



केन्द्रीय भण्डारण निगम
(भारत सरकार का उपक्रम)

CENTRAL WAREHOUSING CORPORATION

(A Govt. of India Undertaking)

जन-जन के लिए भण्डारण/Warehousing for Everyone



EOI No: CWC-VAS-B/2022-23/

Date: 17.01.2023

EXPRESSION OF INTEREST

Invitation of proposals from interested parties to operate and offer various Value-Added Services to the warehousing operations offered by CWC at various locations/warehouses/ facilities of CWC, pan- India, either exclusively by the party or in PPP mode under revenue sharing basis, or as proposed, enabling gainful utilization of warehousing space.

1.0 INTRODUCTION:

- 1.1. Central Warehousing Corporation (CWC) is a premier Schedule -A, Mini Ratna, Public Sector Undertaking, providing integrated warehousing logistics at its Warehouses, located at prime locations at PAN India level. CWC has diversified presence in offering services related to storage of food grains, operating Container Freight Station (CFS), Inland Container Depot (ICD), Custom Bonded Warehousing, Integrated Check Post (ICP), Air-cargo Complexes, Container Train Operations (CTO), Rail-Side Warehousing, Private Freight Terminal (PFT), etc. with an aim to provide end-to-end logistics solutions to the diversified clientele.
- 1.2. CWC currently operates 432 warehouses with a total storage capacity of around 600 Lakh Sq. Fts. (104 LMT) pan India. Besides, capacity augmentation is under way through construction of new godowns/ warehouses, which shall also be made available for services subsequently.
- 1.3. Vision of CWC is to be a leading market facilitator by providing integrated warehousing infrastructure and other logistics services, supporting India's growing economy with emphasis on stakeholder satisfaction. And the mission is to provide reliable, cost effective, value added & Integrated logistic solution in a socially responsible and environment friendly manner.
- 1.4. For more details the interested parties may visit "Our Services" tab on the web portal of the Corporation www.cewacor.nic.in and follow on twitter { @cwc_warehouse }. Besides, the interested parties, for any clarifications may drop e-Mail to gmcomm@cewacor.nic.in or ashwin.cwc@cewacor.nic.in

निगमित कार्यालय: 4/1, सीरी इंस्टीट्यूशनल एरिया, अगस्त क्रांति मार्ग, हौज़ खास, नई दिल्ली-११००१६

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E-mail: gmcomm@cewacor.nic.in

2.0. OBJECTIVE:

- 2.1. CWC through this EOI, intends to obtain techno-commercial proposals from interested parties, including agri-startups or related parties, who can work hand-in-hand with Corporation to boost value added services, which shall be complementing the existing services offered by the Corporation. CWC shall provide warehousing space (Open or closed/ covered, i.e. inside constructed godowns or in the open space, subject to availability) enabling mobilization and implementation of project idea/plan of the participant, if found operationally and financially viable.
- 2.2. Some of the indicative activities which can be operationalized under value added services (VAS), either on its own by CWC or through PPP, are:-
- i. **Processing** of various commodities, both Agri-based or Non-Agri/Industrial goods
 - a) For Agri-based commodities, processing operations may be Grading, Sorting, Drying, Packaging, etc.
 - b) For other non-agri/industrial commodities, processing operations may be assembling, packaging, etc.
 - ii. Facilitating **Warehouse based sales** of commodities: CWC offers scientific storage of agri commodities stored in CWC warehouses, against which electronic negotiable warehouse receipts are offered. Platform may be created to offer better selling options to the depositors of CWC for the commodities under storage. (The concept may not be restricted to agri-commodities alone, and could be offered to any commodities received at CWC).
 - iii. **Mandi yard operations** at CWC notified warehouses.
 - iv. Operationalization of truck terminals or parking yards on the existing land available at CWC warehouse/ facility premises.
 - v. Container Repair/Maintenance operations
 - vi. Mechanization of Handling operations
 - vii. Any other services which may be done to add the value to our existing portfolio
- 2.3. The above options being indicative/illustrative, the participant(s) are open to provide any viable proposal which would add value to the services provided by CWC. CWC through this EOI invites any project idea/proposal for VAS, however, shall be considered under the ambit of Warehousing Corporation Act, 1962. CWC may at its discretion offer space to carry out the project, hire/construct/purchase resources additional godowns, machinery, provide trained & technical man-power, financial fundings etc., to enter in new line of business or services or providing value added services in various models, such as profit-sharing model, PPP model etc, provided that the proposals received/ submitted by the parties are financially, operationally and legally viable for Corporation. The party shall Operate and market the facility/VAS on its own, and no guarantee/assurance of work/volume of work shall be provided by CWC.
- 2.4. Through this EOI, CWC's objective is to obtain proposals from market, who have the capability to successfully develop, finance, equip, operate, maintain and independently/jointly manage the facilities partly or fully, and successfully invest in developing the existing services or introducing additional services which may be provided by CWC, permitted under the Warehousing Corporations Act, 1962, and operate the VAS on a long term basis.

