



Bid Number/बोली क्रमांक (बिड संख्या):
GEM/2024/B/4829717
Dated/दिनांक : 01-04-2024

Bid Document/ बिड दस्तावेज़

| Bid Details/बिड विवरण | |
|---|--|
| Bid End Date/Time/बिड बंद होने की तारीख/समय | 08-04-2024 11:00:00 |
| Bid Opening Date/Time/बिड खुलने की तारीख/समय | 08-04-2024 11:30:00 |
| Bid Offer Validity (From End Date)/बिड पेशकश वैधता (बंद होने की तारीख से) | 60 (Days) |
| Ministry/State Name/मंत्रालय/राज्य का नाम | Ministry Of Ports, Shipping And Waterways |
| Department Name/विभाग का नाम | Na |
| Organisation Name/संगठन का नाम | N/a |
| Office Name/कार्यालय का नाम | Sagarmala Development Company Limited |
| Item Category/मद केटेगरी | Hiring of Consultants - Milestone/Deliverable Based - CA firm for advisory; Financial Services; Yes; Hybrid(As specified in scope of work) |
| Contract Period/अनुबंध अवधि | 1 Month(s) 15 Day(s) |
| Minimum Average Annual Turnover of the bidder (For 3 Years)/बिडर का न्यूनतम औसत वार्षिक टर्नओवर (3 वर्षों का) | 6 Lakh (s) |
| Years of Past Experience Required for same/similar service/उन्हीं/समान सेवाओं के लिए अपेक्षित विगत अनुभव के वर्ष | 7 Year (s) |
| Past Experience of Similar Services required/इसी तरह की सेवाओं का पिछला आवश्यक अनुभव है | Yes |
| MSE Exemption for Years Of Experience/अनुभव के वर्षों से एमएसई छूट/ and Turnover/टर्नओवर के लिए एमएसई को छूट प्राप्त है | Yes |
| Startup Exemption for Years Of Experience/अनुभव के वर्षों से स्टार्टअप छूट/ and Turnover/ टर्नओवर के लिए स्टार्टअप को छूट प्राप्त है | Yes |

Bid Details/बिड विवरण

| | |
|---|--|
| Document required from seller/विक्रेता से मांगे गए दस्तावेज़ | Experience Criteria,Bidder Turnover,Certificate (Requested in ATC),Additional Doc 1 (Requested in ATC),Additional Doc 2 (Requested in ATC),Additional Doc 3 (Requested in ATC),Additional Doc 4 (Requested in ATC) *In case any bidder is seeking exemption from Experience / Turnover Criteria, the supporting documents to prove his eligibility for exemption must be uploaded for evaluation by the buyer |
| Bid to RA enabled/बिड से रिवर्स नीलामी सक्रिय किया | No |
| Type of Bid/बिड का प्रकार | Two Packet Bid |
| Time allowed for Technical Clarifications during technical evaluation/तकनीकी मूल्यांकन के दौरान तकनीकी स्पष्टीकरण हेतु अनुमत समय | 2 Days |
| Estimated Bid Value/अनुमानित बिड मूल्य | 150000 |
| Evaluation Method/मूल्यांकन पद्धति | Total value wise evaluation |

EMD Detail/ईएमडी विवरण

| | |
|-------------------|----|
| Required/आवश्यकता | No |
|-------------------|----|

ePBG Detail/ईपीबीजी विवरण

| | |
|-------------------|----|
| Required/आवश्यकता | No |
|-------------------|----|

Splitting/विभाजन

Bid splitting not applied/बोली विभाजन लागू नहीं किया गया.

MII Compliance/एमआईआई अनुपालन

| | |
|-------------------------------|-----|
| MII Compliance/एमआईआई अनुपालन | Yes |
|-------------------------------|-----|

MSE Purchase Preference/एमएसई खरीद वरीयता

| | |
|---|-----|
| MSE Purchase Preference/एमएसई खरीद वरीयता | Yes |
|---|-----|

1. If the bidder is a Micro or Small Enterprise as per latest definitions under MSME rules, the bidder shall be exempted from the requirement of "Bidder Turnover" criteria and "Experience Criteria" subject to meeting of quality and technical specifications. If the bidder is OEM of the offered products, it would be exempted from the "OEM Average Turnover" criteria also subject to meeting of quality and technical specifications. In case any bidder is seeking exemption from Turnover / Experience Criteria, the supporting documents to prove his eligibility

for exemption must be uploaded for evaluation by the buyer.

