



# MP URJA VIKAS NIGAM LTD.

URJA BHAVAN, MAIN ROAD # 2, NEAR BUS-STOP # 5, BHOPAL . 462016  
PHONE # 0755-2553595, 2556566, FAX # 0755 2553122, E-Mail: [se.mpuvn1982@gmail.com](mailto:se.mpuvn1982@gmail.com)  
Website: [www.mprenewable.nic.in](http://www.mprenewable.nic.in)

MPUVN/SPVPP-NM/1-500 kWp/2016-17/ 3135/Pre-Bid Meeting/3393

BHOPAL, Dated 05-12-2016

Sub:- MINUTES OF PRE-BID MEETING HELD ON 24-11-2016 AT 11:00 AM IN THE CONFERENCE HALL OF MP URJA VIKAS NIGAM LTD. BHOPAL.

Ref: - RFP No: MPUVN/SPVPP-NM/1-500 KWp/2016-17/ 3135 Dated: 11-11-2016

In furtherance to the issuance of the RFP mentioned above, the scheduled pre-bid meeting took place in presence of the aspiring participants. The minutes of the meeting are as hereunder:-

**1. Revised key dates for submission of proposal as indicated in RFP:**

Several participants placed requests for extension in due date for enabling them to meet the requisite eligibility criteria and quote their rates accordingly. MPUVNL has considered the requests for extending the due dates.

In view of this, following amendments are made in Clause 2.6: Key Dates.

**Revised Key Dates :-**

Sr. No.	MPUVN Stage	Date	Time
1.	Purchase of RFP End Date	19/12/2016	1700
2.	Bid Submission End Date	19/12/2016	2030
3.	Mandatory Submission Hard Copy of Bid (except	20/12/2016	1330
4.	Technical Bid & Bid Security Opening Date	20/12/2016	1500
5.	Financial Bid Opening Date	27/12/2016	1500

**2. Bid Processing Fee:**

It is clarified that the Bidders are required to furnish a total non-refundable Bid Processing Fee of INR. 25,000 (Indian Rupees Twenty Five Thousand only) for submission of Bid for participation in any number of categories in this RFP. It is reiterated that the Bid Processing Fee of INR. 25,000 is not for each category separately.

**3. Exemption form Bid Processing Fee and Bid Security for MSME / SSI Units:-**

It was requested that MSME / SSI Units should be exempted from submission of Bid Processing Fee and Bid Security. It is clarified that MSME/SSI Units registered in Madhya Pradesh shall be reimbursed submitted Bid Processing Fee. However, it is clarified that exemption of Bid Security shall not be considered for such Bidders.

**4. Refund of Bid Processing Fee:**

Those Bidders, who submitted Bid(s) for RFP No. 1300 dated 25/06/2016 and are also submitting Bid for this RFP, shall be refunded the Bid Processing Fee for this RFP. However, it is further clarified that the Bidders must submit their Bid with required Bid Processing Fee for this RFP.

**5. Revised Technical Eligibility Criteria Clause 3.9.2.(a):-**

Clause 3.9.2 (a) is modified as below:

*“The Bidder, should have experience in design, engineering, supply, installation, testing and commissioning including Comprehensive O&M for different sizes of project under different Categories as mentioned in Table-1: Category wise breakup of projects with relevant eligibility requirements. **The Bidder(s) having experience in solar pumps shall also be considered as eligible on the basis of the capacity of solar panels.***

*In case of Consortium, eligibility of Lead Member shall be evaluated. The credentials of Affiliate of Bidder shall not be considered for qualification against Technical Eligibility Criteria.”*

**6. Revision in Clause 3.9.2 (b) for submission of documents for meeting Technical Eligibility towards project experience:**

Clause 3.9.2 (b) is modified as below:

*“All the projects shown to meet eligibility criteria should have been commissioned prior to Technical Bid opening date. The list of projects commissioned prior to Technical Bid opening date, along with a copy of the commissioning certificate, work order/contract/agreement, proof of payment and colored photograph of installed system, duly certified by the Client/Owner/SNA and the Bidder, shall be submitted. For proof of payment, the Bidder shall submit document (Client Certificate for the payments made along with TDS Certificate) in support of payment made by the Client/Owner/SNA for the projects executed.”*

Keeping view of the above modified provision the revised format for Format 8: Technical Eligibility Criteria Requirement is attached as **Annexure 1**.

