

Pre-Bid Clarifications and Amendments

#	Reference Clause or Pg. No.	Bidder's Query	Clause quoted/referred by Bidder as per EoI	Clarification to bidder	Nature of comments
1.		Do we have to disclose the names of CSP, MSP and TSP along with this EoI response?		As part of the Bid, the name of CSP provider is not to be provided.	Clarification
2.	Pg. 45 6. TERMS OF CONTRACT	This may prove expensive for bidders without having any commitment to subsequent possible contracts, also 7 days' time is too little for CSP and REC to agree an integration approach and to complete the integration with the MDM covering all the use cases.	h) Post preliminary empanelment, RECPDCL shall provide 7 working days among all the parties (meter manufacturers and HES and Communication Infrastructure Service Providers along with and MDMS system providers) to integrate their respective component. No cost shall be paid by RECPDCL to either parties for this integration. Additional integration shall also have to be performed on project-to-project basis.	Tender conditions shall prevail	Clarification
3.	Pg. 45 6. TERMS OF CONTRACT	If so, then why insist on RF/DCU as part of this EoI; only Cellular could also be an option	i) The communication technology to be offered for an AMISP Project shall be under the scope of the Empaneled Agencies	The Communication technology to be provided shall be as per requirement of RECPDCL and project. The bidder is responsible to provide Cellular and RF based communication infrastructure for	Clarification

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				maintenance of service levels. The HES and communication infrastructure thus provided shall be inclusive of hardware and software solution	
4.	Pg. 45 6. TERMS OF CONTRACT	Will there be no weighted average for technically superior products/performance, etc.	n) In case RECPDCL is successfully awarded an AMISP contract, RECPDCL shall award the same to the empaneled HES and Communication Infra service provider based on the L1 quote:	The empaneled agency offering the lowest quote shall be called for signing of Definitive agreement as per terms of contract of project at hand. The minimum requirement is defined in the EOI. RECPDCL reserves the right to go for multiple HES and Communication infra providers based on communication technology or quantum of meters in the project at hand. The quantity allocation shall be clarified before calling for financial quotes and the same may be	Clarification

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				allocated on the basis of matching of L1 offered quote.	
5.	Pg. 45 6. TERMS OF CONTRACT	d. "Clause o(a)" – Doesn't add up to 100%. Is this payment term applicable to entire contract scope – HES licences, implementation, support, FMS, coms, CSP, MSP, TSP – all combined – with 70%-75% in OPEX Mode?	c. 70% - Equal Monthly instalments during O&M Phase	<p>a. 25% - Successful integration of HES system on site with MDM system and Meter Manufacturer empaneled by RECPDCL which are as follows:</p> <p>i. 5% - Conduct of successful VAPT of AMISP system inclusive of Meter and MDM solution</p> <p>ii. 5% - Conduct of Third-Party Cyber Audit.</p> <p>iii. 10% - Successful integration and SAT of HES system on site with MDM system and Meter Manufacturer empaneled by RECPDCL.</p>	Amendment

#	Reference Clause or Pg. No.	Bidder's Query	Clause quoted/referred by Bidder as per EoI	Clarification to bidder	Nature of comments
				iv. 5% - At the time of Project Go-Live b. 75% - Equal Monthly instalments during O&M Phase.	
6.	Pg. 45 6. TERMS OF CONTRACT	PBG proportionate with AMISP PBG is unclear. If PBG is being asked for, why the 10% retention money to be released at end of each milestone?	p) RECPDCL shall keep a Performance Bank Guarantee at the time of Contract Agreement, the amount and validity of PBG shall be in line with AMISP Contract and shall be proportionate with AMISP PBG. q) At the end of installation milestone of AMISP Project, 27 Months, 10% retention shall be released at the submission of equivalent Bank Guarantee.	p) The empaneled agency with the lowest quote as per terms of EoI shall be called for signing of Definitive Agreement if the AMISP project is awarded to RECPCL. The empaneled agency shall be required to submit proportionate EMD while submission of financial quote and shall submit Performance security proportionate to the Performance Security to be submitted by RECPDCL in the given project at the time of signing of Definitive Agreement, if the AMISP Project	Clarification/Amendment

