Date: 17-07-2026

Subject: Clarification to bidder queries w.r.t GeM Bid No: GEM/2026/B/7738385

Further to Corrigendum No: GEM/2026/B/7738385-C4 dated 14.07.2026 against GeM Bid Number GEM/2026/B/7738385, the consolidated pre-bid queries and RECPDCL's clarifications are detailed below:

S.No	Section Number (Page Number)	Ref Clause/Sno.	Query by Bidder	Clarification
1	Section 1: Introduction, Clause 5 at p. 4	The empanelment shall be in three tiers, namely Tier I, Tier II, and Tier III. For each category (A,B,C,D,E and F) under a particular tier, a maximum of five (5) bidders shall be empanelled to provide the required services	1. The RFP provides for empanelment under Tier I, Tier II, and Tier III, but does not clearly specify how assignments will be differentiated and allocated among the three tiers. RECPDCL is requested to clarify the work allocation methodology, the eligibility of each tier for assignments, and whether project size, complexity, or value will determine the tier under which an assignment is awarded. Since the detailed scope of individual assignments will be shared only at a later stage, an assignment considered by RECPDCL to be of Tier I complexity may equally be within the capability of Tier II/III consultants, which could lead to ambiguity or disputes at the award stage. An upfront clarification will help bidders appropriately assess and select the tier for bidding.	1) The RFP provides for two distinct modes of award of work : **i) Turnkey Assignments:** Turnkey assignments shall be awarded through a competitive financial bidding process conducted amongst the empanelled agencies. The assignment shall be awarded to the empanelled bidder quoting the lowest evaluated price (L1), subject to meeting the prescribed requirements. **ii) Manpower-related Assignments:** These assignments primarily relate to the deployment of specialised professional manpower for specific PMA, PIA and in-house assignments. For PMA/PIA

				projects, work allocation shall be made on a rotation basis amongst the eligible empanelled agencies in accordance with the provisions of the RFP. However, for in-house assignments, RECPDCL may award the work to any suitable empanelled agency, irrespective of its empanelment category or ranking, based on the specific nature, complexity and requirements of the assignment and at the sole discretion of RECPDCL.
2	Section 1: Introduction, Clause 6 at p. 4	An agency can bid for empanelment only in one Tier (I, II or III). In case bid is submitted for empanelment in more than one tier, the bid will be rejected outrightly.	Are there specific works defined for different Tier organizations? Clarity on the type of work to be allocated to TierI/II/III will make financial quotes more prudent.	The decision for assignment of work to Tier-I,II or III will rest solely with RECPDCL depending on the nature, complexity and scope of the assignment. However, within the specific tiers , the work allocation shall be as explained at Sl.No.1 above.

3	Section 4.7(d) at p. 29; Clause 4.11 at p.31; Section 7(2) at p. 40;	Cancellation: Cancellation / Recission of Contract	Cancellation / Rescission means voiding the contract and making the contract ineffective from its inception, thereby restoring the parties to the positions they would have occupied if no contract had ever been formed. In this scenario, bidder may be deprived of any payment and refund of all payments made already may be sought. Request deletion of this clause	Clause 4.7(d) expressly reserves RECPDCL's right to accept any bid or to cancel/abort the tender process and reject all bids at any stage prior to the award of the Contract. Further, in the event of partial or complete termination of the Contract, RECPDCL shall make payment for services satisfactorily performed up to the date of termination, in accordance with the provisions of the Contract.
4	G.3 at p. 17; Annexure III at pp.48-49; Annexure IV at pp. 50-51.	Bidder must not have been blacklisted by any Government Department/Regulatory body/CPSU/ PSU Banks/Autonomous Bodies/Statutory Bodies/ REC/RECPDCL/ Ministry of Power (GOI) PSU or any entity controlled by them under any Central/ State Govt/ PSU act/rule or by National/International financial institutions in India at the time of submission of bid .	We would like to humbly submit that the eligibility criteria/declaration regarding prior blacklisting is open-ended in terms of the time period. We request you to kindly limit the eligibility criteria / declaration regarding blacklisting to bidders not blacklisted as on the date of submission of the bid or have not been blacklisted for a definitive period, such as last 5 years	The provision has been modified and the period has been specified as immediately preceding two years from the date of submission of bid. Corrigendum-II may be referred on REC/RECPDCL website.