**7. Preferential Allocation of Works to:-**

**a. MSME/SSI Units:**

It has been requested that the MSME/SSI units shall be given preferential allotment of works in accordance with the provisions of the State Government. It is clarified that MSME/SSI Units registered in Madhya Pradesh qualifying as Eligible Bidders whose Financial Bid(s) are within a limit of 15% higher than the lowest Financial Bid shall be invited to match the lowest Financial Bid. All such Eligible Bidders agreeing to match the lowest financial bid shall be offered 10% of the works to be sanctioned in that Category (individually for systems without/1hr/6hr battery). In the event of such Bidders being more than one, such quantity shall be equally distributed among such Qualified Bidders.

It is clarified that the above provision shall be applicable subsequent to provision of preferential offer to commercially operational manufacturing facility(ies) as per provisions of Clause 5.8 of the RFP. The work allocation mentioned in Clause 5.7 shall be for residual capacity subject to the above provisions.

**b. Manufacturing Units of MP:**

Clause 5.8 is modified as below:

*“In case an Eligible Bidder(s) identified subject to provisions of Clauses 5.5 & 5.6 above, is having ownership of commercially operational manufacturing facility(ies) in Madhya Pradesh, it shall be eligible for a preferential offer of 10% of the ~~Category cumulative capacity~~ works to be sanctioned in that Category (individually for systems without/1hr/6hr battery). This preferential offer shall be applicable on submission of request in this regard by the Bidder(s) subject to the condition that such offer shall be applicable only on future work order(s) to be offered from the date of acceptance of its request by the Nodal Agency. Further, such preferential offer shall be equally distributed among such Qualified Bidder(s). The work allocation mentioned in Clause 5.7 shall be for residual capacity remaining after such preferential allocation of works. However, the Bidder shall ensure that such manufacturing facility shall be manufacturing mono/poly crystalline solar photovoltaic module, meeting all specifications mentioned in Section VI: Technical Parameters of this RFP. The Bidder shall ensure that such manufacturing facility shall be empanelled with*

*MNRE. Further, if the solar photovoltaic modules meet all specifications mentioned in Section VI: Technical Parameters of this RFP, only then it shall be eligible for preferential work allocation under this Clause.”*

**8. Revised Financial Eligibility Criteria:**

It was expressed by the participants that the Net Worth and/or Turnover requirements should be lowered/reduced to promote participation of New Entrepreneurs and to increase competition. It is clarified that the Table 1: Category wise breakup of projects with relevant eligibility requirements mentioning Financial Eligibility Criteria shall stand modified as per **Annexure 2**.

It was also expressed by the Participants that the criterion for average turnover for bidder incorporated within last 3 (three) financial years, viz., FY 2013-14, FY 2014-15 and FY 2015-16, should be modified by considering the years in which the bidder has started/continued operation. In this regard, it is clarified that for Bidders, who were incorporated within last three (3) financial years, the average turnover shall be computed based on the years of operation till FY 2015-16. For illustration purposes, assuming a bidder was incorporated on 30th April, 2014. Its turnover in FY 2014-15 and FY 2015-16 was INR 5 Cr. and INR 6 Cr. respectively. Then for meeting financial eligibility under this RFP, its Average Turnover shall be considered as INR 5.5 Cr. [i.e., (INR 5 Cr + INR 6 Cr.) /2].

