

Ref. No.: CC-CS/TWT/Amend-12 & Clar-8

Date: 18.08.2022

<< TO ALL THE BIDDERS THROUGH PORTAL >>

**Sub: Package for procurement of Smart Meters including associated Communication Infrastructure, Head End System (HES), Meter Data Management system (MDM) for implementation of Advanced Metering Infrastructure Project(s) in Central & Western India; Specification No.: RTN1001566/OTHERS/DOM/A02; GeM Bid Number: GEM/2022/B/2006757 dated 08.03.2022**

**...Reg. Amendment No. 12 and Clarification No 8 to the Bidding Documents**

Dear Sir(s),

- 1.0 This has reference to the bidding documents for the subject package uploaded on Government e-Marketplace (GeM) Portal [GeM Bid No. GEM/2022/B/2006757 dated 08.03.2022] and subsequently issued Corrigendum/Amendments/Clarifications.
- 2.0 **Amendment No. 12 and Clarification No. 8** to the bidding documents enclosed herewith are uploaded on the GeM Portal.
- 3.0 Save and Except for the changes brought-out in the above-mentioned amendments, all other terms and conditions of the original bidding documents shall remain unaltered.

Thanking you,

**For and On behalf of**  
**Power Grid Corporation of India Limited**

8/18/2022

**X** Aakash Khandelwal

Aakash Khandelwal  
Manager (CS)  
Signed by: AAKASH KHANDELWAL

**Encl: As above**

**Amendment No.-12 (Technical Part) dated 18/08/2022** to the Bidding Documents for Package for procurement of Smart Meters including associated Communication Infrastructure, Head End System (HES), Meter Data Management system (MDM) for implementation of Advanced Metering Infrastructure Project(s) in Central & Western India; Specification No.: RTN1001566/OTHERS/DOM/A02; GeM Bid Number: GEM/2022/B/2006757 dated 08.03.2022

S. No.	Clause Ref.	Existing Provision	Amended Provision
1.	Volume II, Technical Specifications, Section 3, Clause 1. General Requirement (Amendment no. 2 dtd. 02.05.2022)	<p><b>1. General Requirement</b>                      Communication infrastructure solutions shall be based on following communication technologies:                      1. RF (License free frequency band)                      2. Cellular (4G/NB-IoT)                      The contractor shall have to meet the data availability criteria as mentioned in other part of technical specification. The communication module to be provided by contractor shall be of plug &amp; play type.</p>	<p><b>1. General Requirement</b>                      Communication infrastructure solutions shall be based on following communication technologies:                      1. RF (License free frequency band)                      2. Cellular (<b>4G</b>)                      The contractor shall have to meet the data availability criteria as mentioned in other part of technical specification. The communication play module to be provided by contractor shall be of plug &amp; play type.</p>
2.	Volume II, Technical Specifications, Section 3, Clause 1.4 Communication Module (Amendment no. 2 dtd. 02.05.2022)	<p><b>1.4 Communication Module</b>                      The smart meters shall have plug and play type communication module for two-way communication for any given communication technology with HES/Access Points/DCU.                      In case of GPRS meters communication shall happen primarily on 4G or NB-IoT; In case of contingency communication module/SIM card shall be able to communicate over any other frequency band.</p>	<p><b>1.4 Communication Module</b>                      The smart meters shall have plug and play type communication module for two-way communication for any given communication technology with HES/Access Points/DCU.                      In case of GPRS meters communication shall happen primarily on 4G; In case of contingency communication module/SIM card shall be able to communicate over any other frequency band <b>or any other Technology.</b></p>

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S. No.	Clause Ref.	Existing Provision	Amended Provision
3.	Volume II, Technical Specifications, Section 3, Clause 1.7 (Amendment no. 2 dtd. 02.05.2022)	<p><b>1.7 Communication module</b></p> <p>The contractor can also provide communication module based on 4G / NB-IoT communication technologies and shall have capability to fall back on any other frequency band in case of contingency. However, the communication module shall be designed in such way that SIM card from any service provider in India can be used for data communications to HES without any change in hardware/software of communication module. Contractor shall provide one SIM Card for each GPRS based Smart meter and Two SIM Cards for each DCU. For purpose of recurring charges Contractor shall quote a levelized Rate for per month charges of SIM Cards, which shall be applicable for all SIM cards in the system.</p>	<p><b>1.7 Communication module</b></p> <p>The contractor can also provide communication module based on 4G communication technologies and shall have capability to fall back on any other frequency band <b>or any other Technology</b> in case of contingency. However, the communication module shall be designed in such way that SIM card from any service provider in India can be used for data communications to HES without any change in hardware/software of communication module. Contractor shall provide one SIM Card for each GPRS based Smart meter and Two SIM Cards for each DCU. For purpose of recurring charges Contractor shall quote a levelized Rate for per month charges of SIM Cards, which shall be applicable for all SIM cards in the system.</p>