5	Section 3, Note 2 at p. 24; Annexure V item 3 at pp. 50-51.	Litigation History / Details of litigation	1. While the RFP has sought details of all such litigations from bidders, the RFP does not mention any objective criteria about how these details would be used / evaluated and what bearing the details would have on the evaluation of proposals submitted by bidders. For eg. if a bidder submits details of 12 litigations and another bidder submits details of 15 litigations, it is not clear how your good office would objectively evaluate these litigation details and how it would impact both the bidders. Moreover, any professional services firm having long standing operations may have various ongoing litigations in the normal course of business including cases filed by the bidder against its vendors, employees, theft at office premises, cyber security attacks etc. in exercise of its legal rights and remedies available under the law. It is not clear whether the litigations filed by the bidder and the litigations filed against the bidder would be treated at the same footing or different footing for the purpose of any evaluation of the litigation history. In any event, filing suits / complaints etc to seek legal remedy is a matter of legal right available to every Indian citizen under the laws of India and we firmly believe it should not have a bearing on the eligibility of a bidder to participate in the Govt tenders. (This para is not to be included in case the client is asking for litigations filed against bidder only).	The Bid terms requires the bidder to furnish details of all litigation or arbitration arising out of contracts completed or under execution during the last four financial years. It further provides that a **consistent history of awards involving litigation against the bidder** may result in rejection of the bid. The provision does not disqualify a bidder merely because litigation exists; rather, it enables RECPDCL to assess the bidder's overall contractual performance and litigation track record. The clause is fair, reasonable, and adequately worded. Accordingly, no modification is considered necessary.

			We would request your good office to kindly clarify the objective criteria based on which these litigation details would have a bearing on the proposal evaluation. If there are no objective criteria, and if the litigation details would be subjectively / arbitrarily evaluated, then we firmly believe that seeking the litigation details is not warranted and we would humbly request you to kindly consider deleting this requirement for seeking litigation details. 2. Further, since these are pending litigations, the outcome of these litigations cannot be predicted with certainty. Most reputed firms with long-standing operations may also have insurance policies to provide them with cover from any professional liability. Thus, even if such pending litigations are adversely determined against the bidder, they may not necessarily adversely impact the bidder's ability to provide services or continue as a going concern. 3. In addition, there could be several matters of contractual dispute under arbitration. We understand that as per Section 42A of the Arbitration & Conciliation Act, 1996, the parties to the arbitration agreement are mandated to maintain confidentiality of all arbitral proceedings. Accordingly, even if a bidder shares details of litigation, the details of pending arbitration cannot be shared by the bidder as a party to the	

			arbitration. If that be the case, it is not clear what purpose can be achieved and what determination can be made, if any, about a bidder based on the details of mere pending litigations sans the details on pending arbitration. Therefore, we would request you to kindly reconsider the rationale for seeking litigation history / details from the bidders under the RFP and consider removing this requirement from the RFP.	

6	No Clause in RFP	Liquidated damages: Not limited to solely our fault	We understand that we would be liable to pay liquidated damages to the extent corresponding breach is solely attributable to us. Kindly confirm.	The circumstances under which the empanelled agencies shall be liable for Liquidated Damages (LD) are clearly specified in the Bid Document and are self-explanatory. Accordingly, the clause is unambiguous and does not warrant any modification.
7	No Clause in RFP	Leveraging credentials of parent entity/subsidiaries	It is noted that that the RFP does not allow/is silent on Bidders leveraging the credentials of their parent entities/subsidiaries. We would like to humbly submit that parent entities together with their subsidiaries possess a wealth of experience and expertise that can be invaluable for the successful execution of complex projects. Further, parent entities and subsidiaries often have access to a broader pool of resources, including specialized personnel. By leveraging these credentials and resources, Bidders can enhance their capacity to deliver the project efficiently and effectively and can demonstrate their ability to meet the technical and operational requirements of the tender. In light of the above, we humbly request you to allow Bidders to leverage the credentials of their parent entities and / or subsidiaries.	Only individual firms are allowed to participate as per tender terms .

