

# **SOLAR ENERGY CORPORATION OF INDIA**

(A GOVERNMENT OF INDIA ENTERPRISE)

INVITES EXPRESSION OF INTEREST (EOI)

FROM

TRADING LICENSEES

FOR

THE SUPPORT SERVICES FOR THE PURPOSE OF  
FACILITATION OF TRADING OF POWER



EOI No: SECI/Cont./Ind./72 /2014

Dated: 05.09.2014

Telephone No & Fax No: +91-11- 71989200

SECI website: [www.seci.gov.in](http://www.seci.gov.in)

Email: [contracts@seci.gov.in](mailto:contracts@seci.gov.in);

**August-2014**



## **SOLAR ENERGY CORPORATION OF INDIA**

(A Government of India Enterprise)

### **INVITATION OF EXPRESSION OF INTEREST**

EOI No: SECI/Cont./Ind./72/2014

Date: 05.09.2014

Solar Energy Corporation of India (hereinafter called "SECI"), invites EOI from Category-I trading licensees to participate in the EOI for trading of power for the aggregate capacity of 750MW.

For the implementation of above mentioned work, interested parties should submit their EOI proposal along with all supporting documents complete in all aspect on or before **16.09.2014 up to 4.30 P.M.** in the office of "SECI" in prescribed format.

**Discussion with applicants (CAT-I): 11.09.2014, 11.00AM.**

Brief Scope of Work envisaged for power trading contract is mentioned in the EOI documents.

EOI documents which include eligibility criteria, various conditions of power trading etc, can be downloaded from SECI website [www.seci.gov.in](http://www.seci.gov.in). Any amendment/corrigendum/Clarification with respect to this Bid shall be uploaded on SECI website only. The prospective Bidder should regularly follow up for any Amendment/Corrigendum/Clarification on the above website.

.

**DISCLAMIER:**

1. Though adequate care has been taken while preparing the EOI document, the prospective parties shall satisfy themselves that the document is complete in all respects. Intimation of any discrepancy shall be given to this office immediately.
2. Solar Energy Corporation of India (SECI) reserves the right to modify, amend or supplement this EOI document.
3. While this EOI document has been prepared in good faith, neither SECI nor their employees or advisors make any representation or warranty, express or implied, or accept any responsibility or liability, whatsoever, in respect of any statements or omissions herein, or the accuracy, completeness or reliability of information, and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this EOI document, even if any loss or damage is caused by any act or omission on their part.

## SECTION-I: INFORMATION & INSTRUCTIONS TO BIDDERS (ITB)

### 1.0 General Information:

MNRE had issued guidelines for implementation of the scheme for Batch-I of Phase-II for setting up of 750 MW Solar PV Project. Government of India has identified SECI as the implementing agency and was also appointed as the nodal agency to facilitate grid connected solar power generation under VGF scheme. Under the said scheme SECI acts as a nodal agency for providing VGF funding to the Solar project developers and also executes Power Purchase / Sale Agreements with the project developers and the state utilities. SECI shall charge a fixed margin per unit for these transactions. In the first batch, SECI is in the process of executing PPAs / PSAs of 750 MW Solar Power with the solar developers and the state utilities.

Some of the salient features of JNNSM Phase II Batch I:

S. No.	Features	Details
1.	Total Aggregated Capacity (MW)	750 MW
2.	Project Sizes (MW)	10/20/30/40/50
3.	Tariff	<ul style="list-style-type: none"><li>• <b>PPA:</b> Rs 5.45 / kWh fixed for the 25 years of the Project life. In case the SPD is claiming Accelerated Rate of Depreciation as per the Income Tax Act 1961 for the Project, the applicable tariff shall be reduced to Rs.4.75/kWh. Any excess generation over and above 10% of declared CUF will be purchased by SECI at a tariff of Rs.3.00/kWh, provided SECI is able to get any buyer for sale of such excess generation.</li><li>• <b>PSA:</b> Rs 5.50 / kWh fixed for the 25 years of the Project life.</li></ul>
4.	Selection of Projects	Competitive bidding based on VGF Requirement
5.	Timelines	<ul style="list-style-type: none"><li>• <b>Commissioning of the Project:</b> Within 13 months from the date of signing of PPAs (i.e.28-03-2014). Max. time including encashment of PBG and reduction in tariff is 24 months from PPA. Part commissioning (in multiples 10 MW) is allowed.</li></ul>