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S. No.	Clause Ref.	Existing Provision	Amended Provision
4.	Volume II, Technical Specifications, Section 3, Clause 1.8 Data Concentrator Unit (DCU) based RF Mesh Network  (Amendment no. 2 dtd. 02.05.2022)	<p><b>1.8 Data Concentrator Unit (DCU) based RF Mesh Network</b></p> <p>The Data Concentrator Unit is a gateway for communication of data between the Smart Meters and the HES. The Data Concentrator Unit receives information from the Smart Meter on a scheduled / need basis and passes it on to HES / MDM. The output of DCU/Access point shall integrate with the common head end system provided third party vendor. RF network solution provider has to provide necessary output for integration with HES without any additional cost implications. Data Concentrator Unit (DCU) shall have capability of handling data for at least 500 nos. of Smart Meters.</p> <p>The DCU provides the central link between Smart Meters and HES, enabling continuous/periodic meter read and control. DCU shall exchange data from Smart Meters on RF communication and with HES on WAN. It shall have provision of dual redundant SIM card capable to communicate over 4G and fall back on any other frequency band.</p>	<p><b>1.8 Data Concentrator Unit (DCU) based RF Mesh Network</b></p> <p>The Data Concentrator Unit is a gateway for communication of data between the Smart Meters and the HES. The Data Concentrator Unit receives information from the Smart Meter on a scheduled / need basis and passes it on to HES / MDM. The output of DCU/Access point shall integrate with the common head end system provided third party vendor. RF network solution provider has to provide necessary output for integration with HES without any additional cost implications. Data Concentrator Unit (DCU) shall have capability of handling data for at least 500 nos. of Smart Meters.</p> <p>The DCU provides the central link between Smart Meters and HES, enabling continuous/periodic meter read and control. DCU shall exchange data from Smart Meters on RF communication and with HES on WAN. It shall have provision of dual redundant SIM card capable to communicate over 4G and fall back on any other frequency band <b>or any other technology.</b></p>

**Clarification No.-8 (Commercial Part) dated 18/08/2022** to the Bidding Documents for Package for procurement of Smart Meters including associated Communication Infrastructure, Head End System (HES), Meter Data Management system (MDM) for implementation of Advanced Metering Infrastructure Project(s) in Central & Western India; Specification No.: RTN1001566/OTHERS/DOM/A02; GeM Bid Number: GEM/2022/B/2006757 dated 08.03.2022

S. No.	Clause No. /Doc. Ref.	Description of Clause	Bidder's Query/Comments	POWERGRID'S Reply/Clarification
1.	Clause 4.0, Form No 21, Section-VI (Sample Forms and Procedures), Vol.-I of the Bidding Documents  [FORM OF JOINT DEED OF UNDERTAKING BY THE BIDDER ALONGWITH THE SUB-CONTRACTOR(S) FOR METER MANUFACTURER, HEAD END SYSTEM (HES) AND METER DATA MANAGEMENT SYSTEM	As a security, the Meter Manufacturer(s), HES Provider(s), MDMS Provider(s) shall apart from the Contractor's performance guarantee, furnish a Contract Performance Guarantee in respect of the work covered under their scope, from their respective Bank(s) in favour of the Employer in a form acceptable to the Employer. The value of such guarantee shall be equivalent to 5% of the Ex-works cost of Smart Meters (for Meter Manufacturer(s)) ( <i>applicable in case where EPC / SI Bidder meets installation and integration criteria of clause 1.1 of Annexure-A(BDS) on its own</i> ) / 5% of the Ex-works plus Installation cost of Smart Meters (for Meter Manufacturer(s)) ( <i>applicable in all other cases</i> ), <b>5% of the Ex-works plus Installation/Integration cost of HES (for HES Provider(s))</b> and 5% of the Ex-works plus Installation/Integration cost of MDMS (for MDMS Provider(s)) as identified in the Contract awarded by the Employer to the Bidder/Contractor and it shall be part of guarantee towards the faithful performance/compliance of this Deed of Undertaking in terms of the Contract. The guarantee shall be unconditional,	As per the yellow highlighted text in Bold, we request to clarify that HES provider will have to furnish a Contract Performance Guarantee which will amount to 5% of ex-works plus installation/integration cost quoted by the bidder in the bid or the quote of HES provider to the bidder.	The value of Performance Guarantee from a HES Provider(s) shall be equivalent to 5% of the Ex-works plus Installation/Integration cost of HES as identified in the Contract awarded by the Employer to the Bidder/Contractor.

