Amendment No. 3

to

Expression of Interest (EoI) Document for Selecting interested Partner(s) for jointly exploring opportunities in Overseas Power/ Electricity Transmission & Distribution Sectors

| S. No | | Existing Provision | on | | | Amended Prov | vision | | |
|-------|------|--|---|--|-------|--|---|--|--|
| 1. | Sche | dule | | Sc | hedul | e | | | |
| | a) | Opening date of downloading EoI Document from Telecommunications Consultants India Ltd (TCIL) portal | October 15, 2018 at 1700 hrs IST onwards | | a) | Opening date of downloading EoI Document from Telecommunications Consultants India Ltd (TCIL) portal | October 15, 2018 at 1700 hrs IST onwards | | |
| | b) | EoI Conference | October 29, 2018 at 1130 hrs IST | | b) | EoI Conference | October 29, 2018 at 1130 hrs IST | | |
| | c) | Submission of Clarification by applicant | October 31, 2018 at 1500 hrs IST | | c) | Submission of Clarification by applicant | October 31, 2018 at 1500 hrs IST | | |
| | d) | Closing date of downloading EoI Document from TCIL portal | November 16, 2018 at 1100 hrs IST onwards | | d) | Closing date of downloading EoI Document from TCIL portal | November 20, 2018 at 1100 hrs IST onwards | | |
| | e) | 1 | November 16, 2018 at 1500 hrs IST onwards | | e) | Submission date of EoI on TCIL portal | November 20, 2018 at 1500 hrs IST onwards | | |
| | f) | Submission of Pass-Phrase to decrypt the EoI | November 16, 2018 (from 1500 hrs IST to 1530 hrs IST) | | f) | Submission of Pass-Phrase to decrypt the EoI | November 20, 2018 (from 1500 hrs IST to 1530 hrs IST) | | |
| | g) | Opening of EoI on TCIL portal | November 16, 2018 at 1600 hrs IST onwards | | g) | Opening of EoI on TCIL portal | November 20, 2018 at 1600 hrs IST onwards | | |
| 2. | The | se 3.1 selected Partner(s) would provide the following seas Power/ Electricity Transmission and D | | Clause 3.1 The selected Partner(s) would provide the following assistance to PFCCL in Overseas Power/ Electricity Transmission and Distribution sectors: | | | | | |
| | ŕ | Project Management Services which shall projects inter-alia including preparatio evaluation of bids; Finalisation of contracts | n of Tender Documents and | iii) Project Management Consultancy Services which may include any or all areas like turnkey execution of projects, Design, Engineering, preparation of Tender Documents & evaluation of bids, Finalisation of contracts, Monitoring during execution of projects etc. | | | | | |
| 3. | | se 4.4 | | Clause 4.4 | | | | | |
| | | Applicant should have experience in eith | · · · · · · · · · · · · · · · · · · · | | | plicant should have experience in either or | · · · · · · · · · · · · · · · · · · · | | |
| | | smission Sector as well as in Power/ Electronic Beauty Electronic Beauty Electronic Beauty Be | ciricity Distribution Sector in the | | | well as in Power/ Electricity Distribution Solicant should have experience of at least or | _ | | |
| | | wing areas applicant should have experience of at leas | t one (1) Overseas project in last | (a) | | ÷ | * * | | |
| | | en (10) years (applicable FY 2008-09 onw | 1 0 | (10) years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Reports etc. | | | | | |

