

**VISAKHAPATNAM PORT AUTHORITY**  
**Visakhapatnam – 530035**



**EXPRESSION OF INTEREST (EoI)**  
**along with Budgetary Offer**

**for**

**APPOINTMENT OF CONSULTANT TO UNDERTAKE A  
COMPREHENSIVE FEASIBILITY AND VIABILITY STUDY FOR  
DEVELOPMENT OF WORLD-CLASS MARINA AT  
VISAKHAPATNAM, ANDHRA PRADESH**

**March 2026**

## NOTICE INVITING EXPRESSION OF INTEREST

### LIMITED TENDERING: IPA EMPANELED AGENCIES (CATEGORIES 1(a), 1(b) and 2(a))

<b>NAME OF WORK</b>	<b>Appointment of consultant to undertake a comprehensive feasibility and viability study for development of world-class marina at Visakhapatnam, Andhra Pradesh</b>
---------------------	--

**Expression of Interest (Eoi)** are invited from IPA Empaneled (CATEGORIES 1(a), 1(b) and 2(a)) firms only for Appointment of consultant to undertake a comprehensive feasibility and viability study for development of world-class marina at Visakhapatnam, Andhra Pradesh.

EOI Publication Date: **31/03/2026 @ 16.00 Hours**

Submission of EOI Document along with Budgetary Offer: on or Before **10/04/2026 @ 18:00 Hours.**

The Eoi documents along with budgetary offer to be submitted to the below mentioned on / before the Due date of Submission i.e. **10/04/2026 @ 18:00 Hours.**

**The Chief Engineer,**

Civil Engineering Department, Administration  
Office Building,  
Port Area, Visakhapatnam Port Authority,  
Visakhapatnam - 530035.

For further details and general enquiries, the prospective applicants may write to Chief Engineer at [cevizagport@vpt.shipping.gov.in](mailto:cevizagport@vpt.shipping.gov.in)/ [ac.vikash@vpt.shipping.gov.in](mailto:ac.vikash@vpt.shipping.gov.in), during working hours, before the last date and time of submission of Eoi document.

Any modification / Corrigendum, if any, will be placed informed through mail only and shall not be released in any other form.

**Chief Engineer**

VISAKHAPATNAM PORT AUTHORITY

**Visakhapatnam Port Authority**  
(Civil Engineering Department)

**Expression of Interest (Eoi) along with Budgetary Offer for  
Appointment of consultant to undertake a comprehensive  
feasibility and viability study for development of world-  
class marina at Visakhapatnam, Andhra Pradesh**

**1. Invitation**

Visakhapatnam Port Authority (VPA), an autonomous body under the Ministry of Ports, Shipping and Waterways (MoPSW), Government of India, hereby invites **Expression of Interest (Eoi) along with Budgetary Offer** from **IPA Empaneled (CATEGORIES 1(a), 1(b) and 2(a)) firms only** for appointment of a **Consultant** to undertake a comprehensive feasibility and viability study for **development of world-class marina at Visakhapatnam, Andhra Pradesh.**

**2. Background**

The Government of India is actively promoting the development of marinas and waterfront infrastructure as part of its broader strategy to enhance maritime tourism and strengthen the blue economy. This initiative aligns with the objectives of the Sagarmala Programme and Maritime India Vision 2030, which aim to modernize port infrastructure, promote coastal community development, and create sustainable tourism-driven economic opportunities along the coastline.

In line with the vision of the Government of India, it is proposed to develop and operate a world-class Marina equipped with modern facilities such as yacht berthing infrastructure, floating pontoons, boat repair and maintenance facilities, tourism and hospitality zones, waterfront restaurants and cafés, recreational and leisure areas, water-based tourism activities, and other supporting tourism and commercial infrastructure at one of the three potential locations identified below:

- Catamaran Beach
- The hillside of Dolphin's Nose
- Light House at VUDA Park

Considering the complexity of the project and its specialized maritime and tourism-oriented nature, Visakhapatnam Port Authority (VPA) proposes to engage a consultant to undertake a comprehensive feasibility and viability study covering technical, financial, environmental, regulatory, and traffic potential assessments for the identified locations or any other suitable alternate locations. The objective is to identify and develop the Marina at the most suitable location among the above or any other alternate location found feasible. The study shall also examine tourism potential, waterfront development opportunities, suitable investment models, project structuring options, and associated risk-return profiles to facilitate the development of the project in a sustainable and financially viable manner.

