

**Tender No.E.92/2023 - Pre-bid queries for Operation & Maintenance of
Ferry Wharf Passenger Terminal at Bhaucha Dhakka, Mumbai
Reply to Pre-bid queries**

No.CE.T.92/2023

27TH JUNE 2024

Sl. No	Chapter/Clause Number	Brief description of the provision	Clarification sought	Remark by MbPA
1	O&M Agreement Sr. No. 9.2 prescribes the payment of Royalty	The Operator shall pay the Royalty which consists of (i) Annual Fixed Fee and (ii) Annual Premium Amount	The base price for the royalty is Rs. 0.85 lakh, for 1st year and these increases to Rs. 1.25 crore next year, and to Rs. 1.57 crore in 3rd year and further goes on increasing. The base price is too high. Therefore to make the project viable it is requested to make it reasonable, by reducing it to about 60%.	Tender condition prevails.
2	O&M Agreement Sr. No. 9.2 prescribes the payment of Royalty	The Operator shall pay the Royalty which consists of (i) Annual Fixed Fee and (ii) Annual Premium Amount	Annual Fixed Fees is 0.85 lacs and after that 2% increment every year, considering the covered area is only 550 Sq mtrs area we feel it is the higher side. kindly consider & revise the same.	Kindly refer to reply to sr.no. 1
3	O&M Agreement Sr. No. 9.2 (a) prescribes the payment of Royalty	(iii) Service Charges @ Rs. 2/- per sq. m. per month for the Commercial area of 1307 sq. m. (rea only) payable annually.	Since we are paying Fixed Annual & Premium fees, why service charges @Rs.2/- is applicable. kindly look in to it.	Service Charges are meant for the maintenance of infrastructure leading to the Demised Premises, which include Road maintenance and Lighting. Tender condition prevails.
4	O&M Agreement Sr. No. 9.5	9.5 Escrow Account - The Operator shall, prior to the Date of Award of Agreement, open and establish an Escrow Account with a Bank (the "Escrow Bank") in accordance with this Agreement read with the Escrow Agreement.	In the above tender the revenue generated is through Annual fixed plus Premium fees so we feel there is no need for an escrow account as there is no revenue sharing model.	The Performance Security during the O&M period is through Deemed Performance security with 1 st charge on amount equivalent to Performance Security in escrow account. Thus, Escrow accounts is required to be maintained by the bidder. In case operator wishes to provide Bank Guarantee towards Performance Security

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				maintable throughout the License Period, then waiver of Escrow account can be considered.
5	General	Present Condition of the Project Area	As we observed that the approach road is in very bad condition, walls of the approach road are broken, some terminal glasses are broken and terminal is in a messy shape, we requested you to kindly do the necessary repairs before handing over the commercial area.	The approach road to the terminal will be maintained by the Port. Any damage to the terminal noticed before the handover, shall be rectified by the Port.
6	General	License / Permission	Kindly provide a list of licenses and permissions required for the development work and also for the O&M and related services mentioned. Also, clarify whether obtaining a license would be the responsibility of the successful bidder.	The Operator is required to obtain the following permissions and permits : For Commercial Area: (i) MPCB clearance for "Consent to Operate (ii) CRZ clearance for commercial operation proposed . (iii) All required licenses from the MCGM or any related local authorities including SPA of Mumbai Port .
7	RFP – Instruction to Bidders	2.2 E-Auction (Forward Auction) Instructions for Bidders	Since the E-Auction (Forward Auction) will be conducted after the successful opening of the financial bid, kindly confirm whether there will be any limit on the total number of technical and financial bidders allowed to participate in the E-Auction process. Generally, in Govt tenders 03 bidders are allowed to participate in Auction process.	3 bidders will be considered.

