



EXPRESSION OF INTEREST (EOI)

(FAST TRACK PHASE-1 PROJECTS)

LAST MILE CONNECTIVITY—PUBLIC BICYCLE SHARING

PROJECT DOMAIN:
ROAD IMPROVEMENTS & TRANSPORT PLANNING
DOCUMENT NUMBER – SCTL/PRJ/213/2018/EOI-PBS/01





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Notice of Invitation for Expression of Interest (EOI)

For

SCTL now invites Expressions of Interest from entities for the setting -up and operation of the Public Bicycle Sharing System. The entities that would participate in the EOI process will be given additional weightage in upcoming tendering process based on its proposal and performance of Proof of Concept (POC) in Thiruvananthapuram city.

EOI No.:

Issued Dated: 26/11/2018

Table 1:EOI Schedule

S.No.	Activity	Details
1	Period during which EOI document will be available for submission purpose on [Insert e-bidding site]	From 26/11/2018 1600 Hrs. to 18/12/2018 1600 Hrs. IST
2	Last Date for Seeking Clarifications from the authorized person in SCTL through e-mail	30/11/2018 1700 Hrs. IST
3	Last Date for sending replies to EOI related queries	04/12/2018
4	Closing Date and Time for Receipt of EOI (EOI Due Date)	On 18/12/2018 1600 Hrs. IST
5	Time and Date of Opening of EOI (Opening Date)	On 21/12/2018 1000 Hrs. IST
6	Results of Evaluation of EOIs	To be notified later on website or through e-mail.

S.No.	Activity	Details
7	Contact Details of Authorized Person in SCTL to communicate with the interested applicants for EOI purposes	General Manager (Operations) / Manager (PMM) Telephone No.: +91-471-2339944 E-mail: tenders.sctl@gmail.com

The Smart City Thiruvananthapuram Limited (SCTL) is involved in execution of planning, implementation, operation and maintenance of infrastructure works including those involving new technology adoption and development and adoption of evolving technologies for developing Thiruvananthapuram as a smart city under Government of India Smart Cities Mission.

Smart City Thiruvananthapuram Limited (SCTL) intends to introduce Public Bicycle Sharing (PBS) system for the city. The system should include bicycle parking, design guidelines, and a proposal for a city-wide Bicycle Share System with approximate 55-100 bicycles and docking stations to be implemented. The Public Bicycle Sharing System should promote use of bicycle as a low-cost, environmentally friendly mobility option to city residents along with encouraging a healthy lifestyle amongst the citizens.

Expressions of Interest are invited from reputed entities for Design, Supply, Installation, Commissioning, Operation & Maintenance of PBS system. The applicant/interested entities shall be required to demonstrate in their proposals Proof of Concept (POC) inter alia their state-of-the-art production facilities, R&D systems, existing business offerings, supply chain systems, vendor arrangements, quality certifications from accreditation agencies among others. The entities shall be required to include Products and service offerings related to bicycles and public bike sharing and Experience in design and operations of public bike sharing system in their proposal. They will also have to propose and evidence, inventory of potential locations for development of PBS Innovative design and layout of the scheme, revenue streams and revenue sharing mechanism with the SPV. The companies shall be required to make a presentation to SCTL on specified date as communicated later by the SCTL. The shortlisted companies shall be required to demonstrate a proof of concept in designated area in Thiruvananthapuram city for a period of 1 month. The SCTL shall evaluate the performance of proof of concept and accordingly shall be given additional marks during the tendering stage. The entities are required all necessary information required regarding the following proposed inter alia scope of work and technical requirements:

A. EOI Proposed Requirements:

1. Requirement related to entities experience:

The entity intending to be shortlisted under this EOI of SCTL, should fulfill the following minimum criteria and shall provide documentary evidence towards the following:

- (a) The applicant/interested entities should be an Indian Company incorporated under the Companies Act, 2013.

Documentary evidence to be provided: Certificate of Incorporation

- (b) The applicant/interested entities should be an operating entity in India at least for last 3 financial years.

Documentary evidence to be provided: Certificate of Incorporation & Commencement of Business and financial statements

- (c) The applicant/interested entities should have completed at least 50 cycles for government projects.

- (d) The applicant/interested entities should have completed at least 1 PPP project of PBS project for the government client.

Documentary evidence to be provided: Certificate of implementation report and document supporting successful O&M for 5 years

- (e) The applicant should have experience in installation, commissioning, operation of PBS system, leasing, their operations using digital application.

Documentary evidence to be provided.

- (f) Average annual turnover during last 3 financial years (FY 2015-16, FY 2016-17 & FY 2017-18) of the Empaneled entity should be more than Rs. 1 Cr.

