

Date: December 13, 2019

Amendment No. 4

to

Request for Proposal (RfP)

for

Selection of AMI Implementing Agency

for

Implementation of Smart Metering

in

Shimla and Dharamsala City in Himachal Pradesh

Volume – I

Reference Clause	Existing Provision after Amendment No. 3	Amended Provision
Volume-I Notice Inviting Tender	Last date and time for online bidding – 17.12.2019 upto 15:00 hrs Last date and time for receipt of RFP – 17.12.2019 upto 15:00 hrs Technical Bid Opening – 17.12.2019 at 15:30 hrs	Last date and time for online bidding – 26.12.2019 upto 15:00 hrs Last date and time for receipt of RFP – 26.12.2019 upto 15:00 hrs Technical Bid Opening – 26.12.2019 at 15:30 hrs
Volume-I Clause 4.3.1 (Qualifying Requirement)	Refer Annexure-1	
Volume-I Clause 6.19 (Payment Schedule)	Refer Annexure-2	
Volume-I Clause 6.21.5.1 (Performance Security)	Performance Security for Project Implementation – not later than six months and thirty (30) days after one (1) year from the date of Operational Acceptance of the project, unless specified otherwise in the RFP and only upon submission of Performance security for FMS.	Performance Security for Project Implementation – not later than six months and thirty (30) days after one (1) year from the date of Operational Acceptance of the project, unless specified otherwise in the RFP and only upon submission of Performance security for FMS.

The provisions of the respective clauses which exist after issuance of Clarification to Queries dated 13.12.2019 and Amendment No.4 dated 13.12.2019 to RfP shall prevail over the earlier versions.

Volume-I, Section 4.3.1: Modified Qualifying Requirement

Amended Provision

A. QR For Meter Manufacturing (In case of a Consortium, this requirement has to be met individually by one of the Consortium Members in its entirety)			
S.No	Description	Qualifying Criteria	Evaluation Documents Required
1	Technical Experience	a) The Bidder or any Consortium Member must have <ol style="list-style-type: none"> 1. Manufactured and supplied minimum 40,000 nos. (cumulative) AMI Meters (AMI meters should be configurable with the software for switching to or over Pre-paid and Post-paid functionality) and successfully integrated with its own or Third Party software and with the existing system of Indian Power Distribution Utility(ies) in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid 	<ol style="list-style-type: none"> i. Copies of Contract/ Purchase Order (PO)/ Work Order (WO) indicating client name, scope of work, period of supply etc. ii. The Bidder to submit a Certificate from the client on successful integration with its own or Third Party software and with the existing systems of Indian Power Distribution Utility(ies) iii. The Bidder to submit a Certificate from the client if available on switching to or over Pre-paid and Post-paid functionality or to submit the documentary evidence of such experience with self-certification from authorized signatory of Bidder
		b) The Bidder/ Consortium Member must have manufacturing facility in India with an in-house NABL accredited lab on the date of submission of bid	<ol style="list-style-type: none"> i. Valid Registration Certificate of Manufacturing Unit and details of facility ii. Valid NABL Accreditation Certificate
2	Quality Certification	<ol style="list-style-type: none"> a) The Bidder/ Consortium Member should be ISO 9001:2015 certified OR Bidder should have CMMI Level 3 (minimum) certification. b) Bidder/ Consortium Member should have ISO 14001 and OHSAS18001/ OHSAS45000 series certifications. 	A valid ISO and OHSAS certificate on or before the date of submission of bid
A. QR for Communications Network Provider (CNP) (Any Bidder can use credentials of same CNP as a Sub-Contractor for meeting Qualifying Requirement. However, the CNP, if desires, can participate as a Consortium Member only in one (1) Consortium and in such a case, the CNP cannot be a Sub-Contractor of any other Bidder)			
S.No.	Description	Qualifying Criteria	Evaluation Documents Required
1.	Technical Experience	<ol style="list-style-type: none"> a) The CNP should have implemented project(s) with at least 40,000 (cumulatively) communication module/ endpoints (manufacturing, supply, installation, integration, maintenance & management) involving Radio Frequency (RF) mesh in Licensed frequency band as permitted by WPC, Ministry of Communication, Govt. of India or in Unlicensed frequency band in India in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid. b) The CNP must have successfully integrated their NIC/ Communication module with meters of at least 3 manufacturers in India till HES and/or MDMS. 	<ol style="list-style-type: none"> i. Certificate of Incorporation and Registration certificate along with Memorandum & Articles of Association. ii. Copy of valid Licenses (In case of RF, Valid certificate issued by Wireless Planning & Coordination (WPC) Wing of Ministry of Communications, GOI) iii. Contract/ Purchase Order (PO)/ Work Order (WO) indicating client name, scope of work, period of work etc. iv. Certificate from client on successful implementation of project v. Signed agreements/ MoUs for integration of NIC module or Certificate of successful integration
2	Quality Certification	<ol style="list-style-type: none"> a) CNP should be ISO 9001:2015 certified or Bidder should have CMMI Level 3 (minimum) certification. b) CNP should have ISO 14001 and ISO 27001 certifications. 	A valid ISO/CMMi certificate on or before the date of submission of bid.
C1. QR For System Integration (SI) - Integration with MDM (Any Bidder can use credentials of same SI as a Sub-Contractor for meeting Qualifying Requirement. However, the SI, if desires, can participate as a Consortium Member only in one (1) Consortium and in such a case, the SI cannot be a Sub-Contractor of any other Bidder)			
S.No.	Description	Qualifying Criteria	Evaluation Documents Required
1	Technical Experience of Integration	a) The SI must have experience of integration of HES with MDM on standard interfaces and data exchange models (CIM/XML) for at least 40,000 consumers (cumulatively) in Indian Power Distribution Utility(s) in the last 7 years (i.e. FY 2012-13 onwards) till the date of	<ol style="list-style-type: none"> i. Contract/ Purchase Order (PO)/ Work Order (WO) indicating client name, scope of work, period of work etc. ii. Certificate from the client on successful implementation and operation of the project. iii. In case the SI is a Power Distribution Utility which is having an in house experience,

