

## NOTICE INVITING EXPRESSION OF INTEREST



EOI No.: 2022/RITES/Expotech/BD/Professional Services/Malawi

**Request for Expression of Interest for selection of professional Entity for Provision of Marketing and pre award activities for all Consultancy / EPC / Supply / Works Contract in Railways / Transportation / Infrastructure sectors, eg. Port, Highway, Building Airport, Supply of Rolling Stock, Construction works of Railways, Railway Electrification, Signaling & Telecommunication, Metro Railway Systems, Inland Container Depots (ICDs) and Private Freight Terminals (PFTs) etc. for the business of which RITES may be interested in Malawi. Also tracking the new tenders issued in Malawi, timely intimation to RITES, purchase of Tender documents, discussing and negotiating technical / commercial terms and conditions with the client, printing and compilation of RITES' offer, providing support for preparation / submission and release of EMD, follow up with client for release of letter of award etc. will be in the Scope of professional Entity.**

**December, 2022**

**No. 2022/RITES/Expotech/BD/Malawi/Professional Services**

**Date: 28.12.2022**

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1. RITES Limited, a Govt. of India Undertaking, is looking for potential firms based at Malawi, to work as professional Entity with RITES, who are interested and capable of undertaking assignments for reputed Clients at Malawi for the sectors of which RITES maybe interested in Malawi.
2. RITES Ltd. as multi-disciplinary total transport, Infrastructure, and related technologies Engineering Consultancy Organization, provides a comprehensive array of services under a single roof and believes in transfer of technology to Clients. RITES Ltd. has developed excellent capabilities for taking up consultancy assignments and recognized as one of the leading Transportation Consultants in the World. RITES Ltd. has a standing of more than four decades of operational experience in the 55 countries of Africa, Asia, Middle East and Latin America for foreign National Governments, International Financial Institutions, Ministries and other Apex Organizations.

**3. SERVICE SPECTRUM**

**3.1 Sector – Export & leasing of Railway Rolling Stock**

- Supply and commissioning of locomotives (Diesel and Electric) and rolling stock i.e. Passenger Coaches, Freight Stock (Wagons), Diesel Electric Train sets (DEMUS), Tourist Trains, etc. designed and customized to the requirement of clients.
- Rehabilitation/ upgrade of rolling stock
- Supply, installation, commissioning of machinery & plant for railway maintenance facilities
- Supply of maintenance equipment for P-Way & other railway infrastructure
- Consultancy/turnkey execution for upgrading rolling stock maintenance facilities
- Leasing of locomotives and provision of expert technical services
- Technical assistance and feasibility study, detailed planning and techno-economic analysis for optimizing investment decisions in rolling stock maintenance
- Consultancy in operation, maintenance of rolling stock and training

**3.2 Railway Infrastructure Studies and Upgradation/Rehabilitation of Existing Railway Systems.**

RITES has state-of-the-art facility, expertise and experience in the field of Feasibility Studies, Preliminary Engineering-cum-Traffic Studies, Final Location Surveys, Detailed Project Reports and Detailed Engineering of Conventional Railways, High-Speed Railways and Dedicated Freight

Railways, using state-of-the-art surveying and optimization technologies such as Aerial LiDAR survey, Quantum Alignment Optimization software, Bentley Rail Design and Concept Station software, etc.

- Feasibility Studies
- Preliminary Engineering-cum-Traffic Studies
- Front End Engineering and Design (FEED)/ Detailed Project Report (DPR)
- Detailed Engineering Studies
- Integrated design services and technical support for new railway projects.
- Rail capacity augmentation works like doubling, Third line, Development of Operations and Maintenance facilities.
- Rehabilitation / Reconstruction of existing track

### **3.3 Signal & Telecommunications**

The Signal and Telecom Department of RITES has a versatile team of experienced engineers and experts to provide appropriate and cost-effective services to a wide range of signaling and telecommunication requirements of user agencies in railway and non-railway sectors (power, coal, cement, steel plants and refineries).

