

**EOI No. KDS/Admin/GAD/041/2020**

**Website Notice for Extension and Replies of Pre-Bid Queries**

**Syama Prasad Mookerjee Port, Kolkata  
Kolkata Dock System  
Traffic Department**

**EOI No. KDS/Admin/GAD/041/2020**

**Subject/Work Title : Expression of Interest (EOI) from Potential Developers or Consortium of Developers for Designing, Development, Implementation and Maintenance of Online Platform for Coastal Shipping**

**Extension:** The last date of submission has been extended till 16:00 hours of on 04.01.2021. The mode of submission shall remain the same. The EOIs shall be opened at 14:30 hrs on 05/01/2020. The concept discussion meeting shall be conducted from 06/01/2021 to 08/01/2020 through video conferencing.

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Replies to the queries raised by the interested bidders in the Pre-bid meeting held on 03.12.2020

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DCG Data-Core Systems India Pvt. Ltd					
Sl. No	Page No	Clause No	Description in EOI	Clarification sought	Replies to the queries
1	1	Under Scope of Work 1(a)	Application Page for Stakeholders to apply for Coastal Movement through SMP, Kolkata	Please mention different types of stakeholders to login to the system	The application intends to connect various stakeholders of Coastal Shipping e.g. Shippers, Vessel Operators, Freight Forwarders, Container Agents, First/last mile transporters and other necessary stakeholders in the supply chain
2	1	Under Scope of Work 1(g)	Facility for conducting multiple freight discoveries simultaneously (for inland and ocean freight)	Please elaborate the process as much as possible at this stage	At a broad level, multiple freight discovery process shall involve the bidding process for inland and ocean freight. For example, a shipper intending to send X tonne of cargo may request online quotations from multiple vendors simultaneously.
3	1	Under Scope of Work 1(j)	Facility to add value added services	What type of value added service are looking for	There is no specific value added service (VAS) to be mentioned at this stage. The idea behind VAS is to provide seamless experience for stakeholders e.g. integration with DG Shipping for conversion of vessel for coastal leg. Applicants may propose/include other VAS also.
4	1	Under Scope of Work 1(o)	Facility for integrating the platform with third party systems (PCS, Icegate, NLP etc.), if required.	Here 'National Logistic Portal' is abbreviated as NLP or it is something different	NLP stands for National Logistics Portal.

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5	4	B. Coastal Shipping at SMP Kolkata	In addition to this, the Port also exported ~26,000 TEUs through coastal movements.	Is full TOS (Terminal Operating System) required for online platform of Coastal Shipping?	The proposed online platform does not require full TOS. However, the platform should have facility to integrate with Port's existing TOS.
6	2	3. Last date of online submission of EOI:	Online submission on Central Procurement Portal of Government of India.	Details of Online portal not mentioned.	Details of online portal mentioned in the corrigendum published on 27.11.2020.
7	-	General	General Question	The EOI eligible participants will only be participating in Limited Tender or it will be an Open Tender?	It will be decided based on the number of eligible participants after the stage 1 - EOI process.
<b>EDB Postgres</b>					
8	1	1	Score of Work	<p>Since you are developing a mission critical online platform for Coastal shipping, you will be needing a robust and mature RDBMS platform. We request you to include Enterprise supported open source PostgreSQL multi model database platform for your application with proper SLA from the OEM to ensure the software will be capable of enduring the project life cycle and for your significant cost savings over commercial databases</p> <p>EDB Postgres can be deployed at any platform and can seamlessly integrate with any other technologies. EDB Postgres</p>	It is upto the service provider to use any RDBMS platform for required purpose.