	with MDM	submission of bid.	it should submit the documentary evidence of such experience with self-certification from authorized signatory of the System Integrator.
C2. QR for Cloud Service Provider (CSP) (Any Bidder can use credentials of same CSP as a Sub-Contractor for meeting Qualifying Requirement. However, the CSP, if desires, can participate as a Consortium Member only in one (1) Consortium and in such a case, the CSP cannot be a Sub-Contractor of any other Bidder.)			
S.No.	Description	Qualifying Criteria	Evaluation Documents Required
1	Technical Experience as Cloud Service Provider	<ul style="list-style-type: none"> a) CSP must be Empaneled Cloud Service Provider by MEITY (Ministry of Electronics and Information Technology) for Public cloud, Virtual Private Cloud and Community Government Cloud b) CSP Member must have at least 3 Data Centers in at least two different seismic zones in India c) CSP should have at least 5 different Internet Carrier Terminating d) CSP should be having the capability to provide Hybrid Cloud services, i.e. a combination of Private Cloud and Public Cloud infrastructure from each availability zone. e) CSP should have at least two (2) Work Orders from Central Government/ State Government/ PSU /Semi-Government of India in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid. 	<ul style="list-style-type: none"> i. For S.No (a), Bidder should provide valid certificates ii. For S.No (b), (c) and (d), Bidder should submit self-experience certificate duly signed by the Authorized Signatory who is authorized to sign the Bid document iii. For S.No. (e), Contract/ Purchase Order (PO)/ Work Order (WO) indicating client name, scope of work, period of work etc.
	Quality Certification	<ul style="list-style-type: none"> a) CSP should have the following Quality Certifications: <ul style="list-style-type: none"> i. ISO/IEC 27001 certified for Information Security with well-planned and structured escalation procedures ii. Certified ISO/IEC 20000-1 for DC service quality and delivery iii. Certified for minimum of Tier III level against TIA-942 specifications iv. Must have Government Community Cloud running audited and successfully audited by STQC. 	A valid certificate on or before the date of submission of bid.
D. QR For Meter Data Management Provider (MDMP) (Any Bidder can use credentials of same MDMP as a Sub-Contractor for meeting Qualifying Requirement. However, the MDMP, if desires, can participate as a Consortium Member only in one (1) Consortium and in such a case, the MDMP cannot be a Sub-Contractor of any other Bidder)			
S. No.	Description	Qualifying Criteria	Evaluation Documents Required
1	Data handling Capability	<ul style="list-style-type: none"> a) The MDMP should have successfully implemented and integrated with HES for at-least 40,000 (cumulatively) numbers of smart meter/ AMI system with connect/ disconnect features (i.e. configurable with the software for switching to or over Pre-paid and Post-paid functionality) with two-way communication in any Indian Power Distribution Utility in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid. 	<ul style="list-style-type: none"> i. Contract/ Purchase Order (PO)/ Work Order (WO) indicating client name, scope of work, period of work etc. ii. Certificate from the client on successful implementation on and operation of the project.
2	Ease of integration with HES/ MDAS and Billing	<ul style="list-style-type: none"> a) The Proposed MDM should have been integrated with Head End Systems/ MDAS system of the Meter manufacturer with whom the MDMP is collaborating for this bid plus minimum 3 2-other different Head End Systems/ MDAS system and 2 different billing system in any Indian Power Distribution Utility in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid. 	<ul style="list-style-type: none"> i. Contract/ Purchase Order (PO)/ Work Order (WO) indicating client name, scope of work, period of work etc. ii. Certificate from the client on successful implementation on and operation of the project.
3	Quality Certification	<ul style="list-style-type: none"> a) The MDMP should be a 9001:2015 certified. b) MDMP should have CMMI Level 3 (minimum) certification. c) MDMP should have ISO 27001 certification 	A valid ISO/ CMMi certificate on or before the date of submission of bid.
E. QR - Financial Criteria			
S.No.	Description	Qualifying Criteria	Evaluation Documents Required
1	Financial Requirement	<ul style="list-style-type: none"> a) Net Worth in best Three Financial Years out of the last five years (i.e. FY 2014-15 onwards) should be positive. Net worth shall be as defined under the Companies Act, 2013. b) Minimum Average Annual Turnover (MAAT) of the bidder (Average of best Three Financial Years out of the Last Five Financial Years i.e. FY 2014- 15 onwards) should not be less than INR 100 Cr. MAAT means annual total income as incorporated in the profit & loss account except non-recurring income e.g. sale of fixed assets. 	Audited Annual financial statements, Balance Sheet and P&L Account for the respective financial years.