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	(MDMS)]	irrevocable and valid for the entire period of the Contract, namely till the end of six (06) months beyond the end of Contract Period under the Contract. The Bank Guarantee amount shall be payable to the Employer on demand without any reservation or demur. This shall be in addition to the Contract Performance Guarantee furnished by the Contractor.		
2.	Form No 21, Section-VI (Sample Forms and Procedures), Vol.-I of the Bidding Documents  [FORM OF JOINT DEED OF UNDERTAKING BY THE BIDDER ALONGWITH THE SUB-CONTRACTOR(S) FOR	.....  AND WHEREAS Clause No. ...., Section ....., of ....., Vol.– ... forming part of the Bidding Documents inter-alia stipulates that the Bidder and the Sub-Contractor(s) must fulfill the Qualifying Requirements. The Bidder and each of the Sub-Contractor {i.e. Meter Manufacturer or HES Provider or MDMS Provider} are jointly and severally bound and responsible for successful performance of the respective equipment/services offered by such Sub-Contractor so as to ensure successful performance of the offered Advance Metering Infrastructure solution in the	As per Form No 21, Section-VI (Sample Forms and Procedures), Vol-I of the Bidding Documents [Form Of Joint Deed Of Undertaking By The Bidder Alongwith The Sub-Contractor(S) For Meter Manufacturer, Head End System (HES) And Meter Data Management System (MDMS)], the bidder and the Meter manufacturer/ HES/ MDM provider is required to sign a joint deed agreement, for joint and several liability for the entire scope of work of the RFP.  As the work of each OEM are distinct and in no event one OEM has control over the other OEMs work or the overall performance of the bidder,	In this regard, the provisions of the Bidding Documents shall remain unchanged.s

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	METER MANUFACTURER, HEAD END SYSTEM (HES) AND METER DATA MANAGEMENT SYSTEM (MDMS)]	<p>event the Bid submitted by the Bidder is accepted by the Employer resulting in a Contract. However, this shall not in any way dilute the overall responsibility of the Bidder for the successful performance of the offered Advance Metering Infrastructure solution.</p> <p>.....</p>	<p>each OEM will be responsible for their respective scope of work/ supplies. We kindly request you to remove the Joint deed agreement requirement for the meter manufacturer/ MDMS/ HES OEMs.</p>	

**Clarification No.-8 (Technical Part and Qualification Requirements) dated 18/08/2022** to the Bidding Documents for Package for procurement of Smart Meters including associated Communication Infrastructure, Head End System (HES), Meter Data Management system (MDM) for implementation of Advanced Metering Infrastructure Project(s) in Central & Western India; Specification No.: RTN1001566/OTHERS/DOM/A02; GeM Bid Number: GEM/2022/B/2006757 dated 08.03.2022

