please note that IPRCL shall insist that the proposed key staff must be deployed on activities in the time and manner as proposed in the work plan and Resource Plan. Change of key professionals after award of contract will generally be not allowed. In case the key professionals are changed by the Consultant without the prior approval of IPRCL, a penalty of 1.5% of the contract value will be deducted for each such change.

**i. Team Leader and Economist:**

The team leader:

- Should have more than 20 years of experience, should be permanent employee of the bidder.
- Should have Master degree in Economics
- Should have worked in the traffic / finance department of Indian Railways for more than 10 years
- Should have substantial experience of working with multi-lateral funding agencies minimum 2 years or 3 engagements.

**ii. Railway Expert:**

The Indian Railway Expert:

- Should have more than 15 years of experience, minimum 2 years employed with the bidder.
- Should have MBA and Graduate in engineering
- Should have more than 10 years of relevant experience in Railway Sector including minimum 10 advisory projects out of which 3 should be international advisory projects

**iii. Financial Modeling Expert:**

The Financial Expert:

- Should have more than 10 years of experience
- Should have been employed with the bidder for minimum 1 year
- Should have MBA in Finance
- Should have worked on minimum 10 financial models in transport infrastructure sector with minimum project cost of INR 1000 Crore. One of these projects should be in Indian Railways or its affiliates.

**d. Approach and Methodology:**

Evaluation of the bidders for the approach and methodology would be done to understand the depth of knowledge and also the type of experience brought with the experts for the delivery of the project.

**4. Financial Proposal:**

Bidders to give financial quotation with and without applicable taxes.  
Bidders to include the out of pocket expenses and shown separately.

**5. Submission of Proposal:**

Proposal shall be submitted in two sealed envelopes (technical and financial proposals in separate sealed envelopes) placed in one outer envelope.

**6. Evaluation of Consultants:**

Evaluation of the proposal will be done by a Committee constituted by IPRCL in a three-stage process.

**Stage 1 – Proof of Eligibility.**

Under this phase, it will be examined as to whether:

- The firms(s) have required minimum experience.
- The firms(s) have required minimum turnover.
- The documents are properly signed by the authorized signatories and whether the proposal contains POA.
- The proposal have been received on or before the deadline of submission.
- In case answers to any of the above items is 'No' the bid shall be declared as non-responsive and shall not be evaluated further.

**Stage2 – Detailed evaluation as shown below:**

Technical scores of bidders will be evaluated on the basis of following:

	Criteria	Marks
<b>Financial Turnover in the last 3 years</b>		
	INR 200 Crore and above	5
	INR 100 Crore – INR 200 crore	5
	<b>Sub total</b>	<b>10</b>
<b>Team</b>		
	Team Leader and Economist	20
	Railway Expert	15
	Financial Modeling Expert	15
	<b>Sub total</b>	<b>50</b>
<b>Approach and Methodology</b>		
	Understanding of the Objective	7
	Approach to the assignment	8
	Methodology, Work Plan and Resource Plan	15
	<b>Sub total</b>	<b>30</b>
<b>Presentation</b>		<b>10</b>
<b>Grand Total (Technical Score)</b>		<b>100</b>

**Note:**

- Minimum 70% technical score must be secured for the consultants to be eligible for the financial evaluation stage.

### Stage 3 – Financial Evaluation

Depending on the successful clearance of stage 2, the financial bid opening and selection of consultant will be done:

- Financial bids of only the eligible bidders will be opened.
- Overall score will be computed as per the given formula:

$$S = \{ (F_{\min} / F ) * 20\% \} + \{ (T_{\max} / T ) * 80\% \}$$

S	= Final Score of the bidder being evaluated
F	= Financial bid of the bidder being evaluated
T	= Technical Score of the bidder being evaluated
F <sub>min</sub>	= Minimum financial bid
T <sub>max</sub>	= Maximum technical score

#### Note

- *All payments shall be subject to deduction of tax at source in accordance with the provisions of Income Tax Act and any other applicable law*
- *IPRCL reserves the right to reject any or all of the Proposals without assigning any reason whatsoever. IPRCL reserves the right to vet and verify any or all information submitted by the Consultant Firms.*
- *If any claim made or information provided by the Bidder in the proposal or any information provided by the Consultant Firm in response to any subsequent query by IPRCL, is found to be incorrect or is a material misrepresentation/suppression of facts, then the Proposal will be liable for rejection. Mere clerical errors or bona-fide mistakes may be treated as an exception at the sole discretion of IPRCL and if IPRCL is adequately satisfied.*
- *The Bidder Firm shall be responsible for all the costs associated with the preparation of their Proposal. IPRCL shall not be responsible in any way for such costs, regardless of the conduct or outcome of this process.*

