



No: HCSL/PUR/TEN/2025/034

21 May 2025

**Tender No: HCSL/PUR/TEN/2025/034 dated 03.05.2025**

**ENGINEERING, SUPPLY, INSTALLATION, AND COMMISSIONING OF BOAT  
HOIST/ LIFT OF 800T CAPACITY FOR THE SHIP REPAIR FACILITY AT PANDU,  
GUWAHATI, ASSAM.**

**CORRIGENDUM NO. II**

**REPLY TO PRE-BID QUERIES**

1. The pre-bid meeting in connection with Tender No: HCSL/PUR/TEN/2025/034, dated 03<sup>rd</sup> May 2025, was conducted on 16<sup>th</sup> May 2025 in virtual mode (online).
2. This Corrigendum No. II contains replies to queries received from prospective bidders.
3. This corrigendum shall form part and parcel of the tender document. All other terms and conditions of Tender No: HCSL/PUR/TEN/2025/034, dated 03<sup>rd</sup> May 2025, remain unaltered.

Chief Executive Officer  
Hooghly Cochin Shipyard Ltd

**NAME OF THE WORK: Engineering, Supply, Installation, and Commissioning of 800T Boat Hoist/ Lift for the Ship Repair Facility (SRF) at Pandu, Guwahati, Assam.**

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**REPLY TO BIDDERS QUERIE'S**

SLNo	Query Reference	Reference Clause	Page No	Description	Bidder's Query	HCSL Reply
1	ITT (Vol I) Payment Schedule	8	09 of 15	Stage 1- On issuance of the purchase order for the material supply. 10 % of the supply order value excluding taxes and duties against submission of equivalent bank guarantee, as per HCSL format, valid till completion of material supply.	20% advance against submission of ABG. -80% against irrevocable Letter of Credit with following milestones.	Not acceptable. Tender condition shall prevail.
				Stage 2- Delivery of boat lift materials/ items at Pandu site after certification by third party Classification society. (Prior to dispatch for items). 60% of the supply order value including all taxes and duties	60% of the supply order value including all taxes and duties after the certification of Third Party Inspection. (Prior to despatch)	Not acceptable. Tender condition shall prevail.
				Stage 3- Positioning of Boat lift erection equipment at the site. 10% of the supply order value including all taxes and duties and 10% of installation and commissioning value including all taxes and duties	10% of the supply order value including all taxes and duties after Completion of assembly , erection of structural frame work ,transversal beam and wheelgroups and certification by thirdparty Classification society	Not acceptable. Tender condition shall prevail.
				Stage 4 - Completion of assembly , erection of structural frame work , transversal beam and wheel groups and certification by third party Classification society. 10% of the supply order value including all taxes and duties and 30% of installation and commissioning value including all taxes and duties	10%. Completion of assembly, erection of all machineries, electrical and control system components and certification by third party Classification society	Not acceptable. Tender condition shall prevail.
				Stage 5 - Completion of assembly, erection of all machineries, electrical and control system components and certification by third party Classification society. 10% of the supply order value including all taxes and duties and 30% of installation and commissioning value including all taxes and duties	Erection & Commissioning 1)30% - mobilization of advance before commencement of Erection & assembly of the Boat Lift parts. 2) 40% Completion of assembly, erection of all machineries, electrical and control system components and certification by third party Classification society 3) 20% Completion of installation and completion of functional and operational test and certification by third party Classification society.	Not acceptable. Tender condition shall prevail.
				Stage 6 Completion of installation and completion of functional and operational test and certification by third party Classification society. 20% of installation and commissioning value including all taxes and duties	4) 10% Successful commission of the boat lift, and certification by third party Classification society, providing operational training and maintenance training and receipt of BG towards performance and guarantee of the equipment	
				Stage 7 Successfull commissiiong of the boat lift, and certification by third party Classification society, providing operational training and maintenance training and receipt of BG towards performance and gurantee of the equipment. 10% of installation and commissioning value including all taxes and duties		

