

Clarifications to Queries on Expression of Interest (Eoi) for Selecting interested Partner for Jointly Exploring Opportunities in Power Distribution sector				
S. No.	Ref. Clause	Extract of Referred Clause	Queries/Modification requested	Clarifications
1	4.1 (Eligibility Criteria)	The Applicant should be a single entity and no consortium is allowed.	Consortium/JV should be allowed. This tender requires expertise in more than one field and the turnover criteria as laid down in the PQR is also on a very higher side. Most of the consulting companies in India will not meet this criteria as a single entity and hence the competition will get restricted. Allowing a JV or consortium will be beneficial for the PFCCL as it will be able to avail the expertise of different partners of a consortium and will also be beneficial for the bidders as they will be able to bid for the project.	No change is envisaged
2	4.4 (a) (Eligibility Criteria)	Applicant should be a Distribution Licensee/franchisee for at least 3 years (FY 2014-15 onwards) and should have O&M experience of commercial, technology and network operation of any power distribution utility.	It is requested to revise the qualifying criteria and not restrict the same to "having experience as a power distribution licensee/ franchisee or should have provided licensee/ franchisee business for a power distribution licensee or a power distribution franchisee". All those firms which have proven prior experience in the power distribution sector should be given a chance to bid for this empanelment and make the whole process competitive.  This clause makes the tender very restrictive and barring a few firms in India none would be having experience as laid down in this clause due to the following reasons:  Firstly, this empanelment is for both consultancy work and the work carried out by distribution licensees/franchisees. Since work performed particularly in consultancy field such as preparation of Detailed project Report (DPR), providing Project Management Services, and Capacity Building etc.  Hence, the clause allowing distribution licensees to participate in the empanelment process will restrict fair competition and will favour only the few distribution licensees who also happen to be in consultancy business.	No change is envisaged
3	4.5 & 4.6 (Eligibility Criteria)	Minimum turn over during last three financial years should be 500 Cr. and Minimum Net worth during last three financial years should be 100 Cr.	It is requested to revise the qualifying criteria of minimum annual average turnover and net worth of the bidder for the three preceding financial years as on the last date of EOI submission should be Rs. 50 Cr and Rs. 20 Cr respectively.  The average turnover in the power sector specifically in consultancy field of most of the agencies is in the range of Rs. 30 to 50 Crore in India. Further, the net worth is also in the range of Rs. 10 crore to Rs. 20 crore. Setting high turnover criterion and Net worth criteria will restrict the competition and a number of agencies having similar experience will not participate in the bidding process. Hence, it is requested to revise the minimum turnover and net worth criteria.	No change is envisaged
4	4.4 (b) (Eligibility Criteria)	Application should have experience of the least three (3) projects in last ten (10) years (FY 2007-08 onwards) in project management consultancy of implementing various Electricity Distribution Schemes of Ministry of Power, Govt. of India.	<b>Proposed Changes:</b> Applicant should have experience of at least three (3) projects in last ten (10) years (FY 2007-08 onwards) in Project Management of Implementing various Electricity Distribution Schemes <b>in their own project areas for better efficiency, loss reduction and process automation.</b> For meeting the above criteria, the applicant may consider the credentials of its parent company/associate/sister concern. Accordingly modify the scoring criteria  As you would be aware, private distribution licensees aren't awarded grants for carrying out distribution schemes of the Government of India. Therefore, PMC activities for such government schemes is not an activity undertaken by private distribution licensees or distribution franchisees as a core activity. Moreover, while the distribution licensees do execute several projects in their territory, they don't operate in the capacity of consultants, rather they own/lead entire execution.  