6.	Energy Generation	The energy generation from the project is estimated to be around 1350 MUs. However these figures are indicative only and likely to vary as per Article 4.4 of the PPA. The draft of the PPA / PSA is available at SECI's website.
7.	Payment Security Mechanism	Letter of Credit / Collateral Arrangement / a corpus of INR 170 Cr.

### 1.1 General Scope of Work:

SECI intends to engage a trading licensee with specified credentials as mentioned in Eligibility Criteria for a period of 1 year in managing its contracts related to PPA's and PSA's for 750MW using its capabilities and infrastructures for such transactions and/or using its capabilities and SECI's infrastructures. The period of contract can be further extended for a year or part thereof on the same terms and conditions, if required by SECI.

The Scope involves all activities related to trading of power and in no way limits to the broad activities as listed below:

- I. Operationalization of the contract (PPAs and PSAs):
  - a. Open Access (OA) booking as per contract
  - b. Scheduling of the power as per the applicable regulations of CERC/SERCs in consultation with supplier/buyers.
  - c. Monitoring of schedule 12hrs or as necessary and revision of schedules wherever necessary.
  - d. Energy accounting and billing.
  - e. Billing of Open Access (OA) to buyer or supplier as per contract
  - f. Payment of OA charges to POWER GRID/RLDC/SLDC/NLDC
  - g. Refund calculation and release of refund
  - h. Energy billing and payment realisation as per contract (invoice to buyer & payment certification for supplier) in a time bound manner.
  - i. Energy reconciliation w.r.t REA ( invoice to buyer & payment certification for supplier)
  - j. Reconciliation of statements with buyer and supplier.
  - k. Account reconciliation.
  - l. UI certification as per RPC ( as per provision of PPAs & PSAs)
  - m. Compensation and surcharge calculation as per PPAs & PSAs
  - n. Maintaining record of LC / BG if applicable.
  - o. Compliance of regulatory requirements and obligations on behalf of SECI.
  - p. Any other activity related to the operationalization of contract assigned by SECI but not specifically mentioned.

**In addition to the above, the Scope also includes:**

- a. Association of SECI personal for on job training on trading operation.
- b. Sharing of all information's/documents with SECI.
- c. Preparation of MIS/reports in the format as required by SECI.
- d. Settlement of all disputes related to the operationalization of the contract on behalf of SECI, with prior approval.

## 2.0. Eligibility Criteria

- i. The participant should be a licenced electricity trader with a valid Category-I trading license issued by CERC. **Copy of Category-I trading license issued by CERC shall also be submitted along with this EOI.**
- ii. The participant should have experience of trading at least 2000 MUs per year in any of the last three financial years. **Undertaking shall be submitted in support of above as furnished by the bidder to CERC (as per trading return format -4 of CERC).**

### 3. Cost of EOI Submission:

- 3.1. The Bidder shall bear all costs associated with the preparation and submission of its EOI, and the SECI, will in no case be responsible or liable for these costs, regardless of the conduct or outcome of the EOI process.

### 4. Clarifications

- a. A prospective Bidder requiring any clarification on the EOI documents may notify SECI in writing/Fax/Email at the SECI's mailing address indicated in the cover page. SECI however reserve the right not to respond against the same. If SECI choses to respond it will be informed by uploading on SECI website ([www.seci.gov.in](http://www.seci.gov.in)). The Bidder should remain updated on the website for any amendments/ corrigendum/ clarifications.
- b. SECI is not under any obligation to entertain/ respond to suggestions made or to incorporate modifications sought for.