### **3. Scope of Services (Indicative)**

**Consultant** to undertake a comprehensive feasibility and viability study covering technical, financial, environmental, regulatory and traffic potential assessments for identified locations, the scope shall include but not limited to the following:

#### **A. Context and Background Study:**

- Provide a brief description of the marina and maritime tourism sector/sub-sector at national and international levels, including the national priority, strategy and policy framework (Sagarmala Programme, Maritime India Vision 2030, National Tourism Policy, Blue Economy Framework) as well as a brief description of the existing situation at each of the proposed project locations
- Evaluate the significance of the proposed location on natural conditions, tidal variations, proximity to tourist destinations, and connectivity to mainland infrastructure

#### **B. Need Assessment:**

- Assess the current gap in yacht berthing, marina infrastructure and coastal tourism facilities in the region, with clear baseline evidence
- Evaluate the socio-economic impact on existing local communities, particularly fishermen settlements, including socio-impact vulnerability assessment and identification of alternate sources of income
- Define proposed facilities including but not limited to: yacht berthing (floating pontoons, fixed berths), fuel station, pump-out facilities, marina office, boat repair and maintenance services, restaurants and retail shops, concierge services, yacht provisioning, waste management solutions, recreational activities, water treatment plant, effluent treatment plant, and green belt development

#### **C. Market Study and Demand Assessment:**

- Undertake a detailed market study for the commercial viability of the project
- Assess domestic and international yacht traffic trends, cruise liner traffic, recreational boating demand, and coastal tourism growth projections relevant to the project location
- Benchmark against comparable international and domestic marina projects to determine optimal product mix, pricing strategies and service offerings
- Recommend facilities and services to be created in the marina based on the market survey findings

#### **D. Stakeholder Consultation:**

- The Consultant shall undertake structured consultations with key stakeholders including tourism departments, environmental authorities, potential private developers, marina operators, hospitality and tourism industry representatives, and local community stakeholders.
- The consultations shall aim to gather insights on development potential, regulatory requirements, investment appetite, tourism activities, waterfront development opportunities, and potential implementation challenges.
- Prepare detailed Minutes of Meeting and Record of Discussion for all stakeholder consultations, inter-departmental meetings, and coordination meetings held in connection with the Project and circulate the same to all concerned parties.
- Conduct investor consultations to assess the market appetite for the proposed project and gather inputs for project structuring.
- The outcomes of these consultations shall be analyzed and appropriately reflected in the Feasibility Study and project implementation outline.

**E. Site Assessment and Engineering Studies:**

- Conduct site inspection, collection of all available data, and preliminary discussion with administration officials, potential customers, government departments
- Study the draft requirement based on the facilities proposed and also the dredging requirement
- Review available geotechnical investigation data and oceanographic data (including secondary published data) for planning of facilities
- Assess the requirement for mathematical model studies, hydraulic model studies including wave hindcast study, and navigational simulation studies, and conduct such studies where required
- Evaluate and calculate the quantities for dredging (if necessary) based on available hydrographic survey data. The detailed quantity calculation of dredging, reclamation and piers shall be provided
- Conduct eco-sensitivity analysis and carrying capacity estimation for the project site and its surrounding impact area

**F. Layout and Infrastructure Planning:**

- Suggest area requirement for construction of berths, dock basin, entrance channel, approach channel, turning circle with dimensions (length, width, depth).
- Identify the requirement of back-up areas, pavement requirements, road approaches network and other utilities.
- Evaluate and optimize the layout of the project area including berthing configurations, breakwaters, on-shore facilities for servicing and maintenance, water spread area management.

- Plan and design supporting tourism infrastructure including but not limited to: marina terminal building, hotel and clubhouse, yacht stacking and repair facility
- Evaluate scope for allied tourism activities including water sports, diving, snorkeling, fishing charters, cultural and heritage tourism, restaurant and retail zones, and recreational facilities.

**G. Environmental Impact Assessment:**

- Assess the Environmental Impacts and, wherever required, identify measures to mitigate adverse impacts. Issues relating to land acquisition, rehabilitation and resettlement should be addressed
- Suggest Terms of Reference for Environmental Impact Assessment (EIA) report

**H. Financial and Economic Analysis:**

- Prepare detailed cost estimates for each component indicating the project cost, phasing of capital expenditure, operating and maintenance cost, and revenue computation. While furnishing costs in Indian Rupees for each item, duties, taxes, insurance, interest components, costs of fuel, wages, lubricants, third-party hire, repairs and maintenance shall be brought out separately
- Work out financial viability of the project taking into account the initial capital cost and recurring annual operating costs and the "direct revenue" and furnish the financial IRRs including sensitivity analysis
- Assess and recommend an appropriate project structuring strategy for development of the marina under the PPP model, including identification of project components that may be grouped into standalone packages for efficient implementation. The Consultant shall analyse the feasibility of structuring the proposed project into logical components (such as marina infrastructure, tourism facilities, commercial development, hospitality, recreational infrastructure, etc.) and recommend an optimal packaging and implementation strategy, including engagement of multiple private partners wherever feasible, to facilitate timely execution of the project. Detailed analysis, justification, and the proposed structuring approach shall be included as part of the Feasibility Study Report.
- Conduct viability and sensitivity analysis covering simulation models on conservative, normal and optimistic scenarios along with financial modelling.