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2	COC (Vol II) Delay damages	Sub Clause 8.7	14 of 26	In Sub-Clause 8.7, the sum referred to in the second sentence shall be 0.05% of the Contract Price as delay damages in respect of the Works, payable (per day) in the proportions of currencies in which the Contract Price is payable. The maximum amount of delay damages shall be ten percent (10%) of the Contract Price stated in the Contract Agreement.	Bidder request to accept the following terms In case of delay in supply and installation of complete system, liquidated damages (LD) may be levied at the rate of 1/2.% (half percent) per week or part of the week of the total basic price of undelivered portion of Equipment, subject to a maximum of 5% of the total basic price of undelivered material	Not acceptable. Tender condition shall prevail.
3	ITT (Vol I)	2.6 (a)	14 of 44	Tenderers shall deposit an amount of Rs.50 Lakhs as Earnest Money Deposit (EMD) along with the tender through e-gateway of: STATE BANK OF INDIA, COCHIN SHIPYARD BRANC, COCHIN, ACCOUNT NO.37354232301, IFSC CODE. SBIN0003229.	Bidder requests reducing the EMD value as they feel EMD value is quite high.	Not acceptable. Tender condition shall prevail.
4	ITT (Vol I) Eligible Tenderers	1.5	08 of 44		Bidder requests to incorporate the following clause/s - Overseas OEM's authorized Indian Representative / Dealer / Distributor can bid with proper authorization/backup letter from OEM with complete guarantee/ warrantee/ backup for equipment/spares/services. - Overseas OEM's Indian authorized representative can submit the qualification criteria documents related to technical and commercial, and experience of their respective OEMs to meet the PQC, duly self-certified by the OEM. Bidder mentions having participated in similar tenders with the above clauses mentioned in PSU tenders for procurement Clients like Goa Shipyard, Cochin Shipyard, etc.	Not acceptable. Tender condition shall prevail.

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5	COC (Vol II) Time for Completion	Sub Clause 8.2	13 of 26	Time for Completion for Sections according Sub-Clause 1.1.5.6 are: Phase 1 Preliminary Design 15 days Detailed Design 15 days Review period by the Employer 15 days Final Detailed Design 15 days Certification (design appraisal) by Third party certification agency like Lloyds Register, DNV, BV, IRS, TUV etc 15 days Phase 2 Manufacturing Phase 4 months or 120 days Delivery, Installation & Commission of Boat Lift 3 months or 90 days	We request you to accept 14 months from the date of receipt of the techno-commercially clear PO and advance payment/ Letter of Credit intimation. Ex-works delivery: 10-11 months + 1,5 months delivery + 1,5 months for installation, commissioning and training. Requesting allow International Bidder to participate in the tender with Foreign Currency. (USD/Euro/etc..) and all payment terms will be supported with Irrevocable Letter of Credit. This particular equipment cannot be out- sourced from Indian manufacturers.	Not acceptable. Tender condition shall prevail.
6	ITT (Vol I) Financial capability	1.5.3 (a & b)	09 of 44	a) The Tenderer shall have received at least an average annual turnover equivalent to Rs. 20 crore during the last three fiscal years (2022, 2023, 2024). b) The Tenderer shall enclose with its Tender certificate issued by its Statutory Auditors (CA) with their seal and signature, stating its net worth & revenues during the past three fiscal years (2022, 2023, 2024). Certificate shall be as per the format according Annex 2.	Kindly confirm whether an Indian authorized representative (not a 100% subsidiary or branch) is eligible to participate in the tender on the basis of its own financial credentials (i.e., meeting the ₹20 crore turnover requirement), while leveraging the technical credentials of the foreign OEM, provided that the OEM submits a undertaking committing full technical support, and the Indian representative ensures complete local execution, installation, commissioning, and after-sales support. As an Indian company meeting the required financial criteria (₹20 crore average annual turnover), we request clarification on whether we may rely on the technical credentials of our foreign OEM partner--who will provide design, engineering, and technical support--despite not being a 100% subsidiary or branch. The OEM will submit a undertaking and all required documentation, and we, as the authorized representative, will execute the project entirely in India, including installation, commissioning, and after-sales support. Please confirm if this arrangement is acceptable under the tender terms.	Tender conditions are self explanatory and same shall be prevail.

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7	ITT (Vol I) General	1.5.1 (a)	08 of 44	The Tenderers shall be a single firm registered in India with valid Shop & Establishment Registration Certificate or Certification of Incorporation from Registrar of Companies or registration certificate from Registrar of Firms or Certificate from Indian Chamber of Commerce. No JV or Consortium is allowed.	Kindly confirm if an Indian firm acting as an authorized representative of a foreign manufacturer is eligible to participate, provided the Indian firm is registered and will execute the entire project (including supply, installation, commissioning, and after-sales support) with full support from the OEM.	Tender conditions are self explanatory and same shall be prevail.
8	ITT (Vol I) General	1.5.1 (b)	08 of 44	The Tenderers shall be in the business of manufacturing of Boat lift system of capacity of 400 Ton to 800 Ton for the last 10 years.	Please clarify whether the manufacturing experience of the foreign OEM (whom we represent as an authorized representative) can be considered toward this clause, if the Indian bidder submits authorization from the OEM and undertakes full project execution.	Tender conditions are self explanatory and same shall prevail.