Volume-I, Annexure A – Modified Tender Evaluation Methodology

Amended Provision			
S. No	Description	Qualifying Criteria	Max Score
1	Manpower Experience	Strength of the team proposed for undertaking the assignment including the qualification, experience and time proposed on field as well as on support & maintenance. (Bidders need to provide names of the team members proposed to be deployed along with their relevant experience and Curriculum Vitae signed by the respective person and counter signed by the Authorized Signatory signing the Bid. PFCCL may ask for suitable substitution in place of the proposed manpower, if it is found that the manpower is not suitable as per the requirements of the assignment)	20
2	Meter Manufacturing Experience	The Bidder or any Consortium Member must have 1. Manufactured and supplied minimum 40,000 nos. (cumulative) AMI Meters (AMI meters should be configurable with the software for switching to or over Pre-paid and Post-paid functionality) and successfully integrated with its own or Third Party software and with the existing system of Indian Power Distribution Utility(ies) in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid	15
3	Experience in Integration with MDM	The System Integration (SI) must have experience of integration of HES with MDM on standard interfaces and data exchange models (CIM/XML) for at least 40,000 consumers (cumulatively) in Indian Power Distribution Utility(s) in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid.	10
4	Experience as Cloud Service Provider	Cloud Service Provider (CSP) should have at least two (2) work orders from Central Government / State Government/ PSU /Semi- Government of India in last 7 years (i.e. FY 2012-13 onwards) (In case the Bidder is proposing more than one CSP, then marking would be done based on experience of that CSP which has lower no. of work orders)	10
5	Experience in Communication	The Communication Network Provider (CNP) should have implemented project(s) with at least 40,000 (cumulatively) communication module/ endpoints (manufacturing, supply, installation, integration, maintenance & management) involving Radio Frequency (RF) mesh in Licensed frequency band as permitted by WPC, Ministry of Communication, Govt. of India or in Unlicensed frequency band in India in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid.	10
6	Experience as Meter Data Management (MDM) Provider	The Meter Data Management Provider (MDMP) should have successfully implemented and integrated with HES for at-least 40,000 (cumulatively) numbers of smart meter/ AMI system with connect/ disconnect features (i.e. configurable with the software for switching to or over Pre-paid and Post-paid functionality) with two-way communication in any Indian Power Distribution Utility in the last 7 years (i.e. FY 2012-13 onwards) till the date of issuance submission of bid.	10
7	Approach & Methodology	Bidder to submit a brief on Approach & Methodology for executing the Project	10
8	Financial Criteria	Minimum Average Annual Turnover (MAAT) of the bidder (Average of best Three Financial Years out of the Last Five Financial Years i.e. FY 2014- 15 onwards) should not be less than INR 100 Cr	15
Total			100

