

SOLAR ENERGY CORPORATION OF INDIA LIMITED New Delhi						
No. MI/00/0015/2023-24-Clarifications-01						Date:10.10.2023
Selection of Green Hydrogen Producers for Setting up Production Facilities for Green Hydrogen in India under the Strategic Interventions for Green Hydrogen Transition (SIGHT) Scheme (Mode-1-Tranche-I): Clarifications to the queries on the RfS (RfS No. SECI/C&P/MI/00/0015/2023-24 dated 07.07.2023)						
S. No.	Documents	Clause No.	Existing Clause	Proposed Modifications	Rationale/Remarks	SECI's response
1	RfS	5.1	A Bidder, including its Parent, Affiliate or Ultimate Parent or any Group Company shall submit a single bid for a bid capacity in each bucket in the following way: Bucket No.1 Maximum bidding capacity-300MW	NIL	If our unit has a capacity to manufacture Electrolyzers of capacities above 300MW in a year, then as per SIGHT we can expect incentive upto a total manufacturing capacity of 300MW Electrolyzers. The remaining inventory above 300MW will not be considered for incentive. Is it right?	Yes, remaining inventory above 300 MW will not be considered for incentive.
2	RfS	8.4.	Commissioning of Electrolysers Manufacturing Facilities	-	Pl clarify part commissioning. More clarity required.	The EM is allowed to choose the "part capacity" in terms of MW, which it wishes to commission first, as part of the awarded capacity.
3	RfS	33.2	Performance quotient	-	Pl define the Hydrogen gas production pressure with respect to Specific energy. Can we define specific energy consumption for Hydrogen production at higher pressures ? Whether benefit of energy savings in compression can be considered by SECI with some base characteristics?	The same depends on the buyer's requirements and will not be specified in the RfS. SEC will be measured at stack level, irrespective of output pressure.
4	RfS	33.2	Specific Energy Consumption (σ) shall be equal to or less than 56 kWh/kg of H2 production.	NIL	Suppose if Bidder-1 has indicated Specific energy consumption as 51 kWh/kg at the time of bidding. After bidding he/she cannot achieve even 56 kWh/kg after commissioning of Electrolyzer production activities and site installations in India. In that case, whether they can be blacklisted and the incentive will be allotted to Bidder-2 (who have quoted & achieved standard specific energy consumption of 55 kWh/kg including BOPs) ?	Any action w.r.t. non compliance of SEC criterion shall be dealt as per provisions of RfS and Guidelines issued by MNRE.
5	RfS	33.2	Formula for calculation of incentive amount shall be as follows:	NIL	Can "Local Value Addition" explained with further detail in all aspects of installed spares, assembling & auxiliaries.	Please refer to the amendments.
6	RfS	18.2	No change in the controlling shareholding of the Bidding Company or Joint Venture Company/Bidding Consortium shall be permitted from the date of submission of response to RfS till the issuance of LoA. However, in case the Project is being set up by a listed Company, this condition will not be applicable.	NIL	Since DCM Shriram Industries Ltd-a listed company, "the ownership, directly or indirectly, of more than 50% of the voting shares of such Company or right to appoint majority Directors" will not apply right?. Kindly clarify.	The definition of "Control" applies to all the Companies selected under the RfS, irrespective of their listing status.
7	RfS	8.3	8 Commissioning of Electrolysers Manufacturing Facilities 8.2 If required, MNRE/SECI may also designate National Accreditation Board for Testing and Calibration Laboratories (NABL) accredited labs, etc. for such verification. The EM will be required to provide information/ documents to the satisfaction of SECI/MNRE or any of their authorized representatives to the extent of their satisfaction, as necessary for verification of claims of the EM.	It is requested to provide the Testing Parameter, Testing Authority Details and Applicable Standards.		The procedure/paramters will be provided subsequent to issuance of LoAs.
8	RfS	13.1	Earnest Money Deposit (EMD) of INR 7,40,000 / MW (Indian Rupees Seven Lakhs Forty Thousand per MW) in the form of Bank Guarantee.	It is requested to reduce the EMD amount to INR 4,00,000/ MW		RfS provisions remain unchanged
9	RfS	14.1	Bidders selected by SECI based on this RfS shall submit Performance Guarantee for a value @ INR 14,80,000/MW	It is requested to reduce the PBG amount to INR 8,00,000/ MW		RfS provisions remain unchanged
10	RfS	28.6	..... This shall not change till the commissioning of the project and the Controlling Shareholding (held by the Lead Member holding not less than 51% of the voting rights and paid up share capital) shall not change from submission deadline of response to RfS up to commissioning of the project.	What is the minimum percentage of Controlling Shareholding of members other than the Lead Member?		Change in shareholding by non-Lead members is not governed by this RfS
11	RfS	28.6	Not mentioned	What is the maximum numbers of the consortium partner in the Consortium?		There is no limit on the number of Consotium members
12	RfS	28.6	Not mentioned	Can Bidders form the Consortium with Foreign Partner from the China.		Please refer Clause 28.4 of the RfS as amended. Participation by bidders in this case will be governed by the applicable provisions of the OM referred in this clause
13	RfS	33.2 b	The incentive amount increases with increased Local Value Addition, in order to encourage manufacturers to source their material from the domestic market.	SECI has fixed the Value of DVA based on the Percentage of LVA Quoted by the Bidders. The incentive amount is not increasing with the quoted LVA as per the sample calculation provided by the SECI on Page No. 36 of 83 as the value of DVA and Performance Multiplier factors are fixed. There must be variation of DVA and Performance Multiplier factors based on the Quoted LVA and SEC.		The illustration assumes certain DVA and Performance Multiplier values for each of the incentive years, to illustrate calculation of incentive amounts as per the RfS provisions. Tables under Clauses 34.3 b and 34.3.c. also demonstrate varying DVA and Performance Multiplier levels in some of the years. The tables are to be considered for illustration purposes only, and incentives will of course be disbursed based on actual performance of the plants
14	RfS	34.2 c	Value of DVA Domestic Value Addition (DVA) i is a function of the percentage of Local Value Addition (LVA), submitted for the i th year as per clause 33.2.b of the RfS. DVA is derived as per the following table:	It is requested to SECI to provide Table for the LVA values between $\geq 40\%$ to $\leq 90\%$ separately for the i. For Alkaline Electrolyser and ii. For PEM/SOEC/AEM Electrolyser.		Please refer Clause 33.2.b. of the RfS
15	RfS	34.2 c	Domestic Value Addition (DVA) i	SECI has fixed the Value of DVA based on the Percentage of LVA Quoted by the Bidders. What if Manufacture has achieved LVA better than the quoted LVA.		The incentives will be limited to the EM meeting its committed performance parameters
16	RfS	34.2 c	Domestic Value Addition (DVA) i	It is requested to SECI to modify the Value of DVA subject to achievement of Higher LVA during manufacturing over next 5 Years.		RfS provisions remain unchanged
17	RfS	34.2 d	Performance Multiplier:	SECI has fixed the Value of Performance Multiplier based on the Performance Quotient Quoted by the Bidders. What if Manufacture has achieved better SEC than the quoted SEC.		The incentives will be limited to the EM meeting its committed performance parameters

18	RfS	34.2 d	Performance Multiplier:	It is requested to SECI to modify the Value of Performance Multiplier subject to achievement of Higher SEC during manufacturing over next 5 Years.	RfS provisions remain unchanged
19	RfS	General	General: Brown Field and Green Field:	Can existing manufacturer take part in the bidding under Brown Field.	Yes
20	RfS	6.1	Specific energy consumption (SEC)		What will be methodology/procedure to measure SEC?
21	RfS	6.1	Guaranteed life of electrolyser		The life of electrolyser can be known, only at the end of life, which is a long period. What if bidder is not able to showese min. 60000 hr? Will the incentive given to him is withdrawn?
22	RfS	6.1	Guaranteed life of electrolyser		The guaranteed life could be measured through yearly degradation factor, or any other better way.
23	RfS	6.1	Guaranteed life of electrolyser		Is there any benefit, if bidder could propose guaranteed life more than 60000 hr.
24	RfS	6.1	Value of imports		Is value of imports at FOB, or CIF included?
25	RfS	7.3	MNRE/SECI or its authorized agency will have right to de physical inspection		How will be Bidder's proprietary facility protected, in case of third party/agency is involved? There need to be confidentiality agreement.
26	RfS	7.4	Part commissioning		The part commissioning need to define in percentage, otherwise it is possible that after qualified for incentive bidder will start at very low capacity, though he will receive less incentive, but it is not in the spirit of overall SIGHT scheme.
27	RfS	10.1 a	Manufacturing facility inspection prior to incentive disbursement		Will testing facility able to test all size/capacity of electrolyser?
28	RfS	10.1 b	Manufacturing facility inspection prior to incentive disbursement		Bidder understand, testing facility will be within India only.
29	RfS	10.1 b	Manufacturing facility inspection prior to incentive disbursement		What will be duration of testing?
30	RfS	10.1 b	Manufacturing facility inspection prior to incentive disbursement		what will be storage/unloading facility available at testing facility?
31	RfS	33.2	Formula for calculation of incentive amount		In the selection parameter, there is no role of capacity.Kindly confirm.
32	RfS	34.2 d	Performance multiplier		Is it above 56 kWh/kg or less/equal? Kindly confirm
33	RfS	General			What is remedy for the bidder's who will win the incentive, but not able to perform? It might be loss of other bidder, who are not qualified, but might be performing well. There could in intermediary check in progress of construction also.
34	RfS	6.1	General comment LVA	-	What all components would be treated for calculation of LVA should be defined. We propose all equipment which are performance related and plays a major part in GH2 economics & safety should be defined. For LVA we propose following equipment electrolyzer system, compressor
35	RfS	28.4	Additional comment	-	Technology will play a major role in determining the success of NHM. We would suggest that even if technology partner (licensor) is not one of the prime bidders and if bidder is tying up for technology with a company which shares land border with India then such technology company (licensor) should also follow the land border requirement (as royalty payments would be made to such a tech. partner).
36	RfS	6.1 iii	General comment Verification of local value addition	-	What happens if the EM doesn't make sales in a particular year, since there will be no sales, verification of LVA & PM would not be possible for that particular year. Please clarify.
37	RfS		General comment Technical qualifying criteria	The bidder should have produced at least 100 MW of electrolyzers over the last 2 years or should demonstrate Technology Partnerships with an entity which has produced at least 100 MW of electrolyzers over the last 2 years	We would request Technical qualifying criteria which was there in SIGHT concept note shared by MNRE earlier to be reinstated. 1. India has an ambition to do 5MMTPA by 2030 and thus we need credible bidders / OEMs who have the ability to fuel that ambition. 2. To produce at a small scale and to produce at large scale needs lot of execution / operation experience.
38	RfS	34.2 e	"Sales (in kw)....."	For sale of equipment to EM's affiliate / subsidiary to be treated differently	1. Sales made by EM to one of their own subsidiary / affiliate shouldn't qualify for incentives based on sales (since Parent / subsidiary company can always make a notional PO to get the incentive). 2. Resale of the electrolyzer from one company to another company should be disallowed.