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9	ITT (Vol I) Technical Experience	1.5.2 (a)	08 of 44	The Tenderer shall have over the past Ten (10) years experiences as original equipment manufacturer and supplier of a minimum of two (02) similar maritime Boat lift system, which have been in operation satisfactorily for at least one (01) year. The two Boat lifts systems may be part of different projects. Similar capacity shall mean Boat lift system between 400 Ton to 800 Ton with self-driven wheels and power unit. The projects shall include successful Design, Fabrication, Installation and Commissioning. Employer's certificates, third party Test Certificate and copy of the Contract comprising the maximum lifting capacity of the system have to be submitted in the Tender. If documents not mentioning the Employers or the tenderers company name additionally a clarification letter is required. The reference projects have to be filled in the form according Annex 5 and information related to present projects according Annex 6.	Kindly confirm if the experience of a foreign OEM (having authorized Indian representative) is acceptable for compliance with Clause 1.5.2(a), provided the Indian firm (bidder) submits all required documentation, employer certificates, affidavits, embassy attestations, and English translations. Also confirm whether these credentials can be considered under the Indian representative's bid.	Tender conditions are self-explanatory, and the same shall prevail.
			09 of 44	In case the work experience is for the work executed outside India, the bidders have to submit the completion/experience certificate issued by the owner duly signed & stamped, and affidavit to the correctness of the completion/experience certificates. The Contractor shall also get the completion/experience certificates attested by the Indian Embassy/Consulate/High Commission in the respective country. In the event of submission of completion/experience certificate by the Bid-der in a language other than English, the English translation of the same shall be duly authenticated by Chamber of Commerce of the respective country and at- tested by the Indian Embassy/consulate/High Commission in the respective country. For the purpose of evaluation of Bidders, the conversion rate of such a currency into INR shall be the daily representative exchange rate published by the SBI as on the Date of completion of work.		

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		1.5.2 (b)	09 of 44	<p>The Tenderers team shall consist of key personnel having adequate and specialized experiences, capable of discharging their responsibilities in the relevant field of maritime lifting devices, required for the design, implementation, execution and successful commissioning of the Boat lift system. A list of all such personnel to be employed/engaged for this project, along with details of their qualification and experience (CVs) according to Annex 7 shall be submitted in the Tender.</p> <p>Minimum key personnel shall be but not limited to:</p> <p>i. Home Office</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Project Manager</li> <li><input type="checkbox"/> Design Engineers</li> <li><input type="checkbox"/> Mechanical Engineers</li> <li><input type="checkbox"/> Electrical Engineers</li> </ul> <p>ii. Site Office</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Project Manager</li> <li><input type="checkbox"/> Site Superintendent (Mechanical)</li> <li><input type="checkbox"/> Site Superintendent (Electrical)</li> <li><input type="checkbox"/> HSE Engineer</li> <li><input type="checkbox"/> Quality / Material Engineer</li> </ul>	Please clarify if the team can comprise personnel from both the Indian bidder and the foreign OEM, considering that the OEM provides technical support and supervision and expertise throughout the project.	Not acceptable. Tender condition shall prevail.
		1.5.2 (c)	09 of 44	<p>The Tenderers have to submit a preliminary technical proposal (design) showing that the technical requirements according the Employer's Requirements for the Boat lift system are met (Annex 11).</p>	Our foreign OEM has already submitted a detailed technical bid during the EOI phase. Do we need to submit the Preliminary Technical Proposal again as part of this tender?	This tender is a standalone tender and all the requirements of the tender documents shall be duly complied with.

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10	ITT (Vol I) Eligible Tenderers	1.5	08 of 44		With reference to Clauses 1.5.1(a), 1.5.1(b), and 1.5.2(a), we respectfully submit for the HCSL's consideration that the specialized nature of large-capacity Boat Lift systems (400-800 Ton) presents a unique situation in the Indian market. Based on comprehensive market research and industry knowledge, there appears to be no fully indigenous manufacturing capability for such specialized maritime equipment within India. We note that while one (1) foreign manufacturer has established a registered office in India, but fundamentally relies on overseas design, engineering, and manufacturing expertise. This arrangement bears significant structural similarity to our proposed approach. The current tender specifications, however, appear to create an unintended barrier to participation for other qualified international manufacturers with capable Indian representatives, potentially limiting HCSL's access to the full spectrum of global technical expertise and competitive offerings.	Tender condition shall prevail.
					We therefore request HCSL to consider modifying the eligibility criteria to permit participation by Indian firms having financial capability, infrastructure, and capability acting as authorized representatives of established foreign OEMs, provided that: a) The Indian firm meets the financial criteria independently (₹20 crore average annual turnover) b) The foreign OEM provides verifiable technical credentials and documented project history c) The Indian firm submits proper authorization from the OEM with a commitment for full technical support d) The Indian firm takes complete responsibility for project execution, installation, commissioning, and after-sales support within India	Not acceptable. Tender condition shall prevail.