

Solar Energy Corporation of India

New Delhi - 110070

Selection of National Consultant for Solar Guidelines - Phase II: Clarifications on RFP

Ref: SECI/PV/R&D/SG/13-14/001/Clarifications&Amendments-01

Dated 14.03.2014

RFP No.: SECI/PV/R&D/SG/13-14/001 Dated: 05.03.2014

S.No.	Clause No.	Queries /Clarifications	SECI's Responses
1.	6.1 (a) of Section II	Can LLPs participate? Can a trust/society which is a part of State Public Sector Company participate?	The Clause 6.1 (a), Section II will prevail.
2	Section II- point 14 Evaluation Criterion	Is a Copy of the presentation required to be attached to the Technical Presentation? What is the date and time of Proposal Presentation?	No, presentation is to be made separately. The date and Time of presentation shall be specified at a later date. Bidders are requested to keep themselves updated through SECI's website. Additionally, the bidder's shall also be intimated through e-mail regarding the date, time and venue of the presentation.
3	Section III: Evaluation Criterion	Can criteria b), d) and e) be relaxed considering the broad nature of assignment?	No Changes made in Point b) which is retained as it is. Points d) and e) are amended. Please see the amendments to the RFP document.
	Section II- point 6.2	All the Consultants shall have to submit an affidavit stating: (a) he is not insolvent or not in receivership or not bankrupt or not in the process of being wound up, or not have entered into an arrangement with creditors; (b) his affairs are not being administered by a court, judicial	The affidavit, on a stamp paper, should be duly notarized /registered.

		<p>officer or by an appointed liquidator;</p> <p>(c) he has not suspended business or not in any analogous situation arising from similar;</p> <p>Any particular format needs to be followed? (like on a stamp paper or so)</p>	
5	Section III: Terms of Reference Clause 3 (n): Approach	<p>TOR mentions a member of Consultants team shall be sitting in SECI's premises supporting development of web based tool. Does the resource need to be stationed full time or during a particular period?</p>	<p>One member of the Team proposed for the assignment is required to be stationed at the office of SECI at all times. It is the prerogative of the Consultant to select the Member.</p> <p>This Member is to co-ordinate between the teams from SECI, GIZ, the German Consultants and MNRE for the purpose of current assignment.</p>
6		<p>Is a technical member of the Team with expertise in Web Development required for supporting the development of web portal?</p>	<p>It is desirable that at least one member of the proposed Team (as part of the Expert Pool) have expertise in web portal development so as to support the mapping of research work done by the Consultant on to the online database. The member would be adequately supported by an IT team from SECI.</p>
7	Para 9.4 (c)	<p>Do Work orders/project allotment documents suffice, in case completion certificates for a few credentials are not available be submitted?</p>	<p>Work Orders with completion certificates are desirable, However, In lieu of completion certificates, the final Invoice of past assignments will also be acceptable.</p>
8	Page 12/ (6c) Eligibility Conditions - Financial Criteria	<p>Is there a possibility of relaxation in the average annual turnover criteria?</p>	<p>Clause 6(c) is amended. Please see the amendments.</p>
9	Page 13/ (7) Eligibility of Partners of a Joint Venture	<p>Should all the members of the JV be a legal entity registered in India or only the lead member needs to fulfil this criterion?</p> <p>Nan the JV Partner be bigger (in turnover terms) than the lead bidder?</p>	<p>As per Clause 7.1, only the lead member needs to be a legal entity of India.</p> <p>Please Refer Clause 7.1</p>

