

**KERALA SHIPPING AND INLAND NAVIGATION CORPORATION LTD**

*(A Government of Kerala Undertaking)*

63/3466, Udaya Nagar Road, Gandhi Nagar, Kochi -682020.  
Tel: 0484 2203614/2206232, Fax 2206848 www.ksinc.in

**TENDER NO: 04-01/KSINC/TENDER/2022-23**

**No. KSINC/258/2022**

**Date 14/03/2023**

**NOTICE FOR EMPANELMENT OF EXPERIENCED CONTRACTORS FOR  
Design, Construction, Supply and Repair of FRP Boats**

Applications are invited from reputed firms / vendors / contractors having their registered office / Branch office in Kerala, for empanelment by Kerala Shipping and Inland Navigation Corporation Ltd (KSINC) as contractors for Design, Construction, Supply and Repair of FRP boats, as per Annexure A . The Document can be downloaded from KSINC website free of cost and a payment of Rs.3,000/- + GST as Empanelment Processing fee (Non- refundable) by DD drawn in favour of KSINC payable at Ernakulam shall be attached with the completed application. Existing contractors / firms / vendors who are empanelled with KSINC are also required to apply for fresh empanelment. The last date for the submission of application is upto **3.00 PM on 30/3/2023**.

The Contractor for a particular job will be selected from the Empanelled list after competitive bidding process. The empanelment will be valid for a period of 3 years from the date of approval. KSINC reserves the right to accept or reject any or all the applications without assigning any reasons thereof and their decision on selection of vendors will be final.

Sd/-

MANAGING DIRECTOR

## **BRIEF ABOUT KSINC**

Kerala Shipping & Inland Navigation Corporation Ltd (KSINC) is the pioneer in the field of inland navigation in the Kerala waterways. KSINC is a Government of Kerala undertaking, and came into existence in the year 1989 by the union of the Kerala Inland Navigation Corporation (KINCO), and the Kerala Shipping Corporation (KSC) which were established in 1975 and 1974 respectively. Barge operations are the forte of KSINC. It also owns two yards for the construction and maintenance of small vessels. KSINC's impeccable history stands testament to its high standards of excellence in every aspect of building, maintaining and operating vessels catering to a wide range of customer requirements. And now KSINC's own cruise vessels the premier Sagararani (1 & 2) and the exclusive luxury cruise, Nefertiti take centre stage.

## **GENERAL RULES AND INSTRUCTIONS TO THE INTENDING APPLICATIONS**

1. The details of the applicants and their experience shall be furnished in the prescribed "Application Format" as per annexure A only. Wherever required and if the space provided is not sufficient, particulars can be furnished in separate sheets, but such details shall be clearly mentioned in the respective columns of the Application Format. Applicant shall enclose latest copies of brochure details of vessels delivered under IACS Class & KIV rules giving additional information about the applicant. Each page of the document shall be duly signed by the Applicant or their authorized representative.
2. Additional costs incurred by the applicant in submitting documents, providing necessary clarifications or attending discussions, conferences or site visits will not be reimbursed by the KSINC.
3. Documentary proof with respect to the pre-qualification criteria shall be furnished along with the application form. In this regard, copies of the work orders and completion certificates and or such other documents shall be submitted. Incomplete applications or applications without proper proofs for establishing their credentials will be liable for rejection and no correspondence will be entertained in this regard.
4. The authorized person of the firm / company shall sign in all the pages of the application with seal of the company / firm. Notarised documents authorising a person

to sign on all the documents and the application shall be submitted in original with the application.

5. The empanelment will be made for a specific category depending on the credentials submitted..

6. The evaluation will be based on the experience, reputation, empanelment with other PSUs / Govt. Institutions / Govt. Departments for FRP works, manpower & logistical support of the applicant, their financial capabilities, quality consciousness, delivered projects, capability and capacity of the yard to construct etc. To substantiate the proof of their credentials, necessary arrangement to be done by the parties for inspecting of KSINC representatives to the site or works undertaken by them. Based on the details furnished, inspection of works and eligibility criteria, the applicants will be empanelled. Decision of KSINC regarding selection / rejection for empanelment will be final and binding and no further correspondence will be entertained. The empanelled contractors will only be informed by post / email.