As we understand, the purpose of this Eoi process is to – select such distribution licensees or franchisees who can work jointly with PFC consulting to explore opportunities in the power distribution area. Since PFC consulting by itself has significant PMC and advisory experience in this space, we submit that there is no need for PMC competency required from the Distribution Licensee or Franchisee. On the other hand, we submit that the Licensee / Franchisee should provide domain-specific competencies such as loss-reduction experience, cost-efficient distribution operations etc. which can help in implementation of opportunities in the power distribution area while working jointly with PFC Consulting. We therefore submit that PMC experience should be removed as an Eligibility Criteria as well as an Evaluation Criteria.  Applicant should have experience of at least three (3) projects in last ten (10) years (FY 2007-08 onwards) in <b>implementation of distribution projects including network augmentation projects, meter replacement, AT&amp;C loss reduction, reliability improvements, SCADA, Distribution automation, technology absorption etc.</b>	<b>The clause 4.4 (b) may be read as:</b> <b>"Applicant should have experience of at least three (3) projects in last ten (10) years (FY 2007-08 onwards) in implementing various Electricity Distribution projects."</b>
	4.4 (c) (Eligibility Criteria)	Implemented Smart Grids in last seven (7) years (FY 2010-11 onwards) which shall include at least four (4) functionalities like • Advanced Metering Infrastructure with Power Quality	<b>Proposed Changes :</b> Implemented Smart Grids in last seven (7) years (FY 2010-11 onwards) <b>"in its own Business Areas"</b> which shall include at least four (4) functionalities like.....	<b>The clause 4.4 (c) may be read as:</b> <b>"Implemented Smart Grids in last seven (7) years (FY 2010-11 onwards) which shall include at least three (3) functionalities like</b> • Advanced Metering Infrastructure with Power Quality Management (PQMI), peak Load

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5		<p>Management (PQM), peak Load management (PLM) and Business Intelligence BI</p> <ul style="list-style-type: none"> <li>• SCADA/DMS</li> <li>• Outage Management System</li> <li>• Renewable Generation and Integration</li> <li>• Energy Storage</li> <li>• Street Lighting Automation</li> <li>• Electric Vehicle Charging Station</li> <li>• Distribution Transformer Monitoring Unit</li> <li>• Geographical Information System (GIS)</li> <li>• Customer Relationship Management (CRM), Enterprise Resource Planning (ERP) and Billing</li> </ul>	<p>While we appreciate that Smart Grid deployment experience should be a key pre-requisite, some of these functionalities mentioned have only been deployed as a pilot at this stage in some specific cities only (such as Electric Vehicle Charging station etc.).</p> <p>Moreover, each functionalities is at a different maturity level and would significantly vary in terms of their relevance for the DISCOMs. Hence, we believe that merely adding number of functionalities performed may distort the evaluation score.</p> <p>We propose that Smart grid experience should be an Eligibility Criteria (as further described below) and not for scoring purposes in this manner.</p> <hr/> <p>Experience of Implementing Smart Grids in the last seven (7) years (FY 2010-11 onwards) which shall include at least four (4) functionalities like</p> <ol style="list-style-type: none"> <li>1. Advanced Metering Infrastructure with Power Quality Management (PQM), peak Load management (PLM) and Business Intelligence (BI)</li> <li>2. SCADA/DMS</li> <li>3. Outage Management System</li> <li>4. Renewable Generation and Integration</li> <li>5. <b>Capability in implementing new technology projects including Energy Storage and Electric Vehicle Charging Station</b></li> <li>6. Street Lighting Automation</li> <li>7. Distribution Transformer Monitoring Unit</li> <li>8. Geological Information System (GIS)</li> <li>9. Customer Relationship Management (CRM), ERP and Billing</li> </ol> <p>Energy Storage and Electric Vehicle Charging are at a nascent stage and no projects have implemented. Hence, experience should be replaced by capability.</p>	<p><b>management (PLM) and Business Intelligence BI</b></p> <ul style="list-style-type: none"> <li>• SCADA/DMS</li> <li>• Outage Management System</li> <li>• Renewable Generation and Integration</li> <li>• Energy Storage</li> <li>• Street Lighting Automation</li> <li>• Electric Vehicle Charging Station</li> <li>• Distribution Transformer Monitoring Unit</li> <li>• Geographical Information System (GIS)</li> <li>• Customer Relationship Management (CRM), Enterprise Resource Planning (ERP) and Billing"</li> </ul> <p><b>The bidder may propose its capability in implementing new technologies in its proposed approach &amp; methodology</b></p>
