



**EXPRESSION OF INTEREST FOR DEVELOPMENT OF
LOGISTICS PARK AT IGC, PATHANKOT**

Government of Punjab



Punjab Small Industries & Export Corporation Limited

18, Himalya Marg, Udyog Bhawan

Sector-17/A, Chandigarh-160 017

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1. Disclaimer

Punjab Small Industries & Export Corporation Limited (PSIEC) has prepared this document to give interested parties background information on the project. PSIEC has taken due care in the preparation of information contained herein and believes it to be accurate, however, neither PSIEC nor any of its authorities or agencies nor any of their respective officers, employees, agents, or advisors gives any warranty or make any representations, express or implied, as to the completeness or accuracy of the information contained in this document or any information which may be provided in connection therewith.

The information is not intended to be exhaustive. Interested parties are required to make their own inquiries, at their own cost, and respondents will be required to confirm in writing that they have done so, and they do not rely on the information provided in the EOI document in submitting their response.

PSIEC reserves the right not to proceed with the project, to alter the timetable reflected in this document or to change the process or procedure to be applied for selection. It also reserves the right to decline to discuss the Project further with any party expressing interest.

No reimbursement of cost of any type whatsoever will be paid to persons, or entities, expressing interest in the project.

2. Data Sheet

S.No	Particulars	Details
1	Date of availability	15/03/2022, 03:00 PM onwards
2	Submission of Pre-Response Queries	23/03/2022 by 03:00 PM
3	Pre-Response Meeting	28/03/2022 at 03:00 PM
4	Office Address for Pre-Response Meeting	3 rd Floor, Punjab Small Industries & Export Corporation Limited 18, Himalya Marg, Udyog Bhawan Sector-17/A, Chandigarh-160 017
5	Response to Pre-Response Queries	5/04/2022 by 05:00 PM
6	Submission of EOI	18/04/2022 by 03:00 PM
7	Contact Details	Sh. J.S Bhatia Chief Technical Consultant, PSIEC Contact No: 0172-2728109 Email ID: osdpsiec@gmail.com
8	Method of Selection	As specified in the document

3. Introduction

Logistics sector is recognized as one of the thrust sectors as per Industrial and Business Development Policy, 2017. The State recognizes the enormous potential in the sector and will provide necessary modern infrastructure, technology and ecosystem which will facilitate the State of Punjab in becoming favourite destination for warehousing and logistic sector in country.

To boost the logistics sector, PSIEC has developed Industrial Growth Centre (IGC) Pathankot, spreading over an area of around 400 acres in the year 1997. Due to its strategic location and connectivity with the highway road network, IGC, Pathankot has been identified as a great potential to become a logistics hub. To further this, a land parcel measuring approximately 45.42 acres has been carved out in IGC, Pathankot to set up **Logistics Park**. Incentive as per Punjab Industrial & Business Development Policy, 2017 would be applicable.

In this regard, it is envisaged that the earmarked area of 45.42 acres would be auctioned through an open, competitive, e-auction process or would be developed through Public Private Partnership mode. All No-Objection Certificates for the construction of logistics parks shall be the responsibility of the respondent and freedom to survey the land shall be permitted by PSIEC.

The layout of the land has been annexed below.

4. Who Should Respond

- a. PSIEC would welcome response to the EOI from:
 - Logistics/3PL/4PL service producers
 - Warehousing Developers and Operators
 - Freight Forwarders/Shipping Lines
 - Container Logistics Service Providers including Private Container Operators
 - Bulk Commodity Consolidators and Transporters
 - Integrated Logistics Players
 - Industrial Park Developers
- b. The respondent can be a Single Entity or Consortium. In case the respondent is a Consortium, it should comply with the following additional requirements:
 - Number of members in a Consortium should be limited to 3 (three) members
 - The Application should contain the information required for each member of the Consortium
 - Members of the Consortium shall nominate one member as the lead member (the “Lead Member”), who shall have an equity share of at least 51% in the Consortium.
 - The Lead Member should mandatorily have minimum of 5 years’ experience in developing industrial parks/ logistics parks (including but not limited to ICDs, CFSs, PFTs, MMLPs, custom-bonded warehousing)
 - Members of the Consortium shall enter into formal understanding vide a Joint Bidding Agreement for the purpose of making the Application for the project.