2. If the bidder is a Startup, the bidder shall be exempted from the requirement of "Bidder Turnover" criteria and "Experience Criteria" subject to their meeting of quality and technical specifications. If the bidder is OEM of the offered products, it would be exempted from the "OEM Average Turnover" criteria also subject to meeting of quality and technical specifications. In case any bidder is seeking exemption from Turnover / Experience Criteria, the supporting documents to prove his eligibility for exemption must be uploaded for evaluation by the buyer.

3. The minimum average annual financial turnover of the bidder during the last three years, ending on 31st March of the previous financial year, should be as indicated above in the bid document. Documentary evidence in the form of certified Audited Balance Sheets of relevant periods or a certificate from the Chartered Accountant / Cost Accountant indicating the turnover details for the relevant period shall be uploaded with the bid. In case the date of constitution / incorporation of the bidder is less than 3-year-old, the average turnover in respect of the completed financial years after the date of constitution shall be taken into account for this criteria.

4. Years of Past Experience required: The bidder must have experience for number of years as indicated above in bid document (ending month of March prior to the bid opening) of providing similar type of services to any Central / State Govt Organization / PSU / Public Listed Company. Copies of relevant contracts / orders to be uploaded along with bid in support of having provided services during each of the Financial year.

5. Purchase preference to Micro and Small Enterprises (MSEs): Purchase preference will be given to MSEs as defined in Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012 dated 23.03.2012 issued by Ministry of Micro, Small and Medium Enterprises and its subsequent Orders/Notifications issued by concerned Ministry. If the bidder wants to avail the Purchase preference for services, the bidder must be the Service provider of the offered Service. Relevant documentary evidence in this regard shall be uploaded along with the bid in respect of the offered service. If L-1 is not an MSE and MSE Service Provider (s) has/have quoted price within L-1+ 15% of margin of purchase preference /price band defined in relevant policy, then 100% order quantity will be awarded to such MSE bidder subject to acceptance of L1 bid price.

[OM No.1 4 2021 PPD dated 18.05.2023](#) for compliance of Concurrent application of Public Procurement Policy for Micro and Small Enterprises Order, 2012 and Public Procurement (Preference to Make in India) Order, 2017.

6. Estimated Bid Value indicated above is being declared solely for the purpose of guidance on EMD amount and for determining the Eligibility Criteria related to Turn Over, Past Performance and Project / Past Experience etc. This has no relevance or bearing on the price to be quoted by the bidders and is also not going to have any impact on bid participation. Also this is not going to be used as a criteria in determining reasonableness of quoted prices which would be determined by the buyer based on its own assessment of reasonableness and based on competitive prices received in Bid / RA process.

7. Past Experience of Similar Services: The bidder must have successfully executed/completed similar Services over the last three years i.e. the current financial year and the last three financial years(ending month of March prior to the bid opening): -

1. Three similar completed services costing not less than the amount equal to 40% (forty percent) of the estimated cost; or
 2. Two similar completed services costing not less than the amount equal to 50% (fifty percent) of the estimated cost; or
 3. One similar completed service costing not less than the amount equal to 80% (eighty percent) of the estimated cost.
8. Short Duration Bid has been published by the Buyer with the approval of the Competent authority due to Emergency procurement of critical products/services.

Additional Qualification/Data Required/अतिरिक्त योग्यता /आवश्यक डेटा

Number of Consultants on payroll of firms:Min. 10 qualified Professional (CA/CFA)

Number of projects completed in India having similar scope & size of proposed project under hiring:The bidder should have successfully assisted 2 (two) organizations for registration as NBFC.

Scope Of work:[1711972403.pdf](#)

Profile of Consultants:[1711972408.pdf](#)

Pre-qualifications Criteria:[1711972413.pdf](#)

Payment Terms:[1711972418.pdf](#)

Pre Bid Detail(s)

| Pre-Bid Date and Time | Pre-Bid Venue |
|-----------------------|---------------|
|-----------------------|---------------|

| | |
|---------------------|--|
| 04-04-2024 15:00:00 | Bidders shall mandatorily attend Physically the pre-bid meeting at Sagarmala Development Company Limited, Thapar House, Gate no.2, 1st floor, 124, Janpath, New Delhi - 110001 at 15:00 hours on 4th April 2024, failing which the submitted bids will not be considered |
|---------------------|--|

Hiring Of Consultants - Milestone/Deliverable Based - CA Firm For Advisory; Financial Services; Yes; Hybrid(As Specified In Scope Of Work) (1)

Technical Specifications/तकनीकी विशिष्टियाँ

| Specification | Values |
|------------------------------------|---------------------------------------|
| Core | |
| Consulting Category/ Stream | CA firm for advisory |
| Consultant's Profile | Financial Services |
| Proof of Concept (POC) Required | Yes |
| Deployment of Consultants/Resource | Hybrid(As specified in scope of work) |
| Addon(s)/एडऑन | |