8	No Clause in RFP	Leveraging credentials of Network Firms	We would like to submit that PwC, like other similarly placed consulting firms, is not structured like a typical MNC, but operates as a network of firms under a common brand name, wherein each Network Firm is a separate and independent legal entity. These Network Firms often collaborate and share relevant skills and knowledge with each other in order to leverage the best global practices to enhance the services being rendered to their clients. We accordingly request you to allow Bidders to leverage the credentials and/or resources of such Network Firms to demonstrate our collective capabilities.	The arrangement relates to Bidder's internal organizational matter, which is outside the scope of the Bid Document. For this empanelment and subsequent award of assignments, RECPDCL shall evaluate and engage only the legal entity submitting the bid and, if selected, entering into the Contract. The successful Bidder shall be solely responsible for deploying the requisite resources and delivering the envisaged outcomes in accordance with the terms of the Contract.
9	Annexure-X Clause 3 at p. 69	3. Technical evaluation framework: Average Turnover from Consulting Services during last four financial years namely 2023-24, 2024-25 and 2025-26. Full Marks will be awarded at 9000 Cr+ annual turnover	Minor mistake, it should be 3 years. Also the criteria for full marks is very high and may be a barrier for bidders. Allow to include balance sheet of parent entity.	Revised to three years. Corrigendum-II may be referred on REC/RECPDCL website.
10	Section 2: Scope of Work, Clause 5 at p.6	Accordingly, RECPDCL intends to empanel consultancy firms for providing experts with varying levels of experience across different domains, as listed below, on need basis. Upon request from RECPDCL/RECL, the empanelled firm shall deploy the required expert(s) at short notice for specified durations, in accordance with the requirements.	1. Please define the meaning of short notice in days. It is necessary for our manpower planning. 2. Is there any minimum no. of days per year for deployment?	It is mentioned at Para 3(b) of Section-5 (Work Allocation & Assessment) that the deployment of consultants should be within 10 days from the issue of the work / assignment.

11	Section 2: Scope of Work, Clause 5 Indicative Work Description; Category -A Power sector: at p.6	Power Distribution – Operations Business - Policy & Regulatory Assistance, Revenue Enhancement & Analytics Advisory with Performance Monitoring, Project Management Activities, Consumer Engagement, Material Quality etc.	Our understanding is that the scope of work under "Consumer Engagement" will be limited to backend advisory, strategy, and support activities, and will not involve any public-facing role or direct representation of the client before consumers, media. RECPDCL is kindly requested to confirm this understanding.	The empanelled agencies are required to undertake all activities including but not limited to the activities mentioned in the RFP Scope, for delivering envisaged outcomes.
12	Section 2: Scope of Work, Clause 5 Indicative Work Description; Category -A Power sector: at p.6	Power Transmission System/Network Studies, Planning and Project Execution - System studies, Load flow analysis, network planning and engineering, DPR Preparation, asset management, Material Quality, QA/QC, Project Execution etc.	Our understanding is that this this does not involve providing any certification/ verification/ assurance/ confirmation on quality etc." Need confirmation on same	
13	Section 2: Scope of Work, Clause 5 Indicative Work Description; Category -A Power sector: at p.6	Energy Accounting and Auditing, AT&C/T&D Loss Reduction - Energy Accounting practices with power distribution utilities at different levels: Feeder, DT, Consumer	Our understanding is that the scope of work under this activity does not involve the preparation, issuance, certification, verification, or assurance of Energy Audit / Energy Accounting reports by the consultant. Rather, the consultant's role will be limited to supporting RECPDCL in the assessment, review, and evaluation of Energy Audit / Energy Accounting reports prepared and submitted by the power DISCOMs. RECPDCL is kindly requested to confirm this understanding.	For turnkey assignments, the detailed scope of work shall be specified in the respective Work Order. The scope may include the responsibilities referred to in the query, depending on the specific requirements of the assignment.
14	Section 2: Scope of Work, Clause 6 (d) at p.11	Audits: To provide resources for performance audits related to IT/Security/ Finance/HR/ RBI/Statutory/MoP/Power Sector, etc. or any other as per requirement of RECPDCL/RECL.	Please clarify that this is related only to performance audits not financial/balance sheet audits	Yes.