## **7. Timelines and Deliverables**

Depending on the successful clearance of Stage 2, the financial bid opening and selection of consultant will be done:

<b>Milestones</b>	<b>Time Period</b>	<b>Meeting to be attended by</b>	<b>Contents</b>
Kick Off meeting	3 days	All key experts	Introduction and data request
Inception Report submission	15 days	All key experts	Approach and Methodology, Work Plan and Preliminary comments
Presentation on Inception Report	20 days	Team Leader	Comments on the inception report
Initial Draft F&RGM Report submission	45 days	All key experts	Detailed financial & revenue generation models, financial structure and alternative F&RGM
Presentation on Draft F&RGM Report	50days	Team Leader	Comments on the Draft F&RGM Report
Draft Final F&RGM Report submission	60 days	Financial Expert and Team Leader	Detailed discussion with the stakeholders and inputs from IPRCL management
Presentation on Draft Final F&RGM Report before IPRCL.	2 nos. 60 to 75 days	Team Leader	Comments on the Draft Final F&RGM Report
Presentation on Draft Final F&RGM Report before Ministry of Railways.	2 nos. 75 to 90 days	Team Leader	Comments on the Draft Final Financial Report
Submission of Final F&RGM Report	120 days	All key experts	



## 8. Payment Schedule

The payment schedule for the project will be as per the below table:

Milestones	Time Period	Payment %
Kick Off meeting	3 days	-
Inception Report submission	15 days	-
Presentation on Inception Report & acceptance IPRCL	20 days	20 %
Initial Draft F&RGM Report submission	45 days	- %
Presentation on Draft F&RGM Report & acceptance by IPRCL	50 days	25 %
Draft Final F&RGM Report submission	60 days	20%
Presentation on Draft Final F&RGM Report before IPRCL.	60 to 75 days	-
Presentation on Draft Final F&RGM Report before Ministry of Railways.	75 to 90 days	25 %
Submission of Final F&RGM Report	120 days	10 %

### Note

- *Reference for calculation of time period shall be taken from the date of signing the contract or acceptance of LOA, whichever happens earlier.*
- **Penalty in delay of submission of the Report:** *Delay in submission of report (from the stage of Inception Report to Final Report) at each milestone will attract a penalty of 5% of the concerned milestone fee for every week's delay or part thereof, if the delay occurs on the part of or attributable to the consultant. However, total penalty to be shall not exceed imposed 80%, of the concerned milestone fees.*
- **Penalty in case of absence from attending scheduled meetings:** *Whenever the Team Leader/Key Professional does not attend scheduled meetings, a penalty amounting to 0.5% of the contract value shall be imposed for every single default, in the absence of prior notice of 7 (seven) days / intimation for non- attendance due to unavoidable circumstances.*

## **9. Scope of Work**

Based on the traffic study, provided by IRPCL for the purpose of this consultancy assignment, develop financial models for Phase – 1 of Indore-Manmad-Mumbai/JNPT new Railway Line:

- a. Analyze / Benchmark International / National Projects**
  - i. Collect the data from domestic and international examples (7 each, preferably of different project structure) with project length more than 300 Km
  - ii. Categorize the projects into various categories depending on the nature of the key parameters
  - iii. Study international examples of project financing and financial models for the railway projects globally in similar category.
  - iv. Analysis of each project including the financial structure, key issues faced and solutions implemented to mitigate issues and challenges
  - v. Prepare a brief of all such international experiences and present to the IPRCL committee
  
- b. Financial & Revenue Generation Modeling and Structure**
  - i. Develop the financial models as per the guidelines of Indian Railways (Participative Policy of Ministry of Railways).
    - It should be within the legal framework and compliant as per extant Railway Act and other Acts.
    - It should include all elements of Participative Policy of Ministry of Railways
    - Review the project cost in view of the applicable interest cost, moratorium, project construction period and interest during construction (IDC).
  - ii. **Financial Structuring**
    - Analyze various alternate F&RGM developed for the implementation of the project
    - Discuss with various stakeholders and comment on the pros and cons of each alternate
  - iii. **Revenue**
    - Prepare detailed revenue estimates considering various cargo leads, applicable freight rate and other charges levied for each commodities. The traffic data and leads for each customer will be provided by IPRCL for the calculation and inclusion in the revenue estimates.
    - Calculation of project revenue is to be based on principles of Inter Railway Financial Adjustment being followed by Indian Railways.
    - Define the revenue / tariff sharing mechanism for the project depending on the financing model for each alternate.
  - iv. **O&M**
    - O&M cost has to be calculated on “Fully Distributed Cost” (FDC) principle being followed in Railways and calculation of projects benefits in terms of revenue, capital investment and O&M cost.
    - O&M cost also to be worked out under “fixed” and “variable” (FCVC) heads as followed in Railway.

