

Expression of Interest

Project Management Consultant (PMC)
for
Setting Up and Operations of Way-side
Amenities
on
National Highways in India

Indian Highways Management Company Limited

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1 Introduction

1.1 Background

1.1.1 India has a network of over 92,000 KMs of National Highways connecting all the State Capitals and major cities in the country. Government of India has envisaged a massive programme for development of good quality National Highways and Expressways, there is a rising trend among the people to undertake long distance travel by road. With the rising levels of income, there is also an increase in the sale of passenger vehicles. Over 60% of goods are transported through this network of National Highways. Though there is improvement in the quality of Highways, the facilities along the Highways are either not available or are inadequate. Non-availability of proper resting places along National Highways leads to fatigue and is also one of the causes of road accidents on the National Highways. It is, therefore, incumbent on the part of MoRTH/NHAI to set up a user-friendly wayside amenity on National Highways.

1.1.2 NHAI got a new Company “Indian Highways Management Company Ltd. (IHMCL)” incorporated with equity participation of NHAI (25%), Concessionaires (50%) and Financial Institutions (25%) for implementation of Electronic Toll Collection (ETC) and other Intelligent Transportation System (ITS) / transportation related activities on highways in India.

MORTH and NHAI assigned IHMCL for developing way side amenities along National Highways.

1.2 Implementation Approach

Based on the directions of MoRTH/NHAI, IHMCL will:

- (i) engage Consultant for setting up and operation of way side amenities
- (ii) finalise types of way side facilities
- (iii) prepare standard designs for different types
- (iv) identification of suitable locations
- (v) facilitate acquisition of land through MoRTH/NHAI
- (vi) lease out of land on PPP Mode to the prospective Bidders for construction of wayside amenities
- (vii) construct wayside amenities and lease out
- (viii) monitor service level requirements of agencies

1.2.1 Scope of way side amenities

The way side amenities would include parking for cars, buses & trucks separately, restaurant/food court, low cost dhaba, telephone booth/ATM, fuel station, minor repair shop, Rest rooms for short stay, toilets, landscaping, kiosk for sale of miscellaneous sundry items, provision of helpads & space for spreading Government welfare programme. The facilities for truckers & other road users will be segregated.

1.2.2 Criteria for site selection

- (i) High traffic density Corridors lacking such amenities
- (ii) Site to be away from existing other similar complex
- (iii) Close to scenic/historic/tourist spot
- (iv) Availability of electricity, water and drainage.
- (v) Minimum disturbance to environment
- (vi) Minimum land available to be 2 to 5 Ha.
- (vii) New locations shall be preferably located within 5 Km from the nearest toll plaza if feasible.

1.2.3 Identification of Way side Amenities

NHAI has already identified prospective locations for development of wayside amenities between Kanyakumari to Hyderabad along North-South corridor and between Porbandar to Lucknow along East-West corridors of National Highways as per the details given below:

Stretch	Length Covered (in Kms)	No. of sites identified
Kanyakumari to Madurai (along NS) and Porbandar to Udaipur (along EW)	1024	18
Madurai to Bangalore (along NS) and Udaipur to Shivpuri (along EW)	916	18
Bangalore to Hyderabad (along NS), Shivpuri to Lucknow (along EW) and other tourist destination circuits like Delhi-Agra/Delhi-Jaipur, Allahabad-Varanasi, Chennai-Mahabalipuram, Bhubnaeshwar-Puri and Muzzafarnagar-Haridwar-Rishikesh section	1630	28

1.2.4 Action taken by NHAH

NHAH has already issued a policy circular for identification of locations while preparing the DPR/Feasibility study reports for new projects of 4/6 laning. Accordingly, the land measuring about 2 to 5 ha would be acquired along with the other land acquisition required for the project stretch.

1.2.5 Present Status of Wayside Amenities

(i)	Already allotted	11 Nos.
(ii)	Already functional	10 Nos.
(iii)	Total sites identified	64 Nos
(iv)	Land available	28 Nos.
(v)	Site identified, Land to be acquired	36 Nos.

1.2.6 Indicative Types of Way side Amenities.

- (i) **Type-1 (Comprehensive Wayside amenity)** : Parking (Separate for trucks & cars), Restrooms for short stay (car users), Dormitory (truckers), AC Restaurant, Branded food kiosks, Dhaba, Toilets (separate for trucks & cars), Minor repair shop, ATM/Internet facility, Kiosks for sale of miscellaneous items, landscaping etc. The proposed parking space should be fit to be used as Helipad if required.
- (ii) **Type-2 (Wayside amenity for Car/Bus users)**: Parking, AC Restaurant, Branded food kiosks, restrooms for short stay, Toilets, Minor repair shop, ATM/Internet facility, Kiosks for sale of miscellaneous items, landscaping etc.
- (iii) **Type-3 (Wayside amenity for truckers)**: Parking, Dormitory, Dhaba, Toilets and bathrooms, Minor repair shop, ATM facility & landscaping.