| ~ | | | | | | | _ | | | | | |
|-------|-------|---|---|-------------|--------------|--------------|---|--|--|--|--|--|
| S. No | | | Existing Provision | on | | | | | | | | |
| | | Pro | ject Reports (DPRs) / Project Feasibility | Reports / | Design Bas | sis Reports | | | | | | |
| | etc. | | | | | | | | | | | |
| | b) | App | plicant should have experience of at leas | t one (1) (| Overseas pro | ject in last | | | | | | |
| | | ten (10) years (applicable FY 2008-09 onwards) in project management | | | | | | | | | | |
| | | services including turnkey execution of projects inter-alia including Design; | | | | | | | | | | |
| | | Engineering; preparation of Tender Documents and evaluation of bids; | | | | | | | | | | |
| | | fina | disation of contracts; procurement; in | spection; | supervision | ; erection; | | | | | | |
| | | test | ing and commissioning etc. | | | | | | | | | |
| | c) | The | Annual turnover of the Applicant | during a | ny of the | last three | | | | | | |
| | | (3) Financial Years (applicable FY 2015-16 onwards) should be at least USD | | | | | | | | | | |
| | | 15 ı | million / Rs. 100 crore. | | | | | | | | | |
| | d) | The | Networth of the Applicant during th | e last thre | ee (3) Finan | cial Years | | | | | | |
| | | (app | plicable FY 2015-16 onwards) should be | e atleast U | ISD 3 millio | on / Rs. 20 | | | | | | |
| | | croı | re. | | | | | | | | | |
| 4. | Cla | use | 4.5.1 | | | | | | | | | |
| | | S | Description (Minimum Fligibility) | Unit | Criteria | Marks | | | | | | |
| | l I - | _ | Description (Minimum Eligibility) | Omt | Criteria | Marks | | | | | | |
| | ll | lo l | | | | | | | | | | |

b) Applicant should have experience of at least one (1) Overseas/ Indian project in last ten (10) years (applicable FY 2008-09 onwards) in Project Management Consultancy Services which may include any or all areas like turnkey execution of projects, Design, Engineering, preparation of Tender Documents & evaluation of bids, Finalisation of

Amended Provision

c) The Annual turnover of the Applicant during any of the last three (3) Financial Years (applicable FY 2015-16 onwards) should be at least **USD 7.5 million / Rs. 50 crore**.

contracts, Monitoring during execution of projects etc.

d) The Networth of the Applicant during any of the last three (3) Financial Years (applicable FY 2015-16 onwards) should be at least **USD 1.5 million / Rs. 10 crore**.

Note:

Preference would be given to execution of Overseas Projects. However, allocation of marks shall be made as per Clause 4.5 of the EoI Document.

| S No | Description (Minimum Eligibility) | Unit | Criteria | Marks |
|---------|--------------------------------------|----------|----------|-------|
| 1 | Applicant should have experience of | No of | >3 | 20 |
| | at least one (1) Overseas project in | Projects | 2 to 3 | 10 |
| | last ten (10) years (applicable FY | 3 | =1 | 5 |
| | 2008-09 onwards) for preparation of | | | _ |
| | Detailed Project Reports (DPRs) / | | | |
| | Project Feasibility Reports / Design | | | |
| | Basis Report etc. in various Power/ | | | |
| | Electricity Transmission projects. | | | |
| | (Maximum Marks 20) | | | |
| 2 | Applicant should have experience of | No of | > 3 | 30 |
| | at least one (1) Overseas project in | Projects | 2 to 3 | 20 |
| | last ten (10) years (applicable FY | - | =1 | 10 |
| | 2008-09 onwards) in project | | | |
| | management services including | | | |
| | turnkey execution of projects inter- | | | |
| | alia including Design; Engineering; | | | |
| | preparation of Tender Documents and | | | |
| | evaluation of bids; finalisation of | | | |
| | contracts; procurement; inspection; | | | |

Clause 4.5.1

| S. No | Description (Minimum Eligibility) | Unit | Criteria | Marks (Overseas Projects) | Marks (Indian Projects) |
|----------|---|----------|----------|---------------------------------|-------------------------------|
| 1 | Applicant should have experience | No of | >3 | 20 | 16 |
| | of at least one (1) Overseas/ | Projects | 2 to 3 | 10 | 8 |
| | Indian project in last ten (10) years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Report etc. in various Power/ Electricity Transmission projects. (Maximum Marks 20) | | =1 | 5 | 4 |
| 2 | Applicant should have experience | No of | >3 | 30 | 24 |
| | of at least one (1) Overseas/ | Projects | 2 to 3 | 20 | 16 |
| | Indian project in last ten (10) years (applicable FY 2008-09 onwards) in Project | | =1 | 10 | 8 |
| | Management Consultancy | | | | |
| . [| Services which may include any | | | | |

