

Request For Expression of Interest

Technical Consultant

Kannur International Airport

EOI Document

**Nodal Agency
Kerala Industrial Infrastructure Development Corporation
KINFRA HOUSE, Sasthamangalam,
Trivandrum 695010**



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1. Introduction

Government of Kerala (GOK) proposes to establish an international airport at Kannur. GoK has selected the site and has obtained the in-principle approval of Government of India to establish the proposed airport. GOK intends to develop the project on public private partner(s)ship (PPP) format.

GoK had appointed KINFRA as the nodal agency for implementing the project. Land acquisition work is in progress at Kannur.

GoK had engaged an experienced agency for the preparation of a techno economic feasibility report and the project has been formulated on the basis of the report prepared by the Consultant.

In this context, Govt. of Kerala proposes to select a technical consultant, with proven track record as Technical Consultant in Airport Projects, including Greenfield Airport Projects, as Technical Consultant for the venture, through competitive tendering process by inviting bids from interested parties.

2. Objective of Process

The objective of the process is to engage a Technical Consultant, who will be handholding GOK / KINFRA in all technical matters, for developing the Kannur International Airport Project through the selection of a joint venture partner(s) / investor(s) or developer(s), till its technical and financial closure.

3. Scope of the Assignment

The broad scope of work, inter-alia, shall cover all the activities connected with the review of the feasibility / project report, technical advice/ inputs for the identification/ selection of the joint venture partner(s)/ developer(s)/ investor(s) and the technical and financial closure of the airport project. The selected Technical Consultant is expected to adequately detail these activities / components as part of their Technical Proposal.

The Technical Consultant is also free to suggest any alternatives / changes to meet the objectives better, provided that such changes are properly justified. The Technical Consultant shall work in perfect coordination with the financial and legal consultants so that the objective of successfully concluding the Technical / JV agreement / financial closure is achieved.

The Technical consultant shall also be required to continue offering services to GOK / KINFRA after the conclusion of the JV agreement as per this RFP on a per diem basis, and the Consultant shall quote the fees along with the financial bid in a separate envelope.

3.1 Project Documentation

The following documents have to be prepared during the project development stages:

- (i) Technical Inception report
- (ii) Review report on the feasibility report already prepared by GoK
- (iii) Technical Notes for pre bid meetings
- (iv) Clarificatory notes and documents to bidders
- (v) All other technical documents as may be required for the selection of the developer(s)/investor(s), falling within the scope of assignment.
- (vi) Attend meetings with Civil Aviation Ministry and other Government agencies along with GOK / KINFRA.

3.2 Project structuring

3.2.1 Based on the detailed techno-economic feasibility, already prepared for the Government, the Technical Consultant shall review and appraise the technical viability of the project. The Technical Consultant may recommend appropriate technical changes, if found necessary to enhance the viability and value of the project.

3.2.2 Consultant shall also suggest suitable project engineering structure considering optimal benefits to Government of Kerala keeping in mind strategic decision making as well as proper management of the Airport. This will be based on the new Airport Policy of Civil Aviation Ministry, Govt. of India. The Bid Evaluation criteria shall be fixed for maximization of benefits as well as assuring world-class airport management services for the Airport as well as adherence to the orders issued by GoI/ GoK in this regard from time to time. All the project risks shall be appropriately allocated to each stakeholder based on the capacity and willingness of

the stakeholder, who is best able to carry such risk, in coordination with the financial consultant.

3.2.3 Based on its appraisal, the Consultant shall recommend an appropriate technical strategy and implementation format.

3.3 Selection of Joint venture partner(s), Investor(s) / Developer(s)

Assistance in Preparation of Qualification & Bid Documents:

The Consultant shall:

- i) Assist the Financial Consultant in preparing a Information Memorandum (PIM), on the basis of which Expression of Interest (EOI) / Request for Qualification (RFQ) would be sought from interested investor(s)s and project developer(s)
- ii) Assist in evaluating the EOI / RFQ responses.
- iii) Assist in preparing Request For Proposal (RFP) documents
- iv) Participation in meetings with investor(s), submission of clarifications, advice etc
- v) Assist the legal consultants in drawing up documents
- vi) Assist in the discussion with the bidders
- vii) Assist GOK / KINFRA in obtaining all statutory and other clearances.