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8	RFP – 3. Evaluation Of Bids	3.4.3 Eligibility Criteria – Technical Capacity	<p>No specific focus on terminal management work including marine & nautical aspects of work in qualification criteria. Hotel, Resort, Amusement Park, and Convention Centre companies are all allowed to qualify to operate and run typical marine onshore and offshore operations.</p> <p>Kindly Consider qualification criteria such that ferry terminal operators, cruise terminal operators or port operators are preferred</p>	<p>3.4.3 Eligibility Criteria - Technical Capacity</p> <p>1.4.3.2 Bidder who fulfils the following requirements shall be eligible to apply:</p> <p>Category 1</p> <p>Experience in Eligible Projects for at least 3 (three) continuous years anytime in the last 7 years ending on last day of the previous month in which the tender is invited</p> <ul style="list-style-type: none"> • Experience of One Eligible Project of at least 5050 sq. m of area in India (or) • Experience of at least 2 (Two) Eligible Projects of at least 3150 sq.m area each in India (or) • Experience of at least 3 (Three) Eligible Projects of at least 2550 sq.m area each in India <p>Eligible projects shall mean owning and/or operations and maintenance of passenger transport terminal/ airport terminal/ hotels/ resort/ amusement park/ fun park/ food court..</p> <p style="text-align: center;">OR</p> <p><u>Category 2 (New Category)</u></p>

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				<p><u>Experience in Terminal Management works for at least 3 (three) continuous years anytime in the last 7 years ending on last day of the previous month in which the tender is invited.</u></p> <p><u>Terminal Management shall mean owning and/or operations and maintenance / management of passenger transport terminal/ airport terminal / ferry terminal.</u></p>
9	RFP – 3. Evaluation Of Bids	3.4.4 Eligibility Criteria – Financial Capacity	The minimum Net worth indicated in your tender documents is too high. Kindly relax the Net Worth criteria.	Minimum Net Worth of Rs. 1,00,00,000/- (Rupees One Crore only) as on 31st March 2023 or 31st March 2024.
10	RFP – 3. Evaluation Of Bids	3.4.4 Eligibility Criteria – Financial Capacity	Minimum Annual Turnover is not mentioned in your tender documents. Kindly clarify the Minimum Annual Turnover required.	Annual turnover is not part of the Eligibility criteria.
11	General	Security and Lightening	Kindly confirm Security and Lightening of the Entire Terminal will be whose responsibility?	<p>As per clause no. 7.1.a.x, the operator will have to provide security arrangement for commercial part of the Project Area and for the terminal area, Authority will continue to provide security arrangement.</p> <p>As regards for lighting purpose:</p> <p>(a) Commercial Area – PL. Refer Article no. 7.2 of DLA</p> <p>(b) Non commercial Area _ PL. Refer to Article no. 7.1 (c) of DLA.</p>
12	General	Entry Ticket	Can we Levy Entry Tickets into the Terminal area?	No, the Operator cannot levy entry ticket to Terminal area.

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13	General	Structural Changes	Can any structural changes be carried out in the premises? If yes, with whose consent	Generally no Structural Changes (limited to the shed) shall be allowed except as provided in the agreement. However, in case such changes are required for the operation of Project Facilities and services, prior approval of the Authority shall be taken.
14	General	Electricity	Will Electricity be provided by MBPT?? and what Load and Tariff??	Please refer to the clause no. 7.2.a of Draft Agreement (Vol.2). Maximum load - 50 KW & tariff will be as per latest BEST Tariff LT-II commercial. Presently the existing electrical load in the South Block is 5KW. The approximately monthly consumption charges for the same is Rs.35,567/-per month.
15	General	Transport	Can the O&M Contractor also carry out Water Transport and other facilities from this Terminal and if any License needed for same and from whom?	This is not part of "Scope of Work" under this agreement.
16	General	Permissible Activities	As the project falls under CRZ IV, what all activity is restricted under CRZ rules. Kindly confirm restaurant and food court business is permitted.	Please refer to Appendix 4 – 1 (B) of the DLA.
17	General	Permissions	We being a private operator have a very bad experience and have faced severe hardship getting permission from CRZ authorities thus request MbPT which is a government body to bring all the necessary permissions in place specially CRZ and environmental permissions.	The O&M operator shall be responsible for the clearances and permissions. Mumbai Port shall endeavor to support in getting such clearances.

