



India Ports Global Limited

CIN: U61100MH2015GOI261274

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No. IPGL/CONS-TS/2023/02

Date: 07th December 2023

Sub: Traffic Study of Chabahar Port

Sealed quotations are invited for Consultancy Services for Traffic Study of Chabahar Port. The detailed scope of work is enclosed as **Annexure-1**.

2. Sealed Offers should be deposited in the office of the Managing Director, INDIA PORTS GLOBAL LIMITED, 4th Floor, Nirman Bhavan, Mujawar Pakhadi Road, Mazgaon, Mumbai-400010, latest by 1500 hrs. on 18/12/2023. The offers will be opened at 1530 hrs on 19/12/2023. Consultants may remain present at the time of opening of the offers.

3. Within 7 days of issue of Letter of Award from the Employer, the successful bidder shall furnish to the Employer a Performance Security in the form of a Bank Guarantee of a scheduled nationalized bank from its Mumbai branch payable at Mumbai for an amount equivalent to 5 % of the award cost. Failure of the successful bidder to lodge the required bank guarantee shall constitute sufficient grounds for the termination of contract. The performance security shall remain in force for 4 (four) months. The obtaining of such guarantee shall be at the expense of the bidder.

4. Time for completion of assignment:

The Inception report envisaging the cargo profiling shall be submitted within 7 working days from the Letter of Award. The Draft Traffic Study report shall be submitted within 90 days from the date of award. The assignment shall be completed within three months from the Date of Award in accordance with the provisions of the Contract with any authorized alterations, amendments,

additions or omissions or such further period as may be allowed by the Employer and shall not be considered as completed until the Employer has certified in writing that it has been completed to his satisfaction.

5. If the work is delayed beyond the completion period stipulated in the contract or extended period as may be allowed by the Employer, the Consultant shall be liable to pay liquidated damage to the Employer. In case of delay in completion of Services for submitting the reports/deliverables within the time period indicated at para 4 above, Liquidated damages rate of 0.1% (zero-point one percent) of the Agreement Value per day will be charged till the completion of activity indicated above. However, a maximum amount of liquidated damages will be limited to 10% (ten percent) of the Agreement/Contact Value. It shall be imposed and shall be recovered by appropriation from payments due or Performance Security or otherwise. However, in case of delay due to reasons beyond the control of the Consultant, suitable extension of time may be granted.

6. The total duration for preparation of Traffic Study report shall be 12 weeks, excluding time taken by the IPGL in providing requisite documents or in conveying its comments on Draft Reports that shall be treated as non-working period for the computation of total time duration.

7. Encashment and appropriation of Performance Security.

The Authority shall have the right to invoke and appropriate the proceeds of the Performance Security, in whole or in part, without notice to the Consultant in the event of breach of this Agreement or for recovery of liquidated damages specified above

8. Penalty for deficiency in Services:

In addition to the liquidated damages not amounting to penalty, as specified above, warning may be issued to the Consultant for minor deficiencies on its part. In the case of significant deficiencies in Services causing adverse effect on the Project or on the reputation of the IPGL, other penal action including debarment for a specified period may also be initiated as per policy of the IPGL.

9. Assignment milestones:

Sr. No.	Milestone	Description	Expected Output
1	Inception Report	Objectives of Assignment	A full business plan for both the terminals (container and multi-purpose) including identifying potential cargo movement, market opportunities, traffic study and projection and developing business development strategies, financial projections, identifying key enablers and key risks.-One month.
2	Draft Report	The Scope Item from Sr. (b) to (d) shall be covered at this stage.	Evaluation of Connectivity, Transportation, traffic study and shipping analysis- Two months
3	Final Report	To incorporate the comments/changes suggested by the Authority	

10. Schedule of payment:

Sr. No	Activity	Percentage
1	On submission of Bank Guarantee towards performance security	10%
2	Inception Report	20%
3	Draft Report	30%
4	Final Report	40%

Scope Of Work

Introduction

The Port of Chabahar is a deep-water seaport in south-eastern Iran, located on the Gulf of Oman, at the mouth of the Strait of Hormuz, Situated in Sistan-via-Baluchestan Province.

It provides closest route for the land-locked countries of Central Asia to reach international waters. The Port is directly connected to the Indian Ocean through the Arabian Sea and the Gulf of Oman. Located near the major Persian Gulf shipping routes, connecting the Persian Gulf to major shipping arteries of East and West and North and South.

The location of Shahid Beheshti Port of Chabahar has a great advantage for developing it as a transshipment hub. This all-weather port lies outside Hormuz Strait has a distinct advantage. The port's deep draft of 16 m is suitable to handle large shipment vessels. The Port lies close to some of the busiest trade routes in the world. The region comes under the Asia-Europe, Asia-Asia trade route which carries large cargo volumes.