- 2.5. CWC does not guarantee any assured acceptance of the proposals/ ideas. However, if the ideas are viable, economical and seems to be adding some value to the clients of CWC or can add more clients and revenue for CWC and the Competent Authority accepts the proposal/ idea, CWC shall be considering the proposal/idea and thereafter, the on-boarding procedure shall be initiated as per the stipulated procedures in CWC which shall be communicated in due course. The shortlisted participants shall be called for presentation/ discussion at CWC, Corporate Office, New Delhi. Any clarification/ documents required shall be produced by the party as and when sought by CWC.
- 2.6. The participants at their own cost, may consider to visit the CWC warehouse(s) for clarity. Details of the warehouses and locations and the List of Regional Offices and Contact Details of Regional Managers are available at the web portal www.cewacor.nic.in

3.0 GENERAL INSTRUCTIONS ON EOI:

3.1. The interested parties shall submit the proposals/ ideas which shall contain the following details:

- A. Name of the interested party with address and contact number:
- B. Organization details: As a proprietorship firm/partnership firm/ company (Private or public limited)
- C. Copy of the audited balance sheet and statement of profit and loss for the preceding three financial years. In case, there is no statutory obligation to get the accounts audited, a certificate of practicing Chartered Accountant be uploaded.
- D. Copy of PAN.
- E. Copy of GST Registration.
- F. Brief detail about existing business:
- G. Brief idea of the facility(ies)/ warehouses where the party desire to facilitate and the nature of services that they want to offer/ implement. Details should cover financial, technical aspects of resources required, viz. any machinery/ processing plant proposed to be implemented, etc .
- H. Details on whether they intend to utilize the existing infrastructure of CWC or require new infrastructure at existing/new location, etc.(Parties may refer CWC's website for existing locations).
- I. Business Proposal, with timeline, with operational and financial milestones. Parties may submit a copy of detailed Presentation, if desired.
- J. Investment plan of the party:
- K. CWC may also invest, at its discretion, partly or fully in the project depending upon the viability and return on the investments. The party has to provide details in addition to its own investment plan, if so.

- L. Revenue sharing model/ any other model (Please specify) with specific details including Percentage (%) escalation per year i.e., either a fixed fee per annum, revenue sharing percentage or some different model.
 - M. Proposed Period of operation:
 - N. Other related details, if any.
 - O. Declaration that the statements made and the information provided in the application are complete, true and correct in every detail.
- 3.2. The last date of submission of proposals shall be 21 days from the hosting of the EOI on website of CWC.
- 3.3. EOI process is subject to verification of all information submitted, at the discretion of CWC. CWC reserves the right to reject or accept any or all applications, cancel/withdraw the EOI process without assigning any reason whatsoever and in such case, the applicant shall not have any claim arising out of such action.
- 3.4 The proposals completed in all respect should reach this office through e-mail on gmcomm@cewacor.nic.in. The e-Mail subject should mention “Proposal against the EOI published by CWC”. The proposals received shall be scrutinized and the outcome, if any, shall be intimated to the concerned at their notified address/e-mail.
- 3.5. Further, CWC shall be calling the parties for detailed presentation & discussion, whose idea/ proposal seems to be in line with CWC’s vision.
- 3.6. For further details, please contact:
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Sincerely,

Group General Manager (Commercial)
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