S. No.	Clause Ref.	Provisions of Existing Bidding Documents	Bidder's Query/ Comments	POWERGRID's Reply/ Clarification
1.	Volume-II, Section 5, Clause 3	"The main objective of Head End System (HES) is to acquire meter data and monitor them automatically from remote. The contractor shall provide the HES suitable to support both RF & GPRS based meters for the collection and storage of meter data with required performance level with 100% expansion against BOQ quantity of meters. In future, Employer/Utility may use the supplied HES for larger areas covering more consumers, therefore expandability feature shall be there to cover more meters.	As RF and Cellular are two separate communication technologies, the HES for each one of them has to be separate to give the optimal performance. We request the PGCIL to amend the clause as 'The main objective of Head End System (HES) is to acquire meter data and monitor them automatically from remote. The contractor shall provide the HES suitable to support RF based meters and separate HES to support GPRS based meters for the collection and storage of meter data with required performance level with 100% expansion against BOQ quantity of meters.	Please refer bidding document Volume-II (Technical specification), Section 2, Clause 3.3 and 4.3. Provisions of the existing bidding documents shall remain unchanged.
2.	Volume-I_ Section - I IFB Clause 2.2 and Vol-II, Section 1, Clause 1.1.2	Total Quantity of 1 Crore Smart Meters shall be divided in four Lots, with each Lot comprising of 25 lakhs Smart Meters alongwith associated Supply/Services. Corresponding to each Lot, a bidder shall be pre-selected and considered for award of Smart Meter quantity upto 25 lakhs alongwith associated Supply/Services, as per the provisions of the Bidding Documents inter-alia at ITB Clause 31.1.	In each of the lot of 25 lacs a. How many instances of HES is required is not defined. b. How many HES-MDM integration is required is not defined in the RFP. c. In how many states the quantity will be distributed not mentioned in RFP.	Each lot of 25 lacs Smart Meters may be deployed across single/multiple utilities. For each utility, separate instances shall be needed.



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S. No.	Clause Ref.	Provisions of Existing Bidding Documents	Bidder's Query/ Comments	POWERGRID's Reply/ Clarification
		<p>.....Total volume of Smart Meters under single lot (25 lacs) may be deployed across multiple utilities.</p>		<p>Provisions of existing bidding document are amply clear and shall remain unchanged.</p>
3.	Volume-I, Section - I IFB Clause 3.1	<p>The scope of work covered under the subject Package shall include the following:</p> <p>The scope of work inter-alia includes site survey, planning, design, engineering, manufacturing, supply, transportation &amp; insurance, delivery at site, unloading, handling, storage, installation, integration, testing, commissioning, demonstration for acceptance, training, maintenance, operation and documentation of the components given below:</p> <ol style="list-style-type: none"> <li>i. Supply, installation, integration, testing and commissioning of Smart pre-paid metering, Communication Infrastructure, Head End System (HES), Meter Data Management system (MDM) with prepaid functionality, Consumer Portal, Mobile Application, Network Operation cum Monitoring Centre (NOMC), along with necessary hardware and software</li> <li>ii. AMI System integration</li> <li>iii. Consumer indexing on de-novo basis</li> <li>iv. Development of a comprehensive consumer engagement plan</li> <li>v. Generation of automated energy audit reports.</li> </ol>	<p>Please provide GIS co-ordinate of consumers or list consumer area wise.</p>	<p>As brought-out in the Bidding Documents, POWERGRID intends to implement various Advanced Metering Infrastructure ("AMI") Project(s) ("Project(s)") for different DISCOMs/ Power Departments {"Utility (ies)"} in Central and Western India. The details of Utility(ies) for which AMI Project(s) are to be implemented shall be shared with the pre selected bidders in the event of award</p>

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S. No.	Clause Ref.	Provisions of Existing Bidding Documents	Bidder's Query/ Comments	POWERGRID's Reply/ Clarification
		<p>vi. Operation, maintenance, and support services after the successful completion of the Operational Go-Live of the system</p> <p>vii. Training of DISCOM personnel,</p> <p>for the complete execution of the Package for procurement of Smart Meters including associated Communication Infrastructure, Head End System (HES), Meter Data Management system (MDM) for implementation of Advanced Metering Infrastructure Project(s) in Central &amp; Western India.</p> <p>The above scope of work is indicative and the detailed scope of work is given in the Technical Specification (Volume-II) of the Bidding Documents.</p>		
4.	Volume-II, Section-5, Clause 2	<p>( C ) Qualifying Requirement for RF Technology Solution Provider :-</p> <p>(i) Should have been in the communications network installation / maintenance services business for the last one (1) year in India as on the re-scheduled date of 'Bid Opening' i.e. 06/07/2022</p> <p>OR</p> <p>Should have been in the communications network installation / maintenance services business for the last three (3) years outside of India as on the re-scheduled date of 'Bid Opening' i.e. 06/07/2022</p> <p>(ii) Should have successfully integrated their NIC/Communication module with at least three (3) different makes of smart meters in India.</p>	Self-Certification on OEM letterhead duly supported by relevant documents including OEM registration	In this regard, provisions of the bidding documents shall remain unchanged.