- Field survey and data collection
- Preparation of feasibility studies
- Supervisory control and data acquisition (SCADA)
- Smart city solutions
- Drone-based services
- Installation of Data Logger and aggregation at command control office
- Modern Signaling, Interlocking & train control systems
- Design of Panel Interlocking/Route Relay Interlocking/ Electronic Interlocking
- Design of Multi Access Colour Light Signals (MACLS) for enhancing line capacity over saturated rail section
- Train Occupancy & Clearance Detection
- Optical fiber communication networks
- Mobile train radio communication (GSM-R)
- Intelligent highway traffic management system

### **3.4 Urban Infrastructure**

- Detailed Engineering Studies and preparation of Detailed Project Reports (DPRs)
- Detailed Design and Project Management, including Construction Supervision of Mass Rapid Transit System (MRTS) projects.
- Transport planning & policy at city, regional and national levels.
- Comprehensive Traffic and Transport Studies and Transport Master plan.
- Integrated Multi-Modal Mass Rapid Transport Planning.
- Bus system planning and design.
- Transit Oriented Development Studies.
- Environmental & Social Impact Assessment Studies

### **3.5 Highway Engineering**

RITES provides comprehensive road transport consultancy services covering all aspects of conceptual, preliminary & detailed design proof checking of design and drawings, construction supervision, authority's engineer and independent engineer services, project management services, external technical audit, third party inspection/quality assurance, safety audit, operation and maintenance of expressways, highways, feeder/rural roads, long bridges/viaducts, skywalk and tunnels, maintenance planning/management of road networks, strategic planning for improvement/ upgrading of road system.

### **3.6 Bridge Engineering**

The Bridge consultancy is handled by a multi-disciplinary group consisting of transport planners, surveyors, geologist, geotechnical experts, hydrological & hydraulic experts, traffic experts, bridge engineers, quantity surveyors, economists, construction managers, and computer professionals. The team provides services from concept to commissioning involving planning, investigation, design, bid management and designer support during construction for new as well as rehabilitation of rail bridges, rail-cum-road bridges, road over/under bridges, approach structures like rail/road viaduct, suspension, cable-stayed & extra-dosed bridges on various modes of operation, including PPP & EPC etc. It also provides consultancy for River Engineering works involving Hydraulic Model Study, design of river training & protection measures.

### **3.7 Tunnel Engineering**

- Route selection and Alignment Studies
- Prefeasibility & Feasibility Studies
- Detailed Engineering, including Topographical Surveys, Geological and Geotechnical Studies
- Detailed Design Consultancy, including design and drawings, technical specifications & BOQ
- Expert Engineering Services, including supervision during construction
- Instrumentation & Rehabilitation Studies
- Slope Stability Analysis

### **3.8 Airport Engineering**

- Master planning, site selection & obstruction surveys
- Air traffic surveys, demand assessment & forecasting
- Project Feasibility Studies, Detailed Project Reports, EIA
- Design and construction management of passenger terminals, cargo terminals, hangars, workshops and maintenance facilities
- Design and construction management of airport pavements, control tower, technical and operational buildings
- ATC systems design, communication and navigational aids, visual ground aids
- Non-destructive evaluation of airfield pavement using 'HWD'
- Design of heliports and allied infrastructure
- Design and PMC for Development of Land ports

### **3.9 Electrical Engineering**

RITES provides consultancy services for Preliminary Engineering and Traffic Study(PETS), pre-feasibility, feasibility, Detailed Project Report(DPR), Detailed Engineering(DE), project

management, stage-to-construction supervision and commissioning of railway electrification, sub-station, grid sub-station, building electrification, HVAC & fire alarm system, E&M work, escalators & elevators, DG sets, rural electrification, solar modules photo voltaic system, quality assurance and surveillance inspections in the field of railway electrification and electric substations, building electrification, air conditioning, illumination systems, installation of lifts and preparation of operation & maintenance manual etc. RITES team of specialists and its well-developed computer-aided design center with unique software packages render comprehensive services and endeavor to enter new area designs of high-speed lines. RITES is doing railway electrification work of around 1200 km track, including siding, but also main line electrification works.

### **3.10 Industrial Engineering and Ropeway:**

- Concept to commissioning services for setting up of Railway Workshops & other Industrial Units including Civil/Electrical works and Machinery & Equipment
- Preparation of Techno-economic Feasibility Study Reports and Detailed Project Reports
- Detailed Design/Engineering Services, including preparation of Cost Estimates
- Undertaking productivity improvement studies and their implementation
- Process streamlining, layout planning and work station design
- Transaction Advisory and Bid Process Management services for PPP/JV projects