**9. Reduction in validity period of CPBG under Clause 3.19.2:**

Clause 3.19.5 is modified as below:

*“Submitted C-PBGs shall be valid till ~~twelve (12)~~ six (6) months after the issuance of the work order with a further claim period of six (6) months, or required to be extended as deemed necessary. The Contractor shall furnish C-PBG within 15 days from the date of issue of Work Order for each Work Order separately. Failure to submit C-PBG, as above, without sufficient justification acceptable to the Nodal Agency, shall be considered as refusal to execute the Work Order and provisions of Clause 3.20.3 shall be applicable.*

**10. Reduction in OPBG requirements under Clause 3.19.5:**

Clause 3.19.5 is modified as below:

*“Contractor shall be required to furnish O-PBG from a nationalized/ scheduled bank, of value equivalent to 20% of work order value of a Project individually in form of:-*

*FDR in favour of M.P. Urja Vikas Nigam Ltd., Bhopal A/C of bidder*

*OR*

*Bank guarantee as per prescribed format (FORMAT 5) after completion of the Project.*

*However, Contractor may plan to submit one O-PBG of desired combined value for all projects getting completed in a month with an undertaking (FORMAT-12) in that behalf. Validity for O-PBG shall be till five (5) years with claim period of six (6) months from the date of successful completion of such Project. The Contractor shall furnish O-PBG within ~~7 days~~ 15 days from the date of Completion. **The above OPBG amount shall be reduced to 10% for additional works on successful completion of 3 work orders placed under this RFP and submission of OPBG therein. This shall be further reduced to 5% for additional works on successful completion of 10 work orders and submission of OPBG therein, and shall remain the same for all future work orders.”***

**11. Insurance of the works:**

Insurance towards theft and/or physical damage to material/equipment after completion of the works would be outside the scope of the Contractor. However, appropriate coverage of insurance on all other issues, after the

completion of the project, is within the Contractor's scope. All applicable provisions of the RFP regarding insurance shall be read accordingly.

**12. It is clarified that the term SCADA shall be read as Remote Monitoring System. It is further clarified that this arrangement in the Project(s) shall be required for data acquisition and monitoring of performance of the Project(s) by MPUVNL.**

**13. Non-availability of internet facilities at Site for operation of Remote Monitoring System for the Projects under this RFP:**

MPUVN would endeavour to provide wi-fi connectivity from the beneficiary, if available, to the Remote Monitoring System. Further, it is clarified that, in site(s) with poor availability of internet network, the Contractor shall provide all data for monitoring performance of the Project through the Data Logger provided along with the Remote Monitoring System. All applicable provisions of this RFP shall be read accordingly.

**14. Revised Technical Specifications for Battery Bank:-**

It was expressed by the participants that the systems for which 1.2 VAh Battery Bank is prescribed with 2V cells, it would be a time taking and expensive option, since 2V cells below the capacity of 300 Ah are not in regular production line of any of the battery manufacturers. This would result into pricing escalation in the corresponding bids. After due consideration, it is clarified that 12 V Lead Acid Tubular Batteries, as per MNRE Technical Standards, can also be used for the Battery Banks below 300 Ah capacities.

**15.** Participants expressed concerns regarding reverse flow of power from systems operating under Category 3 of the Madhya Pradesh Policy for Decentralised Renewable Energy Systems, 2016 for Captive Consumption, in the event of load being less and likelihood of excess power being injected into the Grid.

The above situation would not be permissible by the Discoms and such operating mode of systems should essentially have a built in reverse flow protection system for avoiding such injection of power into the Grid, which is not in accordance with prevalent Policies and Regulations.

Hence, "Clause 20: Integration of PV Power with Grid", is appended as per following detail:

*"Clause 20.1 (e): All systems operating under Category 3 of the Madhya Pradesh Policy for Decentralised Renewable Energy Systems, 2016 for Captive Consumption, having to run in parallel with existing DG set (if applicable), should have appropriate control panel for optimization/regulation of power flow from solar system to avoid any damage to the DG set."*

**16.** These Minutes of meeting are hereby issued on behalf of the competent authority.

-sd-

**(Shrikant Deshmukh)  
(Superintending Engineer)  
For and on behalf of MPUVNL**

## Annexure 1

### FORMAT 8: TECHNICAL ELIGIBILITY CRITERIA REQUIREMENT

(To be submitted on the letterhead of Bidder/Lead Member of Consortium)

To,

Madhya Pradesh UrjaVikas Nigam Limited

\_\_\_\_\_

\_\_\_\_\_

Bhopal

Dear Sir,

Sub: Standardization of Rates for Grid Connected/ Off-Grid Roof Top Solar PV Projects (with/without Energy Storage) aggregating to about thirty (30)MWp at various locations in the state of MP in response to the RFP No: ..... Dated: \_\_\_\_\_

We submit our Bid as *Indigenous manufacturer of mono/poly crystalline solar photovoltaic module/Power Conditioning Unit/Inverter/MNRE registered System Integrator and/or Channel Partner (strikeout whichever is not applicable) (as per provisions of Clause 3.9.1(b) of the RFP)* for which details of Technical Eligibility Criteria Requirements are as follows.

