

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17 issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

<b>Sl. No.</b>	<b>RfE Clause No.</b>	<b>RfE Clause</b>	<b>Bidders' Query</b>	<b>RECTPCL Response</b>
1)	Section 1, Clause 1.0	RECTPCL shall solely act as Lead Partner in the execution of such projects and Implementation Partner shall be responsible for supply, installation and maintenance of smart grid solution.	What exactly shall be the role of RECPTCL in these projects? Who will be responsible for conceptualizing the overall solution and its delivery	The provision of Bid documents is amply clear.  RECTPCL shall act as lead partner for providing solution from concept to commissioning with implementation partner.
2)	Section 1, clause 1.2	Consequent to shortlisting of empaneled Parties for that particular project, RfP (Request for Proposal) Documents inviting Techno-Commercial Offers will be issued to the short-listed Parties; and the Party, which emerges to be the best evaluated bidder as per the provisions of the RfP Documents, will be selected as the Implementation Partner(s) of RECTPCL for that particular project.	What is RECPTCL's criterion for evaluating the best party?	Please refer "SECTION - 4: EVALUATION CRITERIA [EC]" & bid documents.  Bid documents evaluation criteria are amply clear.
3)	Section 3, clause 1.4 - For Solution Provider of Supervisory Control and Data Acquisition (SCADA), Distribution Management System (DMS) and Outage Management System(OMS)	Applicant should have SCADA/DMS/OMS product (Application software)	BIDDER understands that there are some solution providers in the SCADA/DMS space who have experience of implementation of SCADA but are not SCADA Product OEM's. BIDDER requests RECPTCL to consider their experience as an authorized implementation partner representative of the SCADA OEM	Noted.
4)	Section 3, clause 1.4 - For Solution Provider of	Above project should have been in satisfactory <sup>2</sup> operation for minimum one year out of last seven (7) years in India or	Request RECPTCL to kindly make the same 10 years from the date of opening of the RfE	Provision of RfE document shall prevail.

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

<b>Sl. No.</b>	<b>RFE Clause No.</b>	<b>RFE Clause</b>	<b>Bidders' Query</b>	<b>RECTPCL Response</b>
	Supervisory Control and Data Acquisition (SCADA), Distribution Management System (DMS) and Outage Management System(OMS)	globally as on originally scheduled date of opening of RfE		
5)	Section 6 - Process of selection of Implementation partner	D. Equity Investment i. In addition to Supply and Installation of all hardware and software components of Smart Grid, the Implementation Partner may have to invest certain percent of the Project cost as equity based on mutual discussion & agreement and as per requirement of specific project. ii. The detailed methodology of investment and return on equity shall be finalized on case to case basis on mutual agreement.	RECTPCL may kindly provide the basis on which such ROE would be worked out	As mentioned in bid document, detailed methodology of investment and ROE shall be finalized on case to case basis on mutual agreement.
6)	Section 5 - GCC	In case of default in services or denial of services, RECTPCL, at its sole discretion, will be free to avail services of other service providers at your "Risk & Cost".	RECTPCL may kindly elaborate a little in detail on the terms and conditions when this Risk Purchase Clause will be invoked?	Provision of RfE documents is amply clear.
7)	Section 5 - GCC	General	Will the terms in the RFE GCC apply in addition to the project specific GCC or will they overrule each other? RECTPCL may please clarify	In case of any discrepancies, Project specific GCC shall prevail.
8)	Clause no 1.5 (page no 12)	Applicant should have supplied, installed & commissioned Utility billing, CRM (Customer Relationship	We are almost 3 years old company and being a not so old company into the market we have a good experience of	Provision of RfE document shall prevail.