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				<p>supports both SQL, NoSQL &amp; Distributed File formats for data warehousing.</p> <p>EDB Postgres also named in Gartner Magic Quadrant past 7 consecutive years in a row</p>	
<b>Portall Infosystems</b>					
9	1	1 (h)	h) Online transactions and communications between users	<p>Please provide requirement for the following for the development of the platform and integration with other available systems.</p> <p>1)Expected Transactions 2)Expected stakeholders , 3)Type of Transactions, 4)Type of Integrations for each trascation 5) Expected Number of users 6) Concurrent users</p>	<p>At the broad level, following are the requirements.</p> <p>1) Message communications, financial transactions, document exchange 2) Shippers, Vessel Operators, Freight Forwarders, Container Agents, First/last mile transporters and other necessary stakeholders in the supply chain. 3) Documents, Financial, Encrypted Information 4) Integration may be required with payment gateways, Port's system, EDI, IceGate, PCS and other necessary systems 5) To be assessed by the applicant 6) To be assessed by the applicant</p>
10	1	1 (o)	o) Facility for integrating the platform with third party systems (PCS, Icegate, NLP etc.), if required.	<p>It is assumed that expected platform will interact with Govt systems like ICEGATE, PCS 1x, NLP Marine. Kindly confirm will it be required integration with other players like Coastal, Inland water Ways, Transporters, DG</p>	<p>The application may be envisaged in various stages. In the stage 1, it is expected that the platform is integrated with required third party systems for coastal shipping. As the application matures, integration with other systems e.g. IWAI, DG Shipping, eVahan, eSarathi etc may be planned in subsequent stages.</p>

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				Shipping, Sagarmala , eVahan , eSarthi, GSTIN, eWaybill etc	
11	Corrigendum dated 27th Nov 2020	-	Section F: Concept discussion with respondents	Please clarify that these discussion will be in open discussion or will this discussion one to one.	This shall be one to one discussion.
12	-	-	General	It is understood that Sagarmala and DG Shipping is also in process of creating similar platform. Request you to kindly advise on role of Sagarmala and DG Shipping in this EOI if any.	At this stage, this EOI is applicable for Syama Prasad Mookerjee Port, Kolkata only and Sagarmala and DG Shipping has no direct role in this EOI.
13	-	-	General	Will proposed module will have functionality only for domestic or it will also include Exim shipment.	The proposed platform is dedicated for Coastal Shipping only. Hence, it is not applicable for exim shipment.
14	-	-	General	The expected module should cover Indo-Bangladesh and there to Northern eastern states of India.	If cargo destined to Bangladesh/North-East states is under the ambit of Coastal Agreement between India and Bangladesh, it will be covered under the proposed platform.
15	-	-	General	The module will be only for Syama Prasad Mookerjee Port, Kolkata both KDS and HDC. Kindly advise.	At this stage, the proposed solution is envisaged for Syama Prasad Mookerjee Port, Kolkata (both KDS and HDC) only.
16	-	-	General	Expected time frame for the contract/ Agreement period post development of the platform.	Five years.
17	-	-	General	EOI document is silent on the Intellectual Property Rights of the respondent's proposed solution. It is suggested that , IPR of the proposals submitted by	IPR of the proposals submitted by the respondents shall be with respondents.

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				the respondent should be with respondents.	
18	-	-	General	Inland Waterways plays important role in water transport. In case integration with IWAI is expected in the proposed platform, please elaborate on same.	Integration with IWAI is not expected in version 1.0. Once the first cut matures, integration with IWAI to serve inland water movement may be undertaken in subsequent versions.
19	-	-	General	Mandate - Will SMP mandate usage of the proposed platform for traffic originating from SMP?	The proposed online platform will be optional for traffic originating from SMP. However, SMP may provide additional facilities to incentivise the stakeholders to use the proposed platform. For example, these facilities may include – additional demurrage free storage time, more time for cargo gate-in, relaxed plot demurrage slabs for bulk cargo. Please note above are mentioned just as examples. Incentives may be explored in consultation with the selected service provider.
20	-	-	General	Please advise what will be compensation to respondents for this EOI and mode of same.	The selected service provider needs to monetize the platform through users of the platform. The selected service provider shall be preferred technology partner of SMP and the port shall also facilitate the necessary regulatory permissions.
21	-	-	General	Request to kindly share the Standard Operating Procedure , Flow Charts, Working Instructions , Document set ( formats ) from SMP, Kolkata and all stakeholders including regulatory authorities.	It is understood that mentioned documents are required for architecture design of the proposed platform. Necessary documents pertaining to development of online platform shall be provided during the tendering stage.