1.2.7 Proposed Schemes

Scheme -1

Land is acquired along the Highway stretches for development of wayside Amenities and the same is leased out on PPP Mode for construction of Wayside Amenities as per the Standard designs & specifications for various Types and operate & maintain the same for a leased period of 15-30 years. The land area required for Type 1- 3 as per the requirement along Highways multiplied by the prevalent land rate in that area will be the total project cost(TPC).

Details of land area

Type	Tentative land area sqm (as per availability)
1	40,000 to 60,000
2	20,000 to 35,000
3	15,000 to 30,000

Scheme -2

In this scheme, IHMCL/Govt. will develop/ build necessary infrastructure for wayside amenities and lease out for a period of 5/10 years as per the necessity to the prospective bidder. The cost of the land and the cost of built up area for the facilities shall be the total cost of the project (TPC). The highest lease amount payable by the prospective qualified bidder shall be the selected bidder.

Scheme -3

To develop the wayside amenities along Highways, the State Tourism Development Corporations may be allowed to develop and operate facility on nomination basis by giving them the land and the basic infrastructure on lease.

2 TOR

IHMCL plans to engage a reputed consultant with experience in designing and building infrastructure for hospitality sector as well as in operation & management of such infrastructure. The consultant will assist IHMCL in finalizing terms of reference for development of facilities, along with finalizing sustainable business model for operating these facilities. The tentative TOR for the Consultant has been divided broadly into following areas, as explained below.

2.1 Preparation of Business Model

2.2 Designing Way-side Amenities

2.3 Standard Designs/Practices

Preparation of standard designs based on traffic/locations, brand name, Logo, specifications façade etc.

2.4 Preparation of RFP Documents for appointing:

- Architect for preparing standard designs
- Agencies for developing facilities (Way-side Amenities)
- Agencies for operating facilities (Leasing-out)
- Agencies for developing & operating facilities on BOT model

2.5 Managing Tendering processes

2.6 Project Supervision during construction of Way-side Amenities

2.7 Supervision during Lease period

3 Instructions to Applicants

A. General Rules

3.1 Eligibility Criteria

Consultancy firm with a minimum average annual turnover of Rs. 15 Cr. from consultancy services during last 3 financial years.

In case of JV/Consortium, individual members shall meet the above criteria.

3.2 Right to Accept or Reject any or all Applications

3.2.1 Notwithstanding anything contained in this EoI, IHMCL reserves the right to accept or reject any Application and to annul this EoI process and reject all Applications/ Proposals, at any time without any liability or any obligation for such acceptance, rejection or annulment, without assigning any reasons.

3.2.2 IHMCL reserves the right to reject any Application, if at any time a material misrepresentation is made or uncovered. This would lead to the disqualification of the Applicant. If the Applicant is a Consortium, then the entire Consortium would be disqualified/ rejected.

3.3 Request for Clarification from Applicant

A prospective Applicant requiring any clarification on the EoI document may notify IHMCL through email. IHMCL may respond to any request for clarification received up to the last date for receipt of clarifications as mentioned in the 'EoI Timelines'. The responses will be put up on the official website of IHMCL(<http://www.ihmcl.com>) with a description of the enquiry.

3.4 Amendment of EoI document

At any time prior to the deadline for submission of Application, IHMCL may, for any reason, whether at its own initiative or in response to clarifications requested by an Applicant, modify the EoI document by the issuance of addenda (the "Addenda or Addendum" as the case may be). Any Addendum thus issued will be put up on the IHMCL website. In order to afford the Applicants a reasonable time in which to take an Addendum

into account, or for any other reason, IHMCL may, at its discretion, extend the Application deadline.

- 3.5 The Applicants are solely responsible for examining the applicability of various local laws, rules, guidelines, procedures and regulations issued by authorities like MoRTH, NHAI, and abiding by them.

B. Preparation and Submission of Application

- 3.6 The Applicants fulfilling the criteria at para 3.1 are expected to submit a brief write-up (not exceeding five pages) highlighting the following:

- (i) Firm's details like year of establishment, offices in major cities in India, no. of full time employees, ISO 9001 certification.
- (ii) Applicant's relevant experience with details on clients, cost of projects, specific roles in the projects etc.
- (iii) Applicant's understanding of the Way-side amenities and suitability for this assignment.

For all the above, relevant documents like Certificate of Incorporation, Work Orders/ Completion Certificates, ISO Certificate etc as proof of claim should be provided.

3.7 Language

The Application and all related correspondence and documents should be written in English language.