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18	General	Boats in the area	Boats parked near the operation and entry area – how and when MbPT plan to shift the boats as it will hamper our operations and esthetics of the project we envisage if not shifted.	The East and North side wharf abutting commercial area shall be clear of boats .
19	O&M Agreement	APPENDIX 4 - SCOPE OF WORK	Under the scope of work MbPT has mandated to install 200 KLD STP plant along with modifying the existing toilet blocks. We estimate to install 300 to 350 KLD STP plant with the estimated cost of around 50 – 55 lacs. 200 KLD will be insufficient. What is the cost MbPT estimated for STP installation?	Please refer to the documents submitted by the STP consultants in this regard. These are for references only and the O& M operator shall install the facilities as approved by the Statutory Authorities.
20	O&M Agreement	APPENDIX 4 - SCOPE OF WORK	Is operator free to place the STP plant in any location as per our design?	Yes, subject to approval of statutory authority.
21	General	Operating hours	Will the operator be allowed to run its commercial operation for 24 hours?	Operating hours will be in accordance to the permission granted by the statutory authorities.
22	General	Present Condition of the Project Area	At many places the approach road, drainage cover, window glasses outside steel railings etc. are in broken condition and needs to be replaced or fixed, which is additional expense of 60 – 70 lacs approx. Will MbPT rectify the defects before handing over the site?	Pl refer to reply at sr. no. 5 above.
23	General	Water & Power Supply	Can MbPT please locate the exact tapping point from where we are supposed to get to tap water and power supply from south borders.	The pipeline for water supply is provided peripheral to the Passenger Terminal. The tapping point for water supply can be taken from suitable location in consultation with the Authority. The tapping point for power supply can be taken from the switch rooms located in

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Sl. No	Chapter/Clause Number	Brief description of the provision	Clarification sought	Remark by MbPA
				Passenger Terminal building in consultation with the Authority.
24	General	Operations during rainy season	Is the operator allowed to operate during the rainy season? If, operator is required to stop it's operation on MbPT orders during monsoon period, for how many days the operator should consider such closed operations on MbPT orders. Will MbPT compensate the operator for such closure of business?	No commercial operation will be allowed during cyclones and severe storm conditions. The compensation will be dealt as per Article no. 14 of DLA.
25	O&M Agreement Sr. No. 9.2 prescribes the payment of Royalty	The Operator shall pay the Royalty which consists of (i) Annual Fixed Fee and (ii) Annual Premium Amount	The fixed fees asked in 3rd year is 1.57 cr ie 13.1 lacs a month which is on the extreme higher side considering the location and capacity of the project. Request authority to reduce the fees.	Please refer to reply to sr. no. 1
26	General	Operational Expenditure	What is the estimated monthly operational expenditure for the terminal operation for 1st, 2nd, 3rd year and 4th year. Request MbPT to share the financial considerations for the project.	Pleaser refer to the financial model attached for your reference. These are for guidance only. The bidder shall carry out his own assessment. Please refer to DISCLAIMER in RFP.
27	General	2 nd Pre-bid meeting	After replying to the queries, we request to schedule for 2nd pre-bid meeting.	Agreed. 2nd Pre-bid meeting scheduled on 01.07.2024 @ 3:00 pm.
28	General	Project Area	We have observed during the site visit few religious prayers and practices are taking place within the vicinity of the area. Authority to please confirm stoppage of these practices before signing of the agreement to avoid hurting religious sentiments and getting into unnecessary conflicts.	Observation noted. MbPA will look into the suggestions.
29	General	Overhead Tanks	Will MbPT allow to install big overhead water tank for storage of water within project premises to ensure continuous water supply to both the sections on the project?	Operator is permitted to install loft tanks with the approval of the Authority.

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30	General	Project Area	During the site visit we observed that the sewage, toilet waste, food is directly dumped into the sea water. Is our observation correct?	STP needs to be provided by the Operator as per the agreement.
31	General	Extension of Due Date	We wish to have detailed planning of this project thus request to extend the due date by 20 to 25 days after replying to these queries.	Agreed. The last date of submission shall be at least 15 days from the date of publishing of replies to the queries of 2 nd prebid meeting.
32	General	Eligibility	Private equity fund registered under SEBI should also be allowed to participate as an eligible bidder in this tender.	Not acceptable.
33	RFP – 3. Evaluation Of Bids	3.4.4 Eligibility Criteria – Financial Capacity	Net worth of 2024 should also be accepted under this tender.	Net worth as on 31 st March 2024 will also be accepted.