39	RfS	10.2 b	Clause 10.2(b)..... The methodology of sampling and testing procedure will be issued in due course.		Please clarify whether the procedures would be notified before the bid filing date or post bid submission
40	RfS	10.2 a	Clause 10.2 (a). For verification of Electrolyser performance, there will be maximum 4 quarterly visits carried out at the Manufacturing Facility, in an Incentive Year. Samples will be chosen by the inspection team during each visit, and testing of the same shall be conducted. The results obtained on the batch being sampled during each visit, will be applicable for the total production considered for Incentive disbursement in between last visit and present visit. The results for the batch with the lowest performance during the incentive year will be considered for calculation of incentive for the complete year.		1. It has been specified that for the purpose of disbursement the performance of the lowest performance batch in the financial year would be considered and accordingly incentives would be considered 2. The consideration of lowest performance batch would create undue hardship for the OEM even if a single quarter goes wrong. The low performance can be on account of multiple technical reasons 3. Hence, it is recommended that instead of performance value of lowest performance batch the average performance value for the entire disbursement period (complete year) should be considered

41	RfS	Clause 14.1. Clause 29.1(i) Clause 5.1.	Clause 14.1. Bidders selected by SECI based on this RfS shall submit Performance Guarantee for a value @ INR 14,80,000/MW (Indian Rupees Fourteen Lakhs and Eighty Thousand per MW) as per the Manufacturing Capacity allocated to them within 15 days of issuance of Notification of Award (Noa).... Clause 29.1(i)....The Net Worth of the Bidder, as on the last date of previous Financial Year, i.e. FY 2022-23, should be equal to or greater than INR 1 Crore per MW of quoted manufacturing capacity.... Clause 5.1. A Bidder, including its Parent, Affiliate or Ultimate Parent or any Group Company shall submit a single bid for a bid capacity in each bucket in the following way: ... Minimum bid capacity 100 GW....		1. The minimum bid capacity as per RfS (for any stack technology) is 100 GW. 2. Therefore, the minimum net worth and PBG requirement is INR 100 Crores and INR 14.80 Crores respectively 3. As per Ministry of Micro, Small and Medium Enterprises Notification, S.O. 2119(E), dated 26th June, 2020, the investment in plant and machinery or equipment by an MSME cannot exceed maximum by INR 50 Crores. 4. Therefore, it is difficult for an MSME to meet the respective net worth and PBG criteria 5. Hence, it is suggested to kindly revisit the net worth and PBG requirements for MSME entities and suitably reduce the same	RfS provisions remain unchanged
42	RfS	10.6.	Sales eligible for Incentive disbursement: Pursuant to Clause 34.2.e, the sales in any given year are sales minus sales returns. EM shall be required to submit Statutory Auditor's certificate in support of this claim. The EM will have to demonstrate minimum 50% of annual sales of Electrolysers for installation of projects in India.		1. A electrolyser would normally comprises of multiple parts viz. stack, water circulation system, balance of parts, etc. 2. Please clarify whether the 'sales value' for the purpose of electrolyser manufacturing would include the value of stack only or the value of all the components/ parts embedded in the electrolyser	Please refer to the amendments
43	RfS	6.1.	LVA= (((Sales Value of Electrolyser)-(Value of imports)/Sale Value of Electrolyser)*100 In which, i. Sale Value of Electrolyser is the Sale value of Electrolyser as per GST invoice excluding net domestic indirect taxes and returns. ii. Value of imports is the Value of direct and indirect imported materials and services (including all Customs Duty) as per Bill of Entry filed in Customs, used in manufacturing of Electrolyser. iii. Verification of Local Value Addition (LVA) will be carried out on an annual basis. For the purpose of determination of LVA, weighted average LVA for the complete sales in a given year shall be certified by Statutory Auditor.		1. Royalty - Whether any kind of royalty payments to a foreign entity in regard to the electrolyser technology would be considered as import for the purpose of LVA calculation? 2. Verification of indirect import - What sort of checks would need to be applied from the suppliers of raw materials to verify that the respective raw materials are not imported? 3. Verification of indirect import - Whether a declaration from the raw material supplier that the supplied goods are not imported but indigenously developed would be suffice for the purpose of indirect import validation? 4. Domestic parts - If the raw material supplier carry out simple assembly process on the imported parts, then whether the said parts would be considered as imported or domestic parts for the purpose of LVA calculation in the hands of electrolyser OEM?	1. No. 2,3&4. It is the primary responsibility of the EM to comply with the requirements of LVA as per the RfS. In case any deviations are discovered in this regard, SECI/MNRE may take suitable actions necessary as per the scheme guidelines.
44	RfS	6.1, 33.2 b	Clause 6.1. - LVA for Alkaline Electrolyser LVA for Proton Exchange Membrane/ Solid Oxide Electrolyser/ Anion Exchange Membrane Electrolyser..... Clause 33.2(b). Local Value Addition (LVA) Factor(i) is a function of the percentage of Local Value Addition (LVA), submitted for the (i)th year. LVA Factor is derived as per the following table: Alkaline electrolyser For PEM/SOEC/AEM Electrolyse.....		1. The LVA % and LVA factor has been defined under two category of electrolyser viz. Alkaline and PEM/SOEC/AEM 2. Please clarify if any OEM manufacture/ develop electrolyser of technologies other than the specified technologies (Alkaline and PEM/SOEC/AEM), what LVA % and LVA factor would be applied for determining the ranking criteria of the said electrolyser technology?	Please refer to the amendments
45	RfS	6.1.	Guaranteed life of Electrolyser - The Guaranteed Life of Electrolyser shall be at least 60,000 hrs		1. Please clarify on the testing procedure/ methodology to measure the guaranteed life of the electrolyzers 2. Please clarify on the checks and balances that would be applied by MNRE/ SECI to verify the guaranteed life of the electrolyzers post sales of the electrolyzers to the OEM customers 3. Please clarify on the impact of incentives that are already disbursed/ would be disbursed (during the balance tenure of 5 years) if the life of the electrolyzers didn't reach 60,000 sales post sales	The procedure/parameters will be provided subsequent to issuance of LoAs. It is clarified that there will be no impact on the incentives disbursed under the RfS, with respect to actual performance of the electrolyzers
46	RfS	5.4	The bidder shall be allowed to bid for either or both buckets. The bids for the "Electrolyser manufacturing capacity based on any stack technology" bucket will be decided first, followed by the bids for the 'Electrolyser manufacturing capacity based on indigenously developed stack technology' bucket. However, the maximum capacity that can be allotted to a single bidder is limited to 300 MW.		1. We understand that the total combined capacity (under both the buckets) allocated to a single bidder cannot be more than 300 MW under this tranche 2. We further understand that this RfS document and MNRE Notification No. 353/39/2023-NT, dated 28/06/2023 nowhere restricts the bidder, who has been allocated with the 300 MW capacity under this tranche, to bid and get allocated capacities in the following tranches 3. Please confirm/ clarify our understanding	Eligibility of a bidder who has been awarded under this tranche, for participation in the next tranche, is beyond the scope of this RfS
47	RfS		For Electrolyser Equipment Plants set up in SEZs and Equipments supplied to Green Hydrogen Producers within India be exempted from Customs duty.	To help create market and give some support to Green Hydrogen Producers as there is no clear commercial viability for Green Hydrogen Sale as yet.		The query is beyond the scope of this RfS
48	RfS			Is JV/Consortium clause linked with DPIIT policy.		JV/Consortium formation shall be governed by applicable laws/rules formulated by the Government
49	RfS	5.1	Minimum bid capacity	Incase of Bucket No-1, Request you to please amend the minimum bid capacity must be Less than 50 MW so that MSE enterprises can participate.		RfS provisions remain unchanged
50	RfS	22.1	Documents to be Submitted Offline (in Original)	Please clarify should Bidder also submit Hard Copy of JV/Consortium Agreement and Board Resolution, as it is not mentioned in RfS document to submit Hard Copy physically at Dept.		Only scanned copy of these documents are to be submitted
51	RfS	Format 7.11	PRELIMINARY ESTIMATE OF COST OF PROJECT	Which type of Major Components must be defined as a Break up for the Project Cost. Please Explain.		Project component break-up may be chosen by the bidder. This format is purely for informational purpose, and will not have any bearing on the bidder's qualification under the RfS
52	RfS	33.2	Selection Parameter	Selection of Bidder depending upon LVA Factor and Performance Quotient or there is any parameter depending please clarify.		Section-4 covers the complete requirements governing a bidder's eligibility under the RfS. Shortlisting of bidders will be governed by Section-4 and Section -5 of the RfS
53	RfS			Is there any restriction, if a bidder imports materials from Land border sharing countries.		Please refer to reply at SL13 above.
54	RfS			Please mention the necessary certificate or document name which defines that bidder is an OEM of Electrolyser.		Ownership of the Electrolyzer manufacturing facility shall be required to be demonstrated in the name of the EM.
55	RfS			How will SECI verify that Bidder having Indigenous developed stack Technology. Which documents or certificates should the bidder submit against Indigenous Technology.		Patent certificate, issued prior to the bid submission deadline, is to be submitted to meet this requirement.
56	RfS		Will SECI play the role of an aggregator for Electrolyser demand and ensure offtake agreements signed between Electrolyser buyers and Sellers	On the lines of Renewable Energy Capacity Auctions Conducted by SECI followed by PPA Agreements secured by SECI between IPP Companies and State Utilities		No such role has been envisaged for SECI under this RfS
57	RfS		Is it possible to bid with mix technologies in Bucket 1	E.g., Bid for 150 MW - 100 MW AWE and 25 MW PEM and 25 MW AEM		Yes

58	RfS		Is technology switch possible post LoA	E.g., Bid with AWE technology and Switch over to Non AWE technologies.		Switching between the two buckets will not be allowed subsequent to bid submission. In a particular bucket, the EM may choose to change its technology during project implementation at its own risk and cost
59	RfS		In bucket 2 for indigineous technology development is there any provision for timeline extension	Considering Indigineous Technology development may take upto 5 Years for Commercial Scale product, time relaxation and volume ramp up scaling required.		RfS provisions remain unchanged
60	RfS		Are SIGHT PLI & states structural incentive packages mutually exclusive?			Yes, the EM is free to avail any benefits under respective State policies as applicable
61	RfS		Any priority / preference or differential advantage to PLI winners in PSU Tenders for Electrolysers			No such differential treatment has been envisaged
62	RfS		In bucket 1 is any quantity kept reserved for non alkaline electrolysers out of total 1200 MW			No
63	RfS		Will procurement of stack and local assembly with the rest of balance of plant & system qualify for manufacturing incentive			Yes
64	RfS		What if the company is new and has no financial results for the previous FY			RfS provisions are self-explanatory
65	RfS		If MSME registration is applied for and pending as on the day of bid application, is the bidding company eligible to get a waiver of Bid Document Fee, EMD and Bid Processing Fee			As on the bid submission date, the bidder must be an MSME registered with the Government, to avail the benefits offered to MSME bidders
66	RfS		The definition is technology that is patented in India and the patent is held by an Indian entity. Does that include technology developed by foreign entity but with patent registered in India under its Indian subsidiary			Yes
67	RfS		Why is Stack performance degradation applicable?	Stack performance degradation is on the field performance from Year 2. It is not applicable to the manufacturer for his incentive calculation. The word degradation should not be used in this context.		RfS provisions remain unchanged
68	RfS	8	What does the "Manufacturing Facility and Full Manufacturing Capacity" imply – For instance, If the assembly facility is being setup in India by the lead bidder while Stack is being procured from JV partner with BOP and BOS sourced from different vendors. Will this be constituted as "Manufacturing Facility"? If this assembly unit can assemble 300 MW (max bid capacity) of electrolyser/year, will this be termed as "Full Manufacturing Capacity"? (refer clause 8 Page 11) -	What Constitutes 'Manufacturing'? And Manufacturing Capacity?		"Full manufacturing capacity" as per clause 8.1 refers to the capacity (in MW), as awarded in the LoA. It means the maximum annual electrolyzer production capacity for which the manufacturing facility has been designed. The scenario as proposed in this query is acceptable as part of the manufacturing capacity, subject to compliance with LVA requirements
69	RfS		How to account for deferred invoicing for delayed projects as the incentive scheme is production linked (PLI)	We recommend that deemed sales be considered for incentive payout against confirmation of Electrolyser Production against a firm Customer PO.		Firm PO without tax invoice shall not be considered for sale.
