

# VISAKHAPATNAM PORT AUTHORITY

## ENGINEERING DEPARTMENT

### INVITATION OF EXPRESSION OF INTEREST (EOI) FOR OPERATION, MANAGEMENT AND MAINTENANCE OF CRUISE TERMINAL AT VISAKHAPATNAM PORT AUTHORITY



## **Brief about Expression of Interest**

<b>Name of the project</b>	Operation, Management and Maintenance of Cruise Terminal at Visakhapatnam Port Authority
<b>Name of Authority</b>	Visakhapatnam Port Authority (VPA)
<b>Objective of EoI</b>	<ol style="list-style-type: none"><li>1. Promote cruise tourism by attracting cruise vessels and passengers to Visakhapatnam Port</li><li>2. Encourage private sector participation in the operation and maintenance of the Cruise Terminal</li></ol>
<b>Last date of Submission</b>	19.12.2023
<b>Cruise Terminal visit</b>	08.12.2023 at 1100 Hrs.
<b>Pre-EOI conference</b>	08.12.2023 at 1500 Hrs.
<b>Last date &amp; time for EOI Submission</b>	19.12.2023
<b>Contact</b>	<p>Shri. M. Hariya – Chief Engineer (i/c) e-mail: m.hariya@shipping.gov.in Land line: 0891-287 3333</p> <p>Shri. A.C. Vikash – Superintending Engineer e-mail: ac.vikash@vpt.shipping.gov.in Land line: 0891-287 3332 Mobile: 9742501353</p>

## **About Visakhapatnam Port Authority**

The Visakhapatnam Port Authority (VPA), formed in 1933, governed by the Major Port Authorities Act, 2021 is an autonomous body that manages and operates the Visakhapatnam Port (one of the 13 major-ports of India), located in Visakhapatnam, Andhra Pradesh, India. It is responsible for the development, maintenance, and regulation of the port's activities, including the handling of cargo and the provision of infrastructure and facilities for shipping services. In addition to the cargo and logistics aspect, it is also responsible for the operation, management and maintenance of the cruise terminal at the port.

## **Objective of Expression of Interest**

As per the Cruise Lines International Association (CLIA), there has been a significant increase of 325% from 2021 to 2022 in cruise tourists worldwide and is forecasted to grow further. The Indian cruise industry, though in its nascent stage, is growing at over 3-5% due to multiple government interventions in the last 3 years. As per the Maritime Vision 2030, the Indian cruise market has the potential to increase by 8X driven by rising demand and disposable incomes, over the next decade.

With the advent of cruise tourism in the country, VPA has developed dedicated infrastructure for cruise ships and related facilities with the object to promote cruise tourism. This cruise terminal will attract cruise vessels and passengers to the Vishakhapatnam Port. The Port is well connected to the various important cities and towns of the hinterland tourist spot.

In order to capitalize on the key attractions of the region and its tourism potential, EOI has been invited from potential interested entities to express their interests in the Operation, Management and Maintenance of the International Cruise Terminal and promote private sector participation.

## **International Cruise Terminal at Vishakhapatnam Port**

The Visakhapatnam Cruise Terminal has state-of-the-art infrastructure with world-class amenities such as lounges, passenger gangways, restaurants, etc.

The cruise terminal at Visakhapatnam is located in the Outer Harbour region of the Port. The structure has a berth of 180 m length and can accommodate up to 330 m LOA cruise vessel with the help of two mooring dolphins on either side, the beam of the terminal is estimated to be up to 43 m and the draft of the vessel can go up to 8.8 m. The landside

part of the terminal has an approximate area of 12,660 sqm, out of which 4,580 sqm is used for the development of a state-of-the-art Cruise Terminal Building. The terminal has the capacity to handle 2,000 passengers at once.

The following is the summary of the Cruise Terminal Building and Berth:

<b>DETAILS OF TERMINAL BUILDING</b>	
Site Area	12,660 sq. m
Area of Terminal Building	4,580 sq. m
Parking Space	94 cars, 7 buses
<b>DETAILS OF BERTH</b>	
Beam	43 m
Draft of the Vessel	8.8 m
Length of Berth	180 m
LOA	330 m (4 mooring dolphins)

The detailed project facilities are furnished in **Annexure-II**.

## **Connectivity**

The port is well connected to NH-5 (Chennai-Kolkata), which provides access to Tamil Nadu and Odisha/West Bengal, through a four-lane road. The Visakhapatnam Airport is situated ~20 km away from the terminal. It is in close proximity to the Visakhapatnam Railway Station, ~4.7 km away, which serves as the city's primary railway station.