The consultants shall as far as possible follow the model documents prepared by the Government of India, Ministry of Civil Aviation and also the policies laid down by the GoI.

4. Eligibility Criteria

4.1 For the purpose of qualification, the bidder (Technical Consultant) should satisfy the following minimum eligibility criteria **and submit the supporting documents.**

4.2 During the last five years, the bidder should have undertaken and successfully completed assignment as Technical Consultant [i.e Techno Commercial Feasibility Study, bid management & bid evaluation, and technical assistance towards concluding project agreement(s)] of at least one airport development project with a total project cost not less than Rs.500 crores.

- 4.3 During the last five years, the bidder should have undertaken and successfully completed assignment as Technical Consultant (i.e Techno Commercial Feasibility Study, bid management & bid evaluation, and technical assistance towards concluding project agreement(s)) of at least one infrastructure development project in the Public Private Partner(s)ship format, with a total project cost not less than Rs.750 crores.
- 4.4 The bidders should have an average annual revenue of Rs. 50 Crores from professional services, based on the past five years audited accounts. The consultant should have also have earned profit after tax during the last three financial years (2005-06 to 2007-08).
- 4.5 The Bidder should have the necessary qualified key personnel.
- 4.6 The offers may be submitted in individual capacity or consortium.
- 4.7 In case of Consortium, the lead member should have minimum 51% stake in the Consortium. The proposal of Consortium shall be accompanied by a certified copy of legally binding Agreement signed by all members of the consortium confirming the following therein:
- Date and place of signing
 - Purpose of Consortium (must include the details of services for which the consortium has been invited to bid)
 - A clear and definite description of the proposed administrative arrangements for the management and execution of the assignment.
 - An undertaking that the members are jointly and severally liable to the Govt. of Kerala for the performance of the services.
 - The information and address of lead member of the consortium
- 4.8 The duties, responsibilities and powers of the Lead member shall be specially included in the Contract. It is expected that the lead partner(s) would be authorized to meet liabilities and to receive instructions and payments for and on behalf of the consortium.
- 4.9 The minimum eligibility of the consortium shall be evaluated on combined strength of the members. No member of the consortium shall be allowed to leave the consortium without prior written permission of GOK /KINFRA, however GOK/ KINFRA may permit

the substitution of any member of the consortium by a better-qualified member. No change in the consortium will be permitted after issue of RFQ document.

- 4.10 The Consortium will be required to submit its MOU/Agreement along with their proposal, however if GOK / KINFRA seeks any modification in the MOU/Agreement, the Consortium shall incorporate the same accordingly. If the consortium is not in a position to submit its MOU/Agreement at the time of submission of bid, lead member will have to give an undertaking to the effect. However the MOU/Agreement amongst the consortium members will have to be submitted before signing of Consultancy Agreement.
- 4.11 For the purpose of submitting information for meeting eligibility & evaluation criteria the consortium has to comply with the condition for submitting information as above.

5. EOI submission format

- 5.1 Applicants meeting the eligibility criteria may submit their expression of interest with the details of the applicant, details of eligibility etc using the formats given below along with a covering letter in their official letter head duly signed by an authorized person.
- 5.2 There is no registration fees payable at the time of submitting the EOI
- 5.3 Eligible applicants shall submit the expression of interest in a sealed envelope marked " **Expression of interest – Technical Consultant – Kannur International Airport** " , to The Managing Director, KINFRA, "KINFRA House", Sasthamangalam, Trivandrum 695010, on or before 1st December 2008, along with all supporting documents.
- 5.4 No documents submitted through e –mail or fax shall be accepted.
- 5.5 KINFRA reserves the right to accept or reject any of the EOI and submission of the EOI shall not automatically make the applicant eligible to receive the Request for Proposal.
- 5.6 For more details you can contact :

Sr.Co-ordinator
Mobile No. +91 9495989360



Kerala Industrial Infrastructure Development Corporation
KINFRA House, T C 31/2312, Sasthamangalam
Trivandrum – 6950 10