6	4. (Eligibility Criteria)	Eligibility Criteria	<p><b>We submit that the Eligibility Criteria may be as follows:</b></p> <p>4.1 The Applicant should be a single entity and no consortium is allowed.</p> <p>4.2 The Applicant should not be black listed by any Govt. Companies/Govt. organization/Govt. Agencies etc. in India or abroad. The Applicant has to provide an undertaking regarding the same in the Covering Letter (Form-1).</p> <p>4.3 The Applicant should be registered and incorporated under the Indian Companies Act, 1956 or 2013.</p> <p>4.4 The Applicant should have successfully implemented the following electricity distribution sector projects:</p> <p>a) Applicant should be a distribution licensee/ franchise for at least three (3) years (FY 2014-15 onwards) and should have O&amp;M experience of commercial, technology and network operation of any power distribution utility.</p> <p>b) Implemented Smart Grids in last seven (7) years (FY 2010-11 onwards) which shall mean to include functionalities like Advanced Metering Infrastructure with Power Quality Management (PQM), peak Load management (PLM) and Business Intelligence BI, SCADA/DMS, Outage Management System, Renewable Generation and Integration, Energy Storage, Street Lighting Automation, Electric Vehicle Charging Station, Distribution Transformer Monitoring Unit, Geographical Information System (GIS), Customer Relationship Management (CRM) or Enterprise Resource Planning (ERP) and Billing etc.</p> <p>4.5 The minimum turnover during the last three (3) financial years (FY 2014-15 onwards) should be Rs. 400 Crores.</p> <p>4.6 The minimum Network worth during the last three (3) financial years (FY 2014-15 onwards) should be Rs. 100 Crores</p>	Please refer the reply at S.No. 1 to 5
7	4. (Eligibility Criteria)	Eligibility Criteria	We suggest an amendment in the EOI notice that, as per the terms, currently the EOI Proposal is to be signed by a Board Member, whereas in most of the organization, there is Authorized Signatory who normally signs all the contractual documents and Bid Proposal. He is fully authorised by the CEO&MD of the Company through the Power of Attorney. Hence we request you to amend the EOI Notice and accept the EOI Proposal signed by duly authorized signatory with the copy of relevant Power of Attorney.	
8	4. (Eligibility Criteria)	Eligibility Criteria	We understand that for SMART Grid and Smart Metering Market, the financial strength and hands-on experience of Distribution Partner on the SMART Grid Technologies are very critical, so suggest you to further strengthen the Qualification Requirements and Technical Evaluation Criteria so as to have fair competition in experience parties.	
9	4.5 (Eligibility Criteria)	The minimum turnover during the last three (3) financial years (FY 2014-15 onwards) should be Rs. 500 Crores.	<p><b>Proposed Changes:</b></p> <p>The Minimum Average Turnover during the last three (3) financial years (FY 2014-15 onwards) should be Rs. 350 Crores. For meeting the above criteria, the applicant may consider the credentials of its parent company/associate/sister concern.</p> <p>Accordingly modify the scoring criteria</p> <hr/> <p>We propose that the minimum turnover requirement during the past three years should be kept at Rs. 400 Cr.</p> <p>Also, while this criteria may be relevant as eligibility criteria, it may not be relevant for evaluation as a larger revenue base may not essentially be of much significance to the Licensees / Franchisees. On the contrary, higher revenue in some cases are driven purely by higher tariff charged to consumers, which would be a drawback rather than a merit.</p> <p>Criteria such as low ABR (average billing rate) may be of more significance, which highlight as to how efficiently the operations are being run.</p>	

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10	Table 1 (Eligibility Criteria)	Those Applicants who fulfill above eligibility criterion shall be short-listed and evaluated for selection of proposed Power Distribution Partner based on the evaluation criteria at Table - 1	We submit that the Evaluation Criteria may be as follows:			Table -1 under clause 4.7 is revised as per the following:																																																																																																																																									