- (g) The applicant/interested entities should have positive net profit and net worth during last 3 financial years (FY 2015-16, FY 2016-17 and FY 2017-18).

- (h) The applicant/interested entities should submit letter of comfort from its bankers regarding availability of loan and / or working capital requirements in case it is needed and the solvency certificate from banks should also be produced.

For (f) and (g), audited financial statements duly signed by chartered accountant along with income tax returns copy has to be submitted for respective financial years. A certificate issued by Chartered Accountant for the respective financial years indicated above should also be submitted.

- (i) The applicant should not have been blacklisted or barred by any government entity in India. The applicant to provide an undertaking in this regard.

B. Scope of Work:

SCTL invite EOI for Design, supply, erection, testing and commissioning including warranty, for installation of PBS system in Thiruvananthapuram city as an integrated system for overall multi modal system of the city. The comprehensive operation & maintenance will be by operator.

The applicant has to visit the identified sites in consultation with the SCTL and do the feasibility analysis and prepare feasible assessment of project, detailed project report

and approval for installation, commissioning and operations must be submitted to SCTL on award of work.

Pre-commissioning testing comes under the scope of EOI and has to be done by the shortlisted PPP Partner. The specifications and conditions of installation /warranty has to be complied with. The applicant has to prepare financial analysis, execution model in the mode of PPP based mechanism, legal aspects- agreement need to be taken care from SCTL.

The applicant/interested entities shall be required to demonstrate in their proposals Proof of Concept (POC) inter alia their state-of-the-art production facilities, R&D systems, existing business offerings, supply chain systems, vendor arrangements, quality certifications from accreditation agencies among others. The entities shall be required to include Products and service offerings related to bicycles and public bike sharing and Experience in design and operations of public bike sharing system in their proposal. They will also have to propose and evidence, inventory of potential locations for development of PBS Innovative design and layout of the scheme, revenue streams and revenue sharing mechanism with the SPV. The companies shall be required to make a presentation to SCTL on specified date as communicated later by the SCTL. The shortlisted companies shall be required to demonstrate a proof of concept in designated area in Thiruvananthapuram city for a period of 1 month. The SCTL shall evaluate the performance of proof of concept and accordingly shall be given additional marks during the tendering stage.

C. Submission:

1. Company Profile:

- (a) company profile including incorporation, registration, tax registration details including incorporation and registration documents like memorandum of association, article of associations, GST registration, PAN details etc.
- (b) Shareholding structures and associate/subsidiary/holding and companies/firms with common beneficial ownership arrangements,
- (c) Technology and R&D Team,
- (d) Production Team and Facilities/ Tie-ups,
- (e) Supply Chain Arrangements for existing business,
- (f) Existing business,
- (g) Sales and customer profile including government sector,
- (h) Vendor arrangements,
- (i) Quality, Testing and Certifications including technical team details,
- (j) Past Experience of the firm including years of similar experience of supply/operation of electric vehicles in last 5 financial years, clients' details,

contract value, contract period, contractual relationship like PPP/ Supply/O&M etc.

(k) Financial Capacity – Turnover, net profit, net-worth, working facilities from banks, loan arrangement specially for EV business, liquidity position, shareholder relationship like private equity/venture capital financing arrangements etc. for last 5 financial years and present.

2. Specifically, the entities should provide information showing their experience in the design, development and implementation of similar investments, and in particular of PBS projects and related infrastructure. Entities may associate or form joint ventures with other entities to enhance their qualification. Any association at the stage of EOI shall be maintained till completion of bidding process except as approved by the SCTL as per due process at its discretion only.
3. Proposed changes by the applicant in EOI Requirements of SCTL – technology, infrastructure, contractual arrangements, O&M plans, financing methods, etc. suitable for EOI requirements.
4. The proposed presentation by entities shall also cover include above mentioned submission among other things.

D. The Entities should note that:

1. If any entity conceals any material information or makes a wrong statement or misrepresents facts or make a misleading statement in its response, in any manners whatsoever to create circumstances for the acceptance of its response, SCTL reserves the right to out rightly reject such response(s) or bar the entity from participating in the tender process, without incurring any liability whatsoever.
2. SCTL reserves the right to accept the offer of any number of entities who meet the requirements set out this EOI.
3. Responses submitted by the Entities, within the EOI Due Date for submission of responses, shall become the property (including proprietary information) of SCTL and shall not be returned to the Entities.
4. Provided that an entity shall always have the right to withdraw or modify its response before the EOI Due Date.
5. Language of the responses to EOI or any query/ clarifications/ correspondences shall be in English only.
6. Entities shall mention the name and contact details of two persons, with complete address, phone number and email id, in the covering letter itself.
7. SCTL may, at its sole discretion, ask for additional information/ documents and/ or seek clarifications/ documents from the entities after the opening of EOI inter alia, for removal of inconsistencies or infirmities in their responses.