15	Section 2: Scope of Work, Clause 6 (g) at p.11	Finance & Accounts- Provide consultancy during any/all phases of planning/operations for department/organization/institution on matters related to finance and accounts which may include accounting processes, advisory, analysis, chart of Accounts and audits etc.	Is this related to only planning & operations of finance departments doing various activities or consultant has to do these activities like accounting processes, chart of Accounts and audits etc?	The responsibilities will involve providing consultancy in all areas as mentioned in the scope.
16	Section 2: Scope of Work, Clause 10 at p.13	The empanelled entities shall provide desired services anywhere in India. The professionals engaged under this arrangement would be entitled to TA/DA if required to go on tour for project work from her/his project site. The professionals must use their own laptops, mobile and other necessary equipment/instruments etc. for smooth delivery of the project and desired outcomes.	If consultants are required to be stationed at project site for a long duration. Will they be entitled for TA/DA for their stay period? Or Is it only applicable for short durations travels?	No TA/DA shall be admissible when personnel are deployed at the designated project location or DISCOM. However, if they are required to undertake official travel outside their place of deployment in connection with the assignment, TA/DA shall be admissible as mentioned at Para15 of Section-2 - SCOPE OF WORK.
17	Section 3: Pre Qualification Criteria 4 Pre-Qualification Requirement, General Requirement, G.6 at p.18	Minimum 140 full-time professionals on bidder's payroll in India for consultancy services of the organization with minimum 10 full-time professionals including at least 02 full time professionals of each level (i.e Pr. Consultant, Sr. Consultant, Consultant and Jr. Consultant) in each category that the bid is submitted.	If bidder is participating for 1-2 categories, still they have to show 140 full-time professionals on payroll. It should be limited to 10 professional per category for bid submitted. So, if bidder submitted bid for 3 categories, they should have minimum 30 full-time professional of payroll.	The Agency must have a minimum of **140 full-time professionals** on its rolls overall, including **at least 10 full-time professionals for each category** against which the bid has been submitted.

18	Section 3: Pre Qualification Criteria Cluse 4. Technical Qualification Criteria (T.1.A) Category - A - Power Sector at p. 20	The bidder should have completed minimum One (1) Consultancy/Advisory / Implementation work of value more than Rs. Two Crore (or)Two (2) consultancy/ Advisory/Implementation works of value more than Rs. One Crore in each area of work under CATEGORY-A during last four (4) financial years namely, FY 2025-26, 2024-25, 2023-24 and 2022-23 & till last date of bid submission.	The clause implies, that the bidder has to also showcase similar experience across work areas like "Distribution Franchisee/ licensee", "Battery Energy Storage System (BESS)" and "Business Development, Strategy, Business/Financial Modelling" It is lamented that projects corresponding to some of these areas of work are strategic in nature and are generally of short period and values. For example, in reference to "Distribution Franchisee/licensee" where Indicative work description is "Bid advisory/Due Diligence/ Business Modelling etc." the projects are generally undertaken on standalone basis from scope perspective and for a period of 2-3 months. Hence this may not be the most prudent way to assess the bidder's capability. Similarly, for "Battery Energy Storage System (BESS)" works which is apparently an emerging technology, there will be limited Nos of bidders who could demonstrate projects of values as asked	The eligibility criterion has been revised requiring experience in **at least 70% of the areas of work** under the respective category that the bid is submitted. Corrigendum-II may be referred on REC/RECPDCL website.
19	Section 4: Bidding Process, 4.7 Evaluation of Bids (III-c) at p. 31	**Section 4: Bidding Process** **4.7 Evaluation of bids** **III-c:** The bid price will be inclusive of GST and shall be in Indian Rupees and mentioned separately. Taxes will be paid/reimbursed as per norms of Govt. of India	Bid prices should be exclusive of GST as tax rates are defined by Govt. of India and Bidder has no control over it. And if price is quoted inclusive of GST then if GST rate changes during the empanelment period, bidder rate should be changed accordingly.	Modified to " Exclusive of GST". Corrigendum-II may be referred on REC/RECPDCL website.
20	Section 4: Bidding Process, 4.7 Evaluation of Bids (III-k) at p. 31	**Section 4: Bidding Process** **4.7 Evaluation of bids** **III-k:** Bidders quoting L2, L3, L4, etc., prices will be offered to match L1 rates	As per Clause 4.7: III-k & o, it seems that bidders which agree/ willingly match the L1 rates will get empanelled. However, as per Section 5-1. Work allocation	Matching the L1 rates shall be solely for the purpose of empanelment. However, allocation of work on a rotation basis shall be

		and on receiving their willingness to match L1 rates and request for empanelment, Bidders will be empaneled till the empanelment/contract period **III-o:** RECPDCL shall issue a 'Letter of Empanelment and Rate Contract' for each category in a particular tier to the Bidder quoting L1 prices and all other bidders who agree to match L1 rates. However, the total no. of agencies for empanelment and rate contracts shall not exceed 05 in each category of a particular Tier. **Section 5: WORK ALLOCATION & ASSESSMENT** **1. Work Allocation Procedure** **1. PART -I – PMA & PIA Projects** a) Work shall be awarded to the empaneled agency on rotation basis after matching L1 unit rates. b) Rotation policy shall be adopted for all the empaneled entities i.e., initially three (3) no. ofassignment/work upon capability in any area of work/technology domain shall be assigned to the L1 firm and two (2) assignment/work shall be assigned to L2 firm and then and one (1) assignment/work shall be assigned to L3, L4, L5 firms on rotation basis.	procedures, bidders will be allocated work based on their Bids – i.e. L1 bidder will get first 3 works, then L2 bidder will get 2 works and subsequently L3, L4 & L5 bidders. Kindly clarify, if all bidders match the L1 rates, then how the work allocation will be done for each category/ area of work as everyone will become L1. Also clarify, how the work will be allocated between Tier I, II & III bidders.	governed by the bidders' original financial ranking (i.e., L1, L2, L3, and so on), irrespective of matching the L1 rates.