70	RfS	6	Page 10 (Clause 6) – Kindly elaborate what is meant by "Sales Value of Electrolysers" for this RfS – does this mean the Total Sales Value of the Electrolysers whose sales have been finalised in a year or the actual invoicing of Electrolysers in the year (which may be a only a part of the total value of those Electrolysers)			GST Invoices issued against the electrolyzers sold in a year will be considered
71	RfS		Selection parameter is calculated based on cumulative 5 years LVA X performance quotient. This will be an estimate. If the actual performance on LVA & performance quotient fall short, what will be the penalty?			Shortfall in performance will result in proportionate reduction in the incentive for which the plant will be eligible in a particular year
72	RfS		Who will certify SEC?	If Stack is above 1 MW, Plant should be exempted from demonstrating SEC because of Power infrastructure requirements will steeply go up and it will not be viable. No NABL lab will have such a capacity to test >1 MW Stacks. Any documentary evidence required during the submission.		RfS provisions remain unchanged. SEC verification methodology will be notified subsequent to issuance of LoAs
73	RfS		At the manufacturing facility SEC cannot be ascertained nor any Govt Lab is equipped to do.	Due to Power infrastructure limitations.		RfS provisions remain unchanged
74	RfS		Only at Customer Site SEC each year can be verified.	EM can certify SEC and can be varified first time at Customer Site.		Testing will be carried out at the manufacturing facility of the EM itself. Please refer to the amendments.
75	RfS		The SEC value needs to be demonstrated at or prior to commissioning of the electrolyser	Clarify		Commissioning procedure to be issued in due course will cover this aspect
76	RfS		- what happens if there is long delay in commissioning at customer site? Is the mfg. incentive held up?	Incentive to EM should be released based on Deemed Sale / Commissioning.		Incentive disbursement is de-linked with delay in commissioning, and is related solely to plant performance "after" project commissioning. Delay in commissioning will be governed by PBG encashment provisions
77	RfS		- Is it that each and every stack to be tested for SEC?	SEC Verification to be concluded on the basis of Version type or Sampling basis not more than 5 %.		Commissioning procedure to be issued in due course will cover this aspect
78	RfS	7	Construction plan monitoring: Bidders are required to submit the following documents: a. Construction Plan b. Clearances required c. Timelines of the activities d. Timelines for obtaining clearances	1. At what stage all this information required to be shared? 2. We request SECI to allow bidders to submit a tentative construction plan during the bid submission stage.		As clearly stated in Clause 7.1, the referred data is sought as part of the Bidder's response to RfS. The Bidder is allowed to modify these plans subsequent to issuance of LoA
79	RfS	10.1	Disbursement of Incentives	1. Can bidders apply for PLI for a brownfield manufacturing facility? If not allowed, companies who have already invested to setup a manufacturing facility will be inadvertently penalised. 2. Does the brownfield bidder have to create a new Legal Entity / SPV to house this facility?		1. Yes 2. No

80	RfS	29.1 ii	The net worth to be considered for the above purpose will be the cumulative net-worth of the Bidding Company or Consortium, together with the Net Worth of those Affiliates of the Bidder(s) that undertake to contribute the required equity funding and PBG/POI in case the Bidder(s) fail to do so in accordance with the RfS.	Please clarify: Our understanding is that the parent company's net worth will also be considered for evaluation.		The understanding is agreed to.
81	RfS	6.1	Eligibility for receiving incentives: a. Specific Energy Consumption (σ) shall be equal to or less than 56 kWh/kg of H2 production.	1. Please define the efficiency measurement boundaries: a. Input power at AC or DC? b. Input power at what voltage c. H2 pressure d. H2 purity 2. Please define the criteria for demonstration of efficiency. a. Will this be measured at the manufacturer's location? b. If electrolyzers are modular in nature, can certifying one module automatically qualifies the other modules?	3. Please clarify: Our understanding is that for each electrolyser sale, the bidder has to provide certificates/declarations to be eligible to receive subsidies. In addition, SECI/representatives will conduct quarterly visits to the facility to verify the performance of the electrolyser. 4. We request SECI to consider the efficiency at a system level as at a stack level H2 can be produced with different quality and pressure across technologies.	SEC verification methodology will be notified subsequent to issuance of LoAs
82	RfS	6	Performance criteria	The definition of stack life is ambiguous. Extending the stack life longer will actually increase the power consumption because of the degradation. Instead, the stack life should be determined based on the specific project requirements. We request SECI to remove the requirement for 60,000 hours of stack life.		RfS provisions remain unchanged
83	RfS	14	Bidders selected by SECI based on this RfS shall submit Performance Guarantee for a value @ INR 14,80,000/MW (Indian Rupees Fourteen Lakhs and Eighty Thousand per MW) as per the Manufacturing Capacity allocated to them within 15 days of issuance of Notification of Award (NoA).	We request SECI to reduce the PBG quantum for MSMEs. The current PBG limit will impose a significant burden on the cash flow of the MSMEs as small companies not having a credit line will need to park a significant amount of cash to provide the PBG. We request the PBG to be lowered to INR 3 lacs/MW.		RfS provisions remain unchanged
84	RfS	2.3	Interested bidders have to necessarily register themselves on the portal https://www.bharat-electrontender.com ("ETS portal") through M/s Electronic Tender.com (India) Pvt. Limited to participate in the bidding under this invitation for bids. It shall be the sole responsibility of the interested bidders to get themselves registered at the aforesaid portal for which they are required to contact M/s Electronic Tender.com (India) Pvt. Limited, New Delhi to complete the registration formalities. Contact details of ISN-ETS is mentioned on the Bid Information Sheet. All required documents and formalities for registering on ISN-ETS are mentioned in the subsequent RfS documents.	Interested bidders/parent company have to necessarily register themselves on the portal https://www.bharat-electrontender.com ("ETS portal") through M/s Electronic Tender.com (India) Pvt. Limited to participate in the bidding under this invitation for bids. It shall be the sole responsibility of the interested bidders to get themselves registered at the aforesaid portal for which they are required to contact M/s Electronic Tender.com (India) Pvt. Limited, New Delhi to complete the registration formalities. Contact details of ISN-ETS is mentioned on the Bid Information Sheet.	Allowing parent company to buy on behalf would enable proper communication of updates related to the tender to interested companies as the specific entity to apply decision might take time in large corporates/group companies.	The tender documents are available for free download on SECI, CPPP and ETS websites. "Purchase of tender document" in this context means that the cost of RfS document has to be submitted by the Bidder as part of its response to RfS
85	RfS	5.6	<New point>	Incase either bid category are not fully awarded, the excess capacity will be added to the next tranche of bidding	To clarify the situation in the given case	The query is beyond the scope of this RfS
86	RfS	6.1	Required Values of Electrolysers Performance, Local Value Addition (LVA) and Guaranteed life: EM will have to fulfil certain values of Electrolysers performance (Specific Energy Consumption) and Local Value Addition (LVA) for being eligible for incentive under this scheme, as follows:	The min LVA for PEM/SOEC/AEM in the 5th year should be retained at 60% instead of 70% and deletion of Guaranteed life of electrolyser.	Life of electrolyser does not have a standardized definition or measurement technique across the globe. Most of the electrolysers are developed in the last 3-4 years and have not seen operations for over requested time. If the life is not as per the market expectations, the products would not be saleable. Hence we recommend that the condition related to the guarantee the life be dropped. Global companies might find in their best interests to have common manufacturing of some key components for economies of scale and the 70% requirement could be detrimental to their consideration. A higher LVA has been incentivised in the evaluation of the bid, so requesting that the condition only for year 5 be relaxed to 60% to attract more global technology leaders to apply.	Recommendation not agreed to.
87	RfS	6.1	* The SEC shall be measured at 100% rated capacity at the stack level on DC side. The SEC values will need to be demonstrated at or prior to commissioning of the Electrolyser.	** The SEC shall be measured at 100% rated capacity at the stack level on DC side. The SEC values will need to be demonstrated at or prior to commissioning of the Electrolyser. The process and conditions under which this will be measured will be shared separately by SECI atleast 1 week before the bid submission due date.	This will be key for us to determine the SEC in the bidding parameters. We recommend to measure the SEC at 99.9% purity and 30bar pressure at the BOL, averaged over a period of 2 to 4 hours of operation at rated capacity. We can share a more detailed note on this if necessary.	The procedure/parameters will be provided subsequent to issuance of LoAs.
88	RfS	6.1 ii	Value of imports is the Value of direct and indirect imported materials and services (including all Customs Duty) as per Bill of Entry filed in Customs, used in manufacturing of Electrolyser.	ii. Value of imports is the Value of direct and indirect imported materials and services (including all Customs Duty) from Tier 1 Suppliers as per Bill of Entry filed in Customs, used in manufacturing of Electrolyser net of any creditable taxes/duties.	Creditable taxes like GST will offset the calculation of LVA, we suggest that such offsets if any be not considered in calculating the value of imports. Having LVA limited to Tier 1 suppliers (who are doing some level of value addition to the product and not just traders) should be the extent for checking LVA.	RfS provisions remain unchanged
89	RfS	8.4	Part Commissioning of the plant is allowed however the eligible incentive (based on actual sales or commissioned capacity whichever is lower, actual Specific Energy consumption and actual LVA) will be released to the bidder for 5 years only either from the date of part commissioning or full commissioning as chosen by the bidder. The commissioning team of SECI/ its authorized agency will visit the Manufacturing Facility only after intimation of commissioning of entire awarded manufacturing capacity. Subsequent to the site visit, in case it is concluded that the full capacity has not been commissioned, the said capacity will be not eligible for any incentive disbursement, in line with the RfS provisions.	Need clarification	Part Commissioning of the plant is allowed however the eligible incentive (based on actual sales or commissioned capacity whichever is lower, actual Specific Energy consumption and actual LVA) will be released to the bidder for 5 years only either from the date of part commissioning or full commissioning as chosen by the bidder. The part commissioning needs to be communicated to SECI at least 6 months before the SCD. The commissioning team of SECI/ its authorized agency will visit the Manufacturing Facility only after intimation of commissioning of entire awarded manufacturing capacity. Subsequent to the site visit, in case it is concluded that the full capacity has not been commissioned, the said capacity will be not eligible for any incentive disbursement, in line with the RfS provisions	Commissioning procedure to be issued in due course will cover this aspect
90	RfS	8.5 c	In case EM fails to implement the promised "Manufacturing Capacity" submitted as part of its response to RfS, beyond the date mentioned in clause 8.5.a above, PBG commensurate to the manufacturing commitments not fulfilled by the EM will be encashed and the balance amount will be eligible for release to the EM. Note: The penalty is levied on behalf of the Government of India to ensure these Projects are not left incomplete or delayed for reasons which don't qualify for any extension of time. Therefore, SECI will be under no obligation to demonstrate any proof of loss on account of such delay or incompletion /non-completion of the Project	Need clarification	If the Bidder awarded (Ex 300MW) chooses for Part Commissioning (ex 100MW) owing to the market conditions and decides to postpone the installation of the remaining capacity beyond SCD. Will that impact the PBG as per clause 8.5. ?	Yes. Delay in commissioning of the remaining capacity beyond the SCD will be governed by clause 8.5 of the RfS.

