

**Tender**

**Selection of Boat Operators  
for  
Passenger Boat Services in the Guwahati-  
Umananda ferry cruise service.**

**Tender No. AIWCL/92/2025/02 Dated- 04/11/2025**



**ASSAM INLAND WATERWAYS COMPANY LIMITED**

CIN: U61100AS2022SGC023303

Registered Office: DIWT, Ulubari, Guwahati, 781007 Assam

Email : [assaminlandwaterways@gmail.com](mailto:assaminlandwaterways@gmail.com)

**Sd/-**

Managing Director  
Assam Inland Waterways Company Limited  
IWT Office Building, Ulubari, Guwahati-7

**NOTICE INVITING BID**  
**OPEN COMPETITIVE BIDDING**

**Title : Tender for Selection of Boat Operators for Passenger Boat Services in the Guwahati-Umananda ferry cruise service.**

**Tender No. AIWCL/92/2025/02 Dated- 04/11/2025**

The Managing Director, Assam Inland Waterways Company Ltd. (AIWCL), invited sealed tenders, in two cover system, affixing Court Fee Stamp of Rs. 8.25 (Rupees eight and paise twenty five) only from eligible Vessel/Boat owners/ hirers for selection of Vessel/Boat Operators for Passenger Boat Services in the Guwahati-Umananda ferry cruise service for a period of one year.

2. Bidding will be conducted through Open Competitive Bidding method and procedures as specified in “The Assam Public Procurement Act, 2017” and “The Assam Public Procurement Rules, 2021”. These Act and Rules may be viewed and downloaded from the web-link e.g. at <https://finance.assam.gov.in/portlets/assam-public-procurement-rules-2020>
3. The Bidding Documents can be downloaded by any prospective bidders from the websites [www.aiwcl.assam.gov.in](http://www.aiwcl.assam.gov.in) and [www.aiwtdsociety.assam.gov.in](http://www.aiwtdsociety.assam.gov.in)
4. All Bids must be accompanied by a Bid Processing fee of Rs.1000.00 (Rupees one thousand) only in the mode of Demand Draft in favour of “Assam Inland Waterways Company Limited” and the required EMD as mentioned in the Bidding Documents.
5. Bid is invited as **Single Stage 2 (two) cover tendering process.**
6. Sealed bids are to be dropped in the Tender Box in the office of the Assam Inland Waterways Co. Ltd. (AIWCL), 3<sup>rd</sup> Floor of the IWT office building, Ulubari, Guwhati-7 on or before the due date for submission of bid, i.e. **29<sup>th</sup> Nov’ 2025 at 14 00 hours**. The Late Bids will be liable for rejection summarily.
7. Bidders who seek to appeal against any decision, action or omission regarding this particular procurement may do so as per Section 38 of the Assam Public Procurement Act, 2017 and Rule 26 of the Assam Public Procurement Rules, 2020. The first and second appellate authority are as mentioned below:

<b>First Appellate Authority</b>	<b>Second Appellate Authority</b>
Senior most Secretary to the Govt. of Assam, Transport Department	Senior most Secretary to the Govt. of Assam, Finance Department

## **Disclaimer**

**A.** The information contained in this Tender document (the “**Tender**”) or subsequently provided to Tenderer(s) (herein after referred to as Bidder(s)), in documentary or any other form by or on behalf of Assam Inland Waterways Company Ltd (the “**AIWCL**”) or any of its employees or advisors, is provided to Bidder(s) on the terms and conditions set out in the Tender and such other terms and conditions subject to which such information is provided.

**B.** This Tender is not an agreement and is neither an offer nor invitation by AIWCL to the prospective Bidders or any other person. The purpose of the Tender is to provide interested parties with information that may be useful to them in making their financial quote pursuant to the Tender (the “**Financial Proposal**”). The Tender includes statements, which reflect various assumptions and assessments arrived at by AIWCL in relation to the assignment. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. Each Bidder should, conduct its own investigations and analysis and should check the accuracy; adequacy, correctness; reliability and completeness of the assumptions, assessments, statements and information contained in the Tender.

**C.** Information provided in the Tender Document to the Bidder(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. AIWCL accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

**D.** AIWCL, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Bidder or Bidder under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in the Tender Document or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the Tender and any assessment, assumption, statement or information contained therein or deemed to form part of the Tender Document or arising in any way for participation in this Tender Stage.

**E.** AIWCL also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Bidder upon the statements contained in the Tender.

**F.** AIWCL may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in the Tender.

**G.** The issue of the Tender Document does not imply that AIWCL is bound to select a Bidder or to appoint the Selected Bidder or Operator, as the case may be, for the assignment and AIWCL reserves the right to reject all or any of the Bidders or Bids without assigning any reason whatsoever.

**H.** The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by AIWCL or any other costs incurred in connection with or relating to its Bid. All such costs and expenses will remain with the Bidder and AIWCL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the Bidding Process.