21	Section 5: Work Allocation & Assessment, Clause 3 Deployment of Manpower/Resources (q) at p. 37	The empanelled agency must provide all necessary support & expert services to the deployed resources from back office/off-site during the contract period/till the completion of the assignment successfully as per requirement of RECPDCL at no extra cost. However, in case any requirement arises, the back-office team/expert shall provide at onsite for successful completion of the task/assignment at no additional cost to RECPDCL.	If resource requirement is more than the manpower asked in this Bid, bidder should be paid extra at the rate defined for the respective resource based on his experience and level.	Payment shall be made based on the number and level of resources actually deployed , as required by RECPDCL. No separate payment shall be admissible for back-end teams or office support personnel.
22	Section 6: Payment Terms & Penalty, Clause 1. Payment Terms Sub-clause (b) at p.39	The payment to the agency will be made on **quarterly basis** depending upon the actual duration of Consultancy services rendered at RECPDCL after availing service	It is suggested that invoices be processed on monthly basis.	Revised to monthly. Corrigendum-II may be referred on REC/RECPDCL website.

23	Section 6: Payment Terms & Penalty, Clause 1. Payment Terms Sub-clause (g) at pg. 39 & 66	It is the bounden duty of the empanelled agency to regularly pay the deployed manpower their entitlements like monthly salaries/wages/annual increment/EPF/ESI/Bonus/ Medical Insurance/Accidental Insurance etc. as may be applicable and submit the proof thereof to RECPDCL (if required) along with Vendor Invoices for the processing of the bills. **ANNEXURE-VIII BIDDER'S DECLARATION** vi) Supporting salary slips of last three months from the date of bid submission are enclosed (Only for Sl.No.3)	Sharing the details/proof of an employee's monthly salaries/wages/ annual increment/EPF/ESI/Bonus/Medical Insurance/Accidental Insurance etc. may not be prudent as this is considered a highly confidential information and no employee (deployed manpower) would want to share this with a person/entity other than their employer. This requirement must be removed.	In lieu of individual salary slips, a certificate from the Authorised signatory of the Agency confirming compliance with the applicable statutory requirements shall be sufficient . Corrigendum-II may be referred on REC/RECPDCL website.

<table>
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<td>24</td>
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<td>Team and Staffing</td>
<td>a. Certifications: In certifications, the ask is to be certified in ISO -55001, ISO-50001, ISO14001, ISO-9001 ,ISO-27001, CMMI Level 3 or above. In management consulting, we don't get certified for most except linked to IT/ Cyber Security. 50% evaluation criteria may be very tough to meet here.

b. Experience Bands: In People qualifications, you have asked for 3-5 years, 5-10 years and 10-15 years' experience. In general, our Associate Partners and Partners are in the 10+ year category while working team is lower tenured.
We request if the slabs could be eased to 1-3 years, 3-5 years, 5-10 years and 10+ years.

c. Professionals across categories: Please clarify whether the same professional's CV may also be submitted and scored across two or more different categories e.g., same Principal Consultant CV (Partner equivalent) can be submitted under both Power Sector and Digital & ICT, subject to that professional demonstrating the requisite relevant experience in the applied area of work of each category

d. Team size/ structure: The RFP states that each Work Order will specify the number of resources, man-days / man-months, and deployment requirements.</td>
<td>a) Criteria revised. Corrigendum-II may be referred on RECPDCL/REC website.
b) No change.
c) Already provided in the bid. For each Area of work, a single CV shall be considered for evaluation in a maximum number of Areas of Work as indicated below:

<table>
<tr><td>Resource Profile</td><td>Maximum No. of Areas of Work that may be considered on a Single CV</td></tr>
<tr><td>Principal Consultant (PC)</td><td>4</td></tr>
<tr><td>Senior Consultant (SC)</td><td>3</td></tr>
<tr><td>Consultant (Con.)</td><td>2</td></tr>
<tr><td>Junior Consultant (JC)</td><td>1</td></tr>
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d) As this is a rate contract for deployment of consultants on a man-month basis, the exact team composition and size will depend on the requirements of each assignment. However, for turnkey</td>
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			To avoid ambiguity and enable comparable commercial evaluation, we request RECPDCL to define standard team-size configurations for different assignment types (e.g., Small, Medium and Large), while allowing bidders to propose fit-for-purpose staffing based on scope	or outcome-based assignments, the required team composition and resource deployment shall be specified in the respective Work Order or Request for Proposal (RFP), as applicable.