Additional Specification Documents/अतिरिक्त विशिष्टि दस्तावेज़

Consignees/Reporting Officer/परेषिती/रिपोर्टिंग अधिकारी

| S.No./क्र. सं. | Consignee Reporting/Officer/ परेषिती/रिपोर्टिंग अधिकारी | Address/पता | To be set as 1 | Additional Requirement/अतिरिक्त आवश्यकता |
|----------------|---|---|----------------|--|
| 1 | Poonam Gupta | 110001,1st Floor, 124, Thapar House, Janpath, New Delhi | 1 | N/A |

Buyer Added Bid Specific Terms and Conditions/क्रेता द्वारा जोड़ी गई बिड की विशेष शर्तें

1. Generic

OPTION CLAUSE: The buyer can increase or decrease the contract quantity or contract duration up to 25 percent at the time of issue of the contract. However, once the contract is issued, contract quantity or contract duration can only be increased up to 25 percent. Bidders are bound to accept the revised quantity or duration

Disclaimer/अस्वीकरण

The additional terms and conditions have been incorporated by the Buyer after approval of the Competent Authority in Buyer Organization, whereby Buyer organization is solely responsible for the impact of these clauses on the bidding process, its outcome, and consequences thereof including any eccentricity / restriction arising in

the bidding process due to these ATCs and due to modification of technical specifications and / or terms and conditions governing the bid. Any clause(s) incorporated by the Buyer regarding following shall be treated as null and void and would not be considered as part of bid:-

1. Definition of Class I and Class II suppliers in the bid not in line with the extant Order / Office Memorandum issued by DPIIT in this regard.
2. Seeking EMD submission from bidder(s), including via Additional Terms & Conditions, in contravention to exemption provided to such sellers under GeM GTC.
3. Publishing Custom / BOQ bids for items for which regular GeM categories are available without any Category item bunched with it.
4. Creating BoQ bid for single item.
5. Mentioning specific Brand or Make or Model or Manufacturer or Dealer name.
6. Mandating submission of documents in physical form as a pre-requisite to qualify bidders.
7. Floating / creation of work contracts as Custom Bids in Services.
8. Seeking sample with bid or approval of samples during bid evaluation process.
9. Mandating foreign / international certifications even in case of existence of Indian Standards without specifying equivalent Indian Certification / standards.
10. Seeking experience from specific organization / department / institute only or from foreign / export experience.
11. Creating bid for items from irrelevant categories.
12. Incorporating any clause against the MSME policy and Preference to Make in India Policy.
13. Reference of conditions published on any external site or reference to external documents/clauses.
14. Asking for any Tender fee / Bid Participation fee / Auction fee in case of Bids / Forward Auction, as the case may be.

Further, if any seller has any objection/grievance against these additional clauses or otherwise on any aspect of this bid, they can raise their representation against the same by using the Representation window provided in the bid details field in Seller dashboard after logging in as a seller within 4 days of bid publication on GeM. Buyer is duty bound to reply to all such representations and would not be allowed to open bids if he fails to reply to such representations.

This Bid is governed by the [General Terms and Conditions/सामान्य नियम और शर्तें](#), conditions stipulated in Bid and [Service Level Agreement](#) specific to this Service as provided in the Marketplace. However in case if any condition specified in General Terms and Conditions/सामान्य नियम और शर्तें is contradicted by the conditions stipulated in Service Level Agreement, then it will over ride the conditions in the General Terms and Conditions.

In terms of GeM GTC clause 26 regarding Restrictions on procurement from a bidder of a country which shares a land border with India, any bidder from a country which shares a land border with India will be eligible to bid in this tender only if the bidder is registered with the Competent Authority. While participating in bid, Bidder has to undertake compliance of this and any false declaration and non-compliance of this would be a ground for immediate termination of the contract and further legal action in accordance with the laws./जेम की सामान्य शर्तों के खंड 26 के संदर्भ में भारत के साथ भूमि सीमा साझा करने वाले देश के बिडर से खरीद पर प्रतिबंध के संबंध में भारत के साथ भूमि सीमा साझा करने वाले देश का कोई भी बिडर इस निविदा में बिड देने के लिए तभी पात्र होगा जब वह बिड देने वाला सक्षम प्राधिकारी के पास पंजीकृत हो। बिड में भाग लेते समय बिडर को इसका अनुपालन करना होगा और कोई भी गलत घोषणा किए जाने व इसका अनुपालन न करने पर अनुबंध को तत्काल समाप्त करने और कानून के अनुसार आगे की कानूनी कार्यवाही का आधार होगा।