The proposed core team shall comprise of the following experts:

Requirement	Criteria	Score
Expert 1: Team Leader/ Project Manager	Expert in AMI Implementation including metering and related aspects, installation and management of smart meters, communication network, last mile connectivity, head end system and MDMS. He should have minimum 10 years of relevant experience.	5
Expert 2	Expert in System Integration covering application software, hardware and network installation, integration design and ability to manage multiple partners with different skill sets in different technology domains. He should have minimum 5 years of relevant experience.	5
Expert 3	Expert in cyber security related aspects covering planning & implementing high level system security requirements, managing data privacy & confidentiality, information flow through adequate authorizations, threat modelling & security testing. He should have minimum 5 years of relevant experience.	5
Expert 4	Expert in communication protocols and in implementing applications using different communication technologies and ensuring communication inter-operability across applications/functionalities. He should have minimum 5 years of relevant experience.	5

Above core team shall not be allowed to be replaced during project execution. In exceptional cases same maybe done with prior approval

Requirement	Criteria	Score
Bidder or any Consortium Member must have manufactured and supplied minimum 40,000 nos. (cumulative) AMI Meters (AMI meters should be configurable with the software for switching to or over Pre-paid and Post-paid functionality) and successfully integrated with its own or Third Party software and with the existing system of Indian Power Distribution Utility(ies) in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid.	>=80,000	15
	>= 60,000 and <80,000	10
	>= 40,000 and <60,000	5

Requirement	Criteria	Score
The Communication Network Provider (CNP) should have implemented project(s) with at least 40,000 (cumulatively) communication module/ endpoints (manufacturing, supply, installation, integration, maintenance & management) involving Radio Frequency (RF) mesh in Licensed frequency band as permitted by WPC, Ministry of Communication, Govt. of India or in Unlicensed frequency band in India in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid.	>=80,000	10
	>= 60,000 and <80,000	7
	>= 40,000 and <60,000	5
Requirement	Criteria	Score
Cloud Service Provider (CSP) should have at least two (2) work orders from Central Government / State Government/ PSU /Semi- Government of India in last 7 years (i.e. FY 2012-13 onwards) (In case the Bidder is proposing more than one CSP, then marking would be done based on experience of that CSP which has lower no. of work orders)	>= 4	10
	=3	7
	=2	5
Requirement	Criteria	Score
The Meter Data Management Provider (MDMP) should have successfully implemented and integrated with HES for at-least 40,000 (cumulatively) numbers of smart meter/ AMI system with connect/ disconnect features (i.e. configurable with the software for switching to or over Pre-paid and Post-paid functionality) with two-way communication in any Indian Power Distribution Utility in the last 7 years (i.e. FY 2012-13 onwards) till the date of issuance submission of bid.	>=80,000	10
	>= 60,000 and <80,000	7
	>= 40,000 and <60,000	5
Requirement	Criteria	Score
The System Integration (SI) must have experience of integration of HES with MDM on standard interfaces and data exchange models (CIM/XML) for at least 40,000 consumers (cumulatively) in Indian Power Distribution Utility(s) in the last 7 years (i.e. FY 2012-13 onwards) till the date of submission of bid.	>=80,000	10
	>= 60,000 and <80,000	7
	>= 40,000 and <60,000	5
Requirement	Criteria	Score
Minimum Average Annual Turnover (MAAT) of the bidder (Average of best Three Financial Years out of the Last Five Financial Years i.e. FY 2014- 15 onwards) should not be less than INR 100 Cr. MAAT means annual total income as incorporated in the profit & loss account except non-recurring income e.g. sale of fixed assets	>= Rs 200 Cr	15
	>= Rs 150 Cr and < Rs 200 Cr	10
	>= Rs100 Cr and < Rs 150 Cr	5