8. Non-submission and/ or submission of incomplete data/ information required under the provisions of this EOI shall not be construed as waiver on the part of SCTL of the obligation of the entities to furnish the said data / information.
9. This EOI document includes statements, which reflect the various prospective business avenues, opportunities, which may not be appropriate for any or all the Entities.
10. The Entities are advised to carry out their own assessment, investigations and analysis and verify the completeness, accuracy and reliability of the information in this EOI from their own reliable sources.
11. The entire EOI document shall not upload separate documents related to its EOI, but the entire details including authorization documents like PoA, PoA for Lead Member etc. to sign the applications, signed in blue link and sealed with common seal of the entity, as one document, scanned clearly and in legible to understand manner.
12. Any clarifications on the EOI may be sought in via e-mail.
13. All submissions shall be on the e-procurement portal of Government of Kerala i.e. <https://etenders.kerala.gov.in/nicqep/app> . All interested entities are requested to make itself, register themselves and make themselves familiar with the process as mentioned on the website for the EOI purposes. SCTL shall not be responsible for any loss or liability whatsoever to any entity. The responses to the EOI are to be submitted in soft copy in original and in copy on the e-procurement site. In the event of any discrepancy between the original and the accompanying copy, only the original shall prevail.
14. The responses are to be submitted in a single document in original and a copy of original duly signed in blue ink by the applicant's authorized signatory and representative and sealed and should be uploaded in the e-procurement website as per process described therein.
15. The entities submitting EOI shall submit one signed copy of this EOI document as acceptance of its terms and conditions.
16. At any time before the last date of submission of EOIs, SCTL may, for any reason, whether at its own initiative or in response to a clarification requested by an entity, modify the EOI document. The amendment will be posted on the website and will be binding on the entities and the entity will give due consideration to the same, while they submit their EOIs, and would invariably enclose documents/ information, as required, because of the amendment, as a part of the EOI. SCTL may, at its discretion, extend the deadline for the submission of EOIs.
17. The applicant entity is assumed to have examined all instructions, forms, terms, specifications and requirements in the EOI and fully inform itself as to all the conditions and matters which may in any way affect the operations or the cost thereof of participating in this EOI. Failure to consider all information required by the

EOI will be at the risk and cost of the applicant entity.

E. No Deviations:

- (a) EOIs containing any deviations from provisions in the invitation of EOI will be considered as non-responsive and such EOIs shall not be considered for evaluation.
 - (b) Entities should submit cover letter at the time of submission of EOIs confirming that the stipulation of all the clauses of EOI are acceptable to them and they have not taken any deviation. In the absence of such cover letter, the EOI is liable to be rejected.
 - (c) Completeness of EOI is an important part of the evaluation and selection process; the entities must ensure that the expressed EOI is prepared in line with invitation of EOI including instructions to Entities. The EOI quality will reflect the entities' capabilities and interest. In case required, SCTL shall invite the entities for presenting the capability and experience and hence should be supported with proper relevant case.
- F. The entity shall submit the response which shall remain valid up to one hundred and eighty (180) days from the EOI Due Date ("EOI Validity Period"). The SCTL reserves the right to reject any response, which does not meet the validity requirement. SCTL may solicit the entities consent for extension of the period of validity of the EOI. The request and the response in this regard shall be in writing. In the event any entity refuses to extend its EOI validity as requested by SCTL, SCTL shall terminate processing of such entities' responses. An entity accepting SCTL request for validity extension shall not be permitted to modify its response.
- G. The entities shall be responsible for all the costs associated with the preparation of the response and participation in discussions and finalization and execution of the documents related with this EOI, SCTL shall not be responsible in any way for such costs, regardless of the conduct or outcome of this short-listing/ selection process.
- H. The responses to the EOI shall be opened as per the time schedule provided and will be communicated to the entities via e-mail or through publication on the website. In the event of any of above dates falling on a day which is not a working day, or which is a public holiday, the responses shall be opened on the next working day at the same venue and time.
- I. The entity should not have been blacklisted or barred by any government entity in India or abroad or any of its agencies, companies, organizations, autonomous organizations etc. as the case may be. The applicant entity shall provide an undertaking in this regard.
- J. The entities undertake to hold in confidence this EOI and any document related or pursuant to this EOI and not to disclose the terms and conditions of the transaction contemplated hereby to third parties, except:

- i To their professional advisors;
- ii To their officers, contractors, employees, agents or representatives, financiers, who need to have access to such information for the proper performance of their activities;
- iii Disclosures required under applicable Law, without the prior written consent of the other parties of the concerned agreements.