Commercial utilisation of a Portion of Passenger Terminal Building at Ferry Wharf (Bhaucha Dhakka), Mumbai							
Hotel Configuration							
Dining / Function Areas							
South Block							
Area Available:	sqm	sqft					
Covered Area	550	5,920					
chequered Area (open to sky)	180	1,938					
Asphalt Area (open to sky) excluding 2m Right of way for MbPT Calculations (in Asphalt area)	577	6,211					
Total	1,307	14,069					
Passenger Terminal (North Block)	1,100	11,840					
Total Ferry Wharf Area	2,407	25,909					
Taxi Parking Area	2345	as per drawing					
Peripheral road of Terminal Area	1145	as per drawing					
Peripheral chequered area of terminal	386	as per drawing					
Total Out side area for maintenance	3876						
Total O&M Area	6,283	67,630					
2m Right of way for MbPT Calculations (in Asphalt area)	241						
Hotel Configuration:South Block							
Carpet Area Utilisation	90%						
Area Counter service: 18 to 20 square feet per customer.)	sq m	Carpet Area	Utilities	Utilities Area	Net Area Available	Capacity sq m/ person	Persons
Covered Area	550	495	15%	74	421	2	210
chequered Area (open to sky)	180	162	10%	16	146	3.5	42
Asphalt Area (Open to sky)	577						
Available area	577	519	10%	52	467	3.5	134
Total	1307	657		90			386
	5918						
Back of house areas	142032		Area in sq m				
Reception & Lobby	5%	of Utility area	5				
Kitchen & Kitchen store & cold room	50%	of Utility area (covered)	37				
Store	20%	of Utility area (covered)	15				
Workshop , maintenance, utilities	10%	of Utility area (covered)	7				
Staff area	15%	of Utility area (covered)	11				
Back of house areas			75				

Commercial utilisation of a Portion of Passenger Terminal Building at Ferry Wharf (Bhaucha Dhakka), Mumbai

Abstract of Capical Cost (CAPEX)

S.no	Item of works	UOM	Quantity	Rate in (Rs)	Amount (Rs Lakh)
	Development of Restaurant				
A1	Restaurant Direct cost				
1	Carpet flooring for south block (inside+outside)	sqm	1,307	100.00	130,700
1	Marble Flooring works	Sqm	1,307	950	
2	Gypsum + Wall Paintin	Sqm	1,650	291	-
3	Firefighting with sprinkler system	sqm	550	1,088	598,125
4	Authomatic fire alarm system	sqm	550	725	398,750
5	Internal water supply & sanitations	sqm	550	1,704	937,063
6	Internal electric installation	sqm	550	2,130	1,171,328
7	Power wirings and plugs	sqm	550	1,363	749,650
8	2 Ton Acs	Num	10	45,000	450,000
9	DG Set for Power backup	no	1	1,000,000	1,000,000
10	Telephone & computer conduiting	sqm	550	341	187,413
11	Quality assurance	sqm	1,307	341	
12	Furnishing & appliances	sqm	550	15,000	4,125,000
13	1 Lac ltr capacity overhead water-tank (PVC tanks)	Ltr	100,000	5	500,000
14	IT & network systems, website, online booking platforms etc	LS			
15	STP	Plant	1.00	1,950,000	1,950,000
16	Civil cost for increasing the height of existing toilets	Nos	12.00	50,000	600,000
A1	Restaurant Direct cost TOTAL				12,798,028
A2	Beautification of Taxi Parking bay				
1	Street Furniture	Qty	6	20000	120,000
2	Street Lighting	LS	1	50000	50,000
3	Soft scape (Road side Trees and Plants plantation)	LS	1	50000	50,000
4	Road Signages	LS	1	30000	30,000
5	Refurbishment of existing road seperator including painting	LS	1	200000	200,000