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				is awarded to RECPDCL. Clause q) stands omitted	
7.	Pg. 9 5. SCOPE OF WORK 1.1 General Requirements	Please confirm MDM and WFM applications are not in the scope of the EOI for CSP		The EOI is not only for CSP but for HES and Communication Infrastructure along with CSP. MDM and WFM application are not part of the current EOI	Clarification
8.	Pg. 19 5. SCOPE OF WORK 2.3 Monitoring and Reporting Capability	As per SBD 4, the reporting module is part of the MDM. Please confirm same is not in the scope of the EOI for CSP		Reporting module pertaining to HES shall be deliverable in the project. The EOI is not only for CSP but for HES and Communication Infrastructure along with CSP.	Clarification
9.	Pg. 21 5. SCOPE OF WORK 4.1.2 Applications	Please confirm we can also consider other standard databases such as PostGreS etc.		Tender conditions shall prevail	Clarification

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10.	Pg. 21 5. TESTING REQUIREMENT 13. Prepaid Recharge	the Payment success to consumer is to be provided by the "Consumer Portal", which is not part of the EOI for CSP. Please confirm.	Payment success to consumer acknowledgement - Within 5 mins Payment success to meter update – • From 90% of meters within 30 minutes • From 100% of meters within 1 (one) hour	The EOI is not only for CSP but for HES and Communication Infrastructure along with CSP. The payment success from Consumer Portal is in the scope of MDM supplier. However, the HES portal shall also provide the payment testing scenarios. This shall be tested independently, on dummy data	Clarification
11.	Pg. 7 4. QUALIFICATION REQUIREMENT 4. Eligibility Requirements for Consortium	As per SBDV4, Financial statements of Bidder and/(or) it's Parent(s)/Affiliate(s) are accepted. In view of same, we request to please modify the requirement in-line with SBD for Financial statements of Bidder and/(or) it's Parent(s)/Affiliate(s)	The Bidder shall have positive net worth for each of the last three financial years. Supporting document: Audited Annual financial statements, Balance Sheet and P&L Account for FY 2022, FY 2023 and FY 2024* the respective Financial Years *In case FY 2024 financial results are not Audited, unaudited results for FY 2024 can be submitted.	Tender conditions shall prevail	Clarification

#	Reference Clause or Pg. No.	Bidder's Query	Clause quoted/referred by Bidder as per EoI	Clarification to bidder	Nature of comments
12.	Pg. 5 3. Definitions	We understand the EOI for HES solution provider and hence, the bidder shall be HES solution provider who shall offer its supply and services in response to the EOI not meter manufacturer. Kindly clarify	Bidder: A Smart Meter manufacturer who shall offer its supply and services in response to this EOI.	Bidder: An HES and Communication Infrastructure Provider who shall offer its supply and services in response to this EOI.	Amendment
13.	Pg. 7 4. Eligibility Requirements for Consortium	Given that it's too early to arrange the financial statement or develop a provisional plan for FY 2024, could we use the 2023 financial statement as a reference instead?	Audited Annual financial statements, Balance Sheet and P&L Account for FY 2022, FY 2023 and FY 2024* the respective Financial Years *In case FY 2024 financial results are not Audited, unaudited results for FY 2024 can be submitted.	Tender Conditions shall prevail.	Clarification
14.	Page no. 44 6. Terms of Contract	Our understanding is that the documents shall be submitted once the bidder is empaneled and before each bid in which RECPDCL intends to participate. Furthermore, our understanding is that, for the Expression of Interest (EOI), the bidder only has to submit documents related to QR, Annexure-A, and	d) The Service Provider shall have to sign Contract/ Agreements and provide Contract related Forms, PO/WO etc, Performance/Client Certificates and other technical/commercial/statutory documentation at no cost to RECPDCL with respect to the documents to be submitted during submission of tenders or during the duration of contract, if in case work is awarded to the Bidder as requested from time-to-time with.	Confirmed as per EoI provisions.	Clarification