## **Contents**

### **Instructions to Bidders & Request for proposal**

## 1. INTRODUCTION

### 1.1 Background

- 1.1.1** The Assam Inland Waterways Company Limited (“AIWCL”), is a Government Company under the Transport Department, Government of Assam with the objective to provide better inland water transport facilities within Assam. In part of that AIWCL intends to provide better inland water transport services for pilgrims of Umananda Temple darsana at middle of the River Brahmaputra at Guwahati, to enhance commuter satisfaction, reliability and punctuality of public transport in water. AIWCL proposes to select Boat operators for operation in the Guwahati-Umananda river cruise service. In pursuance thereof, AIWCL invites detailed proposals, in accordance with the terms of this Tender Document from the interested Boat Operators (hereinafter referred to as ‘Proposal’) for operating and maintaining the Boats **for a period of 1 (one) year.**
- 1.1.2 The Successful Bidder (the “Operator”) can operate the passenger ferry Vessels/ Boats by their own / hired Boats under Guwahati-Umananda ferry route maintained by the AIWCL as per the provisions of this Tender Document.
- 1.1.3. The distance of Guwahati-Umananda ferry route is approx. 600m to 800m, depending of seasonal variation of river water.
- 1.1.4. To facilitate the ferry operation, berthing space shall be provided by AIWCL to the selected Operators at river bank in between Sukreswar Ghat to Fancy Bazar Ghat, Guwahati (at South Bank) and at Umananda hill at mid of the river Brahmaputra, under the agreement. The Boat Operators shall maintain the necessary approach, mooring materials, materials for daily maintenance, drinking water to passengers at their own cost and shall be responsible for the security and housekeeping.
- 1.1.5. The AIWCL and it’s supported IT agency shall monitor the e-ticketing system for which an e-ticketing Software facility will be provided by AIWCL. The Boats should be equipped with onboard active GPS system with Vessel Tracking System (VTS) and the Operator shall be responsible for the security and operational support of the said equipment (s).
- 1.1.6. The collection of fares shall be undertaken by the e-ticketing system provided by AIWCL and the Boat Operators shall be required to co-operate with AIWCL and to ensure collection of fares through the e-ticketing system. The Boat Operators will not collect fares, nor will accept the fare revenue directly from the passengers, while e-ticketing system is functioning.

- 1.1.7. The share of the fare will be released to the Boat Operators through the integrated Bank Account with the e-ticketing system on weekly basis after deduction of the AIWCL share.
- 1.1.8. If the e-ticketing system will be not functioning due to any technical issues, in that case, the revenue will be collected in the AIWCL Bank Account in Cash or by any mode of online fund transfer, which will be monitored by Ghat incharge of AIWCL.
- 1.1.9. The Guwahati-Umananda ferry route is solely under jurisdiction of Assam Inland Waterways Company Ltd. and any Boat Operators willing to operate their vessels/ boats in this ferry route should participate in this tendering process. No vessel/ boat will be allowed to operate in this ferry route outside this tendering process.
- 1.1.10. In case of any ambiguity of financial transaction by the Boat Operator, in that case, necessary penalty @0.5% per day on the due amount will be imposed from the due date. AIWCL have every right to withdraw the Boat Operator at any time and in that case operator's claim cannot be considered by the AIWCL and security money deposited by the Boat Owner shall be forfeited.
- 1.1.11. Permission of Boat operation is liable for cancellation at any time due to
- (i) Misconduct to the departmental staff, officers and to any ferry commuters
  - (ii) Misappropriation of Govt. properties such as vessels/ Boat/ Pontoon/ Engines etc.
  - (iii) Illegal & unauthorized activities in operation of ferries such as over loading etc.
- 1.1.12. The Boat operator will be personally responsible for loss of any life and property of ferry commuters due to overloading & unsafe operation of boats/ vessels.
- 1.1.13. The Boat operator should follow all Act, Rules and SOPs issued time to time by Transport Department/ IWT/ AIWCL/IWTRA for safety of boat and passengers.
- 1.1.14. The boat operator should provide adequate provision of life saving and firefighting equipments on board of the Vessel/ Boat.
- 1.1.15. AIWCL may keep on hold the operation of any private boat in the Guwahati-Umananda ferry service during the Sivaratri Mela and Ambubachi.

## 2. TENDER PROCESS

### A. General

#### 2.1 Scope of Proposal

- 2.1.1 AIWCL invites Proposals from interested eligible Boat Owners/ Boat hirers in order to identify the Successful Boat Operators for the Guwahati- Umananda passenger ferry cruise service.
- 2.1.2 AIWCL intends to adopt a **Single Stage, 2 (two) cover tendering process** for selection of the Successful Bidder for the assignment.
- 2.1.3 The Proposals shall be evaluated on the basis of the evaluation criteria set out in this Tender document (“Criteria for Qualification” and “Criteria for Evaluation”) in order to identify the Successful Bidder for the assignment (“Successful Bidder”). The Successful Bidder shall have to enter into a Boat Operation Agreement with AIWCL, in a non-judicial stamp paper of Rs.100.00 (Rupees One Hundred) only and perform its obligations as stipulated therein.
- 2.1.4 AIWCL will collect a minimum **Fare Per Passenger** from the bidders for an **assured 3 (three) trips per day** as follows :

Type of Vessel/ Boat	Minimum Fare Per Passenger
For Mechanized Country Boat (Passenger per trip – 25nos.)	Rs. 30 (Rupees thirty) only per passenger
For Cruise Vessel/ Boat (Passenger per trip – 35nos.)	Rs. 40 (Rupees forty) only per passenger

The fare per passenger will be fixed for each selected boat operators by this tendering process.

- 2.1.5 Selected Boat Operators should deposit the following non-refundable fixed amount to AIWCL in the mode of Demand Draft in favour of the Assam Inland Waterways Company Limited as the onetime fee for operation of their boat in the Guwahati-Umananda ferry service :
- (i) For Mechanized Country Boat ---Rs.1,00,000.00 (Rupees one lakh) only
  - (ii) For Cruise Vessel/ Boat ---Rs. 1,50,000.00 (Rupees one lakh fifty thousand) only
- 2.1.6 The successful bidders shall deposit the aforesaid fixed amount as One time Revenue to the AIWCL within 15 (fifteen) days of signing of the contract agreement, failing which the contract shall be terminated.
- 2.1.7 All the expense salary, travel, maintenance, equipment, fuel, license fee, royalty, taxes etc. will be borne by the bidder.
- 2.1.8 Overall responsibility of maintaining the boats at its own cost shall remain with the boat operator. The boat operator shall be responsible to operate the warrantee of the



Boat/ equipment (if applicable).

## **2.2 Eligible Bidders**

- 2.2.1. The Bidders eligible for participating in the tendering process must be a legal entity and must fulfil the minimum qualification criteria set out in section 3. The bidder may be an individual, a private entity who is an owner of a Boat or legally hired a Boat registered under the IWT/AIWTRA. No Bidder applying individually or in association can be a member of another Bidder.