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17 issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

<b>Sl. No.</b>	<b>RFE Clause No.</b>	<b>RFE Clause</b>	<b>Bidders' Query</b>	<b>RECTPCL Response</b>
		Management) and ERP solution for minimum 5,000 consumers in last seven (7) years in India or globally as on originally scheduled date of opening of RfE.	development and commissioning of utility billing, moreover we have also developed regional energy accounting for all the utilities for northern region. But, we don't have a user base of 5000 as mentioned in tender document. But, we can assure about our best services with respect to similar projects.	
9)	Clause no 2.0 (page no 12)	Average Annual Turnover in best three years of last five financial years should be more than 25 Cr.	We are almost 3 years old company which is not compatibles as per number of years required in the tender document i.e. 5 year and 7 year. But we are registered in Ministry of Micro, Small and Medium Enterprises and according to their notification published on 10 <sup>th</sup> March 2016, all the firms, registered under them, are having relaxation w.r.t. prior experience and prior turnover criteria. (same has been enclosed for your reference)	Noted. Law of the land shall prevail.
10)	Section-3 Clause no.: 1.3	Applicant should be a smart meter manufacturer or an authorized implementation partner for all OEM Products (Meters, Meter Box, DCU, Repeaters, IT infrastructure, MDM, HES, Network Bandwidth, etc.) and should possess all the necessary authorizations of the OEM (including Manufacturing Authorisation form) and	Please clarify the below: Network Bandwidth? (OEM) IT infrastructure? OEM for Desktops, Servers or any other? MAF template? Or Any other letter from OEM is acceptable.	The bidder must be either manufacturer or must possess the Manufacturing Authorization Form (MAF) from the manufacturer of requisite infrastructure required to implement AMI. Bidder may use its own format for MAF duly signed and stamped by authorized representative of OEM.

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17 issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

<b>Sl. No.</b>	<b>RfE Clause No.</b>	<b>RfE Clause</b>	<b>Bidders' Query</b>	<b>RECTPCL Response</b>
11)	Section-3 Clause no.: 1.3	Should have end to end AMI solution (DCU/Router/Access point and Head end/MDAS and MDM) using any of the RF/PLC/GPRS communication technology <b>and</b>		
12)	Section-3 Clause no.: 1.3	Should have supplied, installed and commissioned minimum 5000 smart meters along with end to end AMI Solution viz. communication infrastructure/network (DCUs / Routers / Relays / Repeaters / Access Points etc.), control center hardware like Server, Router, Switches, Firewall, Video display units, desktop etc., Head End System/MDAS and application software for peak load management in a single project and	Request to allow vendors who possess experience in providing Meter Data Downloading and Meter Data Analysis for 5000 or more meters installed on 11-KV Feeders, VCB Panels, Distribution Transformers, HT / LT connection etc.	Provision of RfE document shall prevail.
13)	Section-3 Note on QR:	An Applicant, who wants to be empanelled as an Advanced Metering Infrastructure Provider will be required to meet the technical experience qualifying criteria mentioned at clause 1.1 of the Section-3. Similarly, if an applicant wants to be empanelled as a SCADA/DMS/OMS provider or as an IT solution provider will be required to meet respective technical experience qualifying criteria mentioned at clause 1.2 and 1.3 of section-3 (i.e., SCADA/DMS/OMS provider	In we want to empanel for both activities i.e. For "Advanced Metering Infrastructure (AMI) and Peak Load Management (PLM)" And For "IT Solution Providers". Should we submit 2-bids or 1-bid will suffice? Is bidder / vendor allowed to choose any activity or is it mandatory to get empaneled for 3-activities?	The Bidder has option to apply for empanelment of any one or all of the activities. However in any case the bidder is required to submit only one bid duly filled in check box of RfE Application Form along with supporting documents.

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17 issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

<b>Sl. No.</b>	<b>RfE Clause No.</b>	<b>RfE Clause</b>	<b>Bidders' Query</b>	<b>RECTPCL Response</b>
		<p>has to meet QR mentioned at Clause 1.2 above; and IT solution provider has to meet QR mentioned at Clause 1.3 above). Financial requirements of qualifying criteria mentioned in 2.0 is to be met by all solution providers. An applicant can submit his RfE application for empanelment as solution provider of one or more fields among Advanced Metering Infrastructure and SCADA/DMS/OMS and IT solution.</p>		
14)	Section-6 Clause no.: 4	<p>In case, a short-listed empanelled solution provider decides to participate in the RfP process of RECTPCL then as a must condition, it shall submit a declaration confirming their nonparticipation as a bidding company directly; or indirectly through their Subsidiaries, Partnership, Ownership, Individual firm; or consortium with other entity in the project which RECTPCL intends to implement, as part of their offer against RfP process.</p>	Please clarify / brief the same	Provision of RfE document is amply clear.
15)	General	Request to allow Consortium for empanelment considering the nature and scope		Provision of RfE document shall prevail.

