

जवाहरलाल नेहरू पत्तन प्राधिकरण
JAWAHARLAL NEHRU PORT AUTHORITY
TRAFFIC DEPARTMENT / यातायात विभाग
Administration Building, Sheva, Navi Mumbai – 400 707, Maharashtra

Ref No: JNP/TRAFFIC/GMT/HMV/2026/EOI

Date: 01st September 2026

EXPRESSION OF INTEREST (EOI)

FOR EMPANELMENT OF AUTHORIZED HMV DRIVING INSTITUTES / SCHOOLS & CAPACITY BUILDING FOR CONTAINER TRAILER DRIVERS IN TRANSPORT SYSTEM NEAR JNPA

1. INTRODUCTION & BACKGROUND

Jawaharlal Nehru Port Authority (JNPA), the premier container handling port in India, operates a vibrant logistics ecosystem comprising Container Terminals, Container Freight Stations (CFSs), Centralized Parking Plazas (CPPs), and an extensive inland logistics transport network.

During April and May 2026, the JNPA ecosystem experienced severe operational constraints due to an acute shortage of Heavy Motor Vehicle (HMV) trailer drivers, primarily caused by seasonal breaks, regional migration, and external events. This driver deficit severely hindered cargo evacuation from port terminals to CFSs, leading to elevated yard inventory, operational delays, and unintended financial burdens on trade stakeholders.

JNPA container handling volume is witnessing robust growth at 10% to 12% annually and is targeted to reach 10.3 Million TEUs over the next two years, scaling up to 12 Million TEUs by 2030. To sustain this trajectory and ensure smooth, uninterrupted cargo evacuation, an estimated 500 additional qualified HMV trailer drivers are required annually within the JNPA ecosystem.

2. PURPOSE & OBJECTIVES OF EOI

The objective of this Expression of Interest (EOI) is to invite proposals, operational insights, and alternative suggestions from authorized HMV Driving Institutes / Schools operating across Maharashtra to collaborate with JNPA in building a sustainable, locally rooted pipeline of qualified heavy vehicle drivers.

- Mitigating acute trailer driver shortages and establishing proactive risk-mitigation measures for future operational disruptions.
- Accelerating port cargo evacuation, reducing dwell times, and lowering overall trade logistics costs.
- Generating structured employment opportunities for local youth and skilled heavy vehicle operators in Maharashtra.
- Creating a formalized framework for the subsequent issuance of an Empanelment Notice for authorized HMV Driving Institutes / Schools.

3. PROPOSED SCHEME & FINANCIAL INCENTIVE STRUCTURE

JNPA proposes to establish a two-stage process (EOI followed by formal Empanelment Notice). To encourage institute participation and support candidate training, JNPA has formulated a comprehensive financial support mechanism:

S.No.	Financial Incentive / Support Component	Quantum / Terms of Disbursal
1	Course Fee Subsidy	₹10,000/- per candidate towards the HMV training course fee (payable upon successful receipt of license and verification).
2	Performance Placement	₹5,000/- per candidate, disbursed to the empanelled institute upon

	Incentive	successful placement and verification within the JNPA ecosystem.
3	Earning Potential for Drivers	Placement opportunities with leading Transporters/CFS operators offering prospective earnings of ₹40,000/- to ₹50,000/- per month.

4. MANDATORY ELIGIBILITY CRITERIA FOR DRIVING INSTITUTES

Institutes intending to participate in the EOI and subsequent empanelment must fulfill the following mandatory criteria:

- 1. RTO Authorization:** Must be formally recognized, licensed, and authorized by the Regional Transport Office (RTO), Department of Motor Vehicles, Government of Maharashtra, for imparting Heavy Motor Vehicle (HMV) driving training and obtaining heavy vehicle licenses.
- 2. Infrastructure & Fleet:** Must possess adequate heavy vehicle training infrastructure, certified trainers, and suitable driving tracks in compliance with RTO standards.
- 3. Mandatory Service Agreement:** Must agree to execute a formal tripartite service agreement binding the candidate to serve within the JNPA logistics ecosystem (affiliated transporters or CFS operators) for a minimum mandatory period of one (1) year following HMV license issuance between Transporters/CFS operators, Driving School and Candidate
- 4. Placement Capabilities:** Agreement with CFS operators and Transporters of container handling operations at JNPA for direct candidate placement.

5. SCOPE OF EOI & FEEDBACK INVITED

Participating Driving Institutes / Schools are requested to submit their profile along with specific feedback and suggestions on the following:

- Empanelment Period: It is proposed to empanel authorized and qualified driving institutions for a period of 1 year initially and may be extended based on experience and efficacy.
- Current training capacity per annum for Heavy Motor Vehicles (HMV).
- Proposed curriculum modifications to include container trailer maneuvering and port safety practices.
- Alternative suggestions or operational insights regarding the proposed ₹10,000/- subsidy and ₹5,000/- incentive structure.
- Feasibility of candidate mobilization and execution of 1-year mandatory service agreements.
- JNPA will provide list of CFS operators and Transporters operating at JNPA ecosystem.