The tenderer should have submit the necessary documents of his own boat/ hired boat such as Boat Registration Certificate, Fitness Certificate, Crew Members Certificate/ Permit etc. as per the provision of IV Act, so as to ply the boat as said service, failing which tender will be treated as an invalid tender and will be summarily rejected.

- 2.2.2. Any entity which has been barred by IWT/AIWTRA/AIWCL or Government of Assam, and the bar subsists as on the Proposal Due Date, would not be eligible to submit a Proposal. Also the intending tenderer (s) must not have defaulted against IWT Directorate/ AIWCL/ AIWTRA, otherwise they will be constrained from participating in the tender process.
- 2.2.3. The Bidder should submit a Power of Attorney as per the format enclosed in Appendix B, authorising the signatory of the Proposal to commit the Bidder.
- 2.2.4. A Bidder should furnish the IT returns for the last three financial years (2022-23, 2023-24 and 2024-25).
- 2.2.5. The bidders should provide GST Registration if the required threshold is crossed. Otherwise it is not required.
- 2.2.6. A registered partnership firm should furnish registration certificate of the firm issued by the registrar of firms and the partnership deed executed between the partners as proof of identity.
- 2.2.7. A company should furnish certificate of incorporation and memorandum of association as proof of identity.

## **2.3 Number of Proposals**

- 2.3.1 Each Applicant shall submit only one (1) Proposal, in response to this Tender. Any Bidder, who submits more than one Proposal, will be disqualified.
- 2.3.2 The Tender document can be downloaded from the web site [www.aiwcl.assam.gov.in](http://www.aiwcl.assam.gov.in) and [www.aiwtdsociety.assam.gov.in](http://www.aiwtdsociety.assam.gov.in) and can be used for the bidding, subject to the conditions that while submitting the proposal, the cost of the Tender document amounting to Rs 1000/- (Rupees one thousand) only shall necessarily be submitted in the form of Demand Draft payable in favour of Managing Director, Assam Inland

Waterways Company Ltd. along with the EMD in Cover-1.

- 2.3.3 The bidder who does not submit the cost of the Tender document in the prescribed format, his bid shall be rejected.

## **2.4 Proposal Preparation Cost**

The Bidder shall be responsible and shall pay for all of the costs associated with the preparation of its Proposal and its participation in the tendering process. AIWCL will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the tendering process.

## **2.5 Project Inspections**

- 2.5.1 It would be deemed that by submitting the Proposal for Tender, the Bidder has:

- a) made a complete and careful examination of terms & conditions / requirements, and other information set forth in this Tender document;
- b) received all such relevant information it has requested from AIWCL; and
- c) made a complete and careful examination of the various aspects of the Project including but not limited to:
  - i. availability of parking/ berthing space and prospects of developing the same in future
  - ii. existing facilities and structures;
  - iii. the conditions of the access roads and utilities in the vicinity of the said ferry route;
  - iv. Also for information that at least 2 (two) departmental vessels/ boats will remain available and regularly operated in the same service.

- 2.5.2 AIWCL shall not be liable for any mistake or error on the part of the Bidder in respect of the above.

## **2.6 Right to Accept or Reject any of the Proposals**

- 2.6.1 Notwithstanding anything contained in this Tender, AIWCL reserves the right to accept or reject any Proposal or to annul the bidding process or reject all Proposals, at any time without any liability or any obligation for such rejection or annulment, without assigning any reasons.

- 2.6.2 AIWCL reserves the right to reject any Proposal if:

- a) at any time, a material misrepresentation is made or discovered, or
- b) the Bidder does not respond promptly and diligently to requests for

supplemental information required for the evaluation of the Proposal

2.6.3 Rejection of the Proposal by AIWCL as aforesaid would lead to the disqualification of the Bidder. If such disqualification / rejection occurs after the bids have been opened and the best bidder gets disqualified / rejected, then AIWCL reserves the right to:

a) either invite the Bidder with the next best offer for negotiations,

OR

b) take any such measure as may be deemed fit in the sole discretion of AIWCL, including annulment of the tendering process.

2.6.4 AIWCL reserves the right to invite revised Proposals from Bidders with or without amendment of the Tender at any stage, without liability or any obligation for such invitation and without assigning any reason.

## **B. Documents**

### **2.7 Contents of Tender**

The Tender Document comprises the contents as listed below, and would additionally include any Addenda issued in accordance with Clause 2.8.

A	Introduction to Bidders & Request for Proposal
---	--

### **2.8 Amendment of Tender**

2.8.1 At any time prior to the Proposal Due Date, AIWCL may, for any reason, whether at its own initiative or in response to clarifications requested by a Bidder, modify the Tender Document by the issuance of Addenda/Amendment/Corrigendum or may issue Modified Tender Document.

2.8.2 Modification/Amendment/Corrigendum, if any, to the Tender document, shall not be advertised in the newspapers but shall be posted in the Official website only ([www.aiwcl.assam.gov.in](http://www.aiwcl.assam.gov.in) and [www.aiwtdsociety.assam.gov.in](http://www.aiwtdsociety.assam.gov.in).)

2.8.3 In order to provide the Bidders a reasonable time to examine the Amendment, or for any other reason, AIWCL may, at its own discretion, extend the Proposal Due Date.

### **2.9 Clarifications**

A prospective Bidder requiring any clarification on the Tender document may notify

AIWCL in writing by e-mail/ speed post / courier/ by hand so as to reach latest by the **Last date of receiving queries** mentioned in Section 5, Schedule of Bidding Process the office following:

Attn. of	Managing Director
Address	Assam Inland Waterways Company Ltd IWT Office Building, Ulubari, Guwahati-7 Email : <a href="mailto:assaminlandwaterways@gmail.com">assaminlandwaterways@gmail.com</a>

AIWCL would endeavour to respond to the queries by the date mentioned in the Schedule of Bidding Process. The responses shall be posted on the official website only.