---Thank You/धन्यवाद---



Sagarmala Development Company Limited

Notice Inviting Quotation for Hiring of CA Firm for Advisory on NBFC Registration and Regulatory Matters

No: SDCL/NBFC/2024-25/36

April 2024

Sagarmala Development Company Ltd. (SDCL)
1st Floor, Thapar House, Gate No. 2
124, Janpath, New Delhi – 110 001



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A. Notice Inviting Quotation

I. About SDCL

Sagarmala Development Company Limited (SDCL) is a Central Public Sector Enterprise (CPSE) under the Ministry of Ports, Shipping and Waterways (MoPSW). SDCL is engaged in financing projects in the maritime sector in the form of equity investments. SDCL was incorporated in August 2016 with an initial authorized and paid-up capital of Rs.1000 Crores. The entire cost towards the authorized capital for the Company with initial subscribed share capital is borne by the Government of India.

SDCL's expertise, knowledge and familiarity with the Ports and Shipping sector, and based on inputs and suggestions received from various Maritime stakeholders, an imminent need is felt for SDCL to diversify its current business profile by including debt, leasing, and other means of financing. Such financing support necessitates SDCL to be registered as a Non-Banking Financial Company (NBFC).

II. Background

SDCL is in the process of getting itself registered as NBFC with the Reserve Bank of India (RBI). In this context, it seeks to hire the services of an experienced CA firm for advisory on requirements and preparedness assessment for the same.

III. Bidder Eligibility

For participation in the selection process, the bidder must fulfill the following qualification criteria.

a) **Technical Capacity:**

- i. The bidder should have been providing *Financial Consultancy* services for at least past 07 years in India and must have not less than 10 qualified Professional (CA/CFA) in its firm. The bidder shall be required to submit a copy of its incorporation certificate and biodata of its qualified partners as proof.
- ii. The bidder should have successfully assisted 2 (two) organizations for registration as NBFC and preparation of its relevant documents. Completion certificate for each of such works should be submitted along with this proposal.

Financial Consultancy: Financial Accounting, Reporting and Auditing, Direct & Indirect taxation, International taxation, Corporate law, Assurance and Risk advisory and NBFC related matters etc.

- b) **Financial Capacity:** Annual turnover during the last 3 financial years i.e., FY 2020-

21, 2021-22 and 2022-23 should not be less than Rs. 6 Lakh from financial consultancy / services undertaken by the applicant. The applicant shall be required to submit a certificate from its Statutory Auditors as proof of such turnover.

- c) **Pre-bid Meeting: Bidders shall mandatorily attend Physically the pre-bid meeting at Sagarmala Development Company Limited, Thapar House, Gate no.2, 1st floor, 124, Janpath, New Delhi – 110001 at 15:00 hours on 4th April 2024, failing which the submitted bids will not be considered.**

IV. Scope of Work

SDCL is in the process of getting itself registered as NBFC with the RBI. However, following questions need to be answered. The Consultant should examine the questions in view of the Cabinet Note and Memorandum of Association (MoA) and Articles of Association (AoA) of SDCL and prepare a report and para-wise reply, under the existing laws and regulations.

1. Questions to address:

- i) Examining SDCL as a non-banking financial company (NBFC) with the Reserve Bank of India (RBI) in view of its business activities, regulatory compliance and financial standing and also check the regulatory requirements and its suitability for operating as a financial institution under RBI's oversight. Where does SDCL stand in view of the above.
 - ii) Whether the initial Cabinet approval has the provision of SDCL acting as NBFC.
 - iii) While functioning as NBFC if SDCL accrues losses, how would they be dealt with? If no such measures are available, then Prepare a Risk Mitigation Policy to mitigate such losses that it may accrue in due course of its business?
 - iv) What will be the source of funding for SDCL to act as NBFC?
 - v) Whether SDCL should be registered as an NBFC for carrying out its business?
2. Additionally, the bidder shall study the risk mitigation policy of government NBFCs, like PFC, REC, IREDA, IRFC, etc. and advise SDCL accordingly.

V. Terms of Engagement

- i) The duration of the assignment will be for a period of 45 days from the date of the Letter of Award.
- ii) The Milestones shall be as under:

| Milestone | Deliverable |
|--|---|
| Submission of Draft report | Within 07 days of LoA (Letter of Award) |
| Submission of Final report (including replies as per scope) | Within 14 days of LoA |
| Approval & Clarifications | Approval by SDCL within 45 Days of the LoA and in case of any Clarification sought by Ministry of Finance or Ministry of Ports, Shipping and Waterways the Consultant shall submit the same promptly. |

- iii) The Firm appointed shall maintain strict confidentiality of the documents handled by them during the assignment.
- iv) There shall not be any reimbursement towards Out-of-Pocket Expenses (OPEs)/any other additional expenses incurred by the Firm in due course of assignment.
- v) The entire fee quoted, as in the Financial form shall be paid after the submission of the Final report and para-wise reply to the questions mentioned in the Scope of Work.