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		(iii) The Proposed RF technology should have been implemented in 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 seven (7) years which are in operation for at least one (1) year as on the re-scheduled date of 'Bid Opening' i.e. 06/07/2022		
5.	NA	Na	We request you to please specify Compute should be Intel or AMD, as any other processor is not recommended based on scope and scalability required of the project.	In this regard, provisions of the bidding documents shall remain unchanged.
6.	NA	NA	For better performance, please leverage SSD storage across the environment, as in current mission critical application HDD disks are not performant disks.	In this regard, provisions of the bidding documents shall remain unchanged.
7.	NA	NA	Please specify the quantity of Egress traffic (for e.g 5 TB per month) consideration especially when it comes to project like AMI	In this regard, provisions of the bidding documents shall remain unchanged.
8.	NA	NA	As per Business continuity plan and MEITY recommendations the	In this regard, provisions of the

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S. No.	Clause Ref.	Provisions of Existing Bidding Documents	Bidder's Query/ Comments	POWERGRID's Reply/ Clarification
			<p>datacenter for DC and DR should be different seismic zone and atleast 100 km apart. Link-Microsoft Word - WI3_DR Best Practices_28092020 (1) (meity.gov.in) (refer page no- 15 of attached document, for distance between DC &amp;DR )</p>	<p>bidding documents shall remain unchanged.</p>
9.	Volume-II, Section-5, Clause 2	-	<p>We humbly request that the Clause at ref "Volume-II, Section-5, Clause 2, Qualifying Requirement for HES Provider, Ref. No.: CC-CS/TWT/Amend-8 Dated 18.06.2022" may be modified to allow HES Solution Providers as per below mentioned criteria:            1) Head End System Solution Providers who are successfully empaneled with REC- ref "Request For Empanelment (RFE) Of "Firms for participation in RDSS AMISP tenders for providing Advance Metering Infrastructure (AMI) prepaid Solution after successful demonstration" REC Ltd. (RDSS Unit under PMD Division at CO) Dated 11.03.2022", and            2) HES Providers who have experience of integration of at least</p>	<p>In this regard, provisions of the bidding documents shall remain unchanged.</p>

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			50,000 nos. Smart meters (cumulatively) with their own HES in Indian/Global Power Utility(ies) in the last 5 (five) years which are in operation for at least 1 (one) year as on the rescheduled date of 'Bid Opening' i.e. 06/07/2022.	

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Sl. No.	Clause Ref.	Provisions of Existing Bidding Documents	Bidder's Query/ Comments	POWERGRID's Reply/ Clarification
10.	ANNEXURE -A (BDS), Clause No. 1.1.3, 1.2.4, 1.3.3 and 1.4.3 Vol-I of Bidding Documents	<p><b><u>Annexure A(BDS), clause 1.4.3</u></b></p> <p>1.4.3 A "Joint Deed of Undertaking" as per the format enclosed at section-VI (Sample Forms &amp; Procedures), Volume-I of the Bidding Documents, to be jointly executed by the Bidder and the Sub-contractor(s) as per para 1.4.2 above shall be submitted by the Bidder along with bid. Each Sub-Contractor shall furnish performance guarantee for an amount of 5% of cost of equipment/services offered by such Sub-Contractor. This performance guarantee shall be in addition to contract performance guarantee to be submitted by the Bidder.</p> <p><b><u>Amendment No. 3 to the Bidding Documents, clause 1.4.4</u></b></p> <p>1.4.4 A "Joint Deed of Undertaking" as per the format enclosed at Section-VI (Sample Forms &amp; Procedures), Volume-I of the Bidding Documents, to be jointly executed by the Bidder and all the Sub-Contractor(s) shall be submitted by the Bidder along with bid. Each Sub-Contractor shall furnish performance guarantee for an amount of 5% of cost of equipment/services offered by such Sub-Contractor. This performance guarantee shall be in addition to contract performance guarantee to be submitted by the Bidder.</p>	<p>We wish to inform you that we have challenges in giving the Bank guarantee as sub-contract, the same has been requested for amendment in our pre-bid query. The sub-contractor is generally a technology company which invest huge amount in R&amp;D and as such free cash for security deposits is additional burden on the sub-contractor, we request to remove this clause and as an alternate for performance guarantee the sub-contractor's 2.5% payment shall be retained from all the running bills and sub-contractor shall submit a corporate guarantee of 2.5% of the total order value or a 5% payment retention can be done in lieu of bank guarantee. Hope the above is accepted and we along with other solution provider are encouraged to participate in the RFP process.</p>	<p>In this regard, provisions of the bidding document shall remain unchanged.</p>