Annexure-2

Volume-I, Clause 6.19.1 – Modified Payment Schedule

The payment terms for AMI system establishment and related services milestones in sequence are given below:

S No	Milestone	Payment (%of Contract Value Excluding FMS Charges)
1	Acceptance of Letter of Award (LoA), submission of Performance Security for project implementation as per clause 6.21.1.1, execution of Agreement between PFCCL and the Contractor and updation of PFC web portal regarding award details by PFCCL and approval of survey reports of the entire project area.	2%
2	i. Delivery of first lot of 5% of total quantity of smart meters (i.e. 5% of total quantity of smart meters in Shimla and 5% of total quantity of smart meters in Dharamshala) with related hardware, software and equipment at Project site after Factory Acceptance Test (FAT). ii. The quantity may vary depending upon the electrical control area to be covered under this pilot scheme in both the cities to be decided in consultation with HPSEB.	23% of Total Cost as per Schedule A of the Price Bid of the respective city + 23% of Total Cost as per Schedule B of the Price Bid
3	i. Site installation and integration of first lot of 5% of total quantity of smart meters (i.e. 5% of total quantity of smart meters in Shimla + 5% of total quantity of smart meters in Dharamshala) with related hardware, software and equipment and successful completion of Field Installation and Integration Test (FIIT). ii. The quantity may vary depending upon the electrical control area to be covered under this pilot scheme in both the cities to be decided in consultation with HPSEB.	23% of Total Cost as per Schedule C of the Price Bid of the respective city
4	i. Delivery of smart meters along with related hardware, software and equipment etc at Project site after Factory Acceptance Test (FAT). ii. The payment shall be released on lot basis considering delivery of each of 14 lots of having 10000 smart meters in each lot and the balance no. of smart meters in the 15 th lot with related hardware, software & equipment. iii. However, payment against delivery of subsequent lot would be released only after successful installation, integration and completion of Field Installation and Integration Test (FIIT) of meters delivered against the previous lot site iv. The delivery of smart meters along with related hardware, software and equipment is to be carried out at Shimla and Dharamshala in parallel.	40% of Total Cost as per Schedule A of the Price Bid of the respective city + 40% of Total Cost as per Schedule B of the Price Bid
5	i. Payment on lot basis on site installation and integration of each of 14 lots of having 10000 smart meters in each lot and the balance no. of smart meters in the 15 th lot with related hardware, software & equipment and successful completion of Field Installation and Integration Test (FIIT) of each lot. ii. The installation and integration of smart meters is to be carried out at Shimla and Dharamshala in parallel.	40% of Total Cost as per Schedule C of the Price Bid of the respective city
6	Installation, commissioning and integration of all AMI Hardware, Software, field material in Project Area and Site Acceptance test (SAT) in both the cities	10%
7	3 months of Successful operation of AMI System in both the cities as per SLA/ Guaranteed Performance Test (GPT) and operational acceptance.	9%
8	Completion of 1 st year FMS	2.5 % every quarter for 1 Year or Entire 10 % to be paid on Operational Acceptance of the Project on submission of an additional Bank Guarantee of equivalent amount (valid for 12 months after operational acceptance of the project) by the Bidder to PFCCL.
9	Completion of balance 6 years Facility Management Services (FMS) period	Yearly payments for FMS Period Year 2 to Year 7 (Total 6%) as per below: 1%, 1%, 1%, 1%, 1% & 1% or Entire 6 % to be paid on Operational Acceptance of the Project on submission of an additional Bank Guarantee of equivalent amount (valid for 84 months after operational acceptance of the project) by the Bidder to PFCCL.
	Total	100%
10	Charges towards FMS during FMS period of 7 years* (to be initiated only after submission of Performance Security for FMS as per clause 6.21.1.2) (Total FMS charges for the period of 7 years should be minimum 20% of the Contract Value Excluding FMS Charges)	On Quarterly basis on satisfactory completion of FMS. Bidder to provide cyber security audit of complete system from Cert-In certified agencies at end of each Financial Year

***FMS period for a particular lot of meters would commence from the date of Operational Acceptance of that lot and would continue for a period of 84 months from that date.**