7. The empanelment will be for a period of three years from the date of selection and can be renewed upon request of the applicant based on the terms defined by KSINC.

8. If the information and details furnished by applicants are found to be false at any time in future or any information withheld, which comes to the notice of the KSINC at a later date, the empanelment of such applicant will be cancelled immediately.

9. Applications received after the due date and time is liable for rejections.

10. The present empanelment is mainly for works for value up to the limits mentioned in respective categories. In case of any high value works, KSINC may undertake the works by project specific pre-qualification exercise.

11. KSINC reserves its right to reject any / or all the applications without assigning any reasons whatsoever

**SCOPE, ELIGIBILITY CRITERIA AND RELATED DETAILS**

Empanelment of Contractors is sought for works under following passenger capacity limits for boats / solar-battery powered boats, floating structures etc. The passenger capacity limits are furnished below:

Category	Items	Value of the works up to which the contractor can participate
I	CONTRACTORS for FRP boats with diesel engines.	25 Pax and above
II	CONTRACTORS for FRP Solar – Battery powered boats.	25 Pax and above

For contractors seeking empanelment (i.e. works requiring Pre qualification), an evaluation criteria is followed. Evaluation sheet for pre-qualification is attached as Annexure C.

The documents submitted by each of the bidders will be evaluated for each of items and categories they have applied for and only those bidders who have scored a minimum of 120 points based on evaluation specified under Annexure C will be selected for empanelment in the respective items / categories. The Contractor selected for Empanelment under each of the IV categories will be intimated regarding category for which they are selected.

**LIST OF DOCUMENTS TO BE FURNISHED**

1. Constitution of firm
2. Power of Attorney for signing the documents
3. Copies of audited profit & Loss account and balance Sheet of the tenderer for the preceding three years period, ie. 2019-2020, 2020-2021, 2021-22 and annual turnover for these periods. If audited statements are not available, the bidder shall produce provisional statements certified by registered Chartered Accountants.
4. Latest Income Tax Clearance Certificate
5. Financial capacity and credit facilities available to the firm / company as certified by their Bankers (Banker's certificates in original or duly attested showing present cash credit limits & guarantee limits)
6. Copies of GST Registration Certificate, Provident Fund, ESI & PAN
7. Particulars of the firm - Profile
8. Bio Data of the Partners / Associates / Directors
9. List of major FRP construction completed during the last 7 years under IACS & KIV rules
10. List of major FRP works under construction
11. Organization structure, manpower resources, technical staff, their qualification
12. List of Machinery / Plants in hand
13. List of Manpower
14. Copies of Completion Certificates received from clients along with Work Orders
15. MOU or Joint Venture with other firms, if any.
16. MSME Registration, if applicable.
17. Certificate regarding availability of Yard for construction of FRP boats for the respective category / items for which they are applying for empanelment.
18. Certificate as to whether the yard is owned / leased / on rental. For own yards the bidder shall produce ownership certificate. For leased / rented lands the bidder shall produce copies of respective documents duly notarised. The period of lease / rent shall be for a minimum period of 3 years from the date of notification of this notice for empanelment.
19. Shall produce a affidavit stating that the successful bidder shall produce certification for carrying out FRP boats from statutory bodies, once they are empanelled.
18. Maximum size of the vessel capable to build in their own yard.

## ANNEXURE- A

**I. APPLICATION FOR EMPANELMENT OF FRP WORK CONTRACTORS**

Sl no	Description		
2	Name of the applicant		
	Address		
	Telephone No.	Office	
		Residence	
		Mobile	
		Fax	
	Email address		
3	Status of the firm (Whether Company / Partnership / proprietary)		
	Name of the Proprietor / Partners / Directors (with professional qualifications, if any)		
	Year of establishment		
4	Whether registered with Registrar of Companies / firm. If so, No. & Date		
5	Details of registrations		
	Income-tax No. PAN / GIR No		
	GST No		
	ESI Registration No		
	Provident Fund Reg No.		
	MSME Registration No		
	(furnish copies of Income-tax returns, registration)		



**b. in Private sector**

S L N o.	Name of FRP construction work	FRP construction work executed for (Name of organization with address, concerned office & telephone no )	Nature of work with particular of the vessel delivered in brief	Location of work	Actual value of works	Stipulated time for completion	Actual time for completion	If work left incomplete terminated ( furnish details)

**Note:**

1. The Contractor must submit documentary evidence (Work Order copy & completion certificate, Registration certificate of the vessel delivered) in support to the above.
2. The credentials issued by the clients shall be enclosed.
3. The work should have been executed by the yard under the name in which they are submitting the applications.