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				Understanding on roles and responsibilities of all stakeholders involved . Understanding on present integration level with various Government entities such as FOIS, ICEGATE etc	
22	-	-	General	Standards like ISO , CMMi to be considered for effective delivery of the project	Will be considered during tendering stage.
23	-	-	General	Request for extension of minimum one month after receipt of clarifications and all requisite set of document	A suitable extension has been provided.
<b>NEC Corporation India</b>					
24	4	C. Respondent's Profile and Experience	C. Respondent's Profile and Experience The respondent should have successfully created and run an online platform in Logistics or Shipping sector	We have successfully created & running a major online platform in logistics domain i.e. Logistics Data Bank (LDB) which provides real time container tracking at ports, CFS, ICDs & toll plazas. Our request is to consider the same project in relevant experience.  Also if we can show some other emarketplace platform in other domain, then please consider.	Will be considered as relevant experience.
25	4	C. Respondent's Profile and Experience	C. Respondent's Profile and Experience The respondent shall submit the business plan along with Annexure - I mentioning the	What is the duration of the contract? --- What will be the implementation period? --- What will be the O&M	Expected O&M period is 5 Years. Other details shall be provided during tendering stage.

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			details related to profile and experience.	period? --- What is the expected tender value?	
26	4	C. Respondent's Profile and Experience	C. Respondent's Profile and Experience The respondent should have successfully created and run an online platform in Logistics or Shipping sector	Will Project experience from Parent Company or Subsidiary or Sister concern be considered to qualify	The experience of only bidding organisation shall be considered.
27	6	Annexure 1	Annexure 1 S.no. 7 Do you intend to tie-up with a consortium partner for the project (If yes, please specify the details of the partner)	We can provide our interest that we could get into a consortium but as the right partner is not finalized, we wont be able to share its detail.	Consortium details are required at tendering stage. The applicant showing interest into this EOI should be the lead member of the consortium formed during the tendering stage.
28	6	Annexure 1	Annexure 1 S.no. 6 Financial Capability (For Past Three Completed Financial Years) (To be supported by audited financial statements)	Do we need to submit financial for FY 2019-2020 as well?  Please specify the Financial Years for which we need to submit the audited financial statements	Audited financial statements for FY 2017-18 and FY 2018-19. For FY 2019-20, provisional financial statement may be provided.
29	1	Subject	In order to promote Coastal Shipping and increase the modal share of water transport, Syama Prasad Mookerjee Port, Kolkata (SMP Kolkata) invites 'Expression of Interest' (EOI) from eligible developers on their own or in consortium to establish an online platform (eMarketplace)	As we are aware that Sagarmala development company ltd (SDCL) is the lead organization for coastal shipping in coastal cargo ports(CPPs) which is already initiated such EOI. We would like to know that why KoPT is expressing such idea which will use only in KoPT port?	The proposed platform shall be dedicated to SMP, Kolkata and intends to promote the coastal shipping from Kolkata and Haldia.



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			dedicated to coastal shipping.		
30	1	Scope of work	Design, development, implementation and maintenance of a modern, innovative, user friendly and secured online platform for Coastal Shipping Ecosystem which should have the following operational facilities: a) Application Page for Stakeholders to apply for Coastal Movement through SMP, Kolkata b) Registration Request Page for new service providers putting up application for SMP Kolkata's approval	<p><b>Q-1:</b> If we created such platform, Is it used only for KoPT?</p> <p><b>Q-2:</b> If we are talking about first/last mile connectivity, what about the users who are doing cargo operations in another ports? (For Eg: Cargo movement between 2 ports).</p> <p><b>Q-3:</b> Do we consider both web UI &amp; Mobile App?</p>	<ol style="list-style-type: none"> <li>1. Presently, the platform is envisaged to be used at SMP Kolkata only.</li> <li>2. First/last mile operators may onboard the proposed platform to provide end-to-end solution.</li> <li>3. Yes, both web and mobile app.</li> </ol>
31	1	Scope of work	e) Visibility of vessels available for coastal movement	Who will update/maintain these data? KoPT OR service provider	It is the responsibility of the service provider to store and update/maintain the data for the contract period.
32	1	Scope of work	g) Facility for conducting multiple freight discoveries simultaneously (for inland and ocean freight)	<p><b>Q-1:</b> Do we need to show &amp; maintain both inland &amp; ocean freight data for each transactions.</p> <p><b>Q-2:</b> Regarding manage &amp; display of Freight, As we are aware it will change as per market demand methodology, but how frequency will change &amp; who is responsible for such changes. Is it manual or</p>	<ol style="list-style-type: none"> <li>1. Inland and ocean freights for each transactions may not be required to display. However, a business intelligence module may analyse the data to show a range/average of freights for requested duration.</li> <li>2. We do not intend to regulate the freight through the proposed platform. The freight will fluctuate as per demand and supply and shall be settled between shipper and operator. The</li> </ol>