Please note that change in composition of Consortium shall not be permitted by the Authority during the qualification stage

5. Selection Criteria

The respondent shall submit the EOI for evaluation with the following criteria.

- a. The respondent should be a Legal Entity i.e., Sole Proprietorship/Private Limited/ Limited Company/ PSU / Partnership firm/ LLP/ operational for the last 10 Years.
- b. The respondent should have a minimum of 5 years’ experience in developing industrial parks/ logistics parks (including but not limited to ICDs/ CFSs/ PFTs/ MMLPs/ custom-bonded warehousing).

- c. The average annual turnover for the last three Financial Years must be INR 100 Crore. The financial turnover of the Lead Member will be reckoned in case the response is on behalf on a Consortium.
- d. The respondent / Lead Member of Consortium should have positive net worth.

6. How to Respond

- a. The response to EOI shall be enclosed in a separate sealed envelope and marked as **“Expression of Interest for Development of Logistic Parks”**.
- b. The EOI should be submitted in the format given at Form 1. The proposal should be accompanied with a statement of relevant financial information pertaining to the audited annual accounts of the respondent for the last three years.
- c. The EOI should be submitted with a brief statement on the broad strategic intent (Form 2)
- d. The language for submission of document shall be English. In case of any other language, English translation must be enclosed.
- e. Any item of letter of response, which is not applicable to the respondent, should be written as **Not Applicable**.
- f. All costs incurred by respondents in connection with the EOI shall be borne by respondents themselves.
- g. The designated authority for clarification and submission of proposal is:

Sh. J.S Bhatia, Chief Technical Consultant, PSIEC

Contact No: 0172-2728109

Email ID: osdpsiec@gmail.com

- h. Respondents may seek any clarifications, if any, in writing by e-mail at the above-mentioned address before the date mentioned in the Data Sheet. The pre-bid queries must be sent in the following format.

S.No	Reference No/Clause.	Description	Corresponding page number in EOI	Particulars of Query

- i. Last date for submission of completed EOI is 18/04/2022 by 03:00 PM at the abovementioned address.
- j. In case the respondent intends to give additional information for which specified space in the given format is not sufficient, it may be furnished in a separate sheet. Such information is to be given only if it is salient and directly pertinent to the EOI.
- k. All the pages of the EOI and Annexure should be signed, and the authorized signatory should countersign corrections and over writings.
- l. PSIEC reserves the right to cross check and confirm the information/details furnished by the respondents in response to this EOI.
- m. Mere fact of responding to the EOI, however, shall not confer any right on the parties to preferential treatment. All the information submitted by the party through EOI will be kept as strictly confidential by PSIEC and will not be shared with any other party.
- n. PSIEC reserves the right to use information received in the replies to EOI for further development of the project.

7. Respondent Responsibility

It is expressly clarified that before submitting the EOI, the respondent must have carefully examined the contents of all the documents. Any failure to comply to do so will be at the respondent's risk.

8. Amendment

PSIEC may modify the EOI by issuing an addendum before last date of submission of the Application. Any addendum thus issued shall be part of EOI and shall be posted on the website. Participants desirous of getting notified of such corrigendum/addendum through email may send such request through email to osdpsiec@gmail.com.

To give respondents reasonable time in which to take addendum into account in preparing their application, PSIEC may extend the last date of submission of EOI

9. Signature and Submission

All the responses must be submitted, duly signed by the Authorized Signatory under the Letter of Response, the format for which is provided at Form 1 of this document. The signed proposal along with all the documentary evidence required of technical and financial capability and with all the Annexure filled and signed must be submitted on or before the prescribed date and time for the submission of EOI in this document.

10. Disqualification

PSIEC would like to caution that respondents shall be ineligible to bid for or participate in the development of logistics park (at the subsequent stage) in the following cases:

- a. In regard to matters relating to the security and integrity of the country, any charge sheet by an agency of the Government / conviction by a Court of Law for an offence committed by the company or against any sister concern would result in disqualification.
- b. In regard to matters other than the security and integrity of the country, any conviction by a Court of Law or indictment / adverse order by a regulatory authority against the company or against any sister concern which relates to a grave offence or would constitute disqualification.