**VI. Details of major FRP works in hand**

(Please mention only such works which qualifies for the category/class for which you have applied).

**a. from Govt. Sector /Departments**

Sl n o	Name of client	Name of work with details of Work Order	Nature of work	Agreed PAC	Scheduled date of completion	Present Position	Remarks

**b. from Private sector**



Sl no	Name of client	Name of work with details of Work Order	Nature of work	Agreed PAC	Scheduled date of completion	Present Position	Remark s

**VII. Details of Key personnel permanently employed in your organization**

Sl no	Name of employee	Designation	Qualification	Details of experience	Particulars of work done	Remarks

## ANNEXURE-B

**UNDERTAKING**

We hereby undertake that our firm or its partners or its directors have not been black listed or any case is pending or any complaint regarding irregularities is pending, in India or any Indian State / Central Governments Departments or Public Sector Undertaking of India.

< Entity Name > Signature

<b><u>BIO DATA OF THE PARTNERS/ASSOCIATES/DIRECTORS</u></b>		
<b>1</b>	<b>Name</b>	
<b>2</b>	<b>Associates with the firm since</b>	
<b>3</b>	<b>Date of birth</b>	
<b>4</b>	<b>Professional qualification</b>	
<b>5</b>	<b>Professional experience</b>	
<b>6</b>	<b>Professional affiliation</b>	
<b>7</b>	<b>Membership in</b>	

**DECLARATION**

1. All the information furnished by me / us here above is correct to the best of my knowledge and belief.
2. I / we have no objection if enquiries are made about the work listed by me / us in the accompanying sheets / annexures.
3. I / We agree that the decision of KSINC in selection of empanelment of contractors will be final and binding to me / us.
4. I / We have read the instructions appended to the proforma and I / we understand that if any false information is detected at a later date the empanelment shall be cancelled at the discretion of the KSINC.

Place:  
Date:

Signature of the Applicant

Name & Designation:  
Seal of Organisation:

**Checklist**

(To be filled by Applicants)

1	Have you mentioned the categories for which you have applied in the application form?	Yes/No
2	Have you signed in all the sheets?	Yes/No
3	Whether copy of GST/PAN/ESI/PF Registration details enclosed? *	Yes/No
4	Whether enclosed proof for year of establishment?	Yes/No
5	Whether proof for average annual financial turnover enclosed?	Yes/No
6	Whether documentary proof for having undertaken from the Govt. /Department works is enclosed?	Yes/No
7	Whether documentary proof for having undertaken from Private Sector, if any is enclosed?	Yes/No

EVALUATION CRITERIA OF PREQUALIFICATION TENDERS with respect to		
I	Number of years of experience	
II	Whether satisfactorily completed work within the agreed time / within the extended period of completion / not completed the work, within the extended period.	
III	Whether having all equipment / partly own and partly hired equipment for FRP construction / Depending on hired equipment alone for FRP Construction	
IV	Whether having Naval architects, graduate engineers and diploma holders and skilled labourers / having diploma and ITI certificates holders and skilled labourers / having skilled labourers on their payroll	
V	Financial capacity in lakhs	
VI	Annual turnover in lakhs	
VII	The income from the construction works contracts for the past three years	
VIII	BID CAPACITY: (The value of remaining works under current Contract, working capital and net worth based on an audited "Balance Sheet") Scoring Method: 1. Net Worth 2. Working Capital	
IX	AVAILABLE CREDIT	
X	Other special items for consideration for the speedy and timely completion of the work will be decided by the Chief Engineer's Committee. Scoring will be given to the Contractors according to the documents furnished at the time of invitation based on the above suggestion. (Maximum points shall be 10)	
XI	Has any work of the Contractor terminated at this risk and cost at any time during the past three years.	