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11.	ANNEXURE -A (BDS), Clause No. 1.1.3, 1.2.4, 1.3.3 and 1.4.3 Vol-I of Bidding Documents		As per tender requirement sub-contractor (HES provider) is required to submit contract performance guarantee (CPG) of 5% of the Ex-works, we propose to provide alternative mechanism of CPG submission as we do not have such bank limits in India. We propose to retain the 5% of value from Invoice by the purchaser for the HES price item and same shall be released at the end of the contract to the HES sub-contractor, along with release of PBG of lead bidder at the end of contract.	In this regard, provisions of the bidding document shall remain unchanged.
12.	ANNEXURE -A (BDS), Clause No. 1.1.3, 1.2.4, 1.3.3 and 1.4.3 Vol-I of Bidding Documents		Sub-contractor is required to submit contract performance guarantee of 5% of the Ex-works , we propose this to be removed and keep this only for lead bidder as per many other tenders' prevailing process.	In this regard, provisions of the bidding document shall remain unchanged.
13.	Vol-I, Section III, Annexure-A (BDS), Clause 5, Amendment 8	(i) The Bidder may seek qualification on the basis of technical and financial capability of its Parent(s) and/or its Affiliate(s)* for the purpose of meeting the qualification requirements. In such an event, the Bidder would be required to furnish along with the bid a Letter of	Based on our experience and industry practice, if a company holds more than 26% equity in it's affiliate, whose credentials are considered for Technical	In this regard, provisions of the bidding document shall remain unchanged.

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		<p>Undertaking from the Parent/Affiliate*, as the case may be, supported by the Parent/Affiliate's* Board Resolution, as per the format enclosed in the bidding documents.</p> <p>The technical and financial capability of a particular entity, including its Parent(s) and/or its Affiliate(s)*, shall not be used by more than one Entity. The determination of the relationship of Parent(s) and/or Affiliate(s)* with the Bidder shall be on the date 7 (seven) Days prior to the rescheduled date of bid opening. Documentary evidence to establish such relationship shall be furnished by the Bidder along with the Technical Bid.</p> <p>The Bidder shall have to provide information and documents relating to its relationship with such Parent/Affiliate* including details about the equity shareholding between them as per the format attached along with the bidding documents.</p> <p>The Qualified Bidder(s) will be required to continue to maintain compliance with the Qualification Requirements throughout the bidding process and till execution of the Contract. Failure to comply with the aforesaid provisions shall make the Bid liable for rejection at any stage.</p> <p>* "Parent(s)" shall mean a company that holds at least twenty six percent (26%) of the paid - up equity capital directly or indirectly in the Bidder, as the case may be; "Affiliate" shall mean a company that either directly or indirectly: controls or is controlled by or is under common control with a Bidder and "control" mean ownership by one company of 26% of the voting rights of the other company, as the case may be.</p>	<p>and/or Financial qualifications, then, bidder is exempted from providing Letter of Undertaking. Supporting clauses and documents are attached below:-</p> <ol style="list-style-type: none"> <li>1. The same is part of guidelines under SBD released by MoP for TBCB process.</li> <li>2. Currently, BSES Delhi has come out with AMISP tender for implementing 50 lacs quantity and therein as well, exemption from submission of Undertaking has been given.</li> <li>3. The same is part of guidelines under SBD Version-3 released by REC for AMISP process.</li> </ol>	