6. SCHEDULE & SUBMISSION GUIDELINES

EOI Publication Date	1 st September 2026
Mode of Submission	Email to JNPA Traffic Dept. (cmt@jnport.gov.in) as per prescribed format enclosed
Last Date for EOI Submission	16 th September 2026 up to 15:00 Hrs IST
Address for Communication	Office of Chief Manager (Traffic), Traffic Department, JNPA Administration Building, Sheva, Navi Mumbai - 400 707. Email: cmt@jnport.gov.in , Tel. No. 022-67814182

Disclaimer: This EOI is only to assess market response, institutional capacity and operational insights. It does not constitute a tender or commitment. JNPA may modify the empanelment framework based on EOI outcomes before issuing the formal Empanelment Notice. Drivers after successful training and issue of license, shall be employed exclusively by private transport companies or CFSs. JNPA bears no employer-employee relationship, statutory obligation, or financial liability toward their employment.

Chief Manager (Traffic)
Jawaharlal Nehru Port Authority

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EXPRESSION OF INTEREST (EOI) RESPONSE FORM FOR ACCEPTANCE OF PROPOSED TERMS & SUBMISSION OF FEEDBACK / SUGGESTIONS (STAGE-1: PRE-EMPANELMENT CONSULTATION)

STAGE-1 EOI PURPOSE & INSTRUCTIONS:

1. This Expression of Interest (EOI) is Stage-1 of a two-stage process. The primary objective is to obtain institutional feedback, operational insights, and acceptance of proposed terms from authorized HMV Driving Institutes prior to issuing the formal Stage-2 Empanelment Notice.
2. Submission of this EOI form does NOT constitute a formal tender or final empanelment application. Final empanelment, commercial terms, and binding agreements will be finalized under Stage-2.

SECTION A: Institute Particulars & Profile

S.No.	Particular / Item	Details to be filled by Driving Institute
1	Name of Driving Institute / School	
2	Registered Address	
3	Training Facility Location(s) in Maharashtra	
4	Contact Person & Designation	
5	Mobile No. / Email ID	
6	Legal Entity Status	☐ Proprietorship ☐ Partnership ☐ LLP ☐ Company ☐ Trust/Society
7	RTO Authorization No. & Validity	Authorization No: _____ Valid Till: _____

SECTION B: Acceptance of Mandatory Eligibility Framework

S.No.	Proposed Eligibility Condition (JNPA EOI Clause 4)	Acceptance Status	Institute Comments / Clarifications (if any)
1	RTO Authorization: Recognized & authorized by RTO, Dept. of Motor Vehicles, Govt. of Maharashtra for HMV training.	☐ Accepted ☐ Conditional	
2	Infrastructure & Fleet: Adequate heavy vehicle training infrastructure, certified trainers, & driving tracks as per RTO standards.	☐ Accepted ☐ Conditional	

3	Mandatory Service Agreement: Willingness to execute tripartite 1-year binding service agreement with Transporters/CFS operators and candidate for JNPA ecosystem.	☐ Accepted ☐ Conditional
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SECTION C: Acceptance & Feedback on Proposed Financial Incentive Structure

JNPA has proposed a 2-tier financial model: (1) ₹10,000/- course fee subsidy upon licensing; (2) ₹5,000/- performance placement incentive upon verified placement (Driver earning potential: ₹40,000-₹50,000/month).

S.No	Proposed Financial Component (JNPA EOI Clause 3)	Acceptance	Alternative Suggestions / Operational Insights
1	Course Fee Subsidy: ₹10,000/- per candidate payable post-licensing & verification.	☐ Acceptable ☐ Needs Revision	
2	Performance Placement Incentive: ₹5,000/- per candidate payable post-placement at JNPA.	☐ Acceptable ☐ Needs Revision	
3	Commercial Training Fee Estimate: Standard fee charged by institute per HMV candidate.	₹ _____	Breakdown / Inclusions:
4	Disbursal Mechanism / Payment Milestones: Feedback on proposed post-verification payout.	☐ Feasible ☐ Modify	Suggested payment milestones:

SECTION D: Capacity Assessment & Specific Feedback Invited (Clause 5)

S.No.	Feedback Parameter / Focus Area	Institute Feedback, Capacity & Suggestions
1	Current Training Capacity: Maximum HMV training capacity per annum.	
2	Curriculum Modifications: Inclusion of container trailer maneuvering & port safety practices.	Suggestions for Curriculum: ☐ Container Trailer Reversing & Maneuvering ☐ Port Terminal Safety & Hazardous Cargo ☐ Night Driving & Defensive Driving ☐ Other: _____
3	Tripartite Service Agreement Execution: Feasibility of executing 1-year mandatory service agreement with Transporters/ CFS operators and candidate.	Feasibility & Mechanism Feedback: _____ _____
4	Candidate Mobilization: Suggestions for attracting & mobilizing local youth across Maharashtra.	Mobilization Strategy / Insights: _____ _____
5	Placement Linkages: Existing tie-ups or proposed collaboration with Transporters / CFSs near JNPA	Current Linkages / Proposed Strategy: _____

SECTION E: Declaration & Expression of Intent

- I / We hereby confirm that:
- 1. We have reviewed the Expression of Interest (EOI) document issued by JNPA regarding capacity building for HMV container trailer drivers.
 - 2. The feedback, suggestions, and acceptance of terms provided above represent our institutional stance for Stage-1 consultation.
 - 3. We understand that JNPA may modify the empanelment framework, financial incentive structure, or eligibility terms based on EOI outcomes prior to issuing the formal Stage-2 Empanelment Notice.
 - 4. We express our keen interest in participating in the formal Stage-2 Empanelment process once officially announced by JNPA.

Name of Authorized Signatory:	Name of Driving Institute:
Designation:	Date & Place:
Signature of Authorized Signatory:	Contact Details:
	Mobile:
	Email:
(With Official Stamp / Seal)	