- v. **Financial Feasibility and Bankability**
- Calculate key financial feasibility parameters such as FIRR, EIRR and DSCR (min, maximum and average) for various models and provide detailed commentary on each scenarios with pros and cons for each scenario.
  - Provide detailed assessment on the feasibility parameters and solutions to make the project attractive for investors with cost-benefit analysis for each alternate such as inflated KM and government grant etc.
  - Prepare the detailed Cash flow statements, P&L statement and debt schedule, taking into account the cash flow situation and operating cash requirements.
  - Suggest various initiatives to improve the cash flow situation and improve the operating cash requirement.
- vi. **Sensitivity**
- Evaluate sensitivity of the financial feasibility parameters with respect to any variation in the key financial assumption parameters such as revenue, O&M, interest rates, project cost and D:E ratio etc.
- vii. **Advise and assist in developing the project financing plan.**  
Based on the benchmarking of the international / national examples / case studies done during the diagnostic stage:
- Evaluate various alternates for financing the project
  - Compute value for the project proponent in each alternate
  - Comparison of various alternates on evaluation parameters
  - Comment on the risks / issues for various alternates
  - Suggest a suitable alternate(s) to suit the specific requirement of the project
- 10.0 Financial Modelling Expert shall be required to devote full time for this project at least for a period of 3 months and shall be available in IPRCL/Mumbai office in spare time or whenever required.

## **Tech – 1: Technical Proposal Submission Letter (on Letter Head)**

To,  
The Managing Director,  
Indian Port Rail Corporation Limited,  
4th Floor, Nirman Bhavan,  
Mumbai Port Trust Building, M. P. Road,  
Mazgaon (E), Mumbai - 400 010

Dear Sir,

Sub:

The undersigned, on behalf of.....Consultancy Firm offer for appointment of a financial consultant for Indore-Manmad-Mumbai/JNPT New Broad Gauge Line in accordance with your Request for Proposal document and our proposal submitted herewith. We are hereby submitting our Proposal, which includes a Financial Proposal and other forms sealed under a separate envelope, along with technical proposal.

We hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

If negotiations are held during the period of validity of the Proposal, we undertake to negotiate on the basis of the proposed staff. Our Proposal is binding upon us and subject to the modifications resulting from Contract negotiations.

We undertake, if our Proposal is accepted, to initiate the services related to the assignment within 10 days from the date of issue of letter of Agreement. (LOA).

We, the undersigned, declare that:

- (a) We have examined and have no reservations to the Bidding Documents, including Addenda issued.
- (b) We offer to execute the assignment in conformity with the Terms of Reference in Bidding Documents;
- (c) Our bid shall be valid for a period of 90 days from the date fixed for the bid submission deadline in accordance with the Bidding Documents ,and it shall remain binding upon us and may be accepted at any time before the expiry of that period;
- (d) If our bid is accepted, we commit to deploy resources and key personnel consistent with the requirements stipulated in the bidding document.
- (e) We declare that we are not liable to be disqualified and we are enclosing the affidavit for the same as per the Pro-forma given in the Form-A of bid document.
- (f) We declare that we are not liable to be disqualified and we are enclosing the Power of Attorney/Board Resolution for the same as per the Pro-forma given in the Form-POA of bid document.

- (g) We understand that this bid, together with your written acceptance thereof included in your notification of award, shall constitute a binding contract between us, until a formal contract is prepared and executed; and
- (h) We have not tampered or made any changes in the bidding documents on which the bid is being submitted and if any tampering or changes are detected at any stage, we understand the bid will invite summary rejection and the contract will be liable to be terminated along with forfeiture of performance security, even if LOA has been issued.
- (i) We understand that IPRCL is not bound to accept any proposal received by IPRCL.
- (j) We hereby declare that the Team Leader is regular employee of the firm.
- (k) We undertake that the qualification and experience of the Key Professionals to be deployed for the study are as per the eligibility criteria mentioned. The names and CVs of the Team Leaders & Key Professionals, in the prescribed Form at are attached in our Technical Bid. We also understand that if the CVs of Key Professionals are not as per prescribed criteria, our bid will be rejected.
- (l) It is declared that we shall provide professional, objective, and impartial advice and at all times hold the Client's interests paramount, avoid conflicts with other assignments or their own interests and act without any consideration forfeiture work. Consultant shall not be engaged for any assignment that would be in conflict with their prior or current obligations to other clients, or that may place them in a position of not being able to carry out the assignment in the best interest of the Client.
- (m) It is declared that we shall provide "Due Diligence Certificate" along with Final Report as per format given in Form - 1.

