

Ref. No.: CC-CS/TWT/Clar-12

Date: 29.09.2022

<< 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. Clarification No 12 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 **Clarification No. 12** 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 clarifications, 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

 Recoverable Signature

X Aakash Khandelwal

Aakash Khandelwal
Manager (CS)
Signed by: AAKASH KHANDELWAL

Encl: As above

Clarification No.-12 (Commercial Part) dated 29/09/2022 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.	Appendix-1 (Terms and Procedures of Payment), Section-VI (Sample Forms and Procedures), Vol.-I of the Bidding Documents	<p>We request you to kindly change the payment term as below to enable more participation for this prestigious RFP:</p> <table border="1" data-bbox="1024 545 1631 1308"> <thead> <tr> <th data-bbox="1024 545 1329 578">As per RFP</th> <th data-bbox="1329 545 1631 578">Modification Suggested</th> </tr> </thead> <tbody> <tr> <td data-bbox="1024 578 1329 1284"> <p>Supply of Goods Portion</p> <ul style="list-style-type: none"> • Interest Bearing Advance-5% • Completion of inspection -35% • Installation, integration and go live of smart meter – 30% • Final payment with additional bank guarantee – 15% • Yearly equal instalments – 10% • End of Contract Period – 5% </td> <td data-bbox="1329 578 1631 1284"> <p>Supply of Goods Portion (On Pro rata basis)</p> <ul style="list-style-type: none"> • Non-Interest Bearing Advance-5% • Completion of inspection -35% • Supply at site on prorata installation, integration and go live of smart meter – 30% • Installation of Meter Final payment with additional bank guarantee – 15% • Meter reading in HES/MDM Yearly equal instalments – 10% • Go Live of meters End of Contract Period – 5% </td> </tr> <tr> <td data-bbox="1024 1284 1329 1308">For Software</td> <td data-bbox="1329 1284 1631 1308">For Software (On Pro rata</td> </tr> </tbody> </table>		As per RFP	Modification Suggested	<p>Supply of Goods Portion</p> <ul style="list-style-type: none"> • Interest Bearing Advance-5% • Completion of inspection -35% • Installation, integration and go live of smart meter – 30% • Final payment with additional bank guarantee – 15% • Yearly equal instalments – 10% • End of Contract Period – 5% 	<p>Supply of Goods Portion (On Pro rata basis)</p> <ul style="list-style-type: none"> • Non-Interest Bearing Advance-5% • Completion of inspection -35% • Supply at site on prorata installation, integration and go live of smart meter – 30% • Installation of Meter Final payment with additional bank guarantee – 15% • Meter reading in HES/MDM Yearly equal instalments – 10% • Go Live of meters End of Contract Period – 5% 	For Software	For Software (On Pro rata	The provisions of the Bidding Documents shall remain unchanged.
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			<ul style="list-style-type: none"> • Completion of FAT-5% • Go live of first 20% meters -5% • Go live of first 40% meters – 10% • Yearly equal instalments – 80% 	basis) <ul style="list-style-type: none"> • Completion of FAT-5% • Go live of first 20% meters Supply of software 5% 80% • Go live of first 40% meters Integration of meters with software on pro-rata– 10% • Yearly equal instalments Go Live of meters – 80% 5% 	
			For Service cables and Instrument Transformers <ul style="list-style-type: none"> • Erection, Testing & Commissioning-70% • Yearly equal instalments – 25% • End of Contract Period – 5% 	For Service cables and Instrument Transformers (On Pro rata basis) <ul style="list-style-type: none"> • Erection, Testing & Commissioning Supply of Pro rata-70% • Yearly equal instalments Installation on Prorata– 25% 	

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			Performance bank guarantee of the bidder of 3 percent of contract value is with PGCIL. The modified terms will ensure that reputed bidder participate in this prestigious project and the bidders are not burdened by negative cash flow issues during the implementation and operation of this project.	

Clarification No.-12 (Technical Part) dated 29/09/2022 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.	BOQ	-	It may be noted that PGCIL has asked to supply smart meter with different technologies i.e. RF and 4G communications. While mentioning communication technologies, PGCIL has also quantified number of smart meters on each technology. We would like to mention here that PGCIL has already specified Service Level Agreement (SLA) for receiving different data sets and billing parameters and there is penalty for any deviation from SLA. As onus lies with bidder for meeting SLAs, hence, we request that selection of communication technology should leave with the bidder. It should be sole discretion of bidder to select appropriate communication technology based on actual field conditions for meeting SLAs and successful operation.	In this regard, provisions of the bidding document shall prevail.
2.	-	-	Tender document has specified various type of service cables which forms a significant portion of the BoQ. It is standard practice of all government tenders to provide clause on Price variation for Service Cables 8- DT Cables as per IEEMA price variation formula given in circular IEEMA/PVC/CABLE/2007 effective from 1st January 2007. REC has also published standard bidding documents (SBD) which is being followed by majority of the government Indian utilities for selection of AMISP and SBD document also specifies clause on price variation formula for cables. In absence of price variation, either vendors are not ready to quote, or they are quoting high premium prices. Looking at this, we request you to please include price variation formula as well in the tender document.	In this regard, provisions of the bidding document shall prevail.
3.	Volume II, Technical Specifications, Section 2	-	We request you to include SMC Single Phase and 3 Phase Meter box in place of Single/3 Ph Polycarbonate box	In this regard, provisions of the bidding document shall prevail.