| S. No | | Existing Provisi | on | | | | Amen | ded Provisio | n | |
|-------|---|---|--|---|---------------|--------|--|---------------------------------|----------------------|--------------|
| | | supervision; erection; testing and commissioning in various Power/ Electricity Transmission projects. (Maximum Marks 30)) | | | | | or all areas like turnkey execution of projects, Design, Engineering, preparation of Tender Documents & | | | |
| | 3 | The Annual Turnover of the Applicant in Power/ Electricity Transmission sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 15 million / | | >500 300 to 500 100 to 300 | 15 10 5 | | evaluation of bids, Finalisation of contracts, Monitoring during execution of projects etc. in various Power/ Electricity Transmission projects. (Maximum Marks 30) | | | |
| | | Rs. 100 crore. (Maximum Marks 15) | | | | 3 | The Annual Turnover of the Applicant during any of the last | INR Crore | >100 75 to 100 | 15 10 |
| | 4 | The Networth of the Applicant in Power/ Electricity Transmission sector during the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 3 million / Rs. 20 crore. | INR Crore (1 USD = INR 70) | >70 50 to 70 20 to 50 | 15 10 5 | 4 | three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 7.5 million / Rs. 50 crore. (Maximum Marks 15) The Networth of the Applicant | (1 USD = INR 70) | 50 to 75 | 5 |
| | 5 | (Maximum Marks 15) Commitment to invest in a specific project on case to case basis. (Maximum Marks 10) | % | upto 100% at least 74% at least | 10 8 | | during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 1.5 million / Rs. 10 crore. (Maximum Marks 15) | Crore (1 USD = INR 70) | 25 to 50 10 to 25 | 10 5 |
| | 6 | Approach and methodology for j | ointly av | at least 26 % | 4 Max | 5 6 | Approach and methodology for implementing Business Opportunit Electricity Transmission Sector. | | | Max marks 20 |
| | U | implementing Business Opportunities Electricity Transmission Sector. | | | marks 10 | | Decarety Transmission Sector. | | | |

| | Existing Provisi | ion | | | | Amen | ded Provisio | on | | |
|---------|--|----------|----------|-------|----------|--|---------------------------------------|-----------|--------------------|------------------|
| Clause | 2 4.5.2 | | | | Clause | 2 4.5.2 | | | | |
| S No | Description (Minimum Eligibility) | Unit | Criteria | Marks | S. No | Description (Minimum Eligibility) | Unit | Criteria | Marks (Overseas | Marks (Indian |
| 1 | Applicant should have experience of | | >3 | 20 | | | | | Projects) | Projects |
| | at least one (1) Overseas project in | Projects | 2 to 3 | 10 | 1 | Applicant should have experience | No of | >3 | 20 | 16 |
| | last ten (10) years (applicable FY | | =1 | 5 | | of at least one (1) Overseas/ | Projects | 2 to 3 | 10 | 8 |
| | 2008-09 onwards) for preparation of | | | | | Indian project in last ten (10) | | =1 | 5 | 4 |
| | Detailed Project Reports (DPRs) / | | | | | years (applicable FY 2008-09 | | | | |
| | Project Feasibility Reports / Design | | | | | onwards) for preparation of | | | | |
| | Basis Report etc. in various Power/ | | | | | Detailed Project Reports (DPRs) / | | | | |
| | Electricity Distribution projects. | | | | | Project Feasibility Reports / | | | | |
| | (Maximum Marks 20) | N. C | . 2 | 20 | | Design Basis Report etc. in various Power/ Electricity | | | | |
| 2 | Applicant should have experience of | | > 3 | 30 | | - | | | | |
| | at least one (1) Overseas project in | Projects | 2 to 3 | 20 | | Distribution projects. (Maximum Marks 20) | | | | |
| | last ten (10) years (applicable FY 2008-09 onwards) in project | | =1 | 10 | 2 | Applicant should have experience | No of | >3 | 30 | 24 |
| | management services including | | | | | of at least one (1) Overseas/ | Projects | 2 to 3 | 20 | 16 |
| | turnkey execution of projects inter- | | | | | Indian project in last ten (10) | Trojects | | | 8 |
| | alia including Design; Engineering; | | | | | years (applicable FY 2008-09 | | -1 | 10 | 0 |
| | preparation of Tender Documents and | | | | | onwards) in Project | | | | |
| | evaluation of bids; finalisation of | | | | | Management Consultancy | | | | |
| | contracts; procurement; inspection; | | | | | Services which may include any | | | | |
| | supervision; erection; testing and | | | | | or all areas like turnkey | | | | |
| | commissioning in various Power/ | | | | | execution of projects, Design, | | | | |
| | Electricity Distribution projects. | | | | | Engineering, preparation of | | | | |
| | (Maximum Marks 30)) | | | | | Tender Documents & | oog cet ccy ny eey nn, of & con nn ng | | | |
| 3 | The Annual Turnover of the | INR | >500 | 15 | | evaluation of bids, Finalisation | | | | |
| | Applicant in Power/ Electricity | Crore | 300 to | 10 | | of contracts, Monitoring during | | | | |
| | Distribution sector during any of the | , | 500 | | | execution of projects etc. in | | | | |
| | last three (3) financial years | = INR | 100 to | 5 | | various Power/ Electricity | | | | |
| | (applicable FY 2015-16 onwards) | 70) | 300 | | | Distribution projects. (Maximum | | | | |
| | should be at least USD 15 million / | | | | | Marks 30) | | | | |
| | Rs. 100 crore. | | | | 3 | The Annual Turnover of the | INR | >100 | 1: | |
| L | (Maximum Marks 15) | | | | | Applicant during any of the last | Crore | 75 to 100 | 10 | 0 |
| 5 | The Networth of the Applicant in | | >70 | 15 | | three (3) financial years | (1 USD | 50 to 75 | 5 | |
| | Power/ Electricity Distribution sector | Crore | 50 to 70 | 10 | | (applicable FY 2015-16 onwards) | = INR | | | |
| | during the last three (3) financial | (1 USD | 20 to 50 | 5 | | should be at least USD 7.5 | 70) | | | |