A2	Beautification of Taxi Parking bay TOTAL				450,000
				sub-total	13,248,028
B	Restaurant: Indirect cost				
1	Preliminary expenses	1%	of Direct cost		132,480
2	Design & Engineering expenses	1%	of Direct cost		132,480
3	Contingencies	2.5%	of Direct cost		331,201
4	Transport & other overheads	0.5%	of Direct cost		66,240
				sub-total	662,401
C	Restaurant: EPC Cost = Direct + Indirect		= (A+B)		13,910,430
D	Restaurant: Project expenses				
1	Bank Documentation Charges	0%	of EPC cost		-
2	GST on EPC cost	12%	of 30% EPC cost (labour cost invo		556,417
3	Labour cess on EPC cost	1%	of 30% EPC cost (labour cost invo		39,744.08
4	IDC	0%	of Resort Capital cost		-
				sub-total	596,161
	Capital cost		= (C+D+E)		14,506,591

Commercial utilisation of a Portion of Passenger Terminal Building at Ferry Wharf (Bhaucha Dhakka), Mumbai
Operational Cost (OPEX Sheet)

S.no	Item of works	UOM	Quantity	Rate (Rs)	Amount per Annum(Rs Lakh)
	O&M of Restaurant				
A	Salaries and Other Labor Costs				
1	Manager	Per Month	1	₹ 75,000	₹ 900,000
2	Chef	Per Month	1	₹ 75,000	₹ 900,000
3	Prep Cook	Per Month	1	₹ 40,000	₹ 480,000
4	Receptionist	Per Month	1	₹ 30,000	₹ 360,000
5	Bartender	Per Month	1	₹ 30,000	₹ 360,000
6	Servers (inside kitchen)	Per Month	2	₹ 25,000	₹ 600,000
7	Waiters (outside kitchen)	Per Month	8	₹ 20,000	₹ 1,920,000
8	Dishwasher	Per Month	2	₹ 15,000	₹ 360,000
9	Security guard	Per Month	2	₹ 22,000	₹ 528,000
10	Valet Parking attendant	Per Month	2	₹ 15,000	₹ 360,000
11	Floor cleaners	Per Month	2	₹ 10,000	₹ 240,000
	Total:Salaries and Other Labor Costs		23		₹ 7,008,000

B	O&M expense of restaurant				
1	Utilities & consumables	Sq.m	550	290.48	₹ 1,917,200
2	Administration expenses	Per Year			₹ 600,000
3	Marketing & business promotion	Per Year			₹ 600,000
4	Housekeeping	Sq.m	550	96.83	₹ -
5	Operation and maintenance of STP including manpower, electricity & Maintenance	Rs/KLD/annum	75	10000	
	Total:O&M expense of restaurant				₹ 3,117,200
	Expense of Raw material and boat	Per Year	30%		
C	O&M of Terminal, Taxi parking bay & Peripheral road of Terminal Area	Sq.m	4976	387	₹ 1,927,503
	Security guard (Two shift)	1	25000	0	₹ -
	Supervisors including lifeguard	3	25000	0	₹ -
	Total Operational Cost				₹ 12,052,704
D	Maintenance expenses of STP	1			
	1st year of operation				₹ 432,000
	2nd year of operation				₹ 432,000
	3rd year of operation				₹ 460,000
	4th year of operation				₹ 480,000
	5th year of operation				₹ 520,000
	6th year of operation onwards (Escalation - 8%)				₹ 561,600

Discount Rate	
30 Year g Sec- 14 July 2023	7.332%

WACC 16.00%

Assumption Sheet

Revenue Streams	Capacity (Person)	Average revenue per person	Daily cycle	Price escalation	Min. occupancy	Max occupancy
Restaurant (Indoor)	210	₹ 350	1.75	4%	15%	70%
Restaurant (Outdoor)	175	₹ 350	1.75	4%	15%	70%
	386					
Ferry boat service	% of customers using facility	Average revenue per person	Daily cycle	Escalation	Minimum Passengers	Maximum Passengers
Boat ferry Service	0%	₹ 25	0	4%	100.00	500.00
Events	Min. no of events in a year	Rent for each event	Price escalation	Remarks		
	20	₹ 100,000	4%	for min. 100 people @ Rs. 1000/head		
			Price escalation			
Advertisement	₹ 500,000	Per year	4%			