#	Reference Clause or Pg. No.	Bidder's Query	Clause quoted/referred by Bidder as per EoI	Clarification to bidder	Nature of comments
		Annexure-D, if applicable. Please confirm			
15.	Page no. 45 6. Terms of Contract	"Please clarify the following: - Our understanding is that the scope under this EOI is HES and communication systems, not smart meters. - Should Annexure-B be submitted once the bidder is empaneled and whenever RECPDCL participates in bids, - Annexure-B needs a revision accordingly.	k) Based on above activities, RECPDCL shall participate in AMISP tender. The Bidder shall have to provide quotations for smart meters as requested from time-to-time by RECPDCL in line with Annexure B. The financial quotation shall be valid till the end of bid validity	k) Based on above activities, RECPDCL shall participate in AMISP tender. The Bidder shall have to provide quotations for HES and Communication Infrastructure as requested from time-to-time by RECPDCL in line with Annexure B. The financial quotation shall be valid till the end of bid validity. Updated Annexure B as per Addendum.	Clarification
16.	Page no. 46 6. Terms of Contract	As per Page 46, q) RECPDCL shall keep a Performance Bank Guarantee at the time of Contract Agreement, the amount and validity of PBG shall be in line with AMISP Contract and shall be proportionate with AMISP PBG.	q) At the end of installation milestone of AMISP Project, 27 Months, 10% retention shall be released at the submission of equivalent Bank Guarantee.	p) The empaneled agency with the lowest quote as per terms of EoI shall be called for signing of Definitive Agreement if the AMISP project is awarded to RECPCL.	Clarification/Amendment

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		Does this imply that there will be a 10% retention above and beyond the PBG submitted for the contract period? Kindly clarify. Also, kindly share the PBG % to be considered		<p>The empaneled agency shall be required to submit proportionate EMD while submission of financial quote and shall submit Performance security proportionate to the Performance Security to be submitted by RECPDCL in the given project at the time of signing of Definitive Agreement, if the AMISP Project is awarded to RECPDCL.</p> <p>Clause q) stands omitted.</p>	
17.	Page no. 44 of 6. Terms of Contract	While the format of Form-22 & Form-23 is provided, our understanding is that these forms shall be submitted post empanelment and at the time of RECPDCL participating in bids. Could you kindly confirm this?	f) The Empaneled agency shall have to enter into agreement with RECPDCL as per Form 23 of SBD v4 and issue Form-22 of SBD v4 to enable RECPDCL to bid for various AMISP projects from time to time.	Confirmed, as per EOI provisions	Clarification

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18.	Page no. 45 6. Terms of Contract	Kindly revisit the payment terms. Milestone only given for 20% payment terms. 5% payment term is missing against pt.a	Payment Terms: a. 25% - Successful integration of HES system on site with MDM system and Meter Manufacturer empaneled by RECPDCL which are as follows:	<p>Payment Terms: a. 25% - Successful integration of HES system on site with MDM system and Meter Manufacturer empaneled by RECPDCL which are as follows:</p> <p>i. 5% - Conduct of successful VAPT of AMISP system inclusive of Meter and MDM solution</p> <p>ii. 5% - Conduct of Third-Party Cyber Audit.</p> <p>iii. 10% - Successful integration and SAT of HES system on site with MDM system and Meter Manufacturer empaneled by RECPDCL.</p> <p>iv. 5% - At the time of Project Go-Live</p>	Amendment