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4.	Volume II, Technical Specifications, Section 3	-	We request that inclusion of NB-IoT (Part of 4G LTE Cellular Communications) as communication option for Smart meters.	Refer Amendment no. 13 in this regard.
5.	Volume I, Section 6, Appendix-1	A bid shall be determined as unbalanced/front loaded based on the ratio of Price towards Capital Expenditure (CAPEX) to Price towards Operational Expenditure (OPEX). As such, a bid shall be considered front loaded or unbalanced if the percentage of Contract Price for OPEX portion to Total Contract Price (i.e. CAPEX + OPEX) quoted by the bidder is less than 30%.	We request you to kindly change the payment term as below to enable more participation for this prestigious RFP: Capex to Opex Ratio - 85:15	In this regard, provisions of the bidding document shall prevail.
6.	-	-	With reference to pre-bid meeting held on 21-09-2022 and discussion held in meeting, PGCIL has recommended to test 1000 No. Smart meter (for RF and Cellular technology each), before opening of technical bid for evaluation of Bid. As AMISP Bidder it is very difficult to arrange such a huge quantity of Meters before award of tender, so it is requested to keep this clause after award of LOA.	Refer Amendment no. 13 in this regard. Provisions of the bidding document shall prevail.

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7.	BOQ	-	We kindly request to keep the communication technology options open to Bidders/AMISP.	In this regard, provisions of the bidding document shall prevail.
8.	Volume-I, Section-VI, Form 21	A "Joint Deed of Undertaking" as per the format enclosed at Section-VI (Sample Forms & Procedures), Volume-I of the Bidding Documents, to be jointly executed by the Bidder and the Sub-Contractor(s) as per para 1.1.2 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.	Option 1:- 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. Option 2:- We request PGCIL to allow sub-contractor submit a corporate guarantee of 5% of the total order value.	In this regard, provisions of the bidding documents shall remain unchanged.

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9.	Volume-I, Annexure-A(BDS) (Qualification Requirements)	-	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, 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.	In this regard, provisions of the bidding documents shall remain unchanged.
10.	Volume-I, Section-VI, Form 21	-	As per Form No 21, Section-VI Individual Sub Contractors need to provide additional performance guarantee which they informed that they can't provide since they don't have any direct order on them with PGCIL. Thereby request you to remove this Performance guarantee clause as well.	In this regard, provisions of the bidding documents shall remain unchanged.
11.	Volume-I, Annexure-A(BDS) (Qualification Requirements)	-	<p>It may be noted that PGCIL has asked to submit joint deed of undertaking by the bidder along with the sub-contractor(s) for Meter manufacturer (MM), HES and MDMS providers. In reference to that, we are in contact with multiple OEMs for each product i.e. Meter, HES and MDM. To execute the project successfully, we require multiple Meter manufacturers and other OEMs. However, they are insisting on the exclusivity. In current scenario, if we go with any particular OEM with exclusivity then we would not be able to quote our best price, and this will go against competition.</p> <p>Hence, we are requesting to allow us signing an individual deed with every OEM so that they do not have information about other OEM, and we would also be able to give our best optimum bid.</p> <p>However, PGCIL can ask successful bidder to submit joint deed upon award of contract. With this, OEM will not raise any concern and lead bidder will also be able to submit their most competitive bid.</p>	In this regard, provisions of the bidding documents shall remain unchanged.

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12.	Volume-I, Annexure-A(BDS)_rev02 (Qualification Requirements), Clause 1.1.1	The Bidder must have manufactured, supplied and installed at least one lakh (1,00,000) Nos. of Energy (kWh) Meters with Automated Meter Reading (AMR)@ facility or at least fifty thousand (50,000) Nos. of Smart Meters* for Advanced Metering Infrastructure (AMI)** cumulatively in last five (5) years.....	We have executed Energy meter orders to various state utilities in the past with cumulative supply quantity of approx. 4 Lacs Static Electricity Meters and 8882 Smart Meters. However in last 5 years we have only executed TSSPDCL SGPP order where we supplied 8882 Smart meters. We request you to kindly consider our case and allow us to bid for complete tender quantity.	In this regard, provisions of the bidding documents shall remain unchanged.