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				do we need to intergrate with various application?	platform is expected to keep record of freights from the finalised transactions.
33	1	Scope of work	i) Tracking of transactions/cargo movement	what type of tracking status need to show/update against cargo movement	In transit (Inland/Ocean), Waiting (location), Picked-up, Delivered etc.
34	1	Scope of work	k) Secured online payment window	<b>Q-1:</b> What are the different type of Payment modes to be considered in the system? <b>Q-2:</b> Is there any Bank finalized for Payment gateway integration or its totally our responsibility .	1. Online payments 2. It is the responsibility of service provider.
35	1	Scope of work	m) Reconciled MIS data and report to SMP, Kolkata and concerned users.	kindly share the total MIS/report list with detail	Details will be shared during tendering stage.
36	1	Scope of work	f) Matchmaking of demand with supply i.e. cargo with vessel	what is the process of finalizing transportation route? Will there be separate bid from Barge Operators, jetty Operators and Truckers and Shippers/Cargo Owners will finalize the same or there will single bid comprising first mile, last mile and coastal route.	In case, an entity is facilitating an end-to-end service, a single bid may be sufficient. In case of separate entities, separate biddings may be required.
37	-	-	General	Where will deployment of solution take place -On Premise or Cloud?	It is upto the service provider. The port plans to form a Coastal Promotion Unit (comprising members from KDS, HDC and service provider) which shall drive the coastal shipping volume through this platform. Considering this, on premise presence of a nodal officer from the service provider may be required.

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38	-	-	General	Do we need to maintain & update the master level data? If Yes, who will share those details?	It is the responsibility of the service provider to maintain and update the master level data. Necessary data shall be provided by the port.
39	-	-	General	Is it mandatory process for cargo interest and Vessel interest to utilize / perform the costal operation through this technology?	The proposed online platform will be optional for traffic originating from SMP. However, SMP may provide additional facilities to incentivise the stakeholders to use the proposed platform. For example, these facilities may include – additional demurrage free storage time, more time for cargo gate-in, relaxed demurrage slabs for bulk cargo. Please note above are mentioned just as examples. Incentives may be explored in consultation with the selected service provider.
40	-	-	General	Infrastructure will be provided by KoPT or all servers /hardware will also be our scope	It is the responsibility of the service provider to arrange the necessary servers/hardwares/software.
41	-	-	General	What about Insurance for cargo? so we have to integrate with any insurance company for this and has that vendor is finalized or it comes in purview of which party. Please confirm all details related to cargo insurance	The service provider may collaborate with any insurance company for insurance related to the cargo.
42	-	-	General	vessel operators will take order from this process only or from outside also , as we have to maintain empty and occupied space, Please confirm	The proposed online platform will be optional for traffic originating from SMP. Hence, vessel operators may take orders from outside of this platform also.

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43	-	-	General	Are there any compliances or certifications that new system should be comply with?	Details (if any) shall be provided during tendering process.
44	-	-	General	Regarding end to end online logistics B2B platform, Do we need to include bidding related features too? If Yes, Is it applicable for all stakeholders like vessel operator, cargo owners. Transporters?	Yes, multiple freight discovery process shall involve the bidding process for inland and ocean freight. For example, a shipper intending to send X tonne of cargo may request online quotations from multiple vendors simultaneously.
45	-	-	General	Who is responsible to onboard all stakeholders into this project?	The service provider shall be responsible for marketing of the platform and onboarding of stakeholders. However, port will provide necessary support wherever required.
<b>Instasmart Software Solutions Pvt. Ltd.</b>					
46	-	-	General	In order to participate in the tender, we hereby request you to kindly give the Relaxation for Prior Experience as we are registered under MSME, NSIC, Start up.	Relaxation for eligible MSMEs and Startups (recognised by DPIIT) shall be provided. The details of relaxation shall be mentioned during the tendering stage.

**Note: These clarifications will be integral part of the EOI.**