## **C. Preparation and Submission of Proposal**

### **2.10 Language and Currency**

2.10.1 The Proposal and all related correspondence and documents should be written in the English language. Supporting documents and printed literature furnished by Bidder with the Proposal may be in any other language provided that they are accompanied by appropriate translations of the pertinent passages in the English language. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Proposal, the English language translation shall prevail.

2.10.2 The currency for the purpose of the Proposal shall be the Indian Rupee (INR).

### **2.11 Earnest Money Deposit**

2.11.1 Proposals must be accompanied by an Earnest Money Deposit for an amount of Rs. 5,000/- (Rupees five thousand only) ("Earnest Money Deposit"). The Earnest Money Deposit shall be kept valid throughout the Proposal Validity Period or extended period of validity if so required by AIWCL.

2.11.2 The Earnest Money Deposit shall be in the form of a DD drawn in favour of Managing Director, Assam Inland Waterway Company Ltd. issued by any scheduled bank in India, payable at Guwahati or in the form of an irrevocable Bank Guarantee substantially in the form set out in Appendix D.

2.11.3 The Earnest Money Deposit shall be returned to the unsuccessful Bidders within a period of Four (4) weeks from the date of announcement of the Successful Bidder. The EMD submitted by the Successful Bidder shall be released on submission of Performance Security and signing of the Boat Operators Agreement.

2.11.4 Performance Security : Rs.20,000.00 (Rupees twenty thousand) only

2.11.5 The Earnest Money Deposit shall be forfeited:

- a) If the Bidder withdraws its Proposal during the interval between the Proposal Due Date and expiration of the Proposal Validity Period.
- b) If any information or document furnished by the Bidder turns out to be misleading or untrue in any material respect.
- c) If the Bidder fails to furnish the Performance Security within specified time limit.
- d) If the Bidder does not execute the Boat Operators Agreement within the time frame mentioned.

## **2.12 Validity of Proposal**

Proposal shall remain valid for a period not less than 120 (One Hundred and Twenty) days from the Proposal Due Date ("Proposal Validity Period"). AIWCL reserves the right to reject any Proposal, which does not meet this requirement.

## **2.13 Extension of Validity of Proposal**

2.13.1 In exceptional circumstances, prior to expiry of the original Proposal Validity Period, AIWCL may request Bidders to extend the Proposal Validity Period for a specified additional period

2.13.2 The Bidder shall, where required, extend the Proposal Validity Period and shall also extend the Bank Guarantee, if submitted as EMD, till the date of execution of the Boat Operators Agreement. The bidder will not be allowed to modify its proposal in case the validity period is required to be extended.

## **2.14 Format and Signing of Proposal**

2.14.1 Bidders shall provide all the information as per this Tender and in the specified format. AIWCL shall evaluate only those Proposals that are received in the required format and complete in all respects.

2.14.2 In the event of any discrepancy between the original and the copy of a document, the original shall prevail.

2.14.3 The Proposal and its copy shall be typed or written in indelible ink and the Bidder shall initial each page. The person signing the Proposal shall initial all the alterations, omissions, additions, or any other amendments made to the Proposal.

## **2.15 Sealing and Marking of Proposals**

2.15.1 The bidder shall submit the proposal as per the **Two Cover system**. The Qualification criteria (Cover-I) and the Financial Proposal (Cover-II) shall be sealed in two separate covers, clearly marking each of the envelopes as Cover-I and Cover-II, respectively.

2.15.2 Both the sealed covers, Cover-I and Cover-II shall then be placed in a single outer cover.

2.15.3 The Single Outer Cover clearly marking the envelope as "ORIGINAL".

2.15.4 Each envelope shall clearly bear the following identification:

**"Tender for Selection of Boat Operator for Passenger Boat Services in the Guwahati-Umananda ferry cruise service"** at the bottom.

**Cover-I shall contain the following –**

- a) Covering Letter, clearly stating the validity of the Proposal as per format enclosed as Appendix A.
- b) Power of Attorney for Signing of Proposal as per the format enclosed as Appendix B.
- c) Anti-Collusion Certificate as per the format enclosed as Appendix C.
- d) Earnest Money Deposit in the form of DD drawn in favour of Managing Director, Assam Inland Waterways Company Ltd. or Bank Guarantee as per the format enclosed as Appendix D.
- e) Details of Bidder along with supporting documents as per the format enclosed as Appendix E.
- f) Capability as to the Experience of the Bidder as per the format enclosed as Appendix F
- g) Financial Capability Statement of the Bidder as per the format enclosed as Appendix G.
- h) Bank Draft towards the cost of the Tender document in favour of Managing Director, Assam Inland Waterways Company Ltd. (in case the same has been downloaded from AIWCL web site).
- i) Boat Registration Certificate, Up-to-date Fitness Certificate, Crew Member Certificate/ Permit etc.
- j) Insurance Certificate of the Boat

**Cover-II shall contain the following –**

- a. In a separate sealed envelope, Financial Proposal as per the format enclosed as Appendix H. The Financial Proposal shall be made in terms of a **Fare Per Passenger** in rupees to be offered to AIWCL.

Rate of Per passenger fare quoted in the Financial Proposal (Appendix-H) should be higher than the “minimum **Fare Per Passenger**” mentioned in clause 2.1.4.

2.15.5 The envelopes shall be addressed to:

Attn. of      Managing Director  
Address      Assam Inland Waterways Company Ltd.  
                 IWT office building  
                 Ulubari, Guwahati-7

2.15.6 If the envelopes are not sealed and marked as instructed above, AIWCL assumes no responsibility for the misplacement or premature opening of the contents of the Proposal submitted and such Proposal may at the sole discretion of AIWCL, be rejected.

