REQUEST FOR PROPOSAL FOR SELECTION OF A PARTNER TO PROMOTE SRI LANKAN FLAG REGISTRY

1. Invitation
Chairman, Standing Cabinet Appointed Procurement Committee (SCAPC) on behalf of Ceylon Shipping Corporation Ltd. (CSC) hereby invites Proposals from Prospective Party(ies) to submit their proposals to select a Partner to promote Sri Lankan Flag Registry worldwide.

2. Background
A Memorandum of Understanding (MOU) was signed between Ceylon Shipping Corporation Ltd. (CSC) and Merchant Shipping Secretariat (MSS) being the Sri Lankan Flag Registry on 24th November 2017 for the purpose of establishing a platform between two State Institutions to promote Sri Lankan Flag Registry as Flag of Convenience (FOC)/Flag of Opportunity (FOO) for the benefit of the country.

3. Scope of Work
CSC intends to join with a suitable party to promote Sri Lankan Flag registry to encourage Ship owners for registering foreign ships under Sri Lankan Flag. The suitable party should prepare a Marketing plan and an Operational plan as to how to expand Sri Lankan Flag registry worldwide. Also, the partner should declare the positioning of the registry along with the global agency network. In addition the Partner will identify the areas to be developed and modified in the Sri Lankan Flag registry to be competitive with other FOC/FOO to attract more Ship owners.

4. Eligibility Criteria
(a) The Proponent should have minimum of 03 years' experience in ships' flag promotion.
(b) The Proponent should be a Company registered in Sri Lanka or any other country with excellent track of record in the field concerned.
(c) The Proponent should submit following documents along with their proposal:
   i) Company profile
   ii) Audited financial statements for last 03 consecutive years
   iii) A copy of Certificate of Incorporation

5. Selection Criteria
Proposents are required to submit the Technical & Financial Proposals simultaneously in two envelopes. Technical proposals are to be opened first and review and determine whether they are substantially responsive with the invitation and complies with the requirements thereto including financial capabilities. Those who are substantially responsive to Technical Proposal will be carried forward for evaluation under Financial Proposal. The decision of the SCAPC will be final and conclusive.

6. Issuance of the RFP Document
RFP documents could be downloaded from the website of CSC www.csc.lk. The Applicants are expected to submit relevant details as per the RFP document in a comprehensive manner along with all necessary supporting documents. The RFP document should be submitted with the payment of non-refundable fee of Rs. 10,000.00 Plus VAT (which can be in equivalent US Dollars as a Bank Draft) in favor of Ceylon Shipping Corporation Ltd.

7. Submission of the RFP Document
(a) The deadline for submission of Proposals shall be 1500 hrs in local time on 29.07.2019.
(b) Proposals which are received on or before the deadline will be opened soon after the closing.
(c) Sealed Proposals should be delivered on or before the aforesaid closing date and time via registered post / courier or hand delivery to the address below:

CHAIRMAN
STANDING CABINET APPOINTED PROCUREMENT COMMITTEE (SCAPC)
MINISTRY OF PORTS & SHIPPING AND SOUTHERN DEVELOPMENT
No. 19, CHAITHYA ROAD, COLOMBO 01
SRI LANKA