VI. Address for Correspondence

Sagarmala Development Company Limited
1st Floor, Thapar House, Gate No. 2
124, Janpath, New Delhi – 110 001
df@sdclindia.com



ANNEXURE

Technical Form 1 - Letter of Proposal Submission

To:
Director (Finance)
Sagarmala Development Company Limited
1st Floor, Thapar House, Gate No. 2
124, Janpath, New Delhi – 110 001

Dear Sir,

We, the undersigned, offer to submit our proposal for *Hiring of CA Firm for Advisory on NBFC Registration and Regulatory Matters* in accordance with your Tender document. We are hereby submitting our Bid in the prescribed format.

We hereby declare that all the information and statements made in this Bid are true and accept that any misinterpretation contained in it may lead to our disqualification.

Our Proposal is binding upon us and subject to the modifications resulting from Contract negotiations.

We understand you are not bound to accept any Bid you receive.

We remain,
Yours sincerely
Authorized Signature [in full and initials]:

Name and Title of Signatory:
Name of Firm:
Address:



Technical Form 2 - General Information of the Bidder(s)

| | | |
|-----|--|---------------------------|
| 1. | Details of the Company / Firm (applicant) | |
| | (a) | Name: |
| | (b) | Country of incorporation: |
| (c) | Address of the corporate headquarters and its branch office(s), if any, in India: | |
| 2. | Details of individual(s) who will serve as the point of contact / communication for SDCL within the Company (applicant): | |
| | (a) | Name: |
| | (b) | Designation: |
| | (c) | Company: |
| | (d) | Address: |
| | (e) | Telephone Address: |
| | (f) | Fax Number: |
| (g) | Email Address: | |

Signed:
(Name of the Authorised Signatory)

For and on behalf of (Name of the Applicant)

Designation:

Place:

Date:

To be enclosed:

1. Documents certifying applicant's legal status i.e. Certificate of incorporation / registration.
2. Latest organization profiles, etc.

Technical Form 3 - Applicant's Organization and Experience

A. Applicant's Organization

[Provide here a brief description of the background and organization of your firm/entity and each associate for this Assignment/job. The brief description should include ownership details, date and place of incorporation of the firm, objectives of the firm etc.]

B. Applicant's Experience

[Using the format below, provide information on each Assignment/job for which your firm was legally contracted either individually as a corporate entity or as one of the major partners within an association, for carrying out consulting Assignment/job similar to the ones requested under this Assignment/Job (if possible, the employer shall specify exact assignment/job for which experience details may be submitted).

C. Organizational Experience

[Using the format below, provide information on qualifying assignments to showcase bidder firm's capability, along with completion certificates]

| S No. | Name of Client with address | Type of Client (PSU/Private) | Date of award of contract and contract period | Date of completion | Value of contract | Scope of work |
|-------|-----------------------------|------------------------------|---|--------------------|-------------------|---------------|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

D. Gross Annual Turnover (in INR)

| Financial Year | Annual Turnover (Rs Crore) |
|----------------|----------------------------|
| 2020-21 | |
| 2021-22 | |
| 2022-23 | |

The certificate of Gross Annual Turnover is to be provided by the Applicant from its respective Statutory Auditor.



Financial Proposal Form

To:

Director (Finance)

Sagarmala Development Company Limited

1st Floor, Thapar House, Gate No. 2,

124, Janpath, New Delhi – 110001

Dear Sir,

Subject: Hiring of CA Firms for Advisory on NBFC Registration and Regulatory Matters

We, the undersigned, offer to provide the services for “**Hiring of CA Firms for Advisory on NBFC Registration and Regulatory Matters**” in accordance with your Tender document and our Proposal. Our attached Financial Proposal (excluding GST) is for the sum of **[amount(s) in words and figures]**.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from arithmetic correction, if any.

We undertake that, in competing for (and, if the award is made to us, in executing) the above contract, we will strictly observe the laws against fraud and corruption in force in India namely —Prevention of Corruption Act 1988.

We understand you are not bound to accept any Bid you receive.

We remain,

Yours sincerely,

Authorized Signature [In full and initials]:

Name and Title of Signatory:

Name of Firm and Address: