

THE SHIPPING CORPORATION OF INDIA LTD
(A Government of India Enterprise)

CORRIGENDUM No.1

Ref No: T&OS/Appointment/Consultant/2024

Date: 26.07.2024

Sub: Limited Tender for Appointment of Consultant for Development of Business Plan for SCI.

1.0 **Due Date:** The due date for submission of bids for the above tender is extended upto 14.08.2024 17:00 Hrs IST.

2.0 **Expected duration (Timelines) and Payment Schedule:**

The timeline for overall project is envisaged to be approximately Sixteen (16) weeks starting from the commencement date of work and is detailed as under:

Sr. No.	Deliverables	Expected Time frame from commencement date	Payment schedule
1	Inception Report depicting the methodology, variances, if any, timelines, work plan	2 weeks	NA
2	Background study including reviewing of current businesses of SCI	6 weeks	NA
3	Develop Business Plan and Corporate Strategy	16 weeks	50% of contract value
4	Balance 50% of the payment will be made upon acceptance of final report by SCI or 90 days of submission of the report, whichever is earlier.		

3.0 The following clauses of the tender document stands amended and the assessment of the tender will be on Quality & Cost Based Selection (QCBS) methodology, which is enclosed at **Annexure-I:**

a) Clause no. 8.1 Part – I Section – I of the tender document as follows stands deleted:

Quote

“Once a tender is accepted on technical grounds, the selection among such technically qualified Tenderers would normally be only on the basis prices quoted. However, the Corporation reserves the right to reject all/ any of the tenders without assigning any reasons and the decision of the Corporation in this regard shall be final and binding”.

Unquote

b) The Part – I Section – II Evaluation Criteria for Technical Qualification

4.0 This Corrigendum document shall form integral part of tender and all bidders along with their bid are required to submit a copy of same duly signed & stamped by their authorized representative.

PART – I**SECTION – II****LIMITED TENDER FOR APPOINTMENT OF CONSULTANT FOR DEVELOPMENT OF
BUSINESS PLAN FOR SCI****QUALITY & COST BASED SELECTION (OCBS)****A) Technical Score**

The Technical bid will be evaluated against the Bidder Qualification Criteria. The Maximum technical qualification marks of consultants will be 100, which is bifurcated as follows

1. Number of Projects/Assignments - 30 marks

Sr. No.	Evaluation criteria	Mention the year in which assignment was completed	Value of the assignment/project	Marks
(i)	Number of Shipping Strategy assignments done by the consulting firm globally in last 7 years with individual value of at least USD 500,000 or equivalent value in any currency.			Maximum 15 Marks (5 marks for each assignment)
(ii)	Number of strategy assignments done by the consultant for Indian CPSEs / State Government Enterprise/ Major Ports done in last 7 years having consulting value of above INR 2 Crore equivalent value in any currency			Maximum 15 marks (5 marks for each assignment)
	TOTAL			30

Note:

- i. It is mandatory for the Consultancy firm to have at least one eligible project in each category as stated above. In case, bidders are not able to meet this criterion, such bids will not be considered.**
- ii. Engagement letter/ LOA/ PO/ Contract copy/ Work Completion Certificate. A Certified copy by a qualified Chartered Accountant/Company Secretary etc shall be submitted by the Bidder for fulfilling the above experience criteria.**

2. Key Personnel to be engaged in assignment (Technical experts, partners, engagement leader) – 30 Marks

- i. **Team Leader** having experience of 15years in Management Consultancy preferably with expertise in shipping segment – **10 Marks**
- ii. **Team comprising of minimum four Experts** with adequate domain knowledge and experience of minimum 10 years in their respective areas – **Total 20 Marks**
 - Shipping Sector Expert (technical/ operations & commercial) – minimum 2 experts
 - Finance Expert preferably with experience in shipping finance and taxation
 - Strategy Expert

3. Overall assessment by evaluation committee on consultant presentation – 40 Marks

The Bidder shall be required to make a formal presentation (duration about 30 minutes) on their technical bid proposal to SCI Management. The date of such presentation shall be intimated separately to the Bidders. The Technical evaluation criteria / sub-criteria, and point scoring analysis as mentioned below shall be applied for technical evaluation of the Bidders.

- i. Understanding of objective, identification of milestone and key deliverables (15 marks)
- ii. Approach & Methodology (10 Marks).
- iii. Assessment of proprietary consulting tools and strategy assignment (10 Marks).
- iv. Presentation (5 Marks).

Minimum Total Qualifying Marks - 75 marks. Technical bid will be allotted weightage of 60%.

$$\text{Technical score of the TQ bidder} = \left(\frac{\text{Technical score of bidder} \times 100}{\text{Highest technical score among bidders}} \right) \times 60\%$$

IMPORTANT:

- (a) It is mandatory for the Consultancy firm to have at least one eligible project in each category as stated above.
- (b) SCI shall send communication only to the qualified bidders/consulting firms intimating the date and time of the formal presentation. The bidders will be asked to make presentation on their technical offer to SCI management.
- (c) It is mandatory to furnish relevant proofs, documents, certificates etc. for the evaluation criteria mentioned above.
- (d) Price bid of only technically qualified bidders scoring minimum qualification marks or above will be opened.
- (e) Expert should not be a former Senior Management Executive of SCI.

B) Commercial Score:

1. **The Price bid will be allotted weightage of 40%.** The Price bid of the TQ (Technically Qualified) bidders having the lowest amount (price) amongst the technically qualifying bids shall be termed as the Lowest price Bid and will be awarded 100 points.
2. The commercial score of the other technically qualified bidders whose price offers have been opened will be given a score inversely proportional to the prices quoted by them with respect to the lowest bid and calculated on the basis of the following formula:
3. Commercial score of the TQ Bidder will be calculated as follows:
Commercial score of the TQ bidder =
$$\left(\frac{\text{Price of Lowest TQ Bidder}}{\text{Price of TQ Bidder}} \times 100 \right) \times 40\%$$

C) Total Score:

1. The total score of the technically qualified (TQ) Bidder will be determined based on the following formula:
2. Total Score = Technical Score + Commercial Score.
3. The Technically qualified bidder whose bid has secured the highest “Total Score” will be declared as “Successful Bidder” forward of the contract as per the Terms of reference, Scope and deliverables issued under the tender document.
4. In the event two or more proposals have the same total scores in the final ranking, the proposal with the higher technical score shall be ranked first and declared as the “Successful Bidder”.
5. The firm obtaining the highest total score shall be awarded the contract.