## **2.16 Proposal Due Date**

- 2.16.1 Proposals should be submitted before the Proposal Due Date and time mentioned in the Schedule of Bidding Process, to the address provided in Clause 2.15.5 in the manner and form as detailed in this Tender. Proposals submitted by either facsimile transmission or telex/ email will not be accepted.
- 2.16.2 AIWCL may, in exceptional circumstances, and at its sole discretion, extend the Proposal Due Date by issuing Corrigendum by posting it in the Official website only.

## **2.17 Late Proposals**

- 2.17.1 Any Proposal received by AIWCL after the Proposal Due Date will be returned unopened to the Bidder.

## **2.18 Modifications/ Substitution/ Withdrawal of Proposals**

- 2.18.1 No Proposal shall be modified, substituted, or withdrawn by the Bidder after the Proposal Due Date.
- 2.18.2 Withdrawal of a Proposal during the interval between the Proposal Due Date and expiration of the Proposal Validity Period would result in forfeiture of the Earnest Money Deposit.

## **2.19 Pre-Proposal Meeting(s)**

- 2.19.1 To clarify and discuss issues with respect to the Project and the Tender, AIWCL may hold Pre-Proposal meeting(s). Attendance of the Bidders at the Pre- Proposal meeting(s) is not mandatory.
- 2.19.2 Prior to the Pre-Proposal meeting, the Bidders may submit queries, if any, on the Tender and/or the Boat Operators Agreement. Bidders must formulate their queries and forward the same to AIWCL prior to the meeting. AIWCL may, in its sole discretion or based on inputs provided by Bidders that it considers acceptable, amend the Tender.
- 2.19.3 AIWCL will endeavour to hold the Pre-Proposal meeting(s) as per Tender Time Schedule.
- 2.19.4 Subsequent to the meeting, AIWCL may upload the response to the queries in the website, provided it may not respond to queries from any Bidder(s) if not deemed necessary.
- 2.19.5 All correspondence/enquiries should be submitted in writing by e-mail/ speed post / courier in the address given in 2.15.5:
- 2.19.6 No interpretation, revision, or other communication from AIWCL regarding



this solicitation is valid unless it is in writing and is uploaded in mentioned official websites.

## **D. Evaluation of Proposal**

### **2.20 Proposal Opening**

2.20.1 AIWCL shall open the Outer Envelope and Cover-I on the Proposal Due Date for the purpose of evaluation in presence of the bidders/ representatives who choose to attend the bid opening.

2.20.2 AIWCL shall subsequently examine and evaluate Proposals in accordance with the criteria set out in Section 3 and 4.

2.20.3 AIWCL reserves the right to reject any Proposal, if:

- a) at any time, a material misrepresentation is made or discovered;  
OR
- b) the Bidder does not respond promptly and diligently to requests for supplementary information.

### **2.21 Confidentiality**

Information relating to the examination, clarification, evaluation, and recommendation for the Bidders shall not be disclosed to any person not officially concerned with the process. AIWCL will treat all information submitted as part of Proposal in confidence and would require all those who have access to such material to treat the same in confidence. AIWCL will not divulge any such information unless it is ordered to do so by any authority pursuant to applicable law or order of a competent court or tribunal, which requires its disclosure.

### **2.22. Tests of Responsiveness**

2.22.1 Prior to evaluation of Proposals, AIWCL will determine whether each Proposal is responsive to the requirements of the Tender Document. A Proposal shall be considered responsive if the Proposal:

- a) is received before the Proposal Due Date including any extension thereof;
- b) is signed, sealed and marked as stipulated;
- c) contains the information and documents as requested in the Tender Document;
- d) contains information in formats specified in the Tender Document;
- e) is accompanied by the Earnest Money Deposit;
- f) is accompanied by cost of proposal as per clause 2.3;
- g) mentions the validity period;
- h) it provides the information in reasonable detail. ("Reasonable Detail" means that,

but for minor deviations, the information can be reviewed and evaluated by AIWCL without communication with the Bidder). AIWCL reserves the right to determine whether the information has been provided in reasonable detail;

- i) there are no inconsistencies between the Proposal and the supporting documents;
- j) The proposal is unqualified and unconditional.

2.22.2 A Proposal that is substantially responsive is one that conforms to the preceding requirements without material deviation or reservation. A material deviation or reservation is one which,

- a) affects in any substantial way, the scope, quality, or performance of the Project/s, or
- b) limits in any substantial way, inconsistent with the Tender Document, AIWCL's rights or the Bidder's obligations under the Boa Operators Agreement, or
- c) unfairly affects the competitive position of other Bidders presenting substantially responsive bids.

2.22.3 AIWCL reserves the right to reject any Proposal which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by AIWCL in respect of such Proposals.

## **2.23 Clarifications**

To assist in the process of evaluation of Proposals, AIWCL may, at its sole discretion, ask any Bidder for clarification on its Proposal or substantiation of any of the submissions made by the Bidder. The request for such clarification or substantiation and the response shall be in writing by facsimile/e-mail. No material change in the substance of the Proposal would be permitted by way of such clarification/substantiation.

## **2.24 Consultant(s) or Advisor(s)**

To assist in the examination, evaluation, and comparison of Proposals, AIWCL may utilise the services of consultant(s) or advisor(s).

## **2.25 Proposal Evaluation**

2.25.1 Evaluation of Proposals shall be carried out as indicated below and which has been detailed in Section 3 and 4.

- a) Step I: The Proposals shall be checked for responsiveness to the Tender.
- b) Step II: The Proposals which have been found to be responsive shall be checked for

eligibility in terms of the qualification criteria as per Section 3 and a short list of the qualified bidders shall be prepared.

- c) Step III: Financial Proposals of only qualified Bidders whose Proposals meet the requirements of the qualification criteria (Step-I and Step-II above) would be opened on a date and time which shall be intimated to the short listed bidders and the financial proposal so opened shall be considered for further evaluation.
- d) The preferred bidder shall be determined on the basis on the highest amount per boat quoted.

2.25.2 AIWTDS may either choose to accept the Proposal of the Preferred Bidder or invite the Preferred Bidder for negotiations.