If yes, specify number of certificates enclosed

\*If any registration copy is not attached, please specify.

## ANNEXURE C

**KERALA SHIPPING AND INLAND NAVIGATION CORPORATION**  
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**EVALUATION SHEET FOR PRE-QUALIFICATION**

EVALUATION CRITERIA OF PREQUALIFICATION TENDERS with respect to

Firm	Maximum Points
<b>I EXPERIENCE</b>	
A Less than one year	5
B One year to three years	10
C Three years to five years	20
D More than five years	30
<b>II PAST PERFORMANCE</b>	
A Those who have satisfactorily completed work within the agreed time	30
B Those who have completed work within the extended period of completion, with fine.	20
C Those who have not completed the work, within the extended period	5
<b>III CAPABILITY OF EXECUTING THE WORK WITH RESPECT TO EQUIPMENTS</b>	
A Having all equipment /certifications for FRP construction	30
B Having partly own and partly hired equipment	20
C Depending on hired equipment alone	10
<b>IV CAPABILITY OF EXECUTING THE WORK WITH RESPECT TO PERSONNEL</b>	
A Those having Naval architects, graduate engineers and diploma holders and skilled labourers on their pay roll	30
B Those having diploma and ITI certificates holders and skilled labourers on their pay roll	20
C Those having skilled labourers on their pay roll	10
<b>V FINANCIAL CAPABILITY FOR THE LAST THREE YEARS</b>	
A Having Rs. 20/- lakhs or less	5
B Having Rs. 20/- lakhs to Rs. 40/- lakhs	10
C Having Rs. 40/- lakhs to Rs. 75/- lakhs	20
D Having more than Rs. 75/- lakhs	30
<b>VI AVERAGE ANNUAL TURN OVER FOR THE LAST THREE YEARS</b>	
A Having less than Rs. 100/- lakhs	5
B Having Rs. 100/- lakhs to Rs. 200/- lakhs	10
C Having Rs. 200/- lakhs to Rs. 400/- lakhs	20
D Having more than Rs. 400/- lakhs	30
<b>VII INCOME: (The income from the construction works contracts for the past three years)</b>	
A Maximum Marks for Maximum Income	30

B	Minimum Marks for Minimum Income	10
C	Others will be given proportionate points	
VII	BID CAPACITY: (The tenderers should submit the value of remaining works under	
I	current Contract, working capital and net worth based on an audited "Balance Sheet")	
	Scoring Method:	
	a. Multiply Net Worth by 5	
	b. Multiply Working Capital by 10	
	c. Determine Lower of (a) and (b)	
	d. Value of remaining works under Current Contracts	
	e. Bid Capacity = (c) – (d)	
	Grading of Bid Capacity:	
	a. Maximum Bid Capacity	30
	b. Minimum Bid Capacity	5
	c. Others will be given proportionate points	
IX	AVAILABLE CREDIT	
	(The Tenderer should submit a guarantee from the Nationalized / Schedule Banks to the effect that the bank is prepared to issue a specific line of Credit.)	
	Scoring: Maximum Capacity	30
	Minimum Capacity	5
X	Other special items for consideration for the speedy and timely completion of the work will be decided by the Chief Engineer's Committee. Scoring will be given to the Contractors according to the documents furnished at the time of invitation based on the above suggestion. (Maximum points shall be 10)	10
XI	If any work of the Contractor was terminated at this risk and cost at any time during the past three years, it will be considered as a default on the part of the Contractors. Minus points (-5) will be deducted from his total score. The decision of the Committee will be deemed as final.	
	Total	
XII	In the case of pre-qualification application submitted by a group as a joint venture, the maximum of experience, past performance, capability of executing the work with respect to equipment and personnel, financial capacity, average annual turnover, income and bid capacity, among the parties to the joint venture will be taken for evaluation criteria.	
XI	If on scrutiny by the Managing Director or the PQ Committee, the information furnished by the Contractor is found to be false, the pre-qualification bid submitted by the Contractor shall be totally rejected.	