3.8 Sealing and Marking of Application

- 3.8.1 The Application, to be submitted in an envelope bearing "Expression of Interest Application – Consultancy Services for Way-side Amenities", shall contain:

- a. Covering letter;
- b. Power of Attorney;
- c. EoI Application, in response to experience and capability requirement,
- d. Applicant's understanding of the International practices of **Way-side Amenities** and adaptation to suit Indian conditions; and
- e. Other attachments like MoU, copy of certificates, if applicable.

3.8.2 The envelope shall be addressed to:

CEO
Indian Highways Management Co. Ltd. (IHMCL)
2nd Floor, MTNL Building, Sector 19
Dwarka, New Delhi 110 075
Phone: +91-11-25074100 Ext.1409
Email: palekar@nhai.org

3.8.3 If the envelope is not sealed and marked as instructed above, IHMCL assumes no responsibility for the misplacement or premature opening of the contents of the Application submitted.

3.8.4 Applicants are required to submit all details as requested in the EoI document only. In the event, any of the instructions mentioned herein have not been adhered to, IHMCL reserves the right to reject the Application.

3.9 Application Deadline

3.9.1 The Application should be submitted as per details specified under the 'EoI Timelines', in the manner and form as detailed in this document. Applications submitted by e-mail, facsimile transmission would not be accepted. Applications received after the due time & date will be rejected. No further correspondence will be entertained on this matter.

3.9.2 IHMCL may, in exceptional circumstances, and at its sole discretion, extend the Application deadline by issuing a Corrigendum.

3.10 Modifications/ Substitution/ Withdrawal of Application

3.10.1 The Applicant may modify, substitute, or withdraw its Application after submission, provided that written notice of the modification, substitution, or withdrawal is received by IHMCL by the Application deadline. No Application shall be modified, substituted, or withdrawn by the Applicant in any manner whatsoever after the Application deadline.

3.10.2 The modification, substitution, or withdrawal notice shall be prepared, sealed, marked, and delivered in accordance with EoI instructions, with the envelopes being additionally marked "MODIFICATION", "SUBSTITUTION" or "WITHDRAWAL", as appropriate.

C. Evaluation of Application

- 3.11 IHMCL would open the Applications as per details given in the 'EoI Timelines' for the purpose of evaluation. The Applicants present at the time and venue mentioned will be provided with the information of list of applicants for the EoI process.
- 3.12 Applications for which an acceptable notice of withdrawal has been submitted in accordance with the above clause shall not be opened.
- 3.13 IHMCL would subsequently examine and evaluate Applications in accordance with the criteria set out.
- 3.14 IHMCL reserves the right to reject any Application if:
- a. At any time/stage, a material misrepresentation is made or uncovered; or
 - b. The Applicant does not respond promptly and thoroughly to requests for supplementary information required for the evaluation of the Application
 - c. If any doubt arises regarding interpretation of any clause of this EoI document, the decision of the Chairman, IHMCL will be final and binding.

3.15 Request for Clarifications from IHMCL

To facilitate evaluation of Applications, IHMCL may, at its sole discretion, seek clarifications in writing from any Applicant regarding their Application. In the event response to such request for clarification is not received from the Applicant within five (5) working days of such request having been sent by IHMCL, the judgment of IHMCL as to interpretation of the Application would prevail.

D. Shortlisting and Notification

- 3.16 After the evaluation of Applications, Applicants who have been shortlisted will be invited for further discussions/presentations. The list of the shortlisted agencies will be displayed in the website of IHMCL/NHAI.
- 3.17 The shortlisted Applicants will be required to submit a detailed Proposal in the form and manner to be set out in the RFP document.

E. EoI Timelines

The timelines for this EoI process are as follows:

ACTIVITY	TIMELINE
Deadline for receipt of request for clarification	5 th September 2014, 11.00 am
Pre-bid meeting Venue: NHAI, Sector 10, Dwarka, New Delhi, India	8 th September 2014, 3.00 pm
Deadline for receipt of EoI Application Venue: IHMCL, Sector 19, Dwarka, New Delhi	12 th September 2014, 3.00 pm

F. PMC Period – 5 years

4 EoI Process

4.1 The primary objective of the EoI process is to shortlist the consultants for participation in the final tendering process. The no. of shortlisted consultants may vary depending upon the qualifications and requirements of IHMCL.

4.2 This shortlisting of the agencies will be based on the following:

- a. Write-up on Applicant's experience and capability as per clause 3.6
- b. Presentation by the Applicant (max. 15 min)

4.3 Applicants will make presentation (in Microsoft-PPT format) on the following areas.

Sl. No.	Area
01	About the Organisation
02	Experience in the related area
03	Understanding on way-side amenities.
04	Recommendations on selection of sites, types, schemes, facilities, branding etc