## **Tourism Potential**

The hinterland of Visakhapatnam is a tourism enthusiast's paradise with offerings such as a long coastline, numerous attractive locales, historically significant religious sites, and numerous masterpieces of architecture. These diverse tourist destinations include Cultural and Heritage Destination such as the Thotlakonda Buddhist Complex, the Submarine Museum, TU-142 (Museum); Nature-Based Destinations such as Vuda Park, Tenneti Park, Kambalakonda Eco Tourism Spot; Coast-side Destination such as RK Beach, Rushikonda Beach; and Religious Destination Kanakamahalakshmi Ammavari Temple, Kailasgiri temple, etc.



Most of the destinations are within a 20 km radius of the Visakhapatnam cruise terminal and will allow tourists to comfortably travel to-&- from the destination within the 12 hour vessel berthing period. A list of nearby tourist spots is attached in Annexure- III.

## Roles and Responsibilities

Authority's Roles and Responsibilities:

- **Provide access** of the site and terminal building to Concessionaire.
- **Provide infrastructure** fully equipped with plumbing & electrical works, mechanical equipment, furniture and fixtures.
- Assist in obtaining the required approval / permits on a best effort basis
- **Provision of capital works** before handing over to the operator
- **Marine and Port Services**
- Operate & Maintain **sea-side operations** such as dredging, pilotage etc.
- **Scheduling** the entry, berthing and sailing of the **cruise vessels**
- Maintain and Operate **Vessel Tracking and Management System (VTMS)** at the Port
- Provide for **utilities and services**, including water and power till building
- Make/ensure **payments to the Operator**, if applicable.

Operator's Roles and Responsibilities:

- **Operate, Maintain and manage the Cruise Terminal.**
- Facilities are open for cruise passengers and the public as well subject to obtaining passes.
- Provision of **Project Facilities and Services** as per the O&M agreement.
- **Undertake allowed commercial activities to generate revenue** on the Project Site with prior Authority approval viz., Restaurant, handicraft shops, duty free shops, cafeteria, ATM, Money exchange etc.
- **Establish, operate and maintain and Museum cum interpretation centre** (regarding Visakhapatnam Port History and Maritime History etc.) at the terminal of adequate size, as approved by the Authority subject to a maximum area of approximately 120 sqm.
- Incur any **additional capital expenditure** of equipment as per the requirement for successful operation of the terminal and providing amenities/facilities etc. **The tentative estimated investment would be Rs. 5.0 Cr.**
- **Repair and maintain** the Project Facilities and Services.
- Plan for **replacement of the equipment.**
- Make/ensure **payments to the Authority**, if applicable.
- Arrange for **security** on the Project Site.
- Employ qualified and skilled **manpower** required to operate the Project Facilities and Services.



- **Marketing and Promotion** of terminal including maintaining a website dedicated to the Terminal.
- Provide **immigration and customs services** to the passengers.

## Revenue Sources for the Operator

- Licensees of Commercial Built-up Area, let out under the Lease and License Agreement, in the form of the license fee, revenue share, security deposit, utility charges, and any other form of service charges;
- Share of Composite Charges, shared by Authority to the Operator specified in Bid parameter below.
- Cruise Operators, for any additional service (“Additional Services”) that the Operator may choose to provide to the Cruise Operators, and which are not already provided and/or charged by the Authority through Composite Charges or any other charges levied by the Authority from time to time. Such Additional Services shall include:

Luggage storage

Porterage

Shuttle / transport services

Utility provision (water, electricity etc.)

Crane / fork lift hire

Local tourists & travel services

Any other service or facility as approved by the Authority from time to time.

- Parking Revenue
- Advertisement rights at Project Site
- Events and other commercial activities carried out by the Operator with prior approval of the Authority.
  - Provided that, the Operator shall be responsible for fulfilling all the regulatory and statutory obligations.

## Bid Parameter

- a) In lieu of its role towards marketing and promotion of cruise tourism in the Project, the Operator shall be entitled to receive a percentage share of **Composite Charges** (which include port charges and head tax) as collected by the Authority from cruise operations in VPA. The Share of Composite Charges shall be paid to the Operator on a quarterly basis after COD.
  - (i) Presently, port charges for Cruise Ships are to be charged at \$0.085 per GRT (“Fixed Rate”) and \$6 per passenger (“Head Tax”) for the first 12 hours of stay. No other charges such as berth hire, pilotage, passenger fee, etc. will be applicable.
  - (ii) The charges are subject to change time to time as per the policy decisions of Ministry of Ports, Shipping & Waterways and the Authority. The

operator shall be eligible to receive share as per prevalent charges as notified by the Authority time to time.