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

<b>Sl. No.</b>	<b>RFE Clause No.</b>	<b>RFE Clause</b>	<b>Bidders' Query</b>	<b>RECTPCL Response</b>
		of the work that comprises of System Integration and involves diverse range of expertise		
16)	Clause no 1.3	Applicant should be a smart meter manufacturer or an authorized implementation partner for all OEM Products (Meters, Meter Box, DCU, Repeaters, IT infrastructure, MDM, HES, Network Bandwidth etc.) and should possess all the necessary authorizations of the OEM (including Manufacturing Authorization form)	IT infrastructure and network bandwidth solely dependent on project size and Scalability. Selection of these can't be Standardize. Please clarify	Provision of RfE document is amply clear.
17)	Clause no 12	Implementation and joint venture responses are not allowed, in any case.	Apart 1 or 2 organization, it is not possible to provide all the software & hardware associated with AMI/PLM solution by a particular organization. Although it is clearly understood that bidder can bring OEMs of different module to complete the eco-system. However sole responsibility will be taken by the bidder. Please confirm.	Bidder understanding is correct.
18)	Clause No 1.3	Should have end to end AMI solution (DCU/Router/Access point and Head end/MDAS and MDM) using any of the RF/PLC/GPRS communication technology	Should have end to end AMI solution (DCU/Router/Access point and Head end/MDAS using any of the RF/PLC/GPRS communication technology and able to interface any MDM using web services standard methods as MDMS is the heart of all the solution for which REC looking for empanelment. Please confirm.	Noted. We are appending, MDMS in "IT Solutions" also. (Section 3- Clause No 1.5 shall be updated)

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17 issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

<b>Sl. No.</b>	<b>RFE Clause No.</b>	<b>RFE Clause</b>	<b>Bidders' Query</b>	<b>RECTPCL Response</b>
19)	General		As AMI/Smart Grid involve multiple modules, invariably an integrator will play the key role for seamless unified solution. Please amend/add to include the role of integrator.1`q	The provision of bid document shall prevail.
20)	General		MDMS should not be mandatory for smart metering solution provider as MDMS supposed to be the enterprise level software for the utility apart from smart metering. Please mention the MDMS under IT infrastructure.	Noted. We are appending, MDMS in "IT Solutions" also. (Section 3- Clause No 1.5 5 shall be updated))
21)	Clause no 2.0 (page no 12)	Average Annual Turnover in best three years of last five financial years should be more than 25 Cr.	We request that this criterion should be allowed to be met by companies in a JV/consortium wherein the companies in the JV/consortium are allowed to meet the criteria jointly.	Provision of RfE document shall prevail.
22)	Section-3 Clause no.: 1.3	Should have supplied, installed and commissioned minimum 5000 smart meters along with end to end AMI Solution viz. communication infrastructure/network (DCUs / Routers / Relays / Repeaters / Access Points etc.), control center hardware like Server, Router, Switches, Firewall, Video display units, desktop etc., Head End System/MDAS and application software for peak load management in a single project and	Since our incubation in 2011, Gram power has worked on several smart grid projects with over 10,000 off-grid and grid-connected beneficiaries. In some project areas, the demographics decide the pace of the project. Our technology has been tested in rural off-the-grid environments as well as demographically challenging areas like Bihar. We request that companies be allowed for empanelment that demonstrate working projects on grounds, in addition to supply of 2,000 smart meters in one single project	Noted.
23)	General		In states like Maharashtra and Rajasthan, AMI implementation is underway through a Metering, Billing and Collection (MBC)	Provision of RfE document shall prevail.