		Approach and methodology for jointly exploring & implementing Business Opportunities in Electricity Distribution Sector	<table><thead><tr><th>S.N</th><th>Description (Minimum Eligibility)</th><th>Unit</th><th>Criteria</th><th>Marks</th></tr></thead><tbody><tr><td rowspan="4">1</td><td rowspan="4">Experience as distribution license / franchisee for at least three (3) years (FY 2014-15 onwards) with an O&amp;M experience of commercial, technology and network operation of any power distribution utility (Maximum Marks 25)</td><td rowspan="4">No of years</td><td>&gt;25</td><td>25</td></tr><tr><td>15 to 25</td><td>15</td></tr><tr><td>10 to 15</td><td>10</td></tr><tr><td>&lt;10</td><td>5</td></tr><tr><td rowspan="3">2</td><td rowspan="3">AT&amp;C Loss level in a distribution area operated by the Bidder (Maximum Marks 15)</td><td rowspan="3">%</td><td>&lt; 5%</td><td>15</td></tr><tr><td>&gt;5% and &lt;10%</td><td>10</td></tr><tr><td>&gt;10% and &lt;=15%</td><td>5</td></tr><tr><td rowspan="3">3</td><td rowspan="3">Average Billing Rate in a distribution area operated by the Bidder (Maximum Marks 15)</td><td rowspan="3">Rs/Unit</td><td>&lt;Rs. 6.5</td><td>15</td></tr><tr><td>&gt;Rs. 6.5 and &lt;=Rs. 7.5</td><td>10</td></tr><tr><td>&gt;Rs. 7.5 and &lt;=Rs. 8.5</td><td>5</td></tr><tr><td rowspan="3">4</td><td rowspan="3">The minimum Network worth during the last three (3) financial years (FY 2014-15 onwards) should be Rs. 100 Crores (Maximum Marks 15)</td><td rowspan="3">Rs Crores</td><td>&gt;500</td><td>15</td></tr><tr><td>300 to 500</td><td>10</td></tr><tr><td>100 to 300</td><td>5</td></tr><tr><td rowspan="4">5</td><td rowspan="4">Willingness to invest in a specific project on case to case basis (Maximum Marks 10)</td><td rowspan="4">%</td><td>at least 100%</td><td>10</td></tr><tr><td>at least 74%</td><td>8</td></tr><tr><td>at least 49%</td><td>6</td></tr><tr><td>at least 26 %</td><td>4</td></tr><tr><td>6</td><td>Approach and methodology for jointly exploring &amp; implementing Business Opportunities in Electricity Distribution Sector (along with past experience)</td><td></td><td></td><td>Max marks 20</td><td></td></tr></tbody></table>	S.N	Description (Minimum Eligibility)	Unit	Criteria	Marks	1	Experience as distribution license / franchisee for at least three (3) years (FY 2014-15 onwards) with an O&M experience of commercial, technology and network operation of any power distribution utility (Maximum Marks 25)	No of years	>25	25	15 to 25	15	10 to 15	10	<10	5	2	AT&C Loss level in a distribution area operated by the Bidder (Maximum Marks 15)	%	< 5%	15	>5% and <10%	10	>10% and <=15%	5	3	Average Billing Rate in a distribution area operated by the Bidder (Maximum Marks 15)	Rs/Unit	<Rs. 6.5	15	>Rs. 6.5 and <=Rs. 7.5	10	>Rs. 7.5 and <=Rs. 8.5	5	4	The minimum Network worth during the last three (3) financial years (FY 2014-15 onwards) should be Rs. 100 Crores (Maximum Marks 15)	Rs Crores	>500	15	300 to 500	10	100 to 300	5	5	Willingness to invest in a specific project on case to case basis (Maximum Marks 10)	%	at least 100%	10	at least 74%	8	at least 49%	6	at least 26 %	4	6	Approach and methodology for jointly exploring & implementing Business Opportunities in Electricity Distribution Sector (along with past experience)			Max marks 20		Technical evaluation: 1. Number of years of experience in distribution business 2. AT&C loss, reliability indices like SAIFI, SAIDI, HT faults per 100 km, DT failure rate in conjunction with number of consumers and license area 3. Capex in distribution business 4. Number of permanent employees in distribution with years of experience 5. Metering and billing complaints per 100 customers 6. Customer service initiatives 7. Technological innovations in distribuiton etc.  Evaluation should be on objective parameters achieved by the bidder in its existing license/franchise areas.	<table><thead><tr><th>S.N</th><th>Description (Minimum Eligibility)</th><th>Unit</th><th>Criteria</th><th>Marks</th></tr></thead><tbody><tr><td rowspan="4">1</td><td rowspan="4">Experience as distribution license / franchisee for at least three (3) years (FY 2014-15 onwards) with an O&amp;M experience of commercial, technology and network operation of any power distribution utility (Maximum Marks 15)</td><td rowspan="4">No of years</td><td>&gt;10</td><td>15</td></tr><tr><td>3 to10</td><td>10</td></tr><tr><td>=3</td><td>5</td></tr><tr><td></td><td></td></tr><tr><td rowspan="4">2</td><td rowspan="4">Experience of the least three (3) projects in last ten (10) years (FY 2007-08 onwards) in project management of implementing various Electricity Distribution projects. 