- b) As part of the Commercial Proposal, the Bidder shall quote (“**Bid Variable**”) as follows:
- (i) Share of Composite Charges (“**Composite Share**”), required to be paid by the Authority to the Operator. This would be **represented as a percentage of total composite charges**
  - (ii) The Bidder who quotes the lowest percentage share shall be declared as the Lowest Bidder (“**Lowest Bidder**”).
  - (iii) Further, a Bidder may also quote a **negative percentage (“Lowest Bidder”)** based on their commercial projections from the project i.e., **composite charges to be paid by the Operator to the Authority.**

## **Invitation of EOI**

Interested applicants shall send their Expression of Interest with all the required information requested in **Annexure-I**, on or before 19.12.2023 up to 16.00 hrs by electronic mail to the Chief Engineer (i/c), Visakhapatnam Port Authority, Email: [\*\*m.hariya@vpt.shipping.gov.in\*\*](mailto:m.hariya@vpt.shipping.gov.in) or Superintending Engineer, Email: [\*\*ac.vikash@vpt.shipping.gov.in\*\*](mailto:ac.vikash@vpt.shipping.gov.in), with the subject mentioned as “*Expression of Interest for Operation, Management and Maintenance of Cruise Terminal at Visakhapatnam Port Authority*”.

## **Schedule of events:**

The Schedule of events for the EOI process is given below:

- **Release of EOI Advertisement:** 28.11.2023
- **Pre-EOI conference & Terminal visit:** 08.12.2023
- **Last date & time for EOI Submission:** 19.12.2023

## **Disclaimer**

- Nothing in the proposal shall be construed to be a commitment on the part of Visakhapatnam Port Authority (VPA). This invitation for EOI being neither an agreement nor an offer for award of work and it is not an invitation to tender.
- VPA reserves the right to accept or reject any Expression of Interest, and to annul the selection process and reject all Expression at any time, without thereby incurring any liability to the affected Companies/Service Providers.
- VPA reserves the right to annul or modify the process or issue another request for EOI at a later date without assigning any reason whatsoever.

## Annexure I

### Information and Documents to be submitted by the Applicant

#### 1. Applicant Details:

Sr. No.	Description	Details		
1.	Name of the Company submitting the proposal	<i>(Attach photocopy of Certificate of Registration along with a one page write up or brochure of the company.)</i>		
2.	Legal Status of the Company	Individual Company / Partnership Company / Joint Venture Company / Trust / Others: _____		
3.	Registered Address, telephone No., fax no. e-mail ID, website			
4.	Contact Person, Designation and address including contact no. and e-mail ID.			
5.	Organizational Profile (attach the relevant document in their support):			
a.	Existing Business activities			
b.	Names of Directors of the Board and Chairman / Chief Executive Officer, their nationality, if applicable			
6.	Financial Capability (For Past Three Completed Financial Years) (The Applicant shall submit the 'Financial Statements' for the last three financial years, as per their latest Audited Balance Sheet, Certified by the Statutory Auditor)			
		2019-20	2020-21	2021-22
a.	Net Worth			
b.	Turn Over			
7.	Technical Experience of firm	Please provide the experience of relevant similar completed Procurement Orders details.		

\*Please submit details of the Indian partner/company if the lead bidder is an international firm/Company.