**I. Providing Assistance in Bid Process Management:**

- Provide necessary technical, financial, and project-related inputs derived from the TEFR to the Transaction Advisor for preparation of bid documents for selection of a suitable private partner for development of the proposed project under the PPP mode, including inputs required for preparation of EoI/RFQ, RFP,

draft Concession Agreement, and other associated bidding documents, as may be required.

- Assist the Transaction Advisor by furnishing clarifications and relevant supporting data from the TEFR during the bidding stage, including inputs for responses to bidder queries, participation in pre-bid meetings, and preparation of addenda or clarifications to the bid documents, as necessary.
- Provide relevant information, analysis, and supporting documentation from the TEFR to the Transaction Advisor to facilitate the technical and financial evaluation of bids, wherever required.
- Extend necessary support to the Transaction Advisor and the Authority by providing additional data, technical inputs, and clarifications arising from the TEFR during the course of the bidding process until completion of the bid process and award of the project.

#### **4. Duration of Engagement**

**A. Duration of the proposed engagement:** 6 months

#### **5. Eligibility Criteria**

- A. Consultant shall be a firm empaneled with IPA (Categories 1(a), 1(b), 2(a) only)**
- B. Experience in feasibility studies for maritime infrastructure such as Marina or any tourism related projects is mandatory**
- C. The firm should have undertaken at least three (3) marina or tourism related consultancy projects during last 7 years.**
- D. A firm may submit its Expression of Interest (EoI) individually. However, if a firm does not possess the requisite experience on its own, it may form a consortium to meet the experience requirements. In the case of an EoI submitted by a consortium, at least one of the consortium members shall possess the minimum requisite experience as specified in this section.**
- E. Only those firms that submit their Expression of Interest (EoI), either individually or as a member of a consortium, in response to this EoI shall be eligible to participate in the subsequent tendering process. Firms that do not participate in the EoI stage shall not be eligible for participation in the tendering process.**
- F. Notwithstanding the foregoing, the Authority reserves the right, at its sole discretion and for reasons to be recorded in writing, to permit participation of any agency in the tendering process.**

#### **6. Budgetary Offer**

The Budgetary Offer shall be submitted in the following format:

**A. Professional Fee – (₹, Lump Sum)**

*Applicable taxes shall be quoted separately. Cost of deployment of full-time and on-call personnel including travel, miscellaneous expenses etc., shall be deemed included in the quoted fee.*

**7. Submission of Eol: The Eol shall include:**

- A.** Company profile and IPA empanelment details
- B.** Relevant project experience
- C.** Budgetary Offer as per prescribed format

**8. Disclaimer**

This Eol is issued **for budgetary estimation and planning purposes only** and does not constitute a commitment for award of work. VPA reserves the right to modify, cancel, or withdraw this Eol without assigning any reason.

**9. Authority**

This Eol is issued with the approval of the Competent Authority, Visakhapatnam Port Authority.

# FINANCIAL OFFER

(on the letter head of Consultancy Firm)

To,

The Chief Engineer,  
Civil Engineering Department, Administration  
Office Building,  
Port Area, Visakhapatnam Port Authority,  
Visakhapatnam - 530035.

Sub: **Appointment of Consultant to undertake a comprehensive feasibility and viability study for development of world-class marina at Visakhapatnam, Andhra Pradesh - Reg.**

\*\*\*\*\*

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

### **1. Applicant Details:**

S. 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	Category of the Firm in IPA Empanelment	<b>Categories 1(a), 1(b), 2(a)</b> (attach the copy of Empanelment with IPA)		
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			
(a)	Existing Business activities			
(b)	Names of Directors of the Board and Chairman / Chief Executive Officer, their nationality, if applicable			
7	Financial Capability (For Past Three Completed Financial Years)	<b>2022 - 23</b>	<b>2023 - 24</b>	<b>2024 - 25</b>
(a)	Turn Over (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)			
8	Technical Experience of firm (Submission of completion certificates showing the relevant experience)			

**2. Financial Offer:**

<b>S. No.</b>	<b>Description</b>	<b>Quantity</b>	<b>Unit</b>	<b>Amount in Rs. (excl. GST)</b>	
	Appointment of a Consultant to undertake a comprehensive feasibility and viability study for development of world-class marina at Visakhapatnam, Andhra Pradesh				

**Note: Rate shall be exclusive of GST**

**Seal & Signature of the Consultant Firm**