

NOTICE INVITING EXPRESSION OF INTEREST

EOI No.: KR/CO/M/KRCL/Exp/Argentina

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 Metro/Railways/Transportation/Infrastructure sectors, e.g. Supply of Rolling Stock, Construction works of Railways, Railway Electrification, Signaling & Telecommunication, Metro Railway Systems and Private Freight Terminals (PFTs) etc. for the business of which KONKAN RAILWAY CORPORATION LIMITED may be interested in Argentina. Also tracking the new tenders issued in Argentina, timely intimation to KONKAN RAILWAY CORPORATION LIMITED, purchase of Tender documents, discussing and negotiating technical/commercial terms and conditions with the client, printing and compilation of 'KONKAN RAILWAY CORPORATION LIMITED' 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.

February, 2024

No.: KR/CO/M/KRCL/Exp/Argentina dated 06.02.2024

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1. KONKAN RAILWAY CORPORATION LIMITED, a Govt. of India Undertaking, is looking for potential firms based at Argentina, to work as Professional Entity with KONKAN RAILWAY CORPORATION LIMITED, who are interested and capable of undertaking assignments for reputed Clients at Argentina for the sectors of which KONKAN RAILWAY CORPORATION LIMITED maybe interested in Argentina.
2. KONKAN RAILWAY CORPORATION LIMITED as multi-disciplinary in operation and maintenance of train service, total transport, Infrastructure, and related technologies Engineering Consultancy Organization, provides a comprehensive array of services under a single roof. KONKAN RAILWAY CORPORATION LIMITED has developed excellent capabilities for taking up consultancy assignments and is recognized as a leader in "Operations and maintenance of train services" and as an infrastructure provider in India. KONKAN RAILWAY CORPORATION LIMITED has a standing of operation and maintenance of rolling stock in Nepal.

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), Electric Train (EMUs / Metro Coaches), 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.

- Construction of railway tracks and structures, via-ducts / bridges / tunnels and other 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
- Everything necessary for the correct functioning and commercial operation of the exported rolling stock; including, but not limited to, the following:
 - The management and coordination of the works,
 - The development of the necessary engineering,
 - The maintenance of the required insurance coverage,
 - The transportation of rolling stock, its various components and spare parts, from the port / place of delivery to the Railway Workshop / Argentine railway, including the necessary handling and the corresponding transport insurance, in accordance with the local laws and regulations.
 - Inspections, tests and factory tests, reception and commissioning sheet of all parts (of rolling stock),
 - The placing of rolling stock on tracks of the Buenos Aires SE Subway.
 - Inspections, tests and validation on SBASE tracks on the set (ma rolling stock/ signal system/communication system),
 - Installation and testing in conjunction with the signaling system provider of the signaling equipment on board,
 - The installation and testing in conjunction with the communications system provider of the on-board communications equipment,
 - Collaboration in the procedures and procedures for the importation and nationalization of materials and Equipment,
 - The proposal and compliance with the Single Occupational Safety and Hygiene Program (PUHST) for the work to be carried out in the Argentine Republic,
 - The coordination of the contractors in the execution of the contracts and in the fulfillment of the obligations assumed in relation to the provision and commissioning of the rolling stock, under the conditions required by the Specifications
 - Plans, reports and other documentation as-built, training courses and operation, repair and maintenance manuals. Maintenance supervision during the warranty period.
 - Assistance in setting up any legal entities, local transport, boarding / lodging for Konkan Railway / Indian officials in Argentina etc.
 - Assistance in coordinating training of Argentine Railway officials in India, including their travel, boarding & lodging etc.

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

KONKAN RAILWAY CORPORATION LIMITED has state-of-the-art facility, expertise and experience in the field of conducting 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, reconnaissance engineering cum traffic study
- Preliminary Engineering-cum-Traffic Studies
- Front End Engineering and Design (FEED)/ Detailed Project Report (DPR)
- Detailed Engineering Studies, final location survey.
- Integrated design services and technical support for new railway projects.
- Construction of new Railway line, construction of via-ducts, bridges and tunnels.
- 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 KONKAN RAILWAY CORPORATION LIMITED 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 Signalling, 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.
- Environmental & Social Impact Assessment Studies

3.5 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.