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(Maximum Marks 15)	No of Projects	> 10	15	3 to10	10	=3	5			3	Experience of Implementing Smart Grids in the last seven (7) years (FY 2010-11 onwards) which shall include at least three (3) functionalities like • Advanced Metering Infrastructure with Power Quality Management (PQM), peak Load management (PLM) and Business Intelligence BI • SCADA/DMS • Outage Management System • Renewable Generation and Integration • Energy Storage • Street Lighting Automation • Electric Vehicle Charging Station • Distribution Transformer Monitoring Unit • Geographical Information System (GIS) • Customer Relationship Management (CRM), ERP and Billing (Maximum Marks 15)	Nos	>5	15	3 to 5	10	=3	5			4	The minimum turnover during the last three (3) financial years (FY 2014-15 onwards) should be Rs. 500 Crores (Maximum Marks 15)	Rs Crores	>2000	15	500 to 2000	10	500	5	5	The minimum Networth during the last three (3) financial years (FY 2014-15 onwards) should be Rs. 100 Crores (Maximum Marks 15)	Rs Crores	>500	15	300 to 500	10	100 to 300	5	6	Willingness to invest in a specific project on case to case basis (Maximum Marks 10)	%	upto 100%	10	at least 74%	8	at least 49%	6	at least 26 %	4	7	Approach & Methodology for executing past projects/schemes in Electricity Distribution Sector			Max marks 5		8	Approach & Methodology for jointly exploring & implementing Business Opportunities in Electricity Distribution Sector			Max marks 10
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11	7.2 Submission of Expression of Interest	The applicant shall also submit a hard copy of the above documents clearly marking as 'True Copy - APPLICATION FOR JOINTLY EXPLORING OPPORTUNITIES IN POWER DISTRIBUTION SECTOR' which should reach the following address on or before November 16, 2017 till 15:00 hours	Requesting PFCCCL to extend the Eoi Response submission till Nov 24 <sup>th</sup> , 2017			The extension, if any, of the last date of submission of Eoi shall be upload on TCIL portal as well as on PFCCCL's website																																																																																																																																									
			We request you to extend the date of submission of Eoi by 2 (Two) weeks from original date of submission of Eoi																																																																																																																																												
13	General		The Distribution Partner shall have the right to pursue any opptunity independently.			Yes																																																																																																																																									
14	General		Either party can exit from this MoU be providing one month notice period without any obligations and liabilities.			The same shall be as per mutually agreed terms & conditions of MoU																																																																																																																																									
15	General					Pass-Phrase to decrypt the Eoi submitted on TCIL portal may be submitted to PFCCCL through E-Mail (anupam_kashyap@pfccindia.com)																																																																																																																																									
16	9.2 (Selection Process)	Based on the evaluation criteria at Table-1 of clause 4.7, ranking of the successful applicants shall be prepared based upon the marks obtained. PFCCCL shall enter into MOU (Draft MoU placed at Annexure – 1) with one or more successful applicants based upon the ranking, initially for a period of five (5) years which can be further extended on mutual consent basis.	Based on the evaluation criteria at Table-1 of clause 4.7, ranking of the successful applicants shall be prepared based upon the marks obtained. PFCCCL shall enter into MOU (Draft MoU placed at Annexure-1) with successful applicant scoring highest score on the ranking, initially for a period of five (5) years which can be further extended on mutual consent basis.			The applicant scoring the highest rank would have the First Right of Refusal to enter into an MoU with PFCCCL.																																																																																																																																									
17	2.2 (Intent and Objectives)	PFCCCL, jointly with its Power Distribution Partner, intends to explore and implement the business opportunities in electricity distribution sector for ensuring quality & reliable power supply and highest level of satisfaction to consumers.	PFCCCL, jointly with its Power Distribution Partner, intends to explore and implement the business opportunities in electricity distribution sector for ensuring quality & reliable power supply and highest level of satisfaction to consumers. The distribution Partner shall have right to refusal for any identified opportunity by PFCCCL.																																																																																																																																												