### 5. Amendment of EOI Documents

- a. At any time prior to the deadline for submission of EOI, the SECI may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, modify the EOI document by issuing clarification(s) and/or amendment(s).
- b. SECI will not bear any responsibility or liability arising out of non-receipt of the information regarding Amendments in time or otherwise. Bidders must remain updated with the websites for any such amendment before submitting their EOI.
- c. All the notices related to this Bid which are required to be publicized shall be uploaded on **www.seci.gov.in** and bidders are required to keep themselves updated on the same.

### 6. Contents of the EOI Document

- I. EOI procedures and other trading contract terms are prescribed in the EOI documents. EOI document includes:
  - a. Information & Instruction to Bidders (ITB) ;
  - b. Formats -1 to Formats -4;

- II. The Bidder is expected to examine all instructions, forms, terms, and conditions in the EOI document. Failure to furnish any information as required in the EOI document or submission of a EOI not substantially responsive to the EOI documents in every respect will be at the Bidder's risk and may result in rejection of its EOI application.

## **7. Documents Constituting the EOI in the Envelope -1**

(A) The EOI prepared by the Bidder shall comprise the following components :

- i. Covering Letter as per prescribed Format-1.
- ii. Authorization certificate on behalf of the signatory of EOI on company letter head.
- iii. Copy of Category-I licence certificate as issued by CERC.
- iv. The participant should have experience of trading at least 2000 MU per year in any of the last three financial years. **Undertaking shall be submitted in support of above as furnished by the bidder to CERC (as per trading return format -4 of CERC).**

(B) Any Suggestions on the subject

### **Note:**

**At the time of EOI opening above documents should be enclosed in the Envelope-1. EOI will be considered as non-responsive if submission required under clause 7(A) are not submitted**

## **8. Sealing and Marking of EOI documents**

EOI shall be prepared and sealed in the following manner:

- a. There shall be Cover Envelope **superscribed as Envelope-2**, which shall contain one smaller envelope superscribed as “ **(Envelope-1)**”
- b. The “**Envelope-1**” shall contain the following documents and **shall be superscribed with EOI No \_\_ and date along with “Envelope-1”**.
  - i. Covering letter, Authorization certificate, Signed and stamped Copy of EOI Documents including amendments & clarifications of any by the Authorised signatory on each page.
  - ii. All documents in Envelope-1 should be spirally bounded and flagged or separated by separators.

- c. The Cover envelope (**Envelope-2**) shall be superscribed
  - i. EOI No and Date
  - ii. Date of EOI Opening: 16.09.2014 **at 5.00 P.M**
  - iii. Not to be opened before 5.00PM on 16.09.2014
  - iv. Addressed to the SECI at the following address:

**Dy. Manager (Contracts)  
Solar Energy Corporation of India  
D-3, A Wing, 1st Floor,  
Religare Building, District Centre,  
Saket, New Delhi-110 017**

- d. All the envelopes shall be sealed properly & shall indicate the Name & Address of the Bidder.
- e. Email, Telex, cable or facsimile EOI's will be rejected.
- f. The EOI must be complete in all aspect and should contain requisite documents as required in the EOI document.

#### **9. Deadline for Submission of EOI documents**

- a. EOI documents must be received by the SECI at the address mentioned below  
:

**Dy. Manager (Contracts)  
Solar Energy Corporation of India  
D-3, A Wing, 1st Floor,  
Religare Building, District Centre,  
Saket, New Delhi-110 017**

no later than 16.09.2014 at 4.30PM. In the event of the specified date for the submission of EOI being declared a holiday for the SECI, the EOI will be received up-to the appointed time on the next working day.

- b. The SECI may, at its discretion, extend this deadline for submission of EOI by amending the EOI documents. Such information, if any, will be informed in the SECI website.

#### **10. Late Bids**

Any Application received by the SECI after the deadline for submission of EOI prescribed by the SECI, pursuant to Clause 9 above, will be rejected and/or returned unopened to the Bidder.