S. No.	Name of the Project	Name of the Client	Project Capacity (in kWp)	Work Order Reference number	Whether Project is Commissioned (Yes/No)

Based on above projects, we undertake to submit our bid for following Category(ies) as per Table 1 of this RFP:

Project Category	Participation* (Yes / No)
A	
B	
C	
D	
E	
F	
G	
H	

**\*Note:**

- 1. Bidder shall mention 'Yes' corresponding to categories it wants to bid and clearly mention 'No' for categories where it does not intend to bid. This should be in concurrence with Covering Letter.**
- 2. The list of projects commissioned prior to Technical Bid opening date, along with a copy of the commissioning**

***certificate, work order/contract/agreement, proof of payment and colored photograph of installed system, duly certified by the Client/Owner/SNA and the Bidder, shall be submitted. For proof of payment the Bidder shall submit document (Client Certificate for the payments made along with TDS Certificate) in support of payment made by the Client/Owner/SNA for the projects executed.***

Yours faithfully

\_\_\_\_\_

(Signature and stamp of Authorized Signatory of Bidder/ Lead Member)

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Place: \_\_\_\_\_

**Annexure 2**

Category	Type of Project	Size of the Projects Available in Category	Indicated Capacity (kWp)	Technical Eligibility through experience	Financial Eligibility through Networkth (INR Lakh)	Financial Eligibility through Turnover (INR Lakh)
<b>A</b>	Off-Grid with battery	Minimum Size: one (1) kWp  Maximum Size: up to four (4) kWp	1,500	Min. capacity of project: one (1)kWp; Cumulative capacity of projects four (4)kWp	75	150
<b>B</b>	Off-Grid with battery	Minimum Size: above four (4)kWp  Maximum Size: up to ten (10)kWp	1,500	Min. capacity of project: four (4)kWp; Cumulative capacity of projects ten (10)kWp	75	150
<b>C</b>	Grid-Connected	Minimum Size: one (1)kWp  Maximum Size: up to four (4)kWp	1,500	Min. capacity of project: one (1)kWp; Cumulative capacity of projects four (4)kWp	75	150
<b>D</b>	Grid-Connected	Minimum Size: above four(4)kWp  Maximum Size: up to ten (10)kWp	1,500	Min. capacity of project: four (4) kWp; Cumulative size of projects ten(10)kWp	75	150
<b>E</b>	Grid-Connected	Minimum Size: above ten (10)kWp  Maximum Size: up to twenty five (25)kWp	3,000	Min. capacity of project: ten (10)kWp; Cumulative capacity of projects: Hundred (100)kWp	250	500
<b>F</b>	Grid-Connected	Minimum Size: above twenty five	3,000	Min. capacity of project: twenty five (25)kWp; Cumulative	250	500

Category	Type of Project	Size of the Projects Available in Category	Indicated Capacity (kWp)	Technical Eligibility through experience	Financial Eligibility through Networth (INR Lakh)	Financial Eligibility through Turnover (INR Lakh)
		(25)kWp Maximum Size: up to fifty (50)kWp		capacity of projects: Hundred (100)kWp		
<b>G</b>	Grid-Connected	Minimum Size: above fifty (50)kWp Maximum Size: up to Hundred (100)kWp	9,000	Min. capacity of project: fifty (50) kWp; Cumulative capacity of projects: Five Hundred (500)kWp	700	1,400
<b>H</b>	Grid-Connected	Minimum Size: above Hundred (100)kWp Maximum Size: up to Five Hundred (500)kWp	9,000	Min. capacity of project: Hundred (100)kWp; Cumulative: capacity of projects: Five Hundred (500) kWp	700	1,400