Form 1: Letter of Response

(The details to be furnished by individual respondent and by each member of Consortium)

To

(Name)

Subject: Response to EOI for Development of Logistics Park

Dear Sir/Madam

We, the undersigned, offer the following information in response to the Expression of Interest sought by you vide the EOI Reference No. _____, dated _____.

- a. We are duly authorized to represent and act on behalf of _____
(hereinafter the “respondent”)
- b. We have examined and have no reservations to the EOI document including Addenda No(s) _____.
- c. We are attaching with this letter, the copies of original documents defining:
 - the respondent’s legal status;
 - its principal place of business;
 - its place of incorporation (if respondents are corporations); or its place of registration (if respondents are cooperative institutions, partnerships, or individually owned firms);
 - Financial statements of last three financial years (2018-19, 2019-20, 2020-21), clearly indicating the financial turn over and net worth. This needs to be certified from the Statutory Auditor/CA;
 - A statement of the locations where similar investments has been made;
 - A brief statement on the broad strategic intent.
- d. We shall assist PSIEC and/or its authorized representatives to obtain further clarification from us, if needed.
- e. PSIEC and/or its authorized representatives may contact the following nodal persons for further information on any aspects of the response:

Name	Address	Contact No.	Email
Contact 1			
Contact 2			

- f. This application is made in the full understanding that:
- Information furnished in response to EOI shall be used confidentially by PSIEC for the purpose of development of the project.
 - PSIEC reserves the right to reject or accept any or all applications, cancel the EOI and subsequent bidding process without any obligation to inform the respondent about the grounds of same

- g. We certify that our turnover and net worth is as under:

Financial Year	Turn Over	Net Worth
2018-19		
2019-20		
2020-21		

- h. The undersigned declare that the statements made, and the information provided in the duly completed application are complete, true, and correct in every detail. We also understand that in the event of any information furnished by us being found later on to be incorrect or any material information having been suppressed, PSIEC may delete our name from the list of qualified Respondents.

Name

Signature

Date

Form 2: Details of Strategic Intent

(Please provide details for S.No. 2 & 3 using separate sheets)

S.No	Particulars
1	Proposed mode of development (please tick) <input type="checkbox"/> Public-Private Partnership <input type="checkbox"/> Freehold <input type="checkbox"/> Lease hold
2	Proposed facilities to be developed along with tentative cost in INR Crores
3	Proposed development plan along with land earmarked for proposed facilities
4	Proposed technologies/ advanced technologies to be introduced
5	Proposed Employment Direct: Indirect:

Form 3: Experience Details

(These details shall be furnished by individual respondent and by each member of Consortium with necessary supporting documents)

Respondent	Name of Applicant			
Years of Experience in logistics sector				
Experience in developing logistics parks in last five years (including but not limited to ICDs, CFSs, PFTs, MMLPs etc.)				
Operations in India & key clients (Years / name of key clients with address)	Name	Country	Duration	Year
Services Provided by the respondent in last 5 years				
Storage & Warehousing				
Cargo Consolidation				
Freight Forwarding				
First and Last Mile Delivery				
Construction of logistics infrastructure				
Packaging				
Cross Docking				
Others (Please mention)				
Experience with Railway Operations				
Geographical Presence				
All operational freight terminals and logistics parks				
Land & Location:				
Land already owned/leased/identified/developed by respondent (area in acres)				
Investment Capabilities				
Infrastructure assets (owned/leased) at currently operational logistics parks/facilities (in INR crores)				

Form 4: Letter of Association for forming Consortium

(on the letterhead / printed stationary of the company)

To

Subject: Letter of Association for Expression of Interest for Development of Logistics Park at IGC, Pathankot

Dear Sir,

We would like to herby confirm that, we, < Company name>, have agreed to associate with [name of the lead firm] to provide all necessary service for Expression of Interest for Development of Logistics Park at IGC, Pathankot.

In this association, [Name of the Lead Firm] will be the lead firm for providing service for the project. Shall [Name of the Lead Firm] be selected, we shall extend our fullest cooperation for the successfully implementation of this project. We also authorize [Name of the Authorize person from lead firm, designation] with [Name of the Lead Firm] to sign this proposal on behalf of [Name of the firm].

Thanking You,

Yours sincerely,

Name

Designation