3.6 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
- Execution of tunnel and allied works

3.7 Electrical Engineering

KRCL provides consultancy services for feasibility, Detailed Project Report(DPR), Detailed Engineering(DE), project management, stage-to-construction supervision and commissioning of railway electrification project , Traction sub-station, grid sub-station, building electrification, tunnel lighting, tunnel ventilation, SCADA, HV/LV AC distribution network & fire fighting & water hydrant system, DG sets, rural electrification, solar modules photo voltaic system, High mast lighting, quality assurance 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. KRCL has done electrification of its 940 route KM and siding and also doing railway electrification work of around 81 track km , including ROCS, but also main line electrification works.

3.8 Industrial Engineering:

- 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

3.9 Information Technology

- KRCL has been a pioneer in adopting Digitization and Information Technology implementation from its inception as a key driver to operational efficiency. Adoption of Digital Technologies in KRCL has played a major role to manage its operations using a lean and efficient workforce, wherein a culture of working in digital environment has been inculcated resulting in efficient delivery of its services. This covers major railway working verticals including Train operations, Commercial Ticketing, Financial accounting, Stores and Inventory, Health management as well as a Human Resource management system.
- KRCL has developed and implemented Financial Accounting System (FAS) for Mumbai Rail Vikas Corporation Ltd. It consists of Payable, Receivable, Billing, Imprest Management, Money Receipt, Reconciliation, Authorization and Abstraction of Payments, General Ledger, Trial Balance and MIS reports along with Identity and privilege User Management System. The system has integration with Banks for online payments.
- This vast experience in various areas of IT Infrastructure Implementation and Development of ERP applications has honed the skills and capabilities of IT Team. The knowledge and expertise can be provided as Consultancy Services in the key areas of digital development and implementations indicated herein:
 - **Consultancy for IT infrastructure implementation and management** using Virtualization technology, Server and storage management, Load balancer, security components like WAF, Firewall and VPN, based on ITIL framework across LAN and WAN for multi-user and multi-location access.
 - **Consultancy for Development of customized ERP solutions** consisting of fully integrated modules in Java, Struts/Spring framework, Angular / Spring-boot frameworks, with Software development Life Cycle implementations.
 - **Consultancy for Database Services** - Implementation, Administration and Migration of Informix and PostgreSQL databases.
 - **Consultancy for Roll-out and Implementation of NIC e-office application and NIC email services** including administration, support and training.

4. Scope of works :

- 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 Argentina Railway systems from time to time, timely intimation to KONKAN RAILWAY CORPORATION LIMITED , purchase of tender documents, discussing and negotiating technical / commercial terms and conditions with the client, printing & compilation of KONKAN RAILWAY CORPORATION LIMITED ' offer, providing support for preparation / submission of EMD (including release of EMD in case KONKAN RAILWAY CORPORATION LIMITED ' bid is not successful), follow up with client for release of letter of award etc., in case 'KONKAN RAILWAY CORPORATION LIMITED' bid is successful. Besides, pre-award activities, such an agency can also help KONKAN RAILWAY CORPORATION LIMITED 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 KONKAN RAILWAY CORPORATION LIMITED 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 KONKAN RAILWAY CORPORATION LIMITED for the pre-award activities.
 6. The Associate will carry out pre-award and marketing activities. For this a MoU will be signed between KONKAN RAILWAY CORPORATION LIMITED and Professional Entity for providing pre-award & marketing services that in case the entity, through its efforts, is successful in securing an order for KONKAN RAILWAY CORPORATION LIMITED, it would be engaged by KONKAN RAILWAY CORPORATION LIMITED 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 KONKAN RAILWAY CORPORATION LIMITED and against submission of actual bills.

7. After the selected agency has been instrumental in getting the contract awarded to KONKAN RAILWAY CORPORATION LIMITED 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, KONKAN RAILWAY CORPORATION LIMITED undertakes sourcing of Rolling Stock from Indian Railways' Production Units / Zonal Railway workshops, duly customized to foreign client's requirement. Besides KONKAN RAILWAY CORPORATION LIMITED 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. KONKAN RAILWAY CORPORATION LIMITED 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. **Identity / Registration / Incorporation document etc.**
 - b. **Profile, work experience, resources available**
 - c. **Financial background, bank details, tax details etc.**
 - d. **Other relevant inputs like feedback from the client, Government agencies etc.**

Your reply offer may be sent at the earliest and not later than ~~13.02.2024~~
23rd February 2024 till 23:59 Hours IST on the email ID. dycme.rajanna@krcl.co.in

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