2.25.3 If the Bid of the successful Bidder is seriously unbalanced in relation to the market rate or AIWCL's estimate of the cost, the AIWCL may require the bidder to produce detailed price analysis for any or all items specified in Financial Proposal, to demonstrate the internal consistency of those prices with the Good Industry Practice. A bid, which is unrealistically lower or higher than estimate and which could not be substantiated satisfactorily by the bidder, may be rejected as non-responsive financial proposal.

2.25.3 Upon acceptance of the Proposal of the Preferred Bidder with or without negotiations, AIWCL shall declare the Preferred Bidder as the Successful Bidder

## **2.26 Notifications**

AIWCL will notify the Successful Bidder by a Letter of Acceptance (LoA) that the Proposal has been accepted by e-mail/ speed post/by hand.

## **2.27 Letter of Acceptance (LoA) and Execution of Boat Operators Agreement**

2.27.1 The Successful Bidder shall submit the Performance Security for an amount of Rs.20,000/- only by way of an TDR pledged to AIWCL / irrevocable Bank Guarantee valid for a period 90 days more than the Agreement Period issued by a scheduled Bank located in Guwahati in favour of AIWCL, within 30 days of the issue of LoA or within such further time as AIWCL may agree to in its sole discretion and execute the Boat Operators Agreement.

2.27.2 Failure of the Successful Bidder to abide by the conditions of the LoA and enter into a Boat Operators Agreement with AIWCL within a period of 30 days from the date of issuance of the LoA or within such extended period, shall constitute sufficient grounds for the annulment of LoA. In such event, AIWCL reserves the right to

- a) either invite the Bidder with the next best offer for negotiations.

OR

- b) take any such measure as may be deemed fit in the sole discretion of AIWCL, including annulment of the bidding process and appropriation of the Performance Security, or in favour of AIWCL.

### **3. CRITERIA FOR QUALIFICATION**

#### **A. General**

##### **3.1 Minimum Qualification**

- 3.1.1 The Bidder should be single entity. Any kind of consortium is not allowed.
- 3.1.2 The Bidders shall have to be eligible Bidders as referred to under Clause 2.2.
- 3.1.3 The Bidder shall have the following minimum experience -
  - a) Bidder must provide documentary evidence and submit self-certified copy of RC book for ownership of boats or Agreement for hiring of Vessel/Boat.
- 3.1.4 The bidder must have average annual gross turnover of more than Rs.5.00 lakhs during the last three financial years (FY 2022-23, 2023-24 and 2024-25) as per format appendix G. The Gross Turn Over should be supported by the audited annual financial statements of the Bidder. In case the annual accounts for the latest financial year are not audited, the Bidder shall submit an undertaking duly certified by and the statutory auditor to that effect. In such a case, the Bidder may submit the unaudited Annual Accounts (with Schedules) for the latest financial year.
- 3.1.5 If the bidder fails to submit the documents supporting his eligibility in terms of minimum qualification criteria, his bid shall be treated as non-responsive and his bid will not qualify for further evaluation.

## **4. CRITERIA FOR EVALUATION**

### **4.1 Financial Proposal**

4.1.1 A short list of bidders determined qualified after evaluation shall be prepared and the financial proposal (Cover-II) of the short listed bidders shall be opened on a date and time which shall be intimated to the short listed bidders.

4.1.2 The Financial Proposals of those bidders whose Proposals are found to be acceptable by AIWCL, would be ranked in the descending order and the **top 8 (eight) Bidders** proposing the highest rate for **“Fare Per Passenger”** would be declared as the Preferred Bidder in case of Mechanized Country Boat.

AND

**top 2 (two) Bidders** proposing the highest rate for **“Fare Per Passenger”** would be declared as the Preferred Bidder in case of Cruise Vessel/ Boat.

---

## 5. SCHEDULE OF TENDERING PROCESS

5.1 AIWCL shall endeavour to adhere to the following schedule:

S. No.	Event Description	Date /Time
1	Last date for receiving queries	17 <sup>th</sup> November,2025
2	Pre-proposal Meeting	18 <sup>th</sup> November, 2015, 12:30 PM, AIWCL Conference Hall
4	Proposal Due Date	29 <sup>th</sup> Nov'2025/ Before 14:00 hr
5	Opening of outer Envelope and Cover-I	29 <sup>th</sup> Nov, 2025 / Before 16:00 hr

## APPENDIX A

(On the Letter Head of the Bidder)

### **FORMAT FOR COVERING LETTER-CUM-ASSIGNMENT UNDERTAKING**

**To**

The Managing Director  
Assam Inland Waterways Company Limited  
IWT office Building, Ulubari, Guwahati-7

**Sub: “Tender for Selection of Boat Operator for Passenger Boat Services in the  
Guwahati-Umananda ferry cruise service”**

**Dear Sir**

1. Being duly authorized to represent and act on behalf of..... (hereinafter referred to as “the Bidder”), and having reviewed and fully understood all of the information provided in the Tender document provided to us by AIWCL in respect of the captioned Project/s, the undersigned hereby submits the Proposal in response to the Tender.
2. For your evaluation, we are enclosing our Proposal in original with the details as per the requirements of the Tender.
3. The Cover-I and Cover-II have been sealed in two separate covers. All the sealed covers are placed in a single outer cover, clearly marked as “ORIGINAL”.
4. We confirm that to the best of our knowledge and belief as on the date hereof, we have not been blacklisted/debarred by any Central/State Government (Central/State Government/ Public Sector) or are under a declaration of ineligibility for corrupt or fraudulent practices.
5. We confirm that our Proposal is valid for a period of 120 (One Hundred and Twenty) days from Proposal Due Date.

6. We also hereby agree and undertake as under:

Notwithstanding any qualifications or conditions, whether implied or otherwise, contained in our Proposal we hereby represent and confirm that our Proposal is unqualified and unconditional in all respects and we agree to the terms of the proposed Boat Operators Agreement, a draft of which also forms a part of the Tender document provided to us.