25		**Bid evaluation and credentials**	**a. Mandatory experience across area of work in a category:** Areas of Work within a single category are often distinct specializations requiring different skill sets and project experience (e.g., in Category A, Renewable Energy vs. Distribution Franchise vs. Asset Monetization). Requiring 'YES' and completed-work experience in all Areas of Work may exclude capable specialist firms from the entire category. Hence, we request to kindly relax this to a minimum threshold e.g., 50% of Areas of Work per category, for participation. **b. Same project across categories:** Please clarify whether the same assignment / credential can be considered across multiple categories where there is natural overlap in sector and function. For instance, an HR /organization restructuring assignment for a renewable energy company may be relevant to both Category A — Power Sector / Renewable Energy and Category D — Functional & Operational / HR Management. We request that such credentials be permitted across applicable categories, subject to clear mapping of scope and deliverables **c. Listed company condition:** For Categories C, D, E and F, the RFP includes public/private listed companies in India. Please clarify whether assignments for large unlisted private	a) Requirement revised. Please refer corrigendum -II on RECPDCL/REC website. b) Yes subject to clear mapping of scope and deliverables. c)No change . d)Experience regarding completed assignments in India is required as per bid. e) Requirement revised. Please refer corrigendum -II on RECPDCL/ REC website.

			companies, PE-backed platforms, infrastructure funds, DFIs or multilateral agencies will also be considered. This is particularly relevant for Category C (Emerging Technologies), where a lot of companies will be new age private companies/ start-ups **d. Global credentials:** In work done for clients, the RFP is silent on India and Global creds. Given our extensive Global experience, we want clarification if the same can be quoted for the RFP. **e. Proof of work:** You have asked for Work order/LoA (mandatory) & any document out of the following: (ii) Payment receipts duly certified by CA (iii) Proof of release of performance security after completion of the contract (iv) Proof of settlement/release of final payment against the contract. (v) Certificate for successful completion of work/Performance report by the client. We request if an anonymous CA certificate will be acceptable against scope of work and completion, clarifying minimum fee criteria as we are not privileged to disclose client names in many cases. **f. Avg. annual turnover:** Will this include only the revenue attributed to strategic/ management consulting assignments, or will revenue from audit, tax, IT work be also included	

26		**Team on-site deployment**	RFP requires resources to be stationed on-site for the entire project period. As senior resources (Principal Consultants/ Partner equivalent) typically provide oversight and strategic direction periodically rather than full-time, please clarify: (a) whether full-time on-site presence is mandatory for all 4 levels, or whether senior levels may be deployed part-time/periodically?	Not required for Principal Consultant .
27		**Bid evaluation and credentials**	**a. Mandatory experience across area of work in a category:** Areas of Work within a single category are often distinct specializations requiring different skill sets and project experience (e.g., in Category A, Renewable Energy vs. Distribution Franchise vs. Asset Monetization). Requiring 'YES' and completed-work experience in all Areas of Work may exclude capable specialist firms from the entire category. Hence, we request to kindly relax this to a minimum threshold e.g., 50% of Areas of Work per category, for participation. **b. Same project across categories:** Please clarify whether the same assignment / credential can be considered across multiple categories where there is natural overlap in sector and function. For instance, an HR /organization restructuring assignment for a renewable energy company may be relevant to both Category A — Power Sector / Renewable Energy and Category D — Functional & Operational / HR Management. We	a) Requirement revised. Please refer corrigendum -II on RECPDCL/REC website. b) Yes, subject to clear mapping of scope and deliverables. c)No change. d)Experience regarding completed assignments in India is required as per bid. No change. e) Requirement revised. Please refer corrigendum -II on RECPDCL/REC website. f) Yes, revenue only from Consultancy services.