91	RfS	10.2 c	Verification of Local Value Addition (LVA) will be carried out on annual basis. It is clarified that indirect import of raw material by the EM to be used in the Manufacturing Facility will not be counted as part of Local Value Addition under the RfS	Verification of Local Value Addition (LVA) will be carried out on annual basis. It is clarified that indirect import of raw material/machinery/services by the EM to be used in the Manufacturing Facility will not be counted as part of Local Value Addition under the RfS. Direct Imported materials would be assessed on the basis of Tier 1 suppliers only.	LVA definition should be more detailed.	Please refer to the amendments
92	RfS	21	The electronic response to RfS submitted by the bidder along with the documents submitted online to SECI shall be scrutinized to establish "Responsiveness of the bid". Each bidder's response to RfS shall be checked for compliance with the submission requirements set forth in this RfS. Any of the following conditions shall cause the Bid to be "Non-responsive":	Need clarification	In case of a non responsive bid, the EMD shall be returned to the bidder in 15days from it being assessed as non responsive.	Such EMDs will be returned as part of the EMDs being returned to unsuccessful bidder, under Clause 14.9 of the RfS
93	RfS	8.4	8.4 Part Commissioning of the plant is allowed however the eligible incentive (based on actual sales or commissioned capacity whichever is lower, actual Specific Energy consumption and actual LVA) will be released to the bidder for 5 years only either from the date of part commissioning or full commissioning as chosen by the bidder		As mentioned in the clause regarding the release of subsidy for 5 years, we request to kindly confirm in case EM chooses date from part commissioning date, the subsidy for that particular part commissioned capacity will be released in next 5 years from that particular date and similarly for remaining capacity in next 5 years from declaration of commissioning of such part capacity. Is bidder understanding in line with clause?	Please refer to the amendments
94	RfS	20.16	All the financial transactions to be made with SECI including success fees, delay charges, and any additional charges (if required), shall attract 18% GST on each transaction, irrespective of the same being mentioned in the RfS.		Kindly confirm if TDS deduction is allowed on the mentioned charges in the clause and the processing fee which EM/bidder required to pay to SECI.	Yes, bidders are allowed to pay bid processing and cost of RfS document fees with TDS deduction.
95	RfS	Format 7.10 and its annexure I	Details to furnish in Format 7.10 and annexure I to format 7.10		SECI may please confirm if the details which EM will furnish under the Format 7.10 can be changed or these will be firm up at this stage only. Also, kindly confirm if the details such as related to employment generation under annexure to Format 7.10 can be revised at later stage. Kindly confirm.	Details under Format 7.10 will not be allowed to be modified after bid submission deadline, and will form part of the performance criteria committed by the Bidder in case of issuance of LoA. Actual performance of the Project may of course, differ from this data. Data under Annexure-I to Format 7.10 is allowed to be modified, and will be regularly sought by SECI subsequent to issuance of LoA
96	RfS		Selection of states		Kindly confirm that EM can setup the project anywhere and if there will be any specific state subsidies for manufacturing unit or for Hydrogen or electrolyser, the EM can claim the particular subsidies and benefits without any objection of SECI and without any impact on the incentive under this RfS.	The bidders are free to set up the Projects on a pan-India basis.
97	RfS	5.4	The bidder shall be allowed to bid for either or both buckets. The bids for the "Electrolyser manufacturing capacity based on any stack technology" bucket will be decided first, followed by the bids for the 'Electrolyser manufacturing capacity based on indigenously developed stack technology' bucket. However, the maximum capacity that can be allotted to a single bidder is limited to 300 MW	The bidder shall be allowed to bid for either or both buckets. The bids for the "Electrolyser manufacturing capacity based on indigenously developed stack technology" bucket will be decided first, followed by the bids for the 'Electrolyser manufacturing capacity based on any stack technology' bucket. However, the maximum capacity that can be allotted to a single bidder is limited to 300 MW	We would like to propose that SECI may consider to fill the Bucket II first and afterwards filling of Bucket I is to be consider because the expected no. of Bidders for Bucket II will be less in comparison to Bucket I.	RfS provisions remain unchanged
98	RfS	14.1	Bidders selected by SECI based on this RfS shall submit Performance Guarantee for a value @ INR 14,80,000/MW (Indian Rupees Fourteen Lakhs and Eighty Thousand per MW) as per the Manufacturing Capacity allocated to them within 15 days of issuance of Notification of Award (NoA)		We request SECI to kindly provide the time period of atleast 30-60 days from date of LOA for furnishing the PBG. SECI can consider the submission of PBG along with the documents submission of SPV to SECI post award of Project.	RfS provisions remain unchanged
99	RfS	6.1	iii. Verification of Local Value Addition (LVA) will be carried out on an annual basis. For the purpose of determination of LVA, weighted average LVA for the complete sales in a given year shall be certified by Statutory Auditor.		We request to kindly confirm if there is any specific statutory auditor requirement or SECI have any specific list of auditors for certification of same.	Details of Statutory Auditors, if any, will be shared during the project implementation period.
100	RfS	6.1	Minimum LVA for Alkaline Electrolyzer Year Wise: 40%>50%>60%>70%>80%	Minimum LVA for Alkaline Electrolyzer Year Wise: 40%>45%>50%>55%>60%	We would like to submit that, Since many of the major raw materials are not in production in India, so achieving LVA as high as 80% is very unlikely. Also Materials like catalyst, Membrane Stack and Power electronic equipment are Technology sensitive and production of these materials in next 3-5 years cannot be guaranteed. Considering these risks. We request SECI to kindly consider to reduce the year wise incremental minimum LVA criteria to 5%/year as requested.	RfS provisions remain unchanged
101	RfS	10.1	The Manufacturing Facilities awarded under this RfS will be eligible for getting Incentives on annual basis on sales of committed Electrolysers for 5 year from SCD or the actual commissioning date of the manufacturing facility (COD), whichever is earlier.		Kindly confirm how EM required to demonstrate the annual sales. Will certificate from statutory auditor and invoice suffice the requirement?	Yes. Invoice, along with dispatch challans will be required to be submitted in this regard. SECI/MNRE reserves the right for further checks & verification to confirm the authenticity of data.
102	RfS	18.5	18.5 In case of Project being executed through SPVs: The Selected Bidder executing the project, if being a single company, shall ensure that its shareholding in the SPV/ Project Company executing the Project, shall not fall below 51% at any time prior to commissioning of the Manufacturing facility		Kindly confirm if the change in remaining 49% shareholding allowed during the execution phase or not. Also, any prior approval is required to change the mentioned 49% shareholding during execution or post commissioning stage.	Shareholding dilution in the remaining 49% is allowed at any stage during the project implementation period, without any approval to be obtained by the EM.
103	RfS		Agreement		SECI may please confirm if there is any separate signing process will be there post award of LOA to EM.	No agreement will be entered into by SECI and EM post award.
104	RfS		Green Field and brown field projects		SECI may please confirm that there is no such obligation under this RfS regarding the applicability or provisions of Green Field / brown field project and EM can setup and develop the project any where on its own discretion.	Yes.
105	RfS		Split the quoted capacity		Kindly confirm if bidder can split the quoted capacity into two or more than 2 projects and develop the manufacturing facility at different places.	Yes
106	RfS	6.1	$LVA = \frac{[(\text{Sales Value of Electrolyser}) - (\text{Value of imports})]}{\text{Sale Value of Electrolyser}} * 100$	Please clarify, LVA is for stack level or system level		System level
107	RfS	34.1.d	It is the net sales of Electrolysers for the year (in kW) as defined in clause 34.2.e of the RfS.	Please clarify, net sales corresponds to electrolyser stack or electrolyser system (stack+BoP)?		It will correspond to the complete electrolyzer system (Stack+BoP)

108	RfS	6.1	Required Values of Electrolysers Performance, Local Value Addition (LVA) and Guaranteed life:	In line with Rationale / Remarks	Please confirm that Erection and commissioning site services for Electrolyser also to be included in the LVA calculations. The SEC values cannot be demonstrated at or prior to commissioning of the Electrolyser. The same can be demonstrated only after the complete plant has been set up at site including Electrolyte filling in stack and connecting to Rectifier and chargeup. Guaranteed Life of Electrolyser is 40,000 hours as per International norms.	RfS provisions remain unchanged
109	RfS	6.1	Required Values of Electrolysers Performance, Local Value Addition (LVA) and Guaranteed life: Specific Energy Consumption shall be equal to or less than 56 kWh/kg of H ₂ production. The SEC shall be measured at 100% rated capacity at the stack level on DC side	We understand this figure needs to be maintained and demonstrated year on year for 5 years irrespective of incremental power consumption addition. Pls do consider financial benefit to EM who are able to achieve better than 56 kWh/kg of H ₂ production DC within 5 years	Or alternate performance / incentive slab can be done - 5% better - so much. 10 % better - so much . This will ensure SECI to select EMs which are latest technology with better efficiencies	RfS provisions remain unchanged
110	RfS	8.1	The Electrolysers manufacturing Facilities set up under this RfS shall be allowed the timeline of 24 months from the date of issuance of LoA for commissioning of full manufacturing capacity, which is to be referred to as Scheduled Commissioning Date (SCD).	The Electrolysers manufacturing Facilities set up under this RfS shall be allowed the timeline of 30 months from the date of issuance of LoA for commissioning of full manufacturing capacity, which is to be referred to as Scheduled Commissioning Date (SCD).	Construction period of 24 months should have provision for extension/grace period of 6 months due to Force Majeure /Pandemic/ Act of War events leading to disruption of global supply chain or any other operational reasons.	Please refer to the Amendments for Force Majeure provisions
111	RfS	8.3	An inspection team comprising members from SECI and/or its authorized agencies will visit the Manufacturing Facility at the time of commissioning or immediately after its commissioning to verify manufacturing capacity and performance of Electrolysers, as promised at the time of bid submission. If required, MNRE/SECI may also designate National Accreditation Board for Testing and Calibration Laboratories (NABL) accredited labs, etc. for such verification. The EM will be required to provide information/documents to the satisfaction of SECI/MNRE or any of their authorized representatives to the extent of their satisfaction, as necessary for verification of claims of the EM.	The inspection visit to determine the performance criteria shall be at user site. The stack performance test cannot be conducted on EM shop floor and can be demonstrated only after the assembly of complete system at project site. Due to confidential nature of operations, the end user may or may not allow SECI/MNRE team for inspections. In such case, the copy of performance data as signed during commissioning reports may be considered.	Commissioning / performance of electrolyser at EM factory / manufacturing premise is not applicable and can't be conducted.	Please refer to the amendments
112	RfS	10.2 (a) and (b)	For verification of Electrolyser performance, there will be maximum 4 quarterly visits carried out at the Manufacturing Facility, in an Incentive Year. Samples will be chosen by the inspection team during each visit, and testing of the same shall be conducted. The results obtained on the batch being sampled during each visit, will be applicable for the total production considered for Incentive disbursement in between last visit and present visit. The results for the batch with the lowest performance during the incentive year will be considered for calculation of incentive for the complete year.	In line with Rationale	The Electrolyser performance is also dependent on the utility quality like DM water, quality of Chemicals like KOH used in AEL technology (which normally is in scope of end user) and operation (whether continuous or intermittent). How will the above factors be considered for verification of performance? The inspection visit to determine the performance criteria shall be at user site and not at manufacturer shop floor. The stack performance test cannot be conducted on shop floor and can be demonstrated only after the assembly of complete system at project site. Due to confidential nature of operations, the end user may or may not allow SECI/MNRE team for inspections. In such case, the copy of performance data as signed during commissioning reports may be considered.	Please refer to the amendments