| S. No | | Existing Provisi | on | | | | | Amen | ded Provisio | on | | | |
|-------|---------------------------------|---|------------|------------------|------------|---|--|-----------------------------------|----------------|---------------|------------------------|--|--|
| | | years (applicable FY 2015-16 | = INR | | | | | million / Rs. 50 crore. | | | | | |
| | | onwards) should be at least USD 3 | 70) | | | | | (Maximum Marks 15) | | | | | |
| | | million / Rs. 20 crore. | | | | | 4 | The Networth of the Applicant | | >50 | 15 | | |
| | | (Maximum Marks 15) | | | | | | during any of the last three (3) | Crore | 25 to 50 | 10 | | |
| | 6 | Commitment to invest in a specific | % | upto | 10 | | | financial years (applicable FY | | 10 to 25 | 5 | | |
| | | project on case to case basis. | | 100% | | | | 2015-16 onwards) should be at | | | | | |
| | | (Maximum Marks 10) | | at least | 8 | | | least USD 1.5 million / Rs. 10 | 70) | | | | |
| | | | | 74% | | | | crore. | | | | | |
| | | | | at least 49% | 6 | | 5 | (Maximum Marks 15) | Deleted | | | | |
| | | | | | 4 | | 6 | Approach and methodology for | | roloring fr | Max marks 20 | | |
| | | | | at least 26 % | 4 | | U | implementing Business Opportunit | | | Max marks 20 | | |
| | Q | 8 Approach and methodology for jointly exploring & | | | Max | | | Electricity Distribution Sector. | ics in Overs | seas 1 0 wei/ | | | |
| | | implementing Business Opportunities | | | marks | | | Electricity Distribution Sector. | | I | | | |
| | | Electricity Distribution Sector. | in overse | 245 1 0 11 017 | 10 | | | | | | | | |
| 6. | Clause | • | | | 1 | ' | Claus | 0.7.2 | | | | | |
| 0. | Clause | e 1.2 | | | | | Claus | e 7.2 | | | | | |
| | The or | oplicant shall also submit a hard cop | v of abov | za dogumar | ata alaark | , | Tho o | nnlicent chell also submit a hard | convert of all | aova documa | nte algorly marking as | | |
| | | ng as 'True Copy - APPLICATION | | | | | | | | | | | |
| | | RTUNITIES IN OVERSEAS | POWEI | | TRICITY | | OVERSEAS POWER/ ELECTRICITY TRANSMISSION AND DISTRIBUTION | | | | | | |
| | _ | ISMISSION AND DISTRIBUTION | | - | | | SECTOR' which should reach the following address on or before November 20, 2018 | | | | | | |
| | | | | | | | till 15:00 hours: | | | | | | |
| | | lowing address on or before November Anupam Kashyap | er 10, 201 | 8 III 13.00 | nours. | | | | | | | | |
| | | - · · · · · · | | | | | Anupam Kashyap | | | | | | |
| | | Deputy Manager | | | | | Deputy Manager | | | | | | |
| | PFC Consulting Limited | | | | | | PFC Consulting Limited | | | | | | |
| | 13 th Floor (A Wing) | | | | | | | 13 th Floor (A Wing) | | | | | |
| | Statesman House | | | | | | Statesman House | | | | | | |
| | | Barakhamba Road, Connaught Place | | | | | Barakhamba Road, Connaught Place | | | | | | |
| | | New Delhi-110001 | | | | | New Delhi-110001 | | | | | | |
| | | Email- anupam_kashyap@pfcindia.com | <u>m</u> | | | | | Email- anupam_kashyap@pfcindia | ı.com | | | | |