## 2. Product Details:

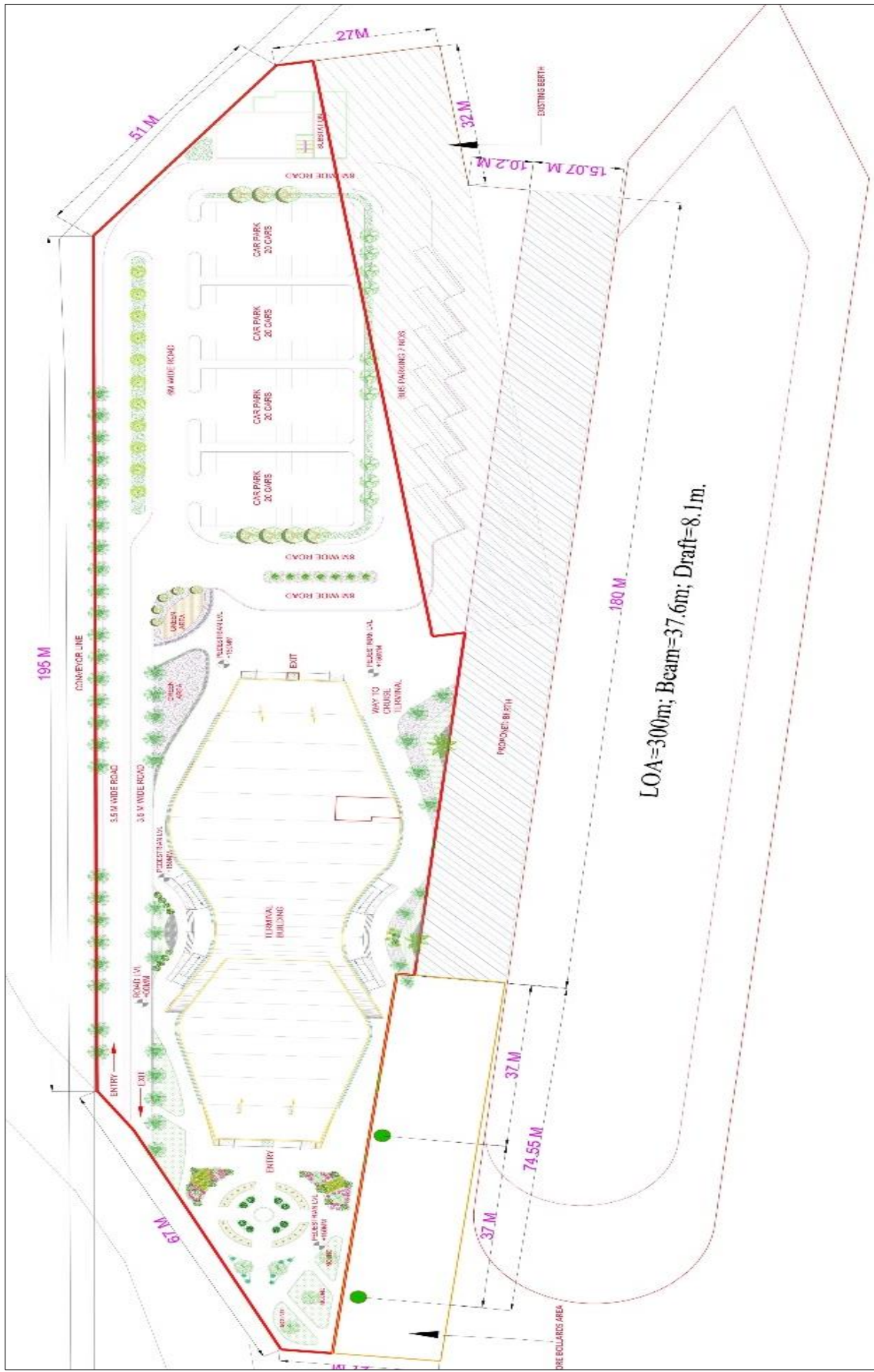
For the proposed project, interested companies/entities may send their proposal along with, but not limited to the following enclosures:

<b>Sr. No.</b>	<b>Description</b>
1.	Detailed Proposal of Applicant
2.	Details of Previous Supervision Projects undertaken by applicant
3.	Suggestions/Remarks on the Authority's proposal