113	RfS		Sales Invoice	Sales invoice figure to be part of total MW sum and incentive consideration for any reason not attributable to EM	In case commissioning doesn't take place due to any reasons attributable to end customer (and no fault of EM) , then sales invoice figure of EM should be considered for incentive	RfS provisions remain unchanged
114	RfS	29	(i) The Net Worth of the Bidder, as on the last date of previous Financial Year, i.e. FY 2022-23, should be equal to or greater than INR 1 Crore per MW of quoted manufacturing capacity (ii) The net worth to be considered for the above purpose will be the cumulative net-worth of the Bidding Company or Consortium, together with the Net Worth of those Affiliates of the Bidder(s) that undertake to contribute the required equity funding and PBG/POI in case the Bidder(s) fail to do so in accordance with the RfS. (iii) Net Worth to be considered for this clause shall be the total Net Worth as calculated in accordance with the Companies Act, 2013 and any further amendments thereto.	(a) MSMEs need to be encouraged to not only create domestic capabilities but also contribute positively towards job creation, GDP and Aatmanirbhar vision to achieve energy independence by 2030. (b) It is recommended that the financial qualification and minimum bid capacity criterion be removed for the MSMEs so that they are able to participate and qualify.	Observation: Further, the minimum bid capacity as per Clause 5.1 of RfS and Clause 5.3.9 of Scheme Guidelines for Bucket 1 (i.e., Electrolyser manufacturing capacity based on any stack technology) is 100 MW. This implies that a company should have a minimum net worth of INR 100 Crores for qualifying the Bid. Herein, the Company wishes to mention that the above Net worth criteria discourage MSMEs due to steep financial criterion. A domestic MSMEs is unlikely to have minimum net worth of INR 100 Crore as stipulated in the RfS hence they will not be eligible for incentives since they don't qualify the eligibility criteria.	RfS provisions remain unchanged
115	RfS	14.1	Bidders selected by SECI based on this RfS shall submit Performance Guarantee for a value @ INR 14,80,000/MW (Indian Rupees Fourteen Lakhs and Eighty Thousand per MW) as per the Manufacturing Capacity allocated to them within 15 days of issuance of Notification of Award (NoA). It may be noted that Successful Bidder shall submit the Performance Guarantee according to the Format 7.3C with a validity period up to (& including) the date as on 8 years from the date of issuance of LoA.	It is recommended to waive off the said requirement for MSMEs as it will discourage MSMEs to apply under the scheme due to steep financial criterion.	(a) Assuming the minimum tranche of 100 MW, the bidder would be expected to submit an EMD of Rs 14 Crore 18 Lakhs; For capital starved MSMEs, mustering this amount for EMD would be a herculean task and therefore discourage their participation. (b) It is important to mention that MNRE has been kind to exempt the MSMEs from payment of the document fee, bid processing fee and earnest money deposit under Clause 12 of RfS.	RfS provisions remain unchanged
116	RfS	36.1	"AFFILIATE" shall mean a company that, directly or indirectly, i. controls, or ii. is controlled by, or iii. is under common control with, a company developing a Project or a Member in a Consortium developing the Project and control means ownership, directly or indirectly, of more than 50% (fifty percent) of the voting shares of such company or right to appoint majority Directors	Herein, the Company wishes to understand that where private equity (being a company) holds more than 50% share in the bidder, whether net worth of private equity and holding company of PE having more than 50% share in private equity company shall be considered for calculation of net worth of the bidder.		Yes
117	RfS	36.5	As per clause 36.15 of RfS, "INDIGENOUSLY DEVELOPED STACK TECHNOLOGY" shall mean a stack technology whose patent/IPR has been registered with the Government of India and the patent holding agency is an entity registered in India. On reading of above clause, we understand that while submitting the bid under Bucket 2 i.e., "Electrolyser manufacturing capacity based on indigenously developed stack technology", the bidder shall already have a patent / IPR that is registered with the Government of India.	Recommendation:	Herein, it is recommended to prescribe 2 years' time from the date of LOA to get the "indigenously development stack technology" registered with Government of India as the bidder might be in the process of developing the technology or obtaining the patent till the bid submission date.	Please refer to the amendments.
118	RfS	6.1	Required Values of Electrolysers Performance, Local Value Addition (LVA) and Guaranteed life:	In line with Rationale	Value addition upto 80% in 5th year may not be accepted by technology partners within 5 years and would like this figure to be reduced. Normally the technology partners will sign a 10 year agreement and complete technology to be transferred in 10 years. In these 10 years, any technology advancements shall also be shared by technology partners, who put large investments in R&D.	RfS provisions remain unchanged
119	RfS	6.1	Required Values of Electrolysers Performance, Local Value Addition (LVA) and Guaranteed life:	In line with Rationale	SECI to consider the LVA from 40% to 70% over 1st to 5th year instead of 40% to 80% for Alkaline Electrolyser. Please confirm that Erection and commissioning site services for Electrolyser also to be included in the LVA calculations. The SEC values cannot be demonstrated at or prior to commissioning of the Electrolyser. The same can be demonstrated only after the complete plant has been set up at site including Electrolyte filling in stack and connecting to Rectifier and chargeup. Guaranteed Life of Electrolyser is 40,000 hours as per International norms. The expected life of Electrolyser is more than 60,000 hours.	RfS provisions remain unchanged

120	RIS	10.7	Release/encashment of the PBG will mark the termination of the scheme period, with no further claims regarding incentive disbursement will be entertained by SECI/MNRE.	In line with Rationale	1. In case of part encashment of PBG, Bidder is still eligible to receive incentives? 2. Can SECI offer to buyback of electrolyzers if Successful Bidder is unable achieve desired 50% India turnover?	1. Yes. 2. Please refer to the amendments.
121	RIS	5.1	Minimum Bid Capacity is 100 MW for Bucket No.01	We refer to clause 5.1 wherein minimum Bidding capacities is of 100 MW. We kindly request you to review the same and reduce the same if possible to 50 MW particularly for widening the participation from MSME units.		RIS provisions remain unchanged
122	RIS	6.1	Specific Energy Consumption (SEC or σ) shall be equal to or less than 56 kWh/kg of H2 Production. * The SEC shall be measured at 100% rated capacity at the stack level on DC side. The SEC values will need to be demonstrated at or prior to commissioning of the Electrolyser.	The performance criteria of SEC is specified as less than 56 KWH/kg. The SEC would depend upon various factors. For example, higher operating capacity would call for higher SEC. Sometimes it helps in increasing production. It also depends upon material of construction/ operating parameters, quality of water used etc. We therefore suggest that for the purpose of incentive a bucket may be reviewed and re-defined. e.g. 1) less than 46 kWh/Kg 2) between 46 and 50 KWH/Kg 3) 51-56 KWH/Kg etc. Further SEC should be measured and related to only at Stack voltage in DC.		RIS provisions remain unchanged
123	RIS	12	MSMEs (Micro, Small and Medium Enterprises) registered under NSIC/DIC/udyog Aadhar Only are exempted from submission of Cost of RIS document, Bid Processing Fee & Earnest Money Deposit (EMD). For a Joint Venture/Consortium to be eligible for exemption from submission of Cost of RIS document, Bid Processing Fee & Earnest Money Deposit, all the members of the Joint Venture/Consortium shall be registered as MSME.		1. We understood that MSME units are exempted from Bid document fee/ Bid Processing fees as well as Earnest Money Deposit fee. Please confirm that our understanding is correct. Please also let us know which are the documents are expected from us to be provided in support of MSME recognition of unit. 2. Also, such documents are to be provided along with technical proposal as part of same envelop or in a separate envelop. 3. Also Please clarify that the majority shareholders of JV / consortium/ SPV only are expected to be MSME (some of the members could be overseas company/ insitutions who are not registered in India as it might be irrelevant their country point of view)	1. The Bidder will have to furnish MSME Registration certificate issued by the appropriate authority (as applicable) as part of the technical bid submission. 2. The shall be submitted under the 1st envelope. 3. In such scenario, the exemption under this clause will not be extended to such JV/Consortium.
124	RIS	18.5	In case of Project being executed through SPVs: The Selected Bidder executing the project, if being a single company, shall ensure that its shareholding in the SPV/Project Company executing the Project, shall not fall below 51% at any time prior to commissioning of the Manufacturing facility. In the event the selected Bidder is a consortium then the combined shareholding of the consortium members in the SPV/Project Company executing the project, shall not fall below 51% at any time prior to commissioning of the Manufacturing facility. However, in case the Project is being set up by a listed company, this condition will not be applicable.	The share holding of bidding parties in the ultimate SPV may be reduced from 51% to 40% or to the controlling shareholding.		RIS provisions remain unchanged
125	RIS	29.1 i	The NetWorth of the Bidder, as on the last date of previous Financial Year, i.e. FY 2022-23, should be equal to or greater than INR 1 Crore per MW of quoted manufacturing capacity	Qualification for MSME on net worth of Rs. 1 Cr. /MW may please be reviewed for reduction.		RIS provisions remain unchanged
126	RIS	6.1	The SEC shall be measured at 100% rated capacity at the stack level on DC side. The SEC values will need to be demonstrated at or prior to commissioning of the Electrolyser.	-	Definition of stack to be included in the document.	RIS provisions remain unchanged
127	RIS	36.15	"INDIGENOUSLY DEVELOPED STACK TECHNOLOGY" shall mean a stack technology whose patent/IPR has been registered with the Government of India and the patent holding agency is an entity registered in India.		IP that is registered by an Indian entity whilst having a foreign party as co-owner of the IP should be eligible under "INDIGENOUSLY DEVELOPED STACK TECHNOLOGY".	Yes, the proposed arrangement is allowed
128	RIS	13.1, 13.2 & 14.1, 14.2		Other mechanism to be allowed as well like DD/FD	Right now our company doesn't have BG facility	RIS provisions remain unchanged
129	RIS			Bidder to be allowed to change the Entity with a relation with existing entity	Entity for purchasing documents, processing fee payment are mandatorily to be same as bidding entity	RIS provisions remain unchanged
130	RIS	2.3	Interested bidders have to necessarily register themselves on the portal https://www.bharat-electrontender.com ("ETS portal") through M/s Electronic Tender.com (India) Pvt. Limited to participate in the bidding under this invitation for bids. It shall be the sole responsibility of the interested bidders to get themselves registered at the aforesaid portal for which they are required to contact M/s Electronic Tender.com (India) Pvt. Limited, New Delhi to complete the registration formalities. Contact details of ISN-ETS is mentioned on the Bid Information Sheet. All required documents and formalities for registering on ISN-ETS are mentioned in the subsequent RIS documents.	Interested bidders/affiliates have to necessarily register themselves on the portal https://www.bharat-electrontender.com ("ETS portal") through M/s Electronic Tender.com (India) Pvt. Limited to participate in the bidding under this invitation for bids. It shall be the sole responsibility of the interested bidders to get themselves registered at the aforesaid portal for which they are required to contact M/s Electronic Tender.com (India) Pvt. Limited, New Delhi to complete the registration formalities. Contact details of ISN-ETS is mentioned on the Bid Information Sheet. All required documents and formalities for registering on ISN-ETS are mentioned in the subsequent RIS documents.	As Group companies can have multiple entities that could apply to the tender and decision for applying could take some time, in the interim, to not lose out on any critical information about the tender.	Any entity is free to register with the ETS portal and download the RIS document. However, this clause refers to such entities who finally decide to participate under the RIS as "Bidders".