Phone: 91-11-23443837

Phone: 91-11-23443837

| S. No | | Existing Provision | | | Amended Provision | | | | |
|-------|-----------|---|------------------------------|---|---|---------------------------|--|--|--|
| 7. | Form 2 | | | Form | Form 2 | | | | |
| | Sl. No | Description of Document | Enclosed/ Not Enclosed | Sl. No | Description of Document Covering letter in the prescribed format (Annexure1) | Enclosed/ Not Enclosed | | | |
| | 1 | Covering letter in the prescribed format (Annexure1) | Literoseu | 2 | Copies of Audited Annual reports for the last three financial years | | | | |
| | 2 | Copies of Audited Annual reports for the last three financial years (FY 2015-16 onwards) | | 3 | (FY 2015-16 onwards) Work order/ Contract Agreement/ any other document to meet the | | | | |
| | 3 | Work order/ Contract Agreement/ completion certificates/ any other document to meet the eligibility criteria mentioned at clause no. 4.4 of the EoI Document | | 4 | eligibility criteria mentioned at clause no. 4.4 of the EoI Document. Certificate of Registration/Incorporation of Company under the relevant laws | | | | |
| | 4 | Certificate of Registration/Incorporation of Company under the relevant laws | | Note: Applicant can use the credentials of its associates / affiliate subsidiaries/ Parent company. | | | | | |
| | | | | The legal documentary evidence establishing the relationship between the Applicant and its associates / affiliate subsidiaries / Parent company whose credentials are being used needs to be submitted. | | | | | |
| 8. | Both tl | nre 1, Clause 1(e) ne Parties primarily agree to jointly explore opportunities Electricity Transmission sectors in the following areas: | s in Overseas | Transmission sectors in the following areas: iii. Project Management Consultancy Services which may include any or all areas like | | | | | |
| | pr | roject Management Services which shall also include turnker rojects inter-alia including preparation of Tender Do valuation of bids; Finalisation of contracts etc. | | | | | | | |
| 9. | Both tl | nre 2, Clause 1(e) ne Parties primarily agree to jointly explore opportunities Electricity Distribution sectors in the following areas: | s in Overseas | Annexure 2, Clause 1(e) Both the Parties primarily agree to jointly explore opportunities in Overseas Power/ Electricity Distribution sectors in the following areas: | | | | | |
| | pr | roject Management Services which shall also include turnker ojects inter-alia including preparation of Tender Dovaluation of bids; Finalisation of contracts etc. | | f iii. Project Management Consultancy Services which may include any or all areas lik | | | | | |