IPGL intended for the traffic study as outlined in broadly:

- Potential role of Shahid Beheshti Port - Chabahar in serving the land-locked Afghanistan, Central Asian and CIS region.
- Traffic Study and Projections for Dry Bulk, Breakbulk and Container Traffic at Shahid Beheshti Chabahar Port.
- To forecast traffic estimates for Shahid Beheshti Port, commodity-wise cargo types and volumes for 5, 10, & 20 years.

The detailed scope of work for the assignment has been below:

a) Objective of Assignment.

The consultant will develop and prepare a full business plan for both the terminals (container and multi-purpose) including identifying potential cargo movement, market opportunities, traffic study and projection and developing business development strategies, financial projections, identifying key enablers and key risks.

1. To unleash the geographical advantage, the Government of Iran has entered or been part of several transit corridor & trade agreements with various countries.
2. Analysis of trade volumes, key commodities, and existing trade dynamics.
3. Broad mapping of current trade routes through other countries following Transit Trade agreements.
4. Economic growth trends and projection of future trade potentials of all the countries.
5. Advantages and Disadvantages of existing trade routes.
6. Evaluation of existing trade routes followed by Central Asian countries and CIS region along with an assessment of advantages for using Chabahar port as their gateway terminal.
7. Comparative analysis of trade and transit routes using the Chabahar route compared to other existing routes followed by Central Asian countries and CIS regions.

b) Transportation and Connectivity.

1. Evaluation of existing links between Central Asian countries and other ports used for trade. Compare the connectivity links and establish potential for Chabahar port.
2. Identification of infrastructural gaps and logistic bottlenecks for trade using Transit routes for Central Asian countries. (Border crossing delays.)
3. Container Trade and Transshipment Market Assessment.
4. Analysis and detailed study to be carried out for establishing Shahid Beheshti Port – Chabahar for transshipment market in the Gulf region and Arabian Sea.
5. The Chabahar port due to its strategic location could cater to the container transshipment market on the ports located on Arabian Sea including West Coast of India, Gulf of Oman and Persian Gulf. There are several feeder ports in the region. With a deep draft, Chabahar located in the Gulf of Oman and away from Strait of Hormuz offers conducive opportunities.
6. Identifying trade lanes and shipping routes that intersect in the container terminals of Persian Gulf and container terminals of India's West Coast.
7. Benchmarking against existing transshipment hubs and other large container terminals with mother vessels call in the region.

8. Evaluate Jebel Ali model for applicability and potential enhancements as transshipment hub.
9. Undertake logistics cost analysis for container trade by shifting a share of container volumes from existing container transshipment terminals to Chabahar container terminal.
10. Options for connectivity from Africa /potential of using of Shahid Beheshti Port – Chabahar for transshipment market.

c) Traffic Projections for Container, Dry Bulk, and Break-bulk.

1. Identify commodities that are likely to call in future to Chabahar port from Central Asian countries and CIS region for seaborne trade and vice versa.
2. Explore possibilities of volume growth for existing commodities presently using Chabahar port for trade.
3. Identify commodity and volume projections for Iranian cargo at Chabahar port.
4. Project traffic at Chabahar port considering the intrinsic value offered by port and logistics savings in comparison to other operational ports.
5. Traffic Projections Container Trade and Transshipment at Chabahar Port.
6. Undertake traffic projections for Chabahar Port using both Macro economic analysis and bottoms up approach with detailed analysis of trade in neighbouring countries and arriving at market share for Chabahar based on logistics advantage.
7. Develop a forecast for total seaborne container trade in the region along with share for Chabahar port in future (next 20 years.) Clearly bifurcate between Trade volumes for containers and transshipment volumes along with marking feeder ports likely to be served by the Chabahar Transshipment Port.

d) Shipping Analysis.

1. Undertake vessel size analysis for container ship calls in the region.
2. Undertake ship call analysis for all the three categories of commodities including Dry bulk, Break bulk and Containers. Assess and project ships likely to call/divert the main hub as Chabahar port.

e) Marketing of Shahid Beheshti Port – Chabahar.

Marketing and showcasing the Port is very important and selected consultants to identify locations for CIS countries including Africa and China. **Separate quotations to be provided for marketing.**

At the end, this study report will highlight the importance of Shahid Beheshti Port – Chabahar and provides overview and opportunities available to all relevant stakeholders associated with development of Shahid Beheshti Port.

The selected consultant will have to coordinate closely with the teams of IPGL, the Ministry of Ports, Shipping & Waterways, concerned Iranian authorities like Port and Maritime Organization, customs organization and to achieve the above objectives.