131	RIS	2.3	NA	NA	If a legal entity is having approved PLI under Automotive Sector or other PLI programmes, do then we need to file fresh or a supplementary application	Such entity shall have to participate as a bidder under this RIS
132	RIS	6.1	Sale Value of Electrolyser is the Sale value of Electrolyser as per GST invoice excluding net domestic indirect taxes and returns.	Seeking clarification	Electrolyzer projects spans over several months and sometimes across different Financial years, and PO/ Invoices are raised at various milestones including advance payment. How these are to be considered while calculating yearly sales, LVA etc.? How is incentive calculated where as per project milestone revenue is recognized after completion of incentive period ?	Annual reconciliation will be carried out to account for net sales. Adjustments, if any on this account, will be carried out in the next incentive disbursement. The final incentive disbursement will be carried out only after completing the reconciliation process
133	RIS	6.1	The Guaranteed Life of Electrolyser shall be at least 60,000 hrs.	Seeking clarification	Whether guaranteed 60,000 hrs of life is applicable to Stacks only OR also applicable to BOS and BOP?	It is applicable on the stack
134	RIS	8.4	Part Commissioning of the plant is allowed however the eligible incentive (based on actual sales or commissioned capacity whichever is lower, actual Specific Energy consumption and actual LVA) will be released to the bidder for 5 years only either from the date of part commissioning or full commissioning as chosen by the bidder. The commissioning team of SECI/ its authorized agency will visit the Manufacturing Facility only after intimation of commissioning of entire awarded manufacturing capacity. Subsequent to the site visit, in case it is concluded that the full capacity has not been commissioned, the said capacity will be not eligible for any incentive disbursement, in line with the RIS provisions.	Seeking clarification	Part commissioning plan – does it needs to be shared with application or can it be communicated post award?	The bidder is required to submit a tentative construction plan for full manufacturing capacity at the time of bid submission.

135	RfS	10.2 c	[(Sale value of Electrolysers as per GST invoice excluding net domestic indirect taxes and returns) – (Value of direct and indirect imported materials and services (including all Customs Duty) as per Bill of Entry filed in Customs, used in manufacturing of Electrolysers)] / [Sale value of Electrolysers as per GST invoice excluding net domestic indirect taxes and returns] x 100%. It is clarified that indirect import of raw material by the EM to be used in the Manufacturing Facility will not be counted as part of Local Value Addition under the RfS	Seeking clarification	Does this refer to the indirect material or the equipment machinery in the manufacturing facility. The reference to the facility is cause of clarification. Also if raw material source is not available in India or supplier of raw material is near monopoly or exclusive , do such items excluded from LVA calculations. For LVA purposes, criteria is only for applicant or need to comply with Tier 1 , 2 3 levels ? An example calculation for LVA will be helpful.	Please refer to the amendments
136	RfS	10.6	Sales eligible for Incentive disbursement: Pursuant to Clause 34.2.c, the sales in any given year are sales minus sales returns. EM shall be required to submit Statutory Auditor's certificate in support of this claim. The EM will have to demonstrate minimum 50% of annual sales of Electrolysers for installation of projects in India.	Seeking clarification	Need clearer definition on how this condition will be considered. Some projects in India might get delayed or postponed because of unforeseeable conditions at customer site or with respect to availability of renewable energy and pipeline orders can get shifted. Need to build some level of flexibility to allow for return on investment made in lieu of the PLI. Also need clarity on how projects won by an India registered company (domestic or multinational) and installation site being outside of India?	Projects are to be set up mandatorily in India.
137	RfS	8.3	An inspection team comprising members from SECI and/or its authorized agencies will visit the Manufacturing Facility at the time of commissioning or immediately after its commissioning to verify manufacturing capacity and performance of Electrolysers, as promised at the time of bid submission. If required, MNRE/SECI may also designate National Accreditation Board for Testing and Calibration Laboratories (NABL) accredited labs, etc, for such verification. The EM will be required to provide information/documents to the satisfaction of SECI/MNRE or any of their authorized representatives to the extent of their satisfaction, as necessary for verification of claims of the EM.	Seeking clarification	On what parameters with the manufacturing capacity be judged? The Electrolysers are typically a project specific product development, capacity is not as easily defined as in some other industries. Additionally, considering that some of the operations would continue to be manual, any guidelines on no of shifts to be considered, man hour calculations etc would be helpful to prevent future claims.	The procedure/paramters will be provided subsequent to issuance of LoAs.
138	RfS	4.1	Bucket 2 : 300 MW	We request you to increase Bucket 2 capacity appropriately for healthy participation of more number of players resulting in more indigenisation		RfS provisions remain unchanged
139	RfS	5.4	300 MW	The mentioned max capacity of 300 MW is too high limiting the number of players in the field. Kindly note, penalty vs incentive ratio is just 10.6% (for the illustrated throughput of 250 MW in the tender). This will result in limited competition to only to high net worth companies and with significant risk taken by them leading to uncertainty in supply of electrolysers. We request you to consider our proposal in earnestly and kindly reduce the maximum capacity		RfS provisions remain unchanged
140	RfS	6.1	Demonstration	Is testing at 100 % rated capacity to prove Specific Energy Consumption (SEC) to be done at factory or at customer site during commissioning?		Please refer to the amendments
141	RfS	10.1	Sale Value	The proposed LVA calculated only based on total sale value minus total import is not appropriate for calculation of Local value addition. Many overseas technology players are operating through subsidiary in India and may ship CKDs to their Indian plant at discounted rates to meet LVA criteria. This will result in low quality value addition in India and limiting India's capability for manufacturing good quality electrolysers and meaningful job creation (both quality and quantity).	We also kindly highlight that unlike Mobile phones, electric scooters etc who are having incentives, H2 electrolysers also can be used for captive Green H2 production by the same companies or through their associates resulting skewed price transfers for electrolysers to meet LVA criteria We request you to review the LVA calculation and kindly revise based on CAPEX, strict rules for prevention of CKD dumping in India etc.	RfS provisions remain unchanged
142	RfS	10.1	Committed Electrolysers	The capacity of plant shall be committed. But sales of minimum capacity in a specific year cannot be committed. As we are in the nascent stage of technology development, testing and supply, there will be long manufacturing cycle like app. 16 months for initial 3 years. So Incentive shall be considered on actual sales.		The incentive will considered based on the actual sales or the allocated capacity which ever is lower
143	RfS	10	Inlet water temperature	Hope inlet temperature is ambient condition only.		This is to be decided by the EM
144	RfS	14.1	INR 14,80,000/ MW	This PBG vlaue is too high for MSME Companies. Please consider separate value for MSME companies for less than or equal to 50 MW capacity.		RfS provisions remain unchanged
145	RfS	14.1	8 Years validity	PBG validity should be for 5 years and the value of the same should be reduced year on year basis please.		RfS provisions remain unchanged
146	RfS	15.1	Rs.30,000 per MW	This fee shall be waived off for MSME companies.		RfS provisions remain unchanged. The success fees is required to be paid by all the successful bidders.
147	RfS	29.1	INR 1 Crore per MW	Kindly note, many start-ups are onto electrolyser development and have firmed up plans for manufacturing. The uniform criteria of Rs. 1 Cr/MW as net worth criteria all across buckets is not fair and appropriate for healthy development of start-ups and home grown technologies. We request you to consider Rs. 0.1 Cr/MW for MSME companies		RfS provisions remain unchanged
148	RfS			Local value addition calculated only based on total sales – value of import may result in less meaningful value addition resulting in less job creation in India. The LVA calculation method to be reviewed and modified accordingly please.		RfS provisions remain unchanged
149	RfS	34.2 c	LVA is less than 95% of the quoted value of LVA by the bidder for that year but more than the minimum specified LVA for that year	If LVA is still more than minimum specified value in tender, may be another category of 80% to 95% shall be considered with value of 0.7 DVA. Kindly consider		RfS provisions remain unchanged
150	RfS	5.1	Note: In case a common Company/Companies directly or indirectly hold(s) more than 10% but less than 26% shareholding in more than one Bidder participating in the RfS, each one of such Bidders will be required to submit the Disclosure as per Format 7.8A. In all other cases, Format 7.8 will be applicable.	Omit the note.	Participation from one company/its affiliates/Parent/Group companies should not be allowed in more than 1 bid as this will give undue advantage to bigger companies to influence the bidding process. Since, basic principle of competitive bidding is to give equal opportunity to all its participants, hence we recommend to omit this note. Additionally, this note seems to be in contradiction to Clause 5.3.	RfS provisions remain unchanged

151	RfS	8.4	Part Commissioning of the plant is allowed however the eligible incentive (based on actual sales or commissioned capacity whichever is lower, actual Specific Energy consumption and actual LVA) will be released to the bidder for 5 years only either from the date of part commissioning or full commissioning as chosen by the bidder. The commissioning team of SECI its authorized agency will visit the Manufacturing Facility only after intimation of commissioning of entire awarded manufacturing capacity. Subsequent to the site visit, in case it is concluded that the full capacity has not been commissioned, the said capacity will be not eligible for any incentive disbursement, in line with the RfS provisions.		It is suggested that if the bidder chooses to get incentives starting the part commissioned manufacturing facility, in such case verification of the part commissioned facility by SECI's authorised agency shall be done to ensure transparency. Secondly, since this RfS is opening up a brand-new untested market in India, Hasb'te SECI is requested to give bidders two chances to prove their manufacturing capacity, otherwise, it is very hard for bidders to know how (if any) mechanism for verification of manufacturing capacity will work in practice. Currently there is no historical experience and clear mechanism for verification of manufacturing capacity of the EM plant as there are no standard production lines with name-plate capacities and process involves fabrication and welding of large number of instruments in a workshop. Even if a new verification mechanism is specified by the SECI or its authorized agencies, there is no historical experience to know how well the mechanism will work in practice. If two chances are not given, it may lead to either malpractices or forced dilution of verification criteria during implementation	RfS provisions remain unchanged
152	RfS	12	MSMEs (Micro, Small and Medium Enterprises) registered under NSIC/DIC/Udyog Aadhar Only are exempted from submission of Cost of RfS document, Bid Processing Fee & Earnest Money Deposit (EMD). For a Joint Venture/Consortium to be eligible for exemption from submission of Cost of RfS document, Bid Processing Fee & Earnest Money Deposit, all the members of the Joint Venture/Consortium shall be registered as MSME.	MSMEs (Micro, Small and Medium Enterprises) registered under NSIC/DIC/Udyog Aadhar Only and Start-ups as per Department of Industrial Policy and Promotion (DIPP) excluding LLPs are exempted from submission of Cost of RfS document, Bid Processing Fee & Earnest Money Deposit (EMD). For a Joint Venture/Consortium to be eligible for exemption from submission of Cost of RfS document, Bid Processing Fee & Earnest Money Deposit, Lead Member of the Joint Venture/Consortium shall be either registered as MSME or as Startup as per Department of Industrial Policy and Promotion (DIPP) excluding LLPs.	The sole purpose of this Clause is to promote startups & new players by giving equal opportunity to participate. Along with MSMEs, startups with technical expertise in manufacturing/green hydrogen field should be promoted by exempting them from RfS cost, EMD Cost & Bid processing fee.	RfS provisions remain unchanged
