

EAST COAST RAILWAY

EXPRESSION OF INTEREST

Expression of Interest (EOI) is invited from experienced Transaction Advisors to assist East Coast Railway through different phases for selecting suitable Project proponents and selection of bidders invited through Open Bids following Swiss Challenge Method for redevelopment of 13 nominated railway stations.

East Coast Railway has initiated the process for redevelopment of 13 nominated railway stations (List enclosed) by private firms through commercial development of spare land/air space in the station area. The entire process of finalization of the offers and award of contract shall be on the basis of "Swiss Challenge Method". These proposals will be examined by independent committees/ expert groups for the Techno economic feasibility and making recommendations.

In order to assist in modification of bid documents (draft document to be supplied by Railway) to suit local requirements and to assist various technical committees for assessing Techno-economic feasibility of proposals in detail, evaluation of counter offers, preparation of Acceptance Letters and Contract Agreements, etc. till finalization of the deal, East Coast Railway desires to avail the expert services of experienced Consortium/Consultants to function as Transaction Advisor to perform the following proposed role:-

The Transaction Advisor shall provide technical commercial and financial services in support of the project which shall include but not limited to;

- (i) Assist Zonal Railway in adapting/modifying the Model Bid Documents (i.e. Model Document for invitation of Initial Proposals & Bid Documents for invitation of Financial Bids/ counter proposals) to suit the local conditions & local laws and regulations etc..
- (ii) Assist Zonal Railway in adapting/modifying Model Development Agreement (including Station facility Management Agreement) to suit the local conditions and station specific requirement.
Item (i) and (ii) above shall include making recommendations for any modification required in Eligibility criteria for specific sites.
- (iii) Assisting Railway in organizing Pre-Bid Conference(s) and reply to Applicants/Bidder's queries and correcting tender document as directed by Zonal Railway.
- (iv) Assisting Railway's Standing Technical Committee in evaluation of proposals received as a part of 1st stage invitation of proposals which shall inter alia include Earnest Money Deposit, Eligibility of the Applicants, Technical Proposal, BOQs and Cost Estimates etc. Scope of work shall include assisting in verification of documents in a time bound manner in all the stages.
- (v) Assisting Railway's Standing Financial Committee in evaluation of proposals with respect to financial viability of the proposals.
- (vi) Preparation of submissions to be made to Independent Committee of Eminent Experts in consultation with Nodal Officer of the Railway.
- (vii) Assisting Zonal Railway in examination, finalization and normalization of Detailed Proposal of selected Project Proponent.
- (viii) Assist Committee of PHODs in evaluation of counter proposals received on the basis of the selected proposal of the Project Proponent.

- (ix) To assist the zonal railway in replying any legal, technical, financial queries/issues and to compile all the documents necessary for the railway to obtain requisite approvals.
- (x) The transaction advisor shall provide all necessary administrative and secretarial support to the EAST COAST RAILWAY for the efficient and professional management of the bidding process. This includes managing a data room and other dissemination of project data to bidders, facilitating structured engagement between the EAST COAST RAILWAY and bidders, helping the EAST COAST RAILWAY communicate effectively with bidders, including responding to bidder queries, managing bidder conferences and responding to communications with bidders to manage Government liabilities and receiving bids.

Eligibility Criteria: The Transaction Advisor should have experience of providing legal, technical and financial consultancy for development of any transport infrastructure project costing minimum INR 100 Crores involving predominantly, development of real estate and passenger handling facilities like Bus Stands, Railway Stations or Airports and/or Infrastructural Projects during last three years excluding current year.

The Station Redevelopment is planned by leveraging commercial development of land and air space in and around station on PPP basis, which should be cost neutral to Railway.

Expression of Interest (EOI) in the following format is invited from eligible and interested consultants to work as Transaction Advisors:- (The Open Bids to invite formal proposal and financial quotation shall be published separately in near future).

- 1) Name of the Company/Consortium:
- 2) Address:
- 3) Contact Nos.:
- 4) Fax No.:
- 5) Work Experience with details:
- 6) Whether on the approved list of Transaction Advisors of any Govt. Department/Ministry/PSU etc.:
- 7) If yes, then details thereof including copy of the approval:
- 8) Expected fee (Tentative) per bid of individual station/cluster or group of stations:
- 9) Contact No. (Mobile, land line and fax no.):
- 10) Special condition, if any:
- 11) Any suggestion/ idea to be offered for consideration by East Coast Railway regarding Terms of Reference (TOR) for Transaction Adviser (TA).

The Transaction Advisors shall give an undertaking that they are neither related to any of the parties who have submitted their proposals nor associated with any of the proposal received by the railway in any manner(i.e. by providing consultancy service etc.) and there does not exist any conflict of interest with respect to any of the interested parties.

Additional information, if any required, can be obtained from Dy.CE/Planning/ East Coast Railway at land line No. 0674-2300253.

The EOI shall be submitted in hard copy to this office by 15.00 hours on 04.03.2016 at address: Dy. Chief Engineer/Planning, Principal Chief Engineer's Office, Rail Sadan, North Block, 1st Floor, Chandrasekharapur, Bhubaneswar – 751017 either in person or through post which will be opened the same day at 16.00 hrs. The signed and scanned EOI can be mailed to dyce_plg@ecor.railnet.gov.in

Any corrigendum in this regard shall be also uploaded on East Coast Railways website www.eastcoastrail.indianrailways.gov.in.

Submission of details in response to above EOI does not entitle the party for any award of the contract and shall not have any liabilities whatsoever on either sides.

Railway reserves the right to accept or reject any or all the EOI without assigning any reasons thereto.

LIST OF STATIONS:

Sl. No.	Division	Name of station	Category
01	KUR	Bhubaneswar	A1
02	KUR	Puri	A1
03	KUR	Khurda Road	A
04	KUR	Brahmapur	A
05	KUR	Cuttack	A
06	KUR	Jajpur-Keonjhar Road	A
07	KUR	Bhadrak	A
08	KUR	Palasa	A
09	SBP	Sambalpur	A
10	VSKP	Visakhapatnam	A1
11	VSKP	Srikakulam Road	A
12	VSKP	Rayagada	A
13	VSKP	Vizianagaram	A

**Dy. Chief Engineer/Planning
East Coast Railway HQ Office,
Bhubaneswar**