K. Selection Criteria for next stage of bidding process:

- (a) The applicant shall be shortlisted on the basis of the eligibility criteria as mentioned in this EOI and selection criteria of the SCTL.
- (b) Only shortlisted entities as per the criteria of the SCTL shall be selected for next round of bidding i.e. issuance of RFP. Such entities shall be informed through email or publication on the e-procurement website. The entities shall be selected based on ranking against the criteria as in A(1).
- (c) For the purpose of this EOI, all members of a consortium or JV should meet all the criteria together. There will no exemption to any member of a consortium on positive net profit, net worth, solvency and banking arrangements. All members of the consortium shall have to provide a declaration signed by their CA, their authorized representative and signed by the authorized signatory for the consortium.
- (d) Not more than 3 members in a consortium shall be allowed.
- (e) Any entity submitting more than application either as part of a sole applicant or part of a consortium shall also cause disqualification of that consortium or sole applicant. The submission as sub-contractor shall also be considered for this purpose.
- (f) The entities could partner with a sub-contractor for enhancing their experience.

L. Disclaimer

- i This Expression of Interest (EOI) has been prepared by the SCTL for procuring services of a PPP partner for design, development, installation, commissioning and operating of PBS from eligible entities as per this EOI.
- ii This Expression of Interest (EOI) has been prepared by SCTL for shortlisting of entities, who meet the selection criteria at later stage i.e. RFP stage of the tender process.
- iii In submitting an expressed EOI in response to the EOI, the Entities certify that it understands, accepts and agrees to the disclaimers on this page. Nothing contained in any other provision of the EOI nor any statements made orally or in writing by any person or party shall have the effect of negating or superseding any of the disclaimers set forth herewith.

- iv The information contained in this EOI or subsequently provided to entities, verbally or in documentary or any other form by or on behalf of the SCTL or any of its employees or advisers, is provided to entities on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.
- v This EOI is not an agreement and is neither an offer nor invitation by the SCTL to the prospective Entities or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in making their offers, financial or technical proposals pursuant to this EOI. This EOI includes statements, which reflect various assumptions and assessments arrived at by the SCTL in relation to the project. Such assumptions, assessments and statements do not purport to contain all the information that each entity may require. This EOI may not be appropriate for all persons, and it is not possible for the SCTL, its employees or advisers to consider the investment objectives, technical expertise, financial situation and particular needs of each party who reads or uses this EOI. The assumptions, assessments, statements and information contained in the EOI document may not be complete, accurate, adequate or correct. Each entity should, therefore, 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 this EOI and obtain independent advice from appropriate sources.
- vi Information provided in this EOI to the entity(ies) 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. The SCTL accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.
- vii The SCTL, its employees and advisers make no representation or warranty and shall have no liability to any person, including any applicant or entity 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 this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the EOI and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI or arising in any way for participation in this stage.
- viii The SCTL also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any entity upon the statements contained in this EOI.

- ix The SCTL 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 this EOI. The issue of this EOI does not imply that the SCTL is bound to select an entity or to appoint the selected entity as the case may be, for the project and SCTL reserves the right to reject all or any of the entities or EOI without assigning any reason whatsoever.
 - x The entity shall bear all its costs associated with or relating to the preparation and submission of its EOI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by SCTL or any other costs incurred in connection with or relating to its EOI. All such costs and expenses will remain with the entity and SCTL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an entity in preparation or submission of the EOI, regardless of the conduct or outcome of the EOI or subsequent process.
 - xi By submitting this EOI, the applicant acknowledges and accept that the SCTL reserves the right to issue RFP to only shortlisted entities and as per terms and conditions as stipulated therein RFP.
- M. Only those entities shortlisted in the EOI round may be considered for next stage of bidding round i.e. RFP stage.
- N. Interested entities should submit 'Expression Of Interest' online only signed by their authorized representative and sealed with their common seal along with power of attorney to bind the entity for EOI and subsequent bidding process including a cover including no deviation superscripted as "Expression of Interest for the [Name of EOI] " in one original and one copy addressed to the Chief Executive Officer, Smart City Thiruvananthapuram Limited, 4thFloor, Annexe Building, Thiruvananthapuram Municipal Corporation, Vikas Bhavan, Kerala – 695 033, India, Tel: +91-471 -2339944, E-mail: tenders.sctl@gmail.com, through online submission mode at the designated website as mentioned in this EOI by 1600 Hrs IST of the December 18, 2018.

Signature of the Authority

Seals

For and on behalf of

Chief Executive Officer

Smart City Thiruvananthapuram Limited