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

Sl. No.	RFE Clause No.	RFE Clause	Bidders' Query	RECTPCL Response
			<p>model which allow Distribution Franchisees/Licensees that have implemented smart grid projects with 1,000 or over smart metered consumers to participate along with technology providers in revamping a cities infrastructure and managing it. We request that such a consortium be allowed where the Joint venture between the DF and the technology provider together meets the financial criteria with an operational smart grid project of 1,000 consumers.</p>	
24)	General		<p>The last date of submission of empanelment request is 06.03.2017. We request for an extension on the last date of submission since internal policies require thorough communication to establish validity of empanelment and furnish required documentation.</p>	Noted.
25)	Section-3 Qualification Requirement, Clause no.: 1.3	<p>Applicant should be a smart meter manufacturer or an authorized implementation partner for all OEM Products (Meters, Meter Box, DCU, Repeaters, IT infrastructure, MDM, HES, Network Bandwidth, etc.) and should possess all the necessary authorizations of the OEM (including Manufacturing Authorization form)</p>	<p>We understand that if the applicant is a smart meter manufacturer then authorization for other OEM products is not required. Request you to please clarify the same.</p>	Provision of RfE document shall prevail.

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17 issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

Sl. No.	RfE Clause No.	RfE Clause	Bidders' Query	RECTPCL Response
26)	Section-3 Qualification Requirement, Clause no.: 1.3	Should have end to end AMI solution (DCU/Router/Access point and Head end/MDAS and MDM) using any of the RF/PLC/GPRS communication technology	<p>We like to bring your kind notice that in maximum projects AMI solution providers not necessary be meter manufacturer also.</p> <p>Hence the QR shall be relaxed incorporating &amp; accepting the supply credential of supply of AMI Meters only.</p>	Provision of RfE document shall prevail.
27)	Section-3 Qualification Requirement, Clause no.: 1.3	Should have supplied, installed and commissioned minimum 5000 smart meters along with end to end AMI Solution viz. communication infrastructure/network (DCUs / Routers / Relays / Repeaters / Access Points etc.), control center hardware like Server, Router, Switches, Firewall, Video display units, desktop etc., Head End System/MDAS and application software for peak load management in a single project and	<p>As stated above if the AMI meter manufacturer has supplied the desired quantity of meters and end customer has provided the performance certificate of the same then it should be acceptable.</p> <p>However, as per desired qualifying requirement only system integrator will be able to qualify the requirement and will restrict competition.</p> <p>Hence we request your good-self to relook into the qualifying and amend the clause accordingly.</p>	Provision of RfE document shall prevail.
28)	General		Kindly let us know how our foreign bidder who is meeting all the technical & financial qualification requirement as per section -3 of RfE for Empanelment of solution provider for Smart Grid.	<p>The provision of Bid documents is amply clear.</p> <p>As per Clause No 4, SECTION – 2: INSTRUCTIONS TO APPLICANTS</p> <p>In addition to meeting the Qualifying Requirements, Applicants meeting the following mandatory criteria</p>

**RfE No. RECTPCL/Smart Grid/Empanelment/2016-17 issued dated 16.02.2017 for  
EMPANELMENT OF SOLUTION PROVIDERS FOR SMART GRID**

<b>Sl. No.</b>	<b>RFE Clause No.</b>	<b>RFE Clause</b>	<b>Bidders' Query</b>	<b>RECTPCL Response</b>
				<p>need only to apply.</p> <p>a) The Applicant must be registered under Indian Company Act 1956 or 2013, as the case may be/ Indian Partnership Act 1932/The Indian Factories Act 1948/Any relevant Indian Laws, whichever is applicable.</p> <p>b) The Applicant must have Sales Tax Registration No. / Service Tax Registration No. / Permanent Account No. (PAN)/ PF code no., whichever applicable.</p>
29)	General		Also let us know the meaning of fully operational office/ branch in India	The provision of Bid documents is amply clear.