Yours sincerely,

Signature of Authorized Signatory:

Name and Title of Signatory:

Name of Firm:

Address and Contact Details and Email ID:

Office Seal

**Tech 1A: Affidavit (To be submitted with the Bid)**

(To be executed in presence of Public Notary on non-judicial stamp paper of the appropriate value in accordance with relevant stamp Act. The stamp paper has to be in the name of the bidder)

I ..... (Name and designation)\*\* ..... appointed as the attorney/authorized signatory of the bidder (including its constituents), M/s. \_\_\_\_\_ (herein after called the bidder) for the purpose of the Bid for the work of \_\_\_\_\_ as per the bid No. \_\_\_ of IPRCL, do hereby solemnly affirm and state on behalf of the bidder including its constituents as under:

- \*1. That the bidder has not been Blacklisted/banned for business dealing by any Government Department, Government Agency or public sector undertaking, at any time and/or no such blacklisting is in force as on the deadline for submission of bids.
2. That none of the previous contracts of the bidder had been terminated/rescinded for Contractor's failure by Railway/ Railway PSU/ any other Government Organization during the period of last 2 years before the deadline for submission of bids.
3. The liquidated damages of 5% or more of contract value have not been imposed by Railway/ Railway PSU/ any other Government Organization on the Bidder due to delay in performance of any previous contract.
4. That Bidder is neither Bankrupt/ Insolvent nor is in the process of winding-up or insolvency before any Court on the deadline of submission of the bid.
5. That the name of the Bidder is not on the list of "Poor Performer" of any previous contract prepared by Railway/ Railway PSU/ any other Government Organization as on the deadline for submission of bid.
6. That the Bidder has not been issued a Show Cause Notice for poor performer/ blacklisting/banning of business or order for suspension of business by Railway/Railway PSU/any other Government Organization.  
(Whether or not decision on the show cause notice is still pending.)
7. We declare that the bidder has not either changed their name or created a new business entity as Consultancy Firm covered by the definition of "Allied Firm" (available on website of Indian Railways), consequent to having been banned business dealings or suspended business dealings.
8. We declare and certify that we have not made any misleading or false representation in the forms, statements and attachments in proof of the qualification requirements.
9. We declare that the information and documents submitted along with the tender by us are correct and we are fully responsible for the correctness of the information and documents, submitted by us.
10. We understand that if the contents of the affidavit are found to be false at any time during bid evaluation our bid will be rejected. Further, we \_\_\_ and all our constituents understand that we shall be liable to be blacklisted from award of any future contract for a period of five years from the date of submission of the bid.

We also understand that if the contents of the affidavit are found to be false at anytime after the award of the contract it will lead to termination of the contract, forfeiture of their Performance Security and Blacklisting, from any award of future contracts for a period of five years from the date of submission of bids.

SEAL AND SIGNATURE OF THE BIDDER

**Verification:**

Verified on \_\_\_\_\_ day of \_\_\_\_\_ at \_\_\_\_\_ that the contents of the above mentioned affidavit are true and correct and nothing material has been concealed therefrom.

SEAL AND SIGNATURE OF THE BIDDER

**\*\*The contents in Italics are only for guidance purpose and details as appropriate, are to be filled in suitably by Bidder.**

Attestation before Magistrate/ Public Notary

**Tech – 2: Format for CV of Proposed Professional Experts**

- 1 Proposed Position:
- 2 Name of Firm [Insert name of firm proposing the staff]:
- 3 Name of Staff [Insert full name]:
- 4 Date of Birth:
- 5 Nationality:
- 6 Education [Indicate college/ university and other specialized education of staff member, giving names of institutions, degrees obtained, and dates of obtainment]: \_\_\_\_\_
- 7 Membership of Professional Associations: \_\_\_\_\_
- 8 Other Training [Indicate significant training since degrees under 5 – Education were obtained]:
- 9 Countries of Work Experience:[List countries where staff has worked in the last ten years]:
- 10 Languages [For each language indicate proficiency :good, fair, or poor in speaking, reading and writing]: \_\_\_\_\_
- 11 Employment Record [Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see form attached below): dates of employment, name of employing organization, positions held.]:

S.No	Name of Organization	Dates of Employment		Position Held	Relevant Experience Gained
		From	To		

**12 Details of Relevant Assignments carried out:**

Serial No.	Position Assignment	From	To	Job Description Along with Details of Tasks Assigned	Experience Gained which was Relevant to this Consultancy Assignment	Value of the assignment

**13 Time Commitment:**

I, the undersigned, hereby confirm that I shall be available for the period of the consultancy assignment and shall be providing consulting inputs and shall be available for key client interactions pertaining to my deliverables.