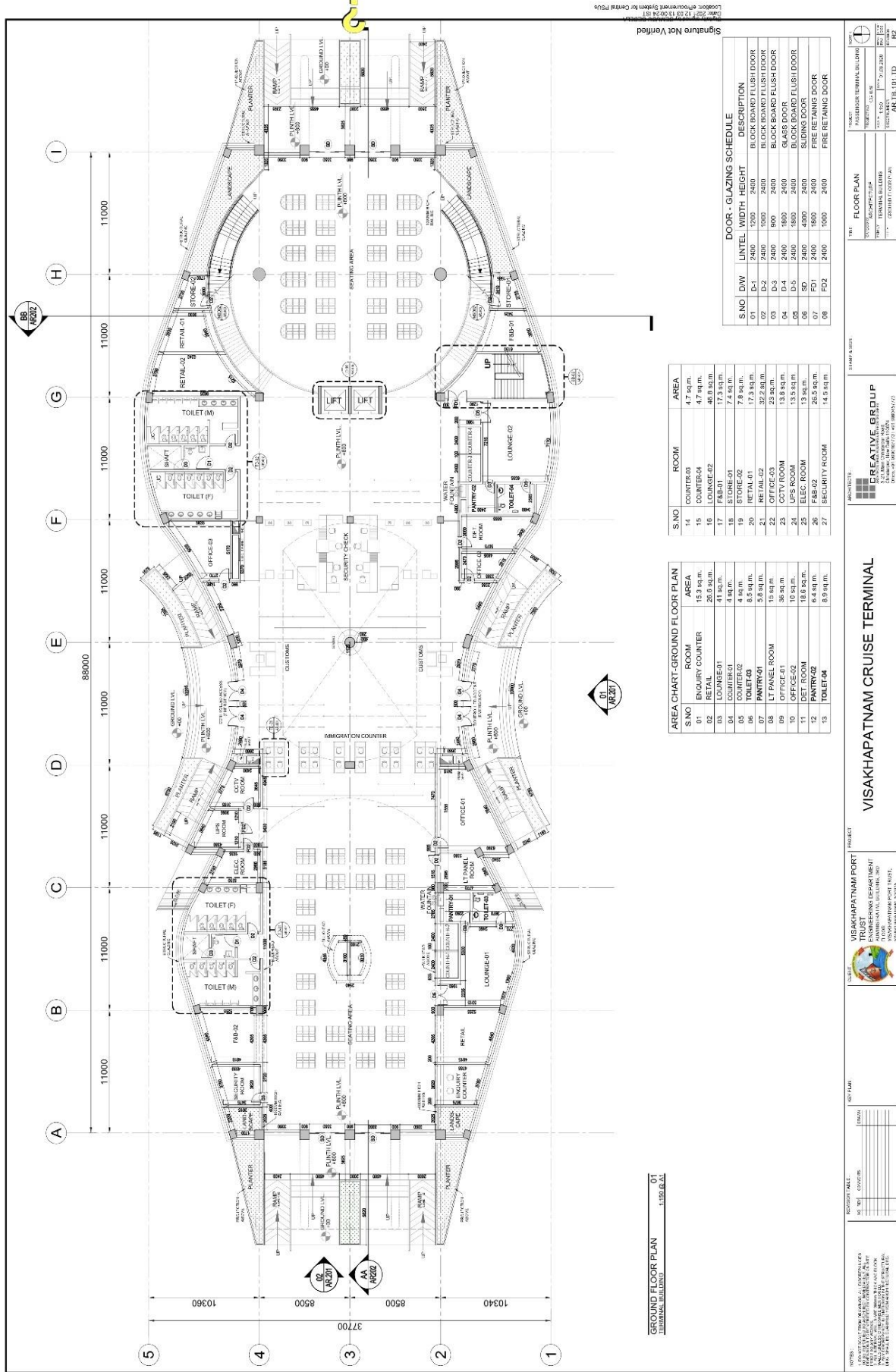
## **ANNEXURE II**

Sr. No.	Description	Details
<b>Ground Floor (Arrival &amp; Departure)</b>		
1	Seating Capacity in the waiting area	300 pax
2	Enquiry Office	1 no.
3	Security Counter	1 no.
4	Retail shop	3 nos.
5	VIP Lounge with attached toilet	2 nos.
6	Pantry	2 nos.
7	Multipurpose Counters	4 nos.
8	Immigration counters	5 cubical sets
9	Security Checks	2 nos.
10	Customs counters	2 nos.
11	Offices	3 nos.
12	Food & Beverages	2 nos.
13	Stores	2 nos.
14	Rest Room (Male & Female)	2 nos. each
15	Service Room (Outlets)	2 nos.
16	Electrical Room	1 no.
17	LT panel room	1 no.
18	Data entry room	1 no.
<b>First Floor</b>		
1	Seating Capacity in the waiting area	100 pax
2	Food & Beverages	2 nos.
3	Retail shop	1 no.
4	Services	4 nos.
5	Rest Room (Male & Female)	1 no. each
Sr. No.	Description	Details
<b>Equipment's</b>		
1	Scanning facilities	02 nos.
2	Conveyor Belt-1	02 nos.
3	Conveyor Belt-2	01 nos.
4	DFMDs	5 nos.
5	HHMDs	08 Nos
6	EVD	01 no.
7	Platforms (movable)	06 nos
8	Mass fever detecting system	02 nos.
9	Health Kiosks	02 nos.
10	Electronic Display Units (Health)	03 nos.
11	Electronic Display Units (General)	06 nos.
12	Escalator (up & down)	01 no.