**11. SECI's Right to Accept Any application and to Reject any or All applications submitted against the response to this EOI**

- a. The SECI reserves the right to accept or reject any application, and to annul the EOI invitation process at any time at its sole discretion for whatsoever reasons and without incurring any liability whatsoever to any of the Bidder for any cost expense loss etc.

**12. Correspondence for Seeking clarifications**

Bidder requiring any clarification of the EOI documents may contact in writing or by Fax /E Mail to the following Persons

Name	Contact Number	Phone No.	Email id
Sh. Avnish Parashar	9899850259	Solar Energy Corporation of India (SECI), Telephone: 011-71989200	<a href="mailto:contracts@seci.gov.in">contracts@seci.gov.in</a>

**Covering Letter**

***(To be submitted by the party on the Company's Letter Head)***

**Dy. Manager (Contracts)  
SOLAR ENERGY CORPORATION OF INDIA (SECI)  
1st Floor, D-3, A Wing, Religare Building  
District Centre, Saket,  
New Delhi - 110017**

(Bidder to Provide Date and reference)

Dear Sir,

**Sub: Expression of Interest (E.O.I) from Category-I trading licensees to participate in the Bid for trading of power for the aggregate capacity of 750MW.**

We, the undersigned, express our interest for the subject EOI and declare the following:

- (a) We are duly authorized to represent and act on behalf of \_\_\_\_\_ (name of the company) and an authorization certificate to this effect is enclosed).
- (b) We have examined and have no reservations to the EOI document including Amendment No(s) & Clarification No(s) \_\_\_\_\_ (if any).
- (c) With reference to your invitation for EOI dated \_\_/\_\_/\_\_, we are furnishing herewith all the required details as per the prescribed formats.
- (d) SECI and /or its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents and information submitted in connection with this application, and to seek clarifications from our bankers and clients. This letter of Application will also serve as authorization for any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and as requested by SECI.
- (e) SECI and /or its authorized representatives may contact the following nodal persons of the company for further information on any aspects of the application:

Contact Person			
Name and designation	Address for Communication	Telephone No	Email ID

(f) This application is made in the full understanding that:

1. Through this EOI, SECI intends to invite bids from Category-I trading licensees to participate in the Bid for trading of power for the aggregate capacity of 750MW.
2. EOI process will be subject to verification of all information submitted, at the discretion of SECI.
3. SECI reserves the right to reject or accept any or all applications, cancel the EOI process without any obligation to inform the Bidder about the grounds of same.

(g) **We hereby inform that we would prefer to use the premises and infrastructure for the purpose of power trading mentioned in EOI of Option-I**

☐

**Our own company. Trading operation will be executed from N. Delhi branch**  
**Address**\_\_\_\_\_

**Option-II**

☐

**SECI (Solar Energy Corporation of India)**

**Note: Tick the option preferred**

(h) The undersigned declare that the statements made and the information provided in the duly completed application are complete, true and correct to the best of my knowledge & belief.

**Name** :

**In the Capacity of** :  
**(Designation)**

**Signed**  
**Duly authorized to sign the application for and on behalf of:**

**Date:**

**Company Profile and Organization Structure**

Name of the Company:

Registered Address:

Contact Person & Designation:

Postal address for communication:

Telephone No.:

Fax No.:

Mobile No.:

E-mail address:

Documents regarding Certificate of Incorporation is enclosed

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Company Seal: \_\_\_\_\_

**Format-3**

1. Details of other documents in reference to Qualifying Requirement in terms of experience.

S. No.	Financial Year	Experience of Power Trading (in MU)
1.	2011-2012	
2.	2012-2013	
3.	2013-2014	

(Trading Return Format-4 of CERC norms is enclosed in support of above.)

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Company Seal: \_\_\_\_\_

**Format-4**

**Details of the suggestions if any**

Sr No	Title	Description	Remarks	References
1.				
2.				
3.				
4.				
5.				
--				
--				
--				