.....  
.....

Signature of the  
Authorised Person

.....  
.....

Name of the  
Authorised Person

Date .....



## APPENDIX B

### FORMAT FOR POWER OF ATTORNEY FOR SIGNING OF PROPOSAL

*(On Stamp paper of relevant value)*

#### POWER OF ATTORNEY

Know all men by these presents, We.....(name and address of the registered office) do hereby constitute, appoint and authorise Mr / Ms..... (name and residential address) who is presently employed with us and holding the position of ..... as our attorney, to do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our for taking up on **Selection of Boat Operator for Passenger Boat Services in the Guwahati-Umananda ferry cruise service**, of the Assam Inland Waterways Co. Ltd., (hereinafter referred to as AIWCL), including signing and submission of all documents and providing information / responses to AIWCL in all matters in connection with our Proposal for the Project;

We hereby agree to ratify all acts, deeds and things lawfully done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us.

Dated this the \_\_\_\_\_Day of \_\_\_\_\_2025

For \_\_\_\_\_

(Name and designation of the person(s))

Signing on behalf of the Lead Member)

Accepted

\_\_\_\_\_(Signature)

(Name, Title and Address of the Attorney)

Date: .....

Note:

- 1 The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the Applicable Law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure, as per the Companies Act, 1956.
- 2 Also, wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a resolution/power of attorney in favour of the Person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.
- 3 In case the Proposal is signed by an authorised Director, a certified copy of the appropriate board resolution/ document conveying such authority should be enclosed in lieu of the Power of Attorney.

(On the Letterhead of the Bidder)

**FORMAT FOR ANTI-COLLUSION CERTIFICATE**

**Anti-Collusion Certificate**

We hereby certify and confirm that in the preparation and submission of our Proposal for the Project, we have not acted in concert or in collusion with any other Bidder or other person(s) and also not done any act, deed or thing which is or could be regarded as anti-competitive.

We further confirm that we have not offered nor will offer any illegal gratification in cash or kind to any person or agency in connection with the instant Proposal.

Dated this .....Day of..... , 2025

.....

(Name of the Bidder)

.....

(Signature of the Authorised Person)

.....

(Name of the Authorised Person)

## APPENDIX D

### FORMAT FOR EARNEST MONEY DEPOSIT

(To be issued by a Scheduled Bank in India)

B.G. No. \_\_\_\_\_ dated \_\_\_\_\_.

This Deed of Guarantee executed at \_\_\_\_\_ by \_\_\_\_\_ (Name of Bank) having its Head/Registered office at \_\_\_\_\_ (hereinafter referred to as "the Guarantor") which expression shall unless it be repugnant to the subject or context thereof include its, successors and assigns;

Assam Inland Waterways Co. Ltd., (hereinafter called "AIWCL") having its office at IWT office building, Ulubari, Guwahati-7 represented by its Managing Director, which expression shall unless it be repugnant to the subject or context thereof include its successors and assigns;

#### WHEREAS

- A. M/s. \_\_\_\_\_ Ltd., a company registered under provisions of the Companies Act, 1956, having its registered office at \_\_\_\_\_ (hereinafter called "the Bidder") which expression shall unless it be repugnant to the subject or context thereof include its/their executors administrators, successors and assigns, intends to bid for taking over the **Selection of Boat Operator for Passenger Boat Services in the Guwahati-Umananda ferry cruise service** (hereinafter referred to as the "Project").
- B. In terms of the Tender Document dated \_\_\_\_\_ issued in respect of the Project (hereinafter referred to as "Tender Document") the Bidder is required to furnish to AIWCL an unconditional and irrevocable Bank Guarantee for an amount of Rs. 5,000/- (Rupees five thousand only) as Earnest Money Deposit for the Project.
- C. The Guarantor has at the request of the Bidder and for valid consideration agreed to provide such Bank Guarantee being these presents:

#### NOW THEREFORE THIS DEED WITNESSETH AS FOLLOWS:

- a) The Guarantor, as primary obligor shall, without demur, pay to AIWCL an amount not exceeding Rs.5,000/- (Rupees five thousand only), within 5 days of receipt of a written demand from AIWCL calling upon the Guarantor to pay the said amount.
  - b) Any such demand made on the Guarantor by AIWCL shall be conclusive and absolute as regards the forfeiture of Earnest Money Deposit and the amount due and payable by the Guarantor under this Guarantee.
  - c) The above payment shall be made without any reference to the Bidder or any other person and irrespective of whether the claim of AIWCL is disputed by the Bidder or not.
-

- d) This Guarantee shall be irrevocable and remain in full force for a period of (Proposal Validity Period) from (date) \_\_\_\_\_ or for such extended period as may be mutually agreed between AIWCL and the Bidder and shall continue to be enforceable till all amounts under this Guarantee are paid.
- e) The Guarantee shall not be affected by any change in the constitution or winding up of the Bidder/the Guarantor or any absorption, merger or amalgamation of the Bidder/the Guarantor with any other person.
- f) In order to give full effect to this Guarantee, AIWCL shall be entitled to treat the Guarantor as the principal debtor. The obligations of the Guarantor shall not be affected by any variations in the terms and conditions of the TENDER Document or other documents or by extension of time of performance of any obligations granted to the Bidder or postponement / non exercise / delayed exercise of any of its rights by AIWCL against the Bidder or any indulgence shown by AIWCL to the Bidder and the Guarantor shall not be relieved from its obligations under this Bank Guarantee on account of any such variation, extension, postponement, non-exercise, delayed exercise or omission on the part of AIWCL or any indulgence by AIWCL to the Bidder to give such matter or thing whatsoever which under the law relating to sureties would but for this provision have effect of so relieving the Guarantor.
- g) The Guarantor has power to issue this Guarantee and discharge the obligations contemplated herein, the undersigned is duly authorised to execute this Guarantee pursuant to the power granted under \_\_\_\_\_.
- h) The Bank Guarantee number \_\_\_\_\_, dated \_\_\_\_\_ shall be operative at Guwahati and if invoked, be encashable at (name of bank and its branch in Guwahati and branch code).