# LAYOUT PLAN



# GROUND FLOOR PLAN



GROUND FLOOR PLAN  
TERMINAL BUILDING

S.NO	ROOM	AREA
14	COUNTER-03	4.7 sq.m.
15	COUNTER-04	4.7 sq.m.
16	RETAIL-02	4.7 sq.m.
17	FAB-01	12.3 sq.m.
18	STORE-01	7.4 sq.m.
19	STORE-02	7.8 sq.m.
20	RETAIL-01	17.3 sq.m.
21	RETAIL-02	32.2 sq.m.
22	OFFICE-03	29 sq.m.
23	OFFICE-04	19 sq.m.
24	OFFICE-05	13.5 sq.m.
25	ELEC. ROOM	13 sq.m.
26	FAB-02	26.5 sq.m.
27	SECURITY ROOM	14.5 sq.m.

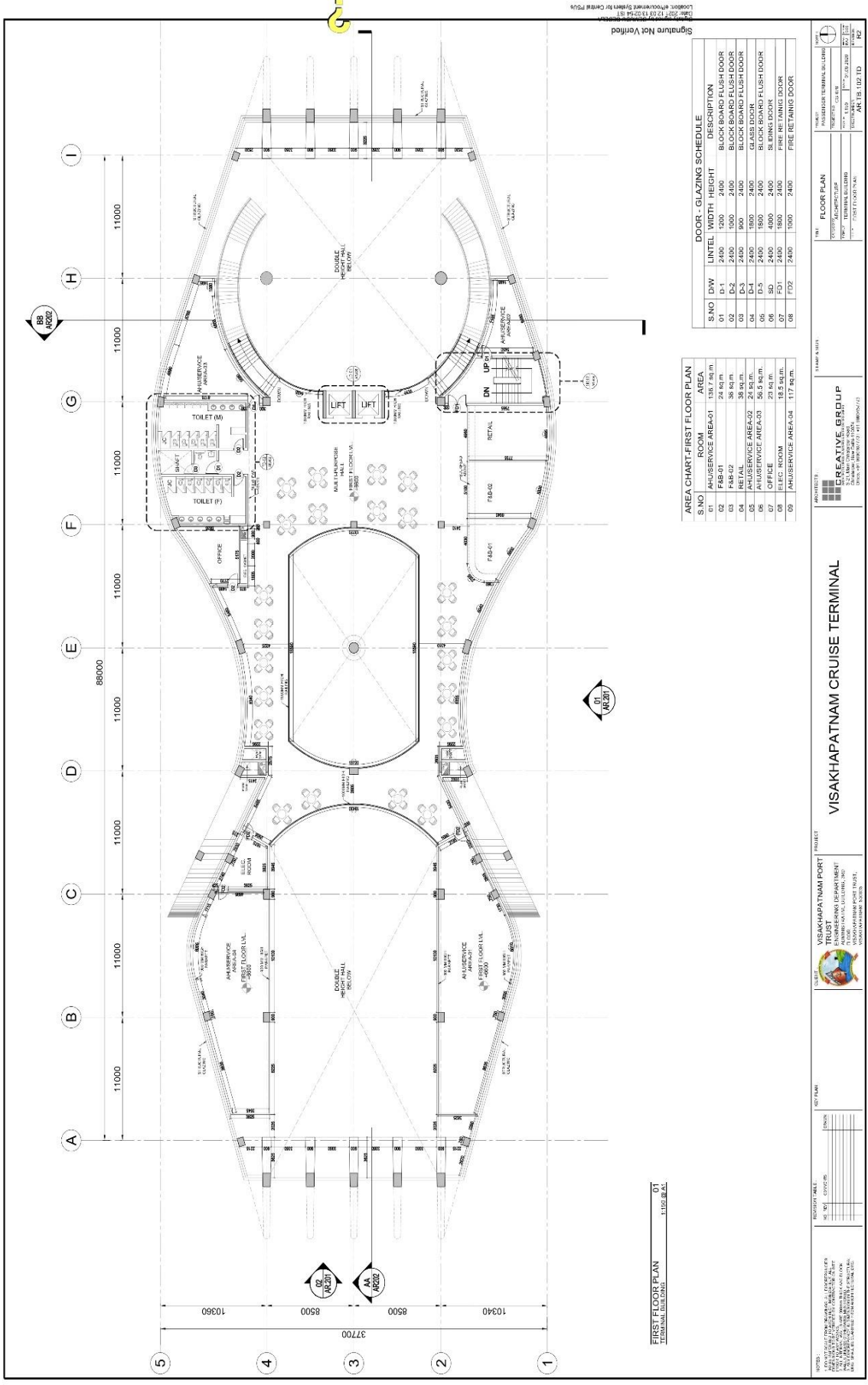
S.NO	ROOM	AREA
01	SECURITY COUNTER	15.3 sq.m.
02	RETAIL	4.7 sq.m.
03	LOUNGE-01	41.8 sq.m.
04	COUNTER-01	4.9 sq.m.
05	COUNTER-02	4.9 sq.m.
06	TOILET-03	8.5 sq.m.
07	PANTRY-01	5.5 sq.m.
08	LTPANEL ROOM	19 sq.m.
09	OFFICE-01	19 sq.m.
10	OFFICE-02	10 sq.m.
11	DSET ROOM	18.6 sq.m.
12	PANTRY-02	6.4 sq.m.
13	TOILET-04	8.9 sq.m.