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14.	Clause 4, Form No. 21_rev02, Amendment 5	<p>As a security, the Meter Manufacturer(s), HES Provider(s), MDMS Provider(s) shall apart from the Contractor's performance guarantee, furnish a Contract Performance Guarantee in respect of the work covered under their scope, from their respective Bank(s) in favour of the Employer in a form acceptable to the Employer. The value of such guarantee shall be equivalent to 5% of the Ex-works cost of Smart Meters (for Meter Manufacturer(s)) (applicable in case where EPC / SI Bidder meets installation and integration criteria of clause 1.1 of Annexure-A(BDS) on its own) / 5% of the Ex-works plus Installation cost of Smart Meters (for Meter Manufacturer(s)) (applicable in all other cases), 5% of the Ex-works plus Installation/Integration cost of HES (for HES Provider(s)) and 5% of the Ex-works plus Installation/Integration cost of MDMS (for MDMS Provider(s)) as identified in the Contract awarded by the Employer to the Bidder/Contractor and it shall be part of guarantee towards the faithful performance/compliance of this Deed of Undertaking in terms of the Contract. The guarantee shall be unconditional, irrevocable and valid for the entire period of the Contract, namely till the end of six (06) months beyond the end of Contract Period under the Contract.</p>	<p>Based on our experience and standard industry practice, The lead bidder i.e. EPC/SI bidder take sole responsibility for completion and performance of the project. And in doing so, they firm their consortium or partners according to their terms and conditions which may include taking guarantee amount of their respective portion, and accordingly EPC/SI take offers and build their cost, risks and margins over the sub-contractor's offer and submit their financial offer to the end client. Now, in this clause, the BG value is more than the proportionate amount offered by the sub-contractor as lead bidder would be building its own cost over sub-contractor's base value. Therefore, request you to kindly amend this clause as no partner is accepting to provide BG of value greater than its portion of work.</p>	<p>In this regard, provisions of the bidding document shall remain unchanged</p>

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15.	General		<p>We intend to participate in the above tender as a HES Vendor. We are fully qualified to associate ourselves as a subcontractor with the AMISP to participate in this tender and do have the capability to carry out implementation of the HES in line with the project guidelines.</p> <p>In this regard we wish to bring the following to your notice that we are registered under MSME and have limitations in terms of exposure to long term banking instruments such as Bank Guarantees, especially considering the longer duration and payment cycle of this project.</p> <p>Technically the contract will be awarded by the SI to us as a subcontractor at an agreed price and not as a consortium partner in the project implementation. This raises questions on the beneficiary of the guarantee being a third party and not the one with whom the purchase order and contract is executed.</p>	<p>In this regard, provisions of the bidding document shall remain unchanged</p>

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			<p>Considering the above we would request you to consider an exemption towards the requirement of a Performance Bank Guarantee. The Joint deed of undertaking is by itself a Corporate Guarantee towards Contract performance and would meet the obligation.</p>	
16.	Annexure-A (BDS)_rev02 (Qualification Requirements) 4.0 FINANCIAL POSITION	<p>For the purpose of this particular bid, bidders shall meet the following minimum criteria:  a) Net Worth of the bidder for last 3 financial years should be positive  b) Minimum Average Annual Turnover^(MAAT) of the bidder for best three years out of last five financial years of the bidder should be Rs. 722.78 Cr. or equivalent.  ^Note- "Annual gross revenue from operations/gross operating income as incorporated in the profit &amp; loss account excluding other operative income/other income".  c) Bidder shall have Liquid Assets (LA) and/or evidence of access to or availability of credit facilities of not less than Rs. 230.59 Cr. or equivalent.</p>	<p>As per PQR Clause, Minimum Average Annual Turnover (MAAT) of the bidder for best three years out of last five financial years of the bidder should be Rs. 722.78 Cr. or equivalent &amp; each of the other partner(s) of 1k/ must meet not less than 25 % of the criteria i.e. 180.70 Cr.</p> <p>You might be aware that the smart metering industry had a lot of disruption due to the COVID pandemic for the last 2 years &amp; the shortage of various electronic components which hampered the deployment of Smart Meters</p>	<p>In this regard, provisions of the bidding document shall remain unchanged</p>

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			<p>in turn resulted to financial loss to Meter Industry.</p> <p>Further, in the view of this/ as per current scenario, all the tenders of AMISP and Smart Meters are coming with Average Turnover Criteria of maximum Rs.150 Cr. Some of the PQR document of the recent tenders are enclosed herewith for your review.</p> <p>We wish to inform you that generally, Smart Meter's OEMs don't have high turnover.</p>	
17.	Annexure-A (BDS)_rev02 (Qualification Requirements)	-	<p>Tender requires the subcontractors of Smart Meter, HES &amp; MDM to sign the Joint deed alongwith the Bidder and furnish it as part of the Offer. Though the agreement indicates that each subcontractor is responsible for their portion of the scope of the contract, still there is a perception of risk as the agreement is jointly signed by all the subcontractors. Large organisations like us mandate mitigation of such risk perception</p>	<p>In this regard, provisions of the bidding document shall remain unchanged</p>

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			which impacts the cost of the offering and increases the total project cost. As PGCIL is taking a 5% PBG from the subcontractors, the commitment from the subcontractors to the project is ensured. In view of this request remove the requirement of Joint deed.	