153	RfS	28.2	Joint Venture/Bidding Consortium with one of the Companies as the Lead Member. Consortium/JV shortlisted and selected based on this RfS has to necessarily form a Project Company and get it registered under the Companies Act, 2013 within 90 days of issuance of LoA. For the avoidance of doubt, it is hereby clarified that the shareholding pattern of the Project Company shall be identical to the shareholding pattern of the Consortium/JV as indicated in the Consortium/JV Agreement (Format 7.5).	Joint Venture/Bidding Consortium with one of the Companies as the Lead Member. Consortium/JV shortlisted and selected based on this RfS has to necessarily form a Project Company and get it registered under the Companies Act, 2013 within 90 days of issuance of LoA. For the avoidance of doubt, it is hereby clarified that the JV members together shall maintain their controlling stake (minimum 51%) in the Project Company in sync with provisions of clause 18.5. Shareholding pattern of the Project Company shall be identical to the shareholding pattern of the Consortium/JV as indicated in the Consortium/JV Agreement (Format 7.5).	This clause is in contradiction with clause 18.5. The suggested changes shall make this clause and clause 18.5 in sync.	There is no contradiction between the two clauses. As per Clause 28.2, the SPV to be incorporated by the JV/Consortium shall have a shareholding pattern identical to the committed shareholding pattern as per Format 7.5. Clause 18.5 deals with shareholding change of SPV during the implementation stage, which is applicable on all types of bidders under the RfS
154	RfS	29.1 iii	Net Worth to be considered for this clause shall be the total Net Worth as calculated in accordance with the Companies Act, 2013 and any further amendments thereto.	Net Worth to be considered for this clause shall be the total Net Worth as calculated in accordance with the Companies Act, 2013 and any further amendments thereto. The Bidder may also seek qualification on the basis of financial capabilities of "Alternate Investment Funds" (AIFs) as registered under SEBI. "AIF" shall be as defined by SEBI. For this purpose, the Bidder shall submit a Letter of Undertaking from the AIF, committing to contribute the required equity funding and performance bank guarantees in case the Bidder fails to do so in accordance with the RfS. Financial credential of such AIFs shall be evaluated based on the Asset Under Management (AUM) or investible funds, calculated in accordance with applicable SEBI (AIF) Regulations.	It may be pertinent to note that electrolyser manufacturing is a new Industry that involves a lot of innovation, R&D, and world class manufacturing - areas best championed by Startups/New age companies. It is a known fact, that India is a country with vibrant ecosystem for startups thanks to the conducive policy framework by the Government. Therefore it is requested that this scheme may include qualification criteria that now in a way excludes startups/New age companies that have the potential to be significant value contributors. Additionally, the suggested modification has been allowed in GH2 production incentive scheme(SIGHT scheme (Mode 1-Tranche-1) and the same is requested in this policy also.	Please refer to the amendments
155	RfS	6.1 ii	Value of imports is the Value of direct and indirect imported materials and services (including all Customs Duty) as per Bill of Entry filed in Customs, used in manufacturing of Electrolyser.	We understand that payment of royalty or any similar charges to the foreign technology providers shall not be considered as part of value of imports for the purpose of calculation of Local Value Addition. Please confirm.		Yes
156	RfS	5.1	Bucket No.1- Maximum bid capacity : 300 MW	We request SECI to change the referred clause as under: Bucket No. 1- Maximum bid capacity : 300 to 500 MW		RfS provisions remain unchanged
157	RfS	5.4	.....However, the maximum capacity that can be allotted to a single bidder is limited to 300 MW.	We request SECI to change the referred clause as under: .....However, the maximum capacity that can be allotted to a single bidder is limited to 300 to 500 MW.		RfS provisions remain unchanged
158	RfS	8.4	Part Commissioning of the plant is allowed however the eligible incentive	While SECI has allowed for part commissioning of the Project, we request SECI to put a minimum threshold (atleast 50 %) of commissioning of total allocated Manufacturing Capacity.		RfS provisions remain unchanged
159	RfS	34.2c & 34.2d	DVA & Performance Multiplier	We request SECI to consider the following- For any given year during the incentive payout period, if DVA and Performance Multiplier, both fall under Sr. No. 4 of tables given under referred clauses, 20 % of total PBG value shall be encashed.	The proposed modalities will be helpful to ensure quoting of the practically achievable SEC and LVA values by the bidders.	RfS provisions remain unchanged
160	RfS	(F) & (G)	DOCUMENT FEE/ COST OF RfS DOCUMENT (NON-REFUNDABLE) and BID PROCESSING FEE	We understand upon payment of the referred fees, GST invoice shall be issued to Bidder with necessary details. Please confirm		Yes, GST invoices will be provided for the referred fees.
161	RfS	2.2	As per the Guidelines, SECI may develop a suitable monitoring mechanism, to analyze the performance of the manufacturing unit and carry out random checks, with help of other agency designated by MNRE/SECI, for validation of commencement of commercial operation of manufacturing unit, measurement of performance parameters as listed out in the RfS, compliance of quality standards during the course of implementation of the scheme etc.	To avoid ambiguities at implementation stage, we request SECI to specify particular parameters/aspects required to - I. Analyse performance of the manufacturing unit. II. Achieve commercial operation. III. Comply with quality standards.	To bring all EMs at par, uniformity in understanding.	The same shall be specified during the project implementation phase
162	RfS	6.3	In case for any given year, the Manufacturer falls short on quoted level of	We understand that following terms such as "Manufacturer", "Project Promoter", "Selected Bidder" and "Project Company" used in the RfS document at various places shall have the same meaning as that of "Electrolyser Manufacturer" as defined in clause 36.29 of Section 6 of RfS Document. Please confirm.	For clarity and uniformity	Yes
163	RfS	4	Total capacity offered	We understand that any unutilized capacity under each Bucket will be transferred to other Bucket for the allocation to the eligible Bidders in the respective Buckets. Please confirm and provide the modality of the same in order to have clarity among Bidders.	This will provide clarity and help Bidders to put competitive bid allowing full allocation of the 1500 MW Electrolyser Manufacturing capacity to the eligible Bidders and thereby ensuring installation of maximum manufacturing capacities in India.	The understanding is incorrect. Decision on any unallocated capacity under this RfS shall be taken subsequently, and is beyond the scope of this RfS.
164	RfS	5.3	In case of Joint Venture Company/ Consortium, a partner/ company will be allowed to tie up the manufacturing capacity with another partner/company for one bid only.	We understand that in case of JV/consortium, particular company can participate with single partner only. Multiple bids either as a separate entity or with different/multiple partners are not permissible. Please confirm.		Yes
165	RfS	6.2	The Bidder shall also be required to declare the plan for local value addition, and the estimated employment generation and exports during the tenure of the Scheme, in the Performance Parameter Matrix at the time of bid submission.	We request SECI to confirm whether such requirements – "the estimated employment generation and exports during the tenure of the Scheme" can be submitted post award within the mutually agreed timeframe.	As these details do not have any relation with evaluation/ qualification of bidder / disbursement of incentive amount, etc.	The referred data shall be submitted as part of the bidder's response to RfS, and the updated data will be sought by SECI subsequently, during the implementation period.

166	RIS	7.1	EMs are required to submit the following documents with their response, as part of response to RIS: a. Construction Plan b. Clearances/ approvals required from various Government departments/ Local Bodies c. Timelines/ PERT chart of major construction activities d. Timelines for applying for/obtaining various clearances/ approvals	We request SECI to allow the submission of these documents post award within the mutually agreed timeframe.	As these details do not have any relation with evaluation/ qualification of bidder / disbursement of incentive amount, etc.	RIS provisions remain unchanged
167	RIS	10.2 a	Verification of Electrolyser performance For verification of Electrolyser performance, there will be maximum 4 quarterly visits carried out at the Manufacturing Facility, in an Incentive Year. Samples will be chosen by the inspection team during each visit, and testing of the same shall be conducted. The results obtained on the batch being sampled during each visit, will be applicable for the total production considered for Incentive disbursement in between last visit and present visit. The results for the batch with the lowest performance during the incentive year will be considered for calculation of incentive for the complete year.	We request SECI to consider the following changes- Verification of Electrolyser performance For verification of Electrolyser performance, there will be maximum 4 quarterly 2 half yearly visits carried out at the Manufacturing Facility, in an Incentive Year. Samples will be chosen by the inspection team during each visit, and testing of the same shall be conducted. The results obtained on the batch being sampled during each visit, will be applicable for the total production considered for Incentive disbursement in between last visit and present visit. The results for the batch with the lowest performance weighted average of SEC (in proportion to the sales volume of electrolyzers of each ratings) for the batches during the incentive year will be considered for calculation of incentive for the complete year.	We request to keep the verification visits as maximum 2 half yearly visits as stack testing will involve considerable efforts. We also submit that within the same batch and amongst different batches, average SEC will be more representative rather than result of single batch of lowest performance.	RIS provisions remain unchanged
168	RIS	10.6	Pursuant to Clause 34.2.e, the sales in any given year are sales minus sales returns. EM shall be required to submit Statutory Auditor's certificate in support of this claim. The EM will have to demonstrate minimum 50% of annual sales of Electrolysers for installation of projects in India.	1) Please clarify on term "sales return" 2) We request SECI to consider the following changes- The EM will have to demonstrate minimum 50% of annual sales (in terms of MW) of Electrolysers for installation of projects in India. In case the percentage of domestic sales is less than 50% in particular year, the EM shall avail lower incentive amount corresponding to/ in proportion to such shortfall.	Further, in any given year Electrolysers of multiple ratings of similar technology could have been produced and sold. In such scenario, we suggest to consider the weighted average SEC in proportion to the sales volume of Electrolysers of each ratings.	1. A sales return is merchandise sent back by a buyer to the seller. Quantum of electrolyzers returned will be adjusted against the annual sale of electrolyzers as demonstrated by the EM. 2. Please refer to the amendments.
169	RIS	12	MSMEs (Micro, Small and Medium Enterprises) registered under NSIC/DIC/Udyog Aadhar Only are exempted from submission of Cost of RIS document, Bid Processing Fee & Earnest Money Deposit (EMD). For a Joint Venture/Consortium to be eligible for exemption from submission of Cost of RIS document, Bid Processing Fee & Earnest Money Deposit, all the members of the Joint Venture/Consortium shall be registered as MSME.	We request SECI to issue suitable amendment to RIS such that all the Bidders required to furnish Cost of RIS document, Processing Fees and EMD along with response to RIS.	To bring all the bidders at par and to ensure genuineness/seriousness of bidders.	RIS provisions remain unchanged
170	RIS	12 & 15	Cost of document and Bid Processing Fees; Success Fees	We understand that, in the event, the Bidder seeking qualification on the basis of the Net Worth of its Affiliate in line with clause 29, Cost of document, Bid Processing Fees and Success Fees from such Affiliate is acceptable to SECI. Please confirm.		The cost of document, Bid processing fees and success fees has to be submitted by the "Bidder" only.
171	RIS	13 & 14	BG against EMD and PBG	We understand that, in the event, the Bidder seeking qualification on the basis of the Net Worth of its Affiliate in line with clause 29, BG against EMD and PBG from such Affiliate is acceptable to SECI. Please confirm.		The BG against EMD has to be submitted by the "Bidder" and PBG has to be submitted by the "EM" only.
172	RIS	13.2	..... the Bid Guarantee shall be acceptable provided, the EMD is valid for more than two months from the actual date of bid submission	We understand that "Bid Guarantee" shall mean "Bank Guarantee" against EMD. Please confirm.	For clarity.	Yes
173	RIS	14.1	In case of non-submission of PBG within the above deadline, the Bank Guarantee against EMD submitted by the Bidder will be encashed, NoA issued will be cancelled by SECI and the awarded capacity shall stand terminated.	We understand that in such events, the said cancelled capacity(ies) shall be awarded to the eligible bidder(s) in waiting list. If such bidders (with lower rank) are not available or deny to accept such allocation, earlier selected bidders (other than whose allocation is cancelled) shall have choice to opt for allocation of additional capacities. Please confirm.	In case of cancellation, the capacities shall remain utilised, if not allocated to other bidders, which may result into shortfall in the installed electrolyser manufacturing capacities in India.	There is no waiting list envisaged in this RIS.