S.NO	DW	LINTEL	WIDTH	HEIGHT	DESCRIPTION
01	D-1	2400	1000	2400	BLOCK BOARD FLUSH DOOR
02	D-2	2400	1000	2400	BLOCK BOARD FLUSH DOOR
03	D-3	2400	900	2400	BLOCK BOARD FLUSH DOOR
04	D-4	2400	1800	2400	GLASS DOOR
05	D-5	2400	1800	2400	GLASS DOOR
06	S0	2400	4000	2400	SLIDING DOOR
07	F01	2400	1600	2400	FIRE RETAINING DOOR
08	F02	2400	1000	2400	FIRE RETAINING DOOR

Location: Procurement System for Central PSUs  
 Date: 20/11/2024  
 Scale: 1:1000  
 Signature Not Verified

<p>PROJECT: VISAKHAPATNAM PORT TRUST ENGINEERING DEPARTMENT FLOOR PLAN DIVISION PORT TRUST, VISAKHAPATNAM</p>	<p>CLIENT: VISAKHAPATNAM PORT TRUST ENGINEERING DEPARTMENT FLOOR PLAN DIVISION PORT TRUST, VISAKHAPATNAM</p>	<p>ARCHITECT: CREATIVE GROUP                  2, 3, 4th FLOOR, THE PARK, VISAKHAPATNAM                  VISAKHAPATNAM</p>	<p>DATE: 10/11/2024</p>	<p>PROJECT: VISAKHAPATNAM PORT TRUST ENGINEERING DEPARTMENT FLOOR PLAN DIVISION PORT TRUST, VISAKHAPATNAM</p>
<p>NO. OF SHEETS: _____</p> <p>NO. OF COPIES: _____</p>		<p>DATE: 10/11/2024</p>		<p>PROJECT: VISAKHAPATNAM PORT TRUST ENGINEERING DEPARTMENT FLOOR PLAN DIVISION PORT TRUST, VISAKHAPATNAM</p>
<p>NO. OF SHEETS: _____</p> <p>NO. OF COPIES: _____</p>		<p>DATE: 10/11/2024</p>		<p>PROJECT: VISAKHAPATNAM PORT TRUST ENGINEERING DEPARTMENT FLOOR PLAN DIVISION PORT TRUST, VISAKHAPATNAM</p>

# FIRST FLOOR PLAN



FIRST FLOOR PLAN  
TERMINAL BUILDING  
1:100 R.A.L.

Signature Not Verified

DOOR - GLAZING SCHEDULE		
S.NO	DW	DESCRIPTION
01	D-1	2400 2400 BLOCK BOARD FLUSH DOOR
02	D-2	2400 1000 BLOCK BOARD FLUSH DOOR
03	D-3	2400 1800 BLOCK BOARD FLUSH DOOR
04	D-4	2400 1800 BLOCK BOARD FLUSH DOOR
05	D-5	2400 1800 BLOCK BOARD FLUSH DOOR
06	SD	2400 4000 SLIDING DOOR
07	FD1	2400 1800 FIRE RETAINING DOOR
08	FD2	2400 1500 FIRE RETAINING DOOR

AREA CHART-FIRST FLOOR PLAN		
S.NO	ROOM	AREA
01	AHUSERVICE AREA-01	1367.796 sq.m
02	FAH-01	24.84 sq.m
03	FAH-02	38.84 sq.m
04	FAH-03	24.84 sq.m
05	AHUSERVICE AREA-02	24.84 sq.m
06	AHUSERVICE AREA-03	56.5 sq.m
07	OFFICE	23.84 sq.m
08	ELEC. ROOM	19.5 sq.m
09	AHUSERVICE AREA-04	117.84 sq.m

NOTES:

1. ALL DIMENSIONS ARE IN METERS UNLESS SPECIFIED OTHERWISE.
2. ALL WALLS ARE TO BE CONCRETE WITH FINISH AS PER ARCHITECT'S INTENT.
3. ALL FLOORS ARE TO BE CONCRETE WITH FINISH AS PER ARCHITECT'S INTENT.
4. ALL DOORS ARE TO BE BLOCK BOARD FLUSH DOORS UNLESS SPECIFIED OTHERWISE.

