

Sub: Expression of interest for undertaking a detailed Feasibility Study for Pipavav Railway Corporation Limited for development of siding/PFT/CFS in Northern Region, in association with business patterns.

Pipavav Railway Corporation Limited (PRCL) is a Joint Venture Company of Ministry of Railways and Gujarat Pipavav Port Limited. It is also a Container Train Operator, operating its own/ leased container rakes from Western Ports to the hinterland.

The Company is in the process of expanding its container train operations segment by inducting more container rakes. Therefore, to expand the container train operations, Company is envisaging joint development of siding/PFT/CFS in Northern Region, in association with business patterns.

Therefore, expression of interest is invited from well reputed and experienced agencies having proven track record of such studies for Government, semi-government and private entities dealing with logistics. The interested parties should have at least five years of experience in the field and submit their candidature supported with documents proving their successful project/study submissions along-with refundable security deposit of Rs.10,000/- in the form of Demand Draft in the name of 'Pipavav Railway Corporation Limited' payable at New Delhi. The applications addressed to Company Secretary, PRCL must reach in this office at the address given below, within 7 days of the issuance of notification on Company's Website:

**Company Secretary
Pipavav Railway Corporation Limited
B-1202, 12th Floor, Statesman House,
148 Barakhamba Road, New Delhi 110001**

The scope of work for the subject study would be as follows:

1. To examine and ascertain the traffic and revenue generation potential at subject facility.
2. To examine and explore the possibility of best connectivity to DFC and Indian Railways
3. To ascertain requirement of land for connectivity/ otherwise
4. To examine and advise the business model suitable for PRCL
5. Evaluate and compile the possible expenditure to be incurred
6. To examine and ascertain the cost of proposed terminal
7. Based on business model, best suited for PRCL, also to advise the revenue sharing model amongst the business partners

8. To examine the present government policies on development of such terminals and to advice on the best suitable options, giving pros and cons of each model, with cost benefit analysis.
9. The agency should also suggest tentative period of completion and commissioning of project.
10. The agency should also study the potential traffic segments and suggest what traffic segments should be develop under the terminal.
11. The agency should also give broad strength and weakness of the proposed project.
12. The agency may also like to add other relevant factors in the scope of its examination for better appreciation of the project.
13. Geographical reach of the terminal and total EXIM and domestic market potential.
14. Current operators including road haulers and their respective market share.
15. A model business plan and financial plan including best funding options and revenue model of mid-sized rail linking terminal.
16. Indian Railways and DFCCIL process of setting up of a rail linked terminal (IPA, ESP, SIP, DPR) and exhaustive list of regulatory approvals of all Government Departments required.
17. Design sketch of the rail linked terminal including EXIM and DTA separation.
18. Market split: CFS, ICD and Factory stuffed cargo.
19. Rail revenue model.
20. Multiple options for JV structure for the terminal.
21. Potential for domestic rail transport business.
22. Risk assessment.

The agency assigned the study should be able to submit preliminary report within a period of one month from the date of issuance of LOA and final report after discussion and finetuning, as per requirement of Pipavav Railway Corporation Limited should be submitted within 15 days thereafter.

The mutually agreed fee would be paid in three stages as under:

- a) 40% of the total amount shall be paid after submission of preliminary report.
- b) 40% of the total amount shall be paid after submission of final report.
- c) Remaining 20% after acceptance of the final report by PRCL.

The payment would be on receipt of tax compliant invoice as per the above stages.