174	RIS	18.2 d	Transfer of shares within the members of Immediate Promoter Group only	As "Immediate Promoter Group" is not defined in RIS, we request SECI to replace "Immediate Promoter Group" with "Parent/Affiliate/Ultimate Parent".		RIS provisions remain unchanged
175	RIS	18.5	In case of Project being executed through SPVs:....	We understand that Selected Bidder may implement Project either through newly formed SPV or through its existing subsidiary/Affiliate. Please confirm.		The SPV may be an already existing Company, but it necessary shall be a subsidiary of the Successful Bidder.
176	RIS	19 xi	Preliminary estimate of cost of project as per Format 7.11.	We request SECI to allow the submission of these details post award within the mutually agreed timeframe.	As these details do not have any relation with evaluation/ qualification of bidder / disbursement of incentive amount, etc.	RIS provisions remain unchanged
177	RIS	19 xii.d	Certified copies of annual audited accounts for the last financial year, i.e. FY 2022-23/2021-22, and provisional audited accounts, along with certified copies of Balance Sheet, Profit & Loss Account, Schedules and Cash Flow Statement supported with bank statements as on the date at least 7 days prior to the due date of bid submission (if applicable), shall be required to be submitted.	1) We understand that the mentioned documents are required to substantiate the Net Worth eligibility criteria. Hence, in the event, the Bidder seeking qualification on the basis of the Net Worth of its Affiliate in line with clause 29, the relevant documents pertaining to such Affiliate need to be submitted. Please confirm. 2) We request SECI to modify the clause as under- "Certified copies of following documents annual audited accounts for the last financial year, i.e. FY 2022-23/2021-22, and provisional audited accounts, along with certified copies of Balance Sheet, Profit & Loss Account, Schedules and Cash Flow Statement supported with bank statements as on the date at least 7 days prior to the due date of bid submission (if applicable), shall be required to be submitted."	1) For Clarity. 2) As financial statements of a company provides sufficient information about company's financial position, submission of accounts and bank statements is not required.	1) Yes 2) The clause remains unchanged
178	RIS	22.2	The Bidder shall upload First Envelope containing scanned copies of the following documents duly signed and stamped on each page by the authorized signatory as mentioned below. All documents of the response to RIS submitted online must be digitally signed and uploaded on the website:.....	We understand that since the digitally signed documents are to be uploaded; the requirement of uploading of stamped scanned copies of the same documents can be done away with. We request SECI to address the same suitably.		RIS provisions remain unchanged
179	RIS	28	General Eligibility Criteria	We request SECI to issue suitable amendment to the provisions stipulating that selected bidders (under Bucket 1) necessarily should have valid technology collaboration with the technology providers, before issuance of LoA.	To ensure participation of genuine bidders and timely implementation of Project.	RIS provisions remain unchanged
180	RIS	28.7	The Bidder or any of its Affiliates should not be a wilful defaulter to any lender. Further, the Bidder & any of its Affiliate including any Consortium Member & any of its Affiliate, their directors should not have been barred or included in the blacklist by any government agency or authority in India..... The Bidder shall submit an undertaking to this effect.	1) We understand that the undertaking referred here is same as that given under Format 7.7. Please confirm.	2) Since, the Project shall be executed by successful bidder or its SPV, such undertaking needs to be made applicable for bidder or its consortium members only and should not be extended to its Affiliates (which basically may have very broad interpretation /implications). Further, since the bidding entity /executing entity shall be a company, there should not be any undertaking with respect to their directors. Also, directors may include whole time directors as well as independent directors. Therefore, to avoid open-endedness, we request SECI to issue the suitable amendments w.r.t. requirement of submission of undertaking focusing mainly on the bidder/its consortium members.	1. Yes, the referred undertaking is Format 7.7. 2. The undertaking has to be submitted by the Bidder or each members of JV/Consortium. The undertaking has to be signed by the authorized signatory of the bidder/each member of JV/Consortium.

181	RfS	28.8	Scenario 1 and Scenario 2	We understand that provisions and scenarios referred under clause 28.8 are applicable only to the foreign bidders and bidders participating as a Joint Venture / Bidding Consortium and not applicable to the Bidders participating as an Indian Company and proposed to execute the Project either themselves or under SPV. Please confirm.		The referred scenarios are applicable for both Indian and Foreign bidders
182	RfS	29.2	....., a letter from the CEO/ Managing Director of the respective Affiliate(s), undertaking the above, shall be required to be submitted and the requisite Board Resolution from the Affiliate(s) shall be required to be submitted prior to issuance of LoA	We request SECI to provide format of said letter from CEO/MD to be submitted.		The Bidder is free to choose any format to submit this undertaking
183	RfS	33.2.c	Performance Quotient: The scheme aims to incentivize manufacturing of better	SECI may include the separate Performance Quotient tables for the Atmospheric and Pressurised Stacks.	The SEC at 100% rated capacity at the stack level on DC side for the stacks delivering Hydrogen at or near atmospheric pressure will be lower than the SEC of the stacks delivering Hydrogen at higher pressure (pressurised - typically upto 30 barg) thus giving them undue advantage in evaluation.	RfS provisions remain unchanged
184	RfS	33.5	In case two or more bids have the exact same selection parameter, such tied bids will be prioritized based on bid capacity and if bid capacities and also the same then such tied bidders will be given the same ranking and allotted manufacturing capacity accordingly.	We understand that in case of tie, the bidder having quoted higher capacity will get preference for allotment. Please confirm		Yes, in case of tie, preference will be given to the bidder who has quoted higher capacity
185	RfS	36.28	“PROJECT COMMISSIONING”: The Project will be considered as commissioned when the manufacturing commitments viz., promised ‘Local Value Addition’, promised ‘Manufacturing Capacity’ and the promised ‘Specific Energy Consumption of Electrolyser’ have been achieved, in line with the commissioning procedures defined in the RfS/LoA.	We request SECI to consider the following changes- “PROJECT COMMISSIONING”: The Project will be considered as commissioned when the manufacturing commitments viz., promised ‘Local Value Addition’, promised ‘Manufacturing Capacity’ and the promised ‘Specific Energy Consumption of Electrolyser’ has been achieved, in line with the agreed commissioning procedures defined in the RfS/LoA.	Project commissioning shall be considered as achieved once the commissioning team of SECI / its authorised agency certifies the commissioning of awarded manufacturing capacity as specified under clause 8 of the RfS. SEC and LVA verification shall be part of disbursement of incentive and not to be linked with commissioning definition.	RfS provisions remain unchanged
186	RfS	Format 7.3	Our Guarantee shall remain in force until..... Client shall be entitled to invoke this Guarantee till	We understand that Client shall mean SECI. Please confirm.		Yes
187	RfS	33.2 b	Local Value Addition (LVA) Factor	We request SECI to have a common table for LVA factor for all Electrolyser Technologies	GoI has been a strong promoter of localization through “Make-in-India” and policy framework has always been more supportive to bidders having higher LVA compared to bidders having lower LVA. In contrary to this concept, this RfS creates disparity among bidders by providing higher LVA factor to non-Alkaline technology Electrolysers for the same LVA thus leading to undue advantage in evaluation over Alkaline technology.	RfS provisions remain unchanged
188	RfS	-	General	We understand that EM shall enter into a contract agreement with SECI after issuance of LoA. In view of the same, we request SECI to share the draft format of contract agreement along with key terms & conditions.		Under this RfS, no separate agreement will be signed after issuance of LoA.
189	RfS	29.1 ii	The net worth to be considered for the above purpose will be the cumulative net-worth of the Bidding Company or Consortium, together with the Net Worth of those Affiliates of the Bidder(s) that undertake to contribute the required equity funding and PBG/POI in case the Bidder(s) fail to do so in accordance with the RfS.	Allow parent company's net worth to be also considered for evaluation.		It is allowed as per the RfS provisions
190	RfS	8.5	Penalty for delay in commissioning The maximum deadline allowed for commissioning of full project capacity shall be limited to the date as on 6 months from SCD LD @ PBG * (Capacity/300)*(delay days/180)	Since there is no direct loss to project revenues from delay of the completion of the manufacturing capacity, we request to remove the LDs.		RfS provisions remain unchanged
191	RfS	14	Bidder shall submit the Performance Guarantee (INR 14.8 lacs/MW) according to the Format 7.3C with a validity period up to (& including) the date as on 8 years from the date of issuance of LoA.	As the intent of the tender is to successfully commission the electrolyser manufacturing facility. We request SECI to release the PBG on successful commissioning of the manufacturing facility. Bidders will be penalised (by not getting the incentives) if they fail to demonstrate the performance and LVA of the electrolysers sold during the incentive period.		RfS provisions remain unchanged
192	RfS	14	Bidders selected by SECI based on this RfS shall submit Performance Guarantee for a value @ INR 14,80,000/MW (Indian Rupees Fourteen Lakhs and Eighty Thousand per MW) as per the Manufacturing Capacity allocated to them within 15 days of issuance of Notification of Award (NoA).	We request SECI to reduce the PBG quantum for MSMEs. The current PBG limit will impose a significant burden on the cash flow of the MSMEs as small companies not having a credit line will need to park a significant amount of cash to provide the PBG. We request the PBG to be lowered to INR 3 lacs/MW.		RfS provisions remain unchanged
193	RfS	3.2	With the objective to indigenously developed electrolyser technologies, bids under this RfS are invited in two separate buckets as follows: 1. Electrolyser manufacturing capacity based on any stack technology 2. Electrolyser manufacturing capacity based on indigenously developed stack technology	Clause 3.2 (1) to be amended as follows: 1. Electrolyser manufacturing capacity based on PEM technology 2. Electrolyser manufacturing capacity based on Alkaline technology 3. 1. Electrolyser manufacturing capacity based on indigenously developed stack technology	High localization content is one of the key critical factors for selection. In absence of separate bucket for other technologies, Alkaline technology, which is easier to localize will be highly favoured and India will lose out of establishing a manufacturing base for other competing technologies Hence we suggest separate capacity allocation of atleast 600 MW for PEM technology	RfS provisions remain unchanged
194	RfS	6.1	Specific Energy Consumption (SEC or σ): Minimum value required for each year from Year 1 to Year 5	Requirement of quoting SEC be restricted to only the 1st year of operation	Future improvement of SEC is highly dependent on the outcomes of ongoing R&D. It is difficult to commit/predict the precise SEC 3-5 years in advance. This is a huge risk as the Performance quotient drops to zero beyond 1 category of SEC and India will stand to lose out on participation of global OEM due to this condition	RfS provisions remain unchanged
195	RfS	6.1	The SEC shall be measured at 100% rated capacity at the stack level on DC side. The SEC values will need to be demonstrated at or prior to commissioning of the Electrolyser	The SEC shall be measured at 100% rated capacity at the system level (parameters of pressure, purity etc. to be specified by SECI and system level definition of match the definition of electrolyser under clause 3.1	The SEC is dependent on various other parameters of hydrogen production such as purity & pressure. Also, it would be difficult to measure the SEC at stack level as it will contain impurities which may hinder measurement. Accordingly, to allow testing and also to ensure a level playing field the output hydrogen parameters should be clearly defined (for level playing conditions) and to be guaranteed and measured at system level	RfS provisions remain unchanged
196	RfS	6.1 i	Sale Value of Electrolyser is the Sale value of Electrolyser as per GST invoice excluding net domestic indirect taxes and returns	Sales to include the following (i) Sale of Electrolyzer Island (as per Cause 3.2) (ii) Civil works & installation services as required for “Electrolyzer Island”	The sale of electrolyser to customer may be just for the stack or the complete system or stack plus some BoS. Also, there would be services provided to customer that would also form part of the sale. It would be critical to clearly define what all would be covered under sale of electrolyser	Sale would cover the complete Electrolyzer system (Stack + BoP)