14 Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications and my experience. I understand that any willful mis-statement described herein may lead to my disqualification or dismissal, if engaged.

\_\_\_\_\_ Date: \_\_\_\_\_  
[Signature of staff member/expert]

Day/Month/Year \_\_\_\_\_ [Signature of authorized representative of the Firm]

Full name, Email, Phone No of authorized representative: \_\_\_\_\_

**Tech – 3: Relevant Experience of Bidder**

Relevant services carried out during the last 7 year period shall be produced in the following format:

Assignment Name	Country	Location
No. of Staff Deployed		
Name of Client	Value of Services	
Start Date	End Date	
Name of consultant	Role of Consultant	
Description of Project		
Description of Service Provided		

**Tech 4: Financial Performance of Bidder in the last 3 years**

Furnish details of revenue from the consultancy assignments during the last 3 years period certified by CA.

Financial Year	Revenue in INR Crore
FY 2012-13	
FY 2013-14	
FY 2014-15	
FY 2015-16	

**Tech 4: Format for Power of Attorney (PoA)**

(To be executed under certificate of Notary Public on non-judicial stamp paper of the appropriate value in accordance with relevant stamp Act. The stamp paper to be in the name of company who is issuing the Power of Attorney)

**Power of Attorney**

I.....do hereby constitute, appoint and authorize Mr/Ms.....who is presently employed with us and holding the position of.....as our Attorney, to do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our bid for the work of .....including signing and submission of all documents and providing information/responses to Indian Port Rail Corporation Limited, representing us in all matters, dealing with Indian Port Rail Corporation Limited in all matters in connection with our bid of said Project. His full signatures and initials are attested below.

We hereby agree to ratify all acts, deeds and things lawfully done by our said Attorney pursuant to this Letter of Authority and that all acts, deeds, and things done by our aforesaid Attorney shall and shall always be deemed to have been done by us.

Dated this the.....day of.....2016

.....  
.....(Full signature of the "Authorized Signatory")

.....  
(Signature and name in block letters of Signatory )

Seal of the Company

**Fin 1: Financial Proposal Submission Form**

To,  
 The Managing Director,  
 Indian Port Rail Corporation Limited,  
 4th Floor, Nirman Bhavan,  
 Mumbai Port Trust Building, M. P. Road,  
 Mazgaon (E), Mumbai - 400 010

Dear Sir,

Sub:

The undersigned, on behalf of..... Consultancy Firm offer for appointment of a financial consultant for Indore-Manmad-Mumbai/JNPT New Broad Gauge Line in accordance with your Request for Proposal document and our proposal submitted herewith.

Our financial proposal is for the sum of Rs \_\_\_\_\_ (Rs \_\_\_\_\_ in Words) including taxes as per the below details:

**Table 1: Financial Proposal**

S.No.	Amount in figures (Rs)	Amount in Words (Rs)
Cost of Consultancy services		
Taxes		
Total		

**Table 2: Break Up of Cost of Consultancy Services**

S.No.	Amount in figures (Rs)	Amount in Words (Rs)
Manpower Cost		
Out of Pocket Expenses		
Per Diem Allowance		
Others (if any)		
Total		

\* In case of any discrepancy the amount written in words would be considered final

\*\* Bidder may elaborate each line item further as required

Our Financial Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations up to expiration of the validity period of the Proposal, i.e. before the date indicated in the RFP Document,

We understand you are not bound to accept any Proposal you receive.

Yours sincerely,

Signature of Authorized Signatory :

Name and Title of Signatory:

Name of Firm:

Address

**Form 1: Format for “Due Diligence Certificate”**

**(To be submitted with ‘Final Report’ on letterhead of the bidder)**

Date:

**TO WHOMSOEVER IT MAY CONCERN**

**Due Diligence Certificate**

This is to certify that we have done independent evaluation and due diligence of ..... [Insert name of the project, in arriving at the project financials models and financial structuring. In this process, we have obtained the relevant information/data from all reliable sources besides holding discussions/meetings with the State Government, other bodies, IPRCL and industry. The parameters of Rail infrastructure is based on the specifications/standards as prescribed by the Ministry of Railways.

For and on behalf of M/s.....[Insert name of consultant firm]

Signature of Authorized Signatory Name:  
Designation: Company Seal