			request that such credentials be permitted across applicable categories, subject to clear mapping of scope and deliverables **c. Listed company condition:** For Categories C, D, E and F, the RFP includes public/private listed companies in India. Please clarify whether assignments for large unlisted private companies, PE-backed platforms, infrastructure funds, DFIs or multilateral agencies will also be considered. This is particularly relevant for Category C (Emerging Technologies), where a lot of companies will be new age private companies/ start-ups **d. Global credentials:** In work done for clients, the RFP is silent on India and Global creds. Given our extensive Global experience, we want clarification if the same can be quoted for the RFP. **e. Proof of work:** You have asked for Work order/LoA (mandatory) & any document out of the following: (ii) Payment receipts duly certified by CA (iii) Proof of release of performance security after completion of the contract (iv) Proof of settlement/release of final payment against the contract. (v) Certificate for successful completion of work/Performance report by the client. We request if an anonymous CA certificate will be acceptable against scope of work and completion, clarifying	

			minimum fee criteria as we are not privileged to disclose client names in many cases. **f. Avg. annual turnover:** Will this include only the revenue attributed to strategic/ management consulting assignments, or will revenue from audit, tax, IT work be also included	

28		**Section 1: INTRODUCTION** 4. Requirement 6. An agency can bid for empanelment only in one Tier (I, II or III). In case bid is submitted for empanelment in more than one tier, the bid will be rejected outrightly.	Kindly clarify the purpose of Tier I, Tier II and Tier III. What differentiates these tiers in terms of project size, complexity or consultant deployment? How will RECPDCL determine which assignments are offered to Tier I, Tier II or Tier III empaneled firms? If Consultant is empaneled under multiple categories, will ranking (L1, L2,L3….) be maintained separately for each category?	The empanelment has been structured into **Tier I, Tier II, and Tier III** to facilitate engagement of consulting firms commensurate with the complexity, scale, strategic importance, and specialized expertise required for different assignments. The tiers broadly reflect the capability, experience, domain expertise, and organizational strength expected from firms for undertaking assignments of varying nature and complexity. The decision regarding the tier from which a firm will be engaged for a particular assignment shall rest solely with RECPDCL, taking into account the nature, scope, value, complexity, criticality, and resource requirements of the assignment, along with the eligibility criteria prescribed for each tier.

29		Section 3, **PRE-QUALIFICATION REQUIREMENT** **A General requirement G.1- Ownership Structure-** "*At least 20% equity ownership/control must be held by entities incorporated in and controlled by nationals of countries not sharing a land border with India. Complete beneficial ownership disclosure mandatory.*"	Please clarify acceptable documents for proving 90% equity ownership/control.	Indicative list of documents – i) A self-certified shareholding pattern of the Bidder, indicating the percentage of equity held by each shareholder. Details of the ownership/shareholding structure up to the Ultimate Beneficial Owner (UBO), duly certified by the Authorized Signatory of the Bidder. ii) Certificate from the Company Secretary/Statutory Auditor/Chartered Accountant certifying the ownership and control structure of the Bidder. iii) Relevant statutory filings, registers, annual returns, or equivalent corporate records supporting the ownership structure, wherever applicable.
30		Section 3, **PRE-QUALIFICATION REQUIREMENT** **B Financial requirement F.1- Tier-1** Annual Global turnover equivalent to INR 5,000 Crore	What exact documents are required to prove Annual Global Turnover?	- Audited Standalone or Consolidated Financial Statements (as applicable) for the last three financial years, duly certified by the Statutory Auditor OR - A certificate from the Statutory Auditor or Chartered Accountant certifying the Annual Global Turnover of the Bidder for each of the last three financial years. The certificate should clearly indicate the turnover figures and basis of certification.

				(Where turnover is reported in a foreign currency, the bidder shall indicate the currency and the exchange rate adopted for conversion into Indian Rupees. The exchange rate shall be the RBI Reference Rate (or the Central Bank rate of the bidder's country, where RBI reference is not available) prevailing on the last date of the relevant financial year.

31		**Section 2: SCOPE OF WORK** 14. **ENGAGEMENT OF CONSULTANT WITH QUALIFICATION & EXPERIENCE**	For all Categories/Areas of Work, please replace 1. 10 Years (10 years & less than 15 years) with Minimum 10 Years of Experience 2. 5 Years (5 years & less than 10 years) with Minimum 5 Years of Experience 3. 3 Years (3 years & less than 5 years) with Minimum 3 Years of Experience This revision would provide empaneled agencies the flexibility to deploy resources with higher levels of experience wherever appropriate, thereby enhancing the quality of consultancy services delivered to RECPDCL. Since deployment of more experienced professionals is advantageous to the Client, specifying only the minimum experience requirement would be more appropriate than prescribing an upper experience limit	The man month rate would be determined with reference to the years of experience of professionals deployed as explained at **Annexure-VI** of the Bid document.