### **3.11 Ports & Water Resources Engineering**

#### **Ports and Harbour Sector**

- Port Location Studies, Port Planning & Harbour Engineering
- Dredging and reclamation, Navigational systems
- Port Connectivity (Rail / Road / Waterway)
- Breakwaters & Model studies for port development, CRZ and EIA studies
- Berthing structures
- Material handling systems, port utilities, traffic studies, cost benefit analysis & project viability
- Advisory services for privatization, project management & independent engineer services

#### **Inland Water Transport (IWT) Sector**

- System planning, River engineering, Hydrographic surveys and investigations
- River terminals, Training works & River management studies
- Traffic and transport economics, financial analysis & EIA studies

#### **Water Resources Engineering Sector**

- Reservoir capacity studies, Flood mitigation studies
- Design of intake structures, dredging and shore disposal studies

### **3.12 Quality Assurance**

- Third-party inspection of material in India and abroad
- Stage inspection/in-process inspection of material
- Vendor capacity and capability assessment
- Surveillance audit of vendor and products
- Witnessing of energy efficiency tests of equipment in certified test labs
- Development of Quality Assurance Plans(QAPs)

- Quality Audit of process and systems
  - Independent Agency for Monitoring and Evaluation (IAME) for Energy Efficiency Standard and Star Labeling Program for consumer durables and other electrical equipments
  - Independent Review and Monitoring Agency (IRMA) for Infrastructure Project
4. There are a number of activities that are required to be carried out before the award of contract and are in fact important from business development point of view. These activities typically include keeping track of the tenders issued in Malawi Railway systems from time to time, timely intimation to RITES, purchase of tender documents, discussing and negotiating technical / commercial terms and conditions with the client, printing & compilation of RITES' offer, providing support for preparation / submission of EMD (including release of EMD in case RITES' bid is not successful), follow up with client for release of letter of award etc., in case RITES' bid is successful. Besides, pre-award activities, such an agency can also help RITES in carrying out marketing activities such as submission of introductory letters / technical pamphlets, fixing up of meetings and making arrangements for presentations etc. for showcasing capabilities of RITES and Indian Railways in the area of Rolling Stock exports and related services.
  5. There is a need to engage professional entity to work as an associate with RITES for the pre-award activities.
  6. The Associate will carry out pre-award and marketing activities. For this a MoU will be signed between RITES and Professional Entity for providing pre-award & marketing services that in case the entity, through its efforts, is successful in securing an order for RITES, it would be engaged by RITES as a Professional Services provider for the post-award activities.

The selected entity would not be entitled to any payment for the pre-award services except for the actual expenses undertaken by it for pre-award activities such as for purchase of contract document, printing cost, courier charges etc. and same would be reimbursed based on prior authorisation by RITES and against submission of actual bills.

7. After the selected agency has been instrumental in getting the contract awarded to RITES by the Client, an agreement for provision of post award services by the entity covering the fee payable and the financial terms and conditions would be signed, which would take into account the terms and conditions and the prices at which the contract is signed with the Client.

For executing orders for export of Rolling Stock, RITES undertakes sourcing of Rolling Stock from Indian Railways' Production Units / Zonal Railway workshops, duly customized to foreign client's requirement. Besides RITES also undertakes activities such as shipment to destination, commissioning as also after-sales services at site for the warranty period, normally ranging from two to three years. RITES also provides related services including technical assistance, maintenance support, facilities planning, workshop upgradation and training etc.

There are a large number of activities related to pre-shipment, post-shipment and during the warranty periods requiring close coordination on regular basis with various local agencies at client country relating to overseas contracts, a need to have a mechanism in place for undertaking these activities has always been felt.

8. Kindly give all your relevant technical and financial details to assess your suitability for engagement as a local professional entity as required below:-
  - a. **Certificate of Identity/Registration/Incorporation of the firm registered in Malawi.**

- b. Profile, work experience, resources available of the firm registered in Malawi.
- c. Financial background, bank details, tax details etc. of the firm registered in Malawi i.e. Tax Registration Certificate, Audited Financial Statement of last three (3) years, Bank Mandate, Bank Statement for last six (6) months.
- d. Other relevant inputs like feedback from the client, Government agencies etc. of the firm registered in Malawi.
- e. Any other information deemed fit for the subject EOI.

Your reply offer may be sent at the earliest and not later than 22.04.24 on the email ID. [ed.exp@rites.com](mailto:ed.exp@rites.com); [lalit.61283@rites.com](mailto:lalit.61283@rites.com); [ramavatar@rites.com](mailto:ramavatar@rites.com);