PROJECT:

**VISAKHAPATNAM PORT TRUST**  
TRUST (RANKY DEPARTMENT)  
WARD NO. 14, LULURU, 530004  
VISAKHAPATNAM PORT TRUST,  
VISAKHAPATNAM, AP, INDIA

DATE: 11/05/2024

SCALE: 1:100 R.A.L.

PROJECT:

**VISAKHAPATNAM CRUISE TERMINAL**

DESIGNER:

**CREATIVE GROUP**  
202, MARKET STREET, 5TH FLOOR,  
VARDHANA, VISAKHAPATNAM, AP, INDIA

CLIENT:

TRUST (RANKY DEPARTMENT)  
WARD NO. 14, LULURU, 530004  
VISAKHAPATNAM PORT TRUST,  
VISAKHAPATNAM, AP, INDIA

DATE: 11/05/2024

SCALE: 1:100 R.A.L.

PROJECT:

**VISAKHAPATNAM CRUISE TERMINAL**

DESIGNER:

**CREATIVE GROUP**  
202, MARKET STREET, 5TH FLOOR,  
VARDHANA, VISAKHAPATNAM, AP, INDIA

CLIENT:

TRUST (RANKY DEPARTMENT)  
WARD NO. 14, LULURU, 530004  
VISAKHAPATNAM PORT TRUST,  
VISAKHAPATNAM, AP, INDIA



**PHOTOS OF CRUISE TERMINAL**

Visakhapatnam Cruise Terminal – Photos



Visakhapatnam Cruise Terminal – Photos





**Annexure III**  
**Tourist destinations in and around Visakhapatnam for Cruise**  
**Tourists**

Sr. No.	Destination	Type	Distance from Terminal (KM)	Domestic Tourists from 2016 - 2022	Foreign Tourists from 2016 - 2022
1	Kanakamahalakshmi Ammavari Temple	Religious	1.4	93,94,868	460
2	Water Fleet at Fishing Harbour	Coastal	1.6	1,80,337	-
3	RK Beach	Coastal	3.8	1,65,03,030	42,435
4	City Central Park	Nature-Based	4.8	22,02,776	180
5	TU-142 (Museum)	Cultural	5.2	13,88,340	4,037
6	Submarine Museum	Cultural	5.4	28,68,028	6,090
7	Visakha Museum	Cultural	6.7	8,04,787	742
8	Vuda Park	Nature-Based	7.3	26,48,489	-
9	NTR VMRDA Park	Nature-Based	7.5	12,18,024	-
10	Tenneti park	Nature-Based	10.6	39,34,416	1,723
11	Zoo Park VSP	Nature-Based	12.1	60,03,038	780
12	Kambalakonda Eco Tourism Spot	Nature-Based	12.4	6,90,836	659
13	Kailasagiri rope way entry point	Nature-Based	13.2	22,37,846	1,583
14	Kailasgiri	Religious/ Nature Based	13.5	57,61,301	1,705
15	World Telugu Museum	Cultural	14.5	1,64,320	-
16	Simhachalam	Religious	16.5	3,08,33,548	2,462
17	Rushikonda Beach	Coastal	16.6	78,41,686	4,631
18	Water Fleet at Rushikonda	Coastal	16.7	1,19,395	-
19	Shilparamam	Cultural	17.1	10,39,264	711
20	Dutch Cemeteries, Kummarapalem	Cultural	18	3,995	-
21	Erramattidibbalu	Nature-Based	20	5,18,978	1,653
22	Ramanaidu film studio	Film-Based	21	12,81,465	480
23	Yerrada Beach	Coastal	22	24,60,692	1,084
24	Thotlakonda Beach	Coastal	22	11,02,544	1,002
25	Thotlakonda Buddhist Site	Cultural	24	5,14,757	2,177
26	Beach Shacks, Thotlakonda	Coastal	24	9,879	8
27	Erramattidibbalu	Nature-Based	29	2,20,217	983
28	Bheemunipatnam Beach	Coastal	33	39,52,675	2,796