10	Page 33-34/ Scope of Work/ Task G – Task J	Will SECI facilitate in setting up/implement the IT Platform required for these tasks?	Yes
11	Page 34/ Scope of Work/ Task K	Is it expected that the consultant will carry out stakeholder consultations through workshops? If, yes what would be the approximate number of these workshops/consultations? Will the cost of these be borne by the consultant or SECI? If by the consultant, then please indicate the preferred type of venue and the number of participants for the workshop.	As per Task K of the Scope of Work, the Consultant has to Identify opportunities for marketing and dissemination of SOLAR GUIDELINES to reach out to stakeholders involved in JNN SM and at the state level. Conducting workshops is not in the Scope of Work of the Consultant.
12	Section II, Para 14.4 : minimum qualifying Benchmark.	Suggested that Minimum Technical Score to be at least 75%.	Clause 14.4 will prevail.
13	Point 15.5 ITC of Data Sheet: The weights given to technical and financial proposal	Suggested that the weightage of Technical proposal be increased.	Clause 15.5 ITC of Data Sheet will prevail.
14	Page 41 - Staff - Qualifying criteria for key personnel and others	What are the qualifications expected of the legal/administrative expert (Key Personnel - II)?	There are no specific educational qualification expected of the legal/administrative expert. The Key Professional is expected to be familiar with the relevant regulatory orders, guidelines, administrative procedures etc. of different governments –Central as well as states.
15	Section IV / Clause 2/ Page 32 of RFP , Scope of Work	Please elaborate “operate and maintain the web tool”. What is the duration for which consultant shall render its services (operate & maintain)?	The consultant shall operate & maintain the database for a period of 24 months as per the duration of assignment. This shall include regular updating of the database with the relevant findings through continuous research work including collection and collation of data from different states. The task is to be completed within 24 months as per schedule so that a

			comprehensive database is build and additionally, the mechanism for continuous inflow of information in the future is also formalized.
16	Section IV / Clause 2/ Page 33 of RFP, Scope of Work : Task C)	It shall include <u>Andhra Pradesh & Telangana</u> OR as per the present political boundary of the state.	Since the entire state of Andhra Pradesh was envisaged originally, both the states shall be included.
17	Section IV / Clause 2/ Page 33 of RFP, Scope of Work : Task H)	What shall be the frequency of updating the website?	Weekly
18	Section IV / Clause 2/ Page 33 of RFP, Scope of Work : Task J)	What is the “Period” of service rendered by the “Consultant” against the specified Task J of RFP? What shall be the frequency of updating the Solar Guidelines Discussion Forum of the website?	24 months Weekly
19	Section III/Annexure-II/ Page 27 of RFP, Evaluation Criteria/ S. NO.1/ Sub Clause h.	Can the criteria for evaluation in terms of Experience in supporting creation of online database for renewable energy projects for govt. institutions (national/international) be relaxed as it is very specific? In lieu of the required experience and to increase the degree of competition, can a leeway be given to the bidders having extensive expertise and experience of working with the multilateral Financial Institutions for Renewable Energy & Infrastructure Projects at International & National level?	The criteria as per Section III/Annexure-II, Evaluation Criteria/ S. NO.1/ Sub Clause h. will prevail.
20	Section III/Annexure-II/ Page 27 of RFP, Evaluation Criteria/ S. NO.1/ Sub Clause h.	In lieu of current submission date, can the Last date for submission of bids be extended by three (3) weeks?	BOD will be as scheduled/amended, if any.

Amendments to RFP

Clause No.	Previous	Amended
Section II : 6(c) – Page No. 12	Financial Criteria: The consultant should have minimum average annual turnover of INR ten (10) Crores for last three (3) financial years as per audited annual accounts with positive Net-worth for the last financial year.	Financial Criteria: The consultant should have minimum average annual turnover of INR One (1) Crore for last three (3) financial years as per audited annual accounts with positive Net-worth for the last financial year.
Section II: 15.5	The lowest Financial Proposal inclusive of all taxes (Fmin) will be given a financial Score (Sf) of 1000 points. The financial scores (Sf) of the other Financial Proposals will be computed as indicated in the Data Sheet. Proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights (TP= the weight given to the Technical Proposal); FP = the weight given to the Financial Proposal; TP + FP = 1) indicated in the Data Sheet; $S = St \times TP + Sf \times FP$.	The lowest Financial Proposal inclusive of all taxes (Fmin) will be given a financial Score (Sf) of 500 points. The financial scores (Sf) of the other Financial Proposals will be computed as indicated in the Data Sheet. Proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights (TP= the weight given to the Technical Proposal); FP = the weight given to the Financial Proposal; TP + FP = 1) indicated in the Data Sheet; $S = St \times TP + Sf \times FP$.
Section III: Data Sheet 14.4 ITC -	Minimum Technical Score required for technical qualification : A firm to be qualified in the technical evaluation shall have to attain a minimum technical score (St) of 500 marks (50% of 1000)	Minimum Technical Score required for technical qualification : A firm to be qualified in the technical evaluation shall have to attain a minimum technical score (St) of 500 marks (50% of 500)
Section III: Data Sheet 15.5 ITC – Page No. 25	The formula for determining the financial scores is the following: $Sf = 1000 \times Fmin/F$, where Sf is the financial score, Fmin is the lowest price and F, the quoted price of the proposal under consideration The weights given to technical and Financial Proposals are: TP = 0.60 and FP = 0.40	The formula for determining the financial scores is the following: $Sf = 500 \times Fmin/F$, where Sf is the financial score, Fmin is the lowest price and F, the quoted price of the proposal under consideration The weights given to technical and Financial Proposals are: TP = 0.60 and FP = 0.40
Section II: Clause 7: Eligibility of Partners of a Joint Venture – Page No. 13	In case of a Joint Venture, the Lead Member (and every individual expert) shall be a legal entity of India.	In case of a Joint Venture, the Lead Member (and every individual expert of the Lead Member) shall be a legal entity of India.