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				b. 75% - Equal Monthly instalments during O&M Phase.	
19.	Page no. 46 6. Terms of Contract	"Go-live" should be considered from the first milestone achieved or when the project is fully completed and operational? Kindly clarify	b. 5% - At the time of Project Go-Live	The Go-live shall be in line with SBD v4 and its amendments, Section 6. Project Requirements, Clause 9.6 Operational Go Live	Clarification
20.	Pg. 8 4. QUALIFICATION REQUIREMENT 4. Eligibility Requirements for Consortium	We kindly request consideration of the technical requirement for HES as outlined in SBD v4 which does not mandate the operation integration of HES Solution for at least 1 year. "The HES solution should have been successfully integrated with at least 2 (two) different MDMS/ other utility IT Solution in Indian/ Global Utility(ies) (power/ water/ natural gas/ telecom) in last 7 (seven) years" Kindly take this into account.	Clause 7 Financial and Technical requirement (2) The HES solution should have been successfully integrated with at least 2 (two) different MDMS/ other utility IT Solution in Indian/ Global Utility(ies) (power/ water/ natural gas/ telecom) in last 7 (seven) years which are in operation for at least 1(one) year.	Tender Conditions shall prevail	Clarification

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21.	Pg. 8 4. QUALIFICATION REQUIREMENT 4. Eligibility Requirements for Consortium	We kindly request consideration of the technical requirement for RF as outlined in SBD v4, which does not mandate the operation implementation of RF technology/ Solution for at least 1 year. "The RF technology/ Solution provider should have implemented project/(s) with at least [50,000] (cumulatively) modules / endpoints involving Radio Frequency (RF) mesh in an Indian/ Global Utility (power/ water/ natural gas/ telecom) in the last 7 (seven) years." Kindly take this into account.	Clause 7 Financial and Technical requirement (3) "The RF technology/ Solution provider should have implemented project/(s) with at least 50,000 (cumulatively) modules / endpoints involving Radio Frequency (RF) mesh in an Indian/ Global Utility (power/ water/ natural gas/ telecom) in the last 7 (seven) years which are in operation for at least 1(one) year."	Tender Conditions shall prevail	Clarification
22.	Pg.5 3. DEFINITIONS			Definitive Agreement – The agreement to be signed between RECPDCL and Empaneled Agency for execution of AMISP project after	Amendment

#	Reference Clause or Pg. No.	Bidder's Query	Clause quoted/referred by Bidder as per EoI	Clarification to bidder	Nature of comments
				<p>the award of contract for AMISP to RECPDCL by Utility.</p> <p>AMI Project Area: The AMI project area shall be defined by RECPDCL on case-to-case basis for tender/project at hand.</p>	
23.				<p>Disclaimer – The scope of work for HES and Communication infrastructure shall be inclusive of scope of work in current EOI along with under SBD v4 and its subsequent amendment and as defined by the Utility</p>	Amendment

Addendum 1

Annexure B – Draft Format for Request for Quotation

Letter No.:

To:

[Name of Authorized Person]

[Address of the Bidder]

[Telephone No., Fax No., Email]

[Date]

Sub: Request for Quotation (RfQ) under EOI NO: RECPDCL/SM/2024-25/003

Sir, In line with the governance of EOI preferred in the subject line, you are requested to send your quotation for HES and Communication Infrastructure under the following categories for their respective quantities.

Sr. No.	Category	Quantity	Price
1.	Number of Consumers		

The terms and conditions of the EOI shall prevail viz-a-viz, technical specifications, timelines, splitting among others.

As per the price bid quoted, we are also attaching an EMDⁱ amounting to Rs. Cr. for your perusal.

You are requested to submit your financial offer along with EMD in a sealed envelope to the signatory of this letter within three (3) working days of this letter.

Looking forward towards an early reply.

Your sincerely,

[Name of HoD Smart Metering]

[Designation]

ⁱ EMD Amount = Rs. (5lacs+0.1%*(Total estimated project Cost-5Cr))