Tel: +91-471-2726585, Fax: 2724773
E mail:kinfra@vsnl.com

6. Formats for EOI

Particulars of the Applicant

(To be provided for each of the consortium members on letter heads)

- 1.1 Title of Consultancy : **Technical Advisory Service**
- 1.2 Title of Project : **Kannur Airport Project**
- 1.3 State the following:
- i) Name of Company or Firm:
 - ii) Technical status (e.g. incorporated private company, unincorporated business, partnership etc.):
 - iii) Country of incorporation:
 - iv) Registered address:
 - v) Year of Incorporation:
 - vi) Year of commencement of business:
 - vii) Principal place of business:
 - viii) Brief description of the Company including details of its main lines of business
 - ix) Particulars of individual(s) who will serve as the point of contact/ communication with KINFRA / GOK:
 - (a) Name:
 - (b) Designation:
 - (c) Company:
 - (d) Address:
 - (e) Telephone Number:
 - (f) E-Mail Address :
 - (g) Fax Number:

- x) Name, Designation, Address and Phone Numbers of Authorised Signatory of the Applicant:
Name:
Designation:
Company:
Address:
Phone No.:
Fax No. :

1.4 For the Applicant state the following information:

i) In case of non - Indian company, does the company have business presence in India?

Yes/No

If so, provide the office address(es) in India.

ii) Has the Applicant been penalized by any organization for the poor quality of work in the last five years?

Yes/No

iii) Has the Applicant ever failed, in last five years, to complete any work awarded to it by any public authority/ entity in last five years?

Yes/No

iv) Has the Applicant been blacklisted by any Govt. department/Public Sector Undertaking in the last five years?

Yes/No

v) Has the Applicant suffered bankruptcy/insolvency in the last five years?

Yes/No

Note: If answer to any of the questions at ii) to v) is yes, the Applicant is not eligible for this consultancy assignment.

1.5 Does the Applicant's firm/company combine functions as a Technical Consultant along with the functions as a contractor and/or a manufacturer?

Yes/No

If yes, then for this work does the Applicant agree to limit the Applicant's role only to that of a Technical Consultant and to disqualify themselves, their associates/ affiliates and/or parent organization subsequently from work on this project in any other capacity (including tendering relating to any goods or services for any part of this project) other than that of Technical Consultant for KINFRA / GOK?

Yes/No

- 1.6 Does the Applicant intend to borrow or hire temporarily, personnel from contractors, manufacturers or suppliers for performance of the Advisory Services?

Yes/No

If yes, does the Applicant agree that it will only be acceptable as Technical Consultant, if those contractors, manufacturers and suppliers disqualify themselves from subsequent execution of work on this project (including tendering relating to any goods or services for any other part of the project) other than that of the Technical Consultant?

Yes/No

If yes, have any undertakings been obtained (and annexed) from such contractors, manufacturers, etc. that they agree to disqualify themselves from subsequent execution of work on this project and they agree to limit their role to that of Technical Consultant for KINFRA / GOK only?

Yes/No

Signature of the Applicant with Seal.



Financial Capacity of the Applicant

S. No.	Financial Year	Annual Profit (Rs. Millions)	Annual Revenue -Professional Income (Rs. in million)
1.			
2.			
3.			
4.			
5.			

Certificate from the Statutory Auditors

This is to certify that _____ (name of the Applicant) has received the payments shown above against the respective years on account of professional fees. Further certified that the above applicant has earned net profits (after tax) against the respective years as shown above.

Name of Authorised Signatory:

Designation:

Date:

Name of firm:

(Signature of the Authorised Signatory)

Seal of firm

Eligible Assignments of Applicant

Name of Applicant:	
Name of the Project:	
Description of services performed by the Applicant firm:	
Name of client and Address:	



Name, telephone no. and fax no. of client's representative	
Estimated capital cost of projects handled.	
Key Persons associated with the project , their Qualification and experience	
Brief scope of work handled.	
Start date and finish date of the services (month/ year):	
Brief description of the project:	

Notes: Use separate sheet for each Eligible Project. Attach a single page summary containing the brief particulars of each project. Also provide copies Of documents evidencing the above assignments.