Payment to MbPT						
Valuation of Shed area	344,000	Rs/ sq m	As per Land Allotment Committee Recommendations dated June 2023			
Valuation of open land area	132,000	Rs/ sq m	As per Land Allotment Committee Recommendations dated June 2023			
Area Given to Operator for carrying out commercial operations			Applicable rate (Rs/ sq m)	Land Value	remarks	
Covered Area	550		344,000	18.92		
Area (open to sky) excluding 2m right of way for MbPT	757.00	sq m	132,000	9.99		
Total Area	1307.00	sq m				
Land Value	28.91	Rs. Crore				
Less						
Cost incurred towards Passenger Terminal by operator	0.00000	Rs. Crore				
Net Value of Area Given to operator	28.91	Rs. Crore				
Lease Rental	6%					
Lease Rental Charge	1.73	Rs. Crore				

Fixed Fee to be Charged (Policy)	1.73	Rs. Crore	Applicable from year	2021	Escalate at	2%

Depreciation			IDC	Total	Depreciation Rate
Civil Works	1.45		0.00	1.45	10%
				1.45	

Construction Period 12 months
DCCO 2023

Tax Rates Applicable	Basic Tax	Surcharge	Ed. Cess.	Total
Corporate Tax Rate	25.00%	12.00%	3.00%	28.84%
MAT Rate	18.50%	12.00%	3.00%	21.34%

Property Tax 0.80% Escalate at 0.33% per year Base Year 2020
SDRR Rate 56400 Rs/ sq mt

Periodic Maintenance
CAPEX 5%
Frequency after every years 5
Annual Escalation 4%
Base Year 2020

Premium Offered 0
Escalate at 4%
Applicable Year 2021

Terminal Operational Expenses
Housekeeping Charges 0 Rs./ month/ ft2 0
Base Year 2023 MICT Model
Annual Escalation 2%
Applicable Area 11,840 square ft
Housekeeping Charges per month 0 Rs./ month
Housekeeping Charges per year - Rs./ year
Security 0 person should be 2
0 Rs./ month
8% per annum
2023 Base Year

O&M of Periferal Area 1,927,503 Rs/ year
Base Year 2023
Annual Escalation 2%

Description	Qty	Unit	Rate	Amount (Excluding GST as applicable)
Design, Fabrication, Supply, Installation, Testing and commissioning of "GreenPro Certified" 100% FRP Single unit sewage treatment plant of 20 KLD capacity as per details and direction of Engineer-in- Charge	1	Job		42,74,000

1. Raw water Collection pump : 2 Nos.
2. AAA Process FRP STP single Unit having chambers as follows Primary Settling, Anaerobic, MBBR, Secondary Sedimentation with recirculation by blower, Disinfection– 1 No.
3. Electro Magnetic Diaphragm Air Blower – 2 Nos.
4. Sling Wire – 2/3 Nos.
5. MCC panel box – 1 NOS.
6. Intermediate Tank – 1 Nos.
7. Pressure Sand Filter – 1 Nos.
8. Activated Carbon Filter – 1 Nos.
9. Piping – 1 LOT
- 10. Operation and Maintenance after completion of the work – 60 months**

Mode of Measurement and Payment The payment shall be made Per Job. Basis

SPECIAL CONDITIONS

1. Unit Design Specifications

All the units of STP shall be designed in accordance with CPHEEO manual guidelines and in case of specific design related standards shall be followed.

Considering corrosive atmosphere, the material of construction of all the chambers of STP shall be 100 % F.R.P. The MOC of STP shall be of 100 % F.R.P. The Thickness for FRP shall be minimum 8 mm.

Product should be Green-Pro Certified and certificate for the same should be attached along with the tender documents

The proposed STP to include following units or the functions of units as single tank in the process.

2. The successful tenderer shall submit following documents in three copies to MBPT after completion of work:

1. As built drawings of the new STP.
2. Green Pro Certificate of the technology installed
3. Panel drawings and layouts.
4. NABL lab test reports for inlet and outlet sewage.
5. General arrangement drawings for the STP.
6. Manual form manufacturer for Pumps, cables and panel.