32	Clause 4 (iii), (iv), (vi), (vii), (viii), (ix) & Clause 3 Page 19-25 & 69-83		We have signed confidentiality agreements with our clients that limit our ability to disclose their names & the contracts / work orders. We shall be happy to disclose the same where we are legally permitted to; however, we request you to accept the **self-certificate by MD** instead of the work order, with a description of client, without explicitly disclosing their names, the nature of services we performed for them, the duration of the project and the contract value. We can additionally submit CA certificate to ensure authenticity of information over and above MD self-certificate. Few precedence from public sector are as below: a. Engagement of Strategy Consultant for Operations, Marketing, Technology, Revenue, Costs and Overall business model for NHSRCL issued in 2025 b. Engagement of Consultant for Preparation of SAIL Digital Transformation Roadmap & Implementation issued in 2024 c. Strategy Consultant for Telecom Technology Development Fund issued by Department of Telecommunications issued in 2024.	Requirement revised. Corrigendum -II may be referred on REC/RECPDCL website.

33	Clause 3 Page 72-83		The requirements for **ISO and CMMI certifications** may inadvertently restrict participation from leading global management consulting firms. These firms operate under robust global governance, quality assurance, information security, and project management frameworks that are consistently applied across their worldwide operations and are often more comprehensive than individual entity-level certifications. Accordingly, we request the Authority to kindly **remove the mandatory requirement for ISO and CMMI certifications** from the evaluation criteria. This would encourage broader participation from leading consulting firms while continuing to ensure the highest standards of quality, governance, and project delivery.	As these certifications demonstrate the Bidder's adherence to established operational, process, quality, and information security standards, no change is required.
34	Clause 4 (ii) F2 Page 19		The statutory audit for **FY 2025–26** is currently under progress and, accordingly, the audited financial statements and net worth certificate for the year may not be available at the time of bid submission. Requiring FY 2025–26 audited figures may therefore unintentionally restrict participation from otherwise eligible firms. Accordingly, we request the Authority to kindly consider evaluating **Net Worth** based on the latest four completed and audited financial years, namely **FY 2021–22, FY 2022–23, FY 2023–24, and FY 2024–25**. This	Requirement revised. Corrigendum -II may be referred on REC/RECPDCL website.

			would be consistent with prevailing public sector procurement practices while ensuring fair and wider participation.	
35	Financial Bid Page 59		The current Financial Bid format requires pricing at the level of individual manpower resources (e.g., Junior Consultant). However, management consulting engagements are typically delivered through an integrated team structure comprising a Project Leader supported by consultants, with strategic oversight from Managing Directors and Partners, and subject matter experts as required. The effort is therefore delivered collectively rather than through individual resource deployment. Accordingly, we request the Authority to kindly consider allowing **team-based monthly pricing** in lieu of individual manpower-based pricing. This would better reflect the standard commercial model adopted by leading management consulting firms while providing the Authority with a clear, transparent, and outcome-oriented pricing structure.	As this is a rate contract for deployment of consultants on a man-month basis, the exact team composition and size will depend on the requirements of each assignment. However, for turnkey or outcome-based assignments, the required team composition and resource deployment shall be specified in the respective Work Order or Request for Proposal (RFP), as applicable.
36	Technical Evaluation	3(a) Technical bid evaluation for the CATEGORY-A - Power Sector	We would like to get it clarified that if a profile fits in multiple requirements as stated in the table provided below the stated clause, can it be used in multiple areas? Or each profile needs to be unique.	It is unique for each area.

			We request that if it needs to be unique the same condition may be relaxed.	
37	GEM Bid Document	EMD Detail	As per General Terms and Conditions on GeM 4.0 (Version 1.23) dt 5th March 2025, Page no.18 & 19 of 54, Clause (v) states that "Sellers / Service Provider having annual turnover of ₹ 500 Crore or more, at least in one of the past three completed financial year(s) shall be exempted from furnishing bid security. I would like to inform you that Grant Thornton Bharat meets this criteria. Therefore, we understand that EMD exemptions will be applicable to us as per the above-mentioned clause. Request you to kindly confirm the same.	Yes.

-Sd-
Rajesh Raj
(Sr. GM & HoD)
REC Power Development and Consultancy Ltd