Previous

**SUMMARY EVALUATION SHEET FOR CONSULTANCY SERVICES FOR
Solar Guidelines: Phase – II Project**

Name of Agency:

Qualification

S. No	Evaluation Criteria		Marks Obtained	Max Marks
3.	Experience in Relevant Projects			
	a.	Designing policy framework for state govt. and Regulatory Institutions for encouraging renewable (esp. solar) energy.		45
	b.	Mapping project development life cycle of PV/CSP projects in India.		45
	c.	Analysis of key issues, barriers and other aspects in project development of solar plants in India.		30
	d.	Establishment of PPP framework for rooftop solar projects.		15
	e.	Bid process management including preparation of RFP and PPA and evaluation of bids for rooftop solar projects.		15
	f.	Experience in working with multilateral financing institutions and/or international investors for renewable energy projects.		45
	g.	Experience in working with multilateral financing institutions and/or international investors for other infrastructure projects.		15
	h.	Experience in supporting creation of online database for renewable energy projects for govt. institutions (national/international).		45
	i.	Experience in decentralized distributed generation (DDG) projects		45
	Sub Total (I)			300
4.	Approach and Methodology			
	a.	Understanding of Objectives		50
	b.	General Understanding		50
	c.	Proposed Methodology/ Approach		50
	d.	Innovativeness/ Comments on ToR		50
	e.	Personnel Schedule		50
	f.	Proposal Presentation		50
	Sub Total (II)			300
5.	Personnel (Areas of Expertise)			
	a.	Key Personnel 1		100
	b.	Key Personnel 2		100
	c.	Key Personnel 3		100
	d.	Expert Pool		100
	Sub Total (III)			400
Total = Sub Total (I + II + III)				

Amended

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Qualification

S. No	Evaluation Criteria	Marks Obtained	Max Marks
1.	Experience in Relevant Projects		
a.	Designing policy framework for state govt. and Regulatory Institutions for encouraging renewable (esp. solar) energy.		45
b.	Mapping project development life cycle of PV/CSP projects in India.		45
c.	Analysis of key issues, barriers and other aspects in project development of solar plants in India.		30
d.	Establishment of PPP framework for solar projects.		15
e.	Bid process management including preparation of RFP and PPA and evaluation of bids for solar projects.		15
f.	Experience in working with multilateral financing institutions and/or international investors for renewable energy projects.		45
g.	Experience in working with multilateral financing institutions and/or international investors for other infrastructure projects.		15
h.	Experience in supporting creation of online database for renewable energy projects for govt. institutions (national/international).		45
i.	Experience in decentralized distributed generation (DDG) projects		45
	Sub Total (I)		300
2.	Approach and Methodology		
a.	Understanding of Objectives		25
b.	General Understanding		25
c.	Proposed Methodology/ Approach		25
d.	Innovativeness/ Comments on ToR		25
e.	Personnel Schedule		25
	Sub Total (II)		100
3.	Personnel (Areas of Expertise)		
e.	Key Personnel 1		25
f.	Key Personnel 2		25
g.	Key Personnel 3		25
h.	Expert Pool and Personnel Schedule		25
	Sub Total (III)		100
	Total = Sub Total (I + II + III)		500

* For 2 and 3 above, the bidder will be invited to make a presentation of about 20 min.