IN WITNESS WHEREOF THE GUARANTOR HAS SET ITS HANDS HEREUNTO  
ON THE DAY, MONTH AND YEAR FIRST HEREINABOVE WRITTEN.

Signed and Delivered by \_\_\_\_\_ Bank

by the hand of Mr \_\_\_\_\_

its \_\_\_\_\_ and authorised official.

**FORMAT FOR DETAILS OF BIDDER**

1. Detail of bidder
  - a) Name
  - b) Country of incorporation
  - c) Home Address or Address of the registered office,
  - d) Date of incorporation and/or commencement of business.
  - e) PAN Number
  - f) GST Registration Number, if applicable.
2. Nature of the Bidding Firm
  - a. A sole proprietorship
  - b. A partnership firm
  - c. A limited Company or Corporation
  - d. Limited liability partnership.
1. Brief description of the Bidder including details of its main lines of business and proposed role and responsibilities in this Project(s).
3. Details of individual (s) who will serve as the point of contact / communication with AIWCL:
  - a. Name :
  - b. Designation :
  - c. Company :
  - d. Address :
  - e. Telephone Number :
  - f. E-Mail Address :
  - g. Mobile Number :
4. Name, Designation, Address and Phone Numbers of Authorised Signatory of the Bidder:
  - a. Name :
  - b. Designation :
  - c. Company :
  - d. Address :
  - e. Telephone Number :
  - f. E-Mail Address :
  - g. Mobile Number :

## APPENDIX F

### FORMAT FOR EXPERIENCE OF THE BIDDER

#### I. Format A – Ownership of Boats

1. Total number of Boats in ownership or under operation
2. Types
  - a. Standard\_\_\_\_\_

Note\* - Documentary evidence - copies of the RC book need to be attached duly sign by the bidder.

#### II. Format B - experience in Operation of Boats. For documentary evidence of above criteria, bidder must submit self-certified copy of RC book for ownership of boats or the letter of award or a duly certified copy of contract.

(Separate format to be filled for each )

- 1 **Name of the Project/Contract:**
- 2 **Location:**
- 3 **Project Details:**
  - i. Commencement date
  - ii. Type of number of Boats of bidder under the project
  - iii. Type of permit and/or arrangement under which above Boats are operating
  - iv. Revenue generated in last three years
- 4 **Bidder(s) Role in the Project**
- 5 **Name, Address, Contact Person, Tel/email of the Other Members and their roles in the Project:**
- 6 **Financing arrangement (if any):**
- 7 **Number for person deployed**
- 8 **Present status**
- 9 **Contact details of the client.**
  - a) **Name of the person**
  - b) **Contact number**

**APPENDIX G**

**FORMAT FOR FINANCIAL CAPABILITY OF THE BIDDER**

<b>Financial Year</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>	<b>Average</b>
<b>Turnover</b>				

- a) The Bidder shall provide self-attested copies along with certificate of its audited financial statements.
- b) The information provided shall be detailed enough to demonstrate, and allow evaluation of the Bidder's financial capability to fulfil its obligations, if selected as Successful Bidder, if required.
- c) List of bankers along with name and addresses from whom the references can be obtained. Listing of bankers shall be deemed as authorisation by the Bidders for AIWCL to request such references and for bankers to release them to AIWCL.

**(On the letterhead of the Bidder)**  
**FORMAT FOR FINANCIAL PROPOSAL**

**To**

The Managing Director  
 Assam Inland Waterways Company Ltd.  
 IWT office building  
 Ulubari, Guwahati-7

**Sub: Financial Proposal for “Tender for Selection of Boat Operator for Passenger Boat Services in the Guwahati-Umananda ferry cruise service”**

Being duly authorised to represent and act on behalf\_ and having reviewed and fully understood all requirements of bid submission provided in the TENDER document and subsequent clarifications provided in relation to the Project, I/we hereby provide our Financial Proposal.

I have read the entire Tender Document under reference including the Draft Boat Operators Agreement in detail and on the basis of my full study of the above mentioned document/s and the conditions, I undertake to operate and maintain the Boats on routes as directed by AIWCL from time to time in accordance with the terms and conditions as provided in the above mentioned document/s for Rs. \_\_\_\_\_/- (in words: Rupees \_\_\_\_\_) as **fare per passenger**.

The breakup of the rate is as follows:

SLNo .	Item	Minimum Rate, fare per passenger	Quoted Rate, fare per passenger
1.	<b>For Mechanised Country Boat:</b>  A minimum number of 3 trips per boat with minimum number of 25 passenger per trip	Rs.30.00	
2	<b>For Cruise Vessel/ Boat:</b>  A minimum number of 3 trips per boat with minimum number of 35 passenger per trip	Rs. 40.00	

This is also understood that selected Boat Operators should deposit the following non-refundable fixed amount to AIWCL in the mode of Demand Draft in favour of the Assam Inland Waterways Company Limited as the one time entry fee for operation of their boat in the Guwahati-Umananda ferry service.

- (iii) For Mechanized Country Boat -----Rs. 1,00,000.00 (Rupees one lakh) only
- (iv) For Cruise Vessel/ Boat ----- Rs. 1,50,000.00 (Rupees one lakh fifty thousand) only



I understand that conditional financial proposal will not be acceptable.

Name of Bidder:

---

Signature of Authorised Signatory

---

Name of Authorised Signatory

Date:

Indicative Routes for AIWCL operations

The details of the routes for Boat service are as follows:

Boat Route	Ferry Route Length (km)			
Route-1	Guwahati-Umananda ferry routes	600 to 800m		
	Umananda- Guwahati ferry routes	600 to 800m		