

**Clarifications to Queries
with respect to
Request for Empanelment
for
Empanelment of Advanced Metering Infrastructure (AMI) Service Provider
for Implementation of Smart Prepaid Metering**

Queries with respect to RfE

Sl.	Clause No. as per RfE	Existing Provision as per RfE			Bidders' Queries	PFCCL's Response	
1.	Chapter – 2; Sub-Clause – 2.1.2	Accordingly, PFCCL intends to empanel AMISPs in accordance with the terms and conditions provided in the SBD for implementation of Smart Prepaid Metering in India.			We request you to clarify whether PFCCL will secure the smart metering project from States through nomination route or competitive bidding. In case of competitive bidding route, will empanelled AMISPs be allowed to participate in that tender.	PFCCL would approach States/DISCOMs in line with Project Implementation Agency (PIA) scheme of Ministry of Power (MoP), Govt. of India	
2.	Chapter – 2; Sub-Clause – 2.2.1	The empanelled AMISP will undertake various activities as defined under the “Chapter 6: Project Requirements” in the SBD.			Please clarify following with respect to installation of check-meters: 1) Applicability of MOP guidelines on installation of check meters for the empanelled AMISPs 2) If existing electronic meters can be utilized for check meters by the AMISPs. 3) Is bidder required to consider the cost of check meters and its installation or it will be paid additionally	The same would be as per applicable Guidelines/Norms of GoI/States/ DISCOMs.	
3.	Chapter – 2; Sub-Clause – 2.2.5	Bidders will be empanelled in different groups as per the following:			One sole/lead applicant can apply in how many groups ex: N1, W1 or N2, W2 etc. For example, Western region consist of W1, W2 and W3 which includes Chhattisgarh, Gujrat, MP, Maharashtra, Goa, Dadra Nagar Haveli and Daman & Diu. Kindly let’s know the states/regions under W1, W2 and W3	Please refer Clause 2.3.2 and Clause 2.2.5 of the RfE in this regard. The Applicant can apply for any number of groups under a single application.	
4.			Group	Region	Project Size (by volume of Smart Meters)	The region wise grouping specified looks very broad and unjustified to the implementation challenges faced in each discom. The challenge of terrain, population density, accessibility, availability of local resources vary for each region. For eg., implementation strategy in Delhi or Chandigarh cannot be same with Haryana or Rajasthan, or Meghalaya/Mizoram cannot be compared with Assam. This is visible in the recent discovered rates as well with Assam implementing at an average rate of Rs. 8,000/node while rate for others are in range of 15-16,000/node A more rational approach should be opted considering the challenges in each region/discom. Also, further classification of project size from 0-2 lakhs should be done in all zones for discovering acceptable rates to all.	No change envisaged.
		N1	Norther Region (Chandigarh, Delhi, Haryana, Punjab, Rajasthan, Uttar Pradesh)	0 to 5 Lakhs			
		N2		5 to 10 Lakhs			
		N3		> 10 Lakhs			
		W1	Western Region (Chhattisgarh, Gujarat, Madhya Pradesh, Maharashtra, Dadra & Nagar Haveli and Daman & Diu, Goa)	0 to 5 Lakhs			
		W2		5 to 10 Lakhs			
		W3		> 10 Lakhs			
5.		S1	Southern Region (Andhra Pradesh, Telangana, Karnataka, Kerala, Tamil Nadu, Puducherry)	0 to 5 Lakhs	We suggest providing the minimum number of yet-to- tender quantities available for each region. In some scenarios where a group has a very low volume of smart meters (e.g., less than 1,00,000), it may not be viable for us to participate with the quoted value for Two Lakhs meters. It's important to note that PFCCL has the right to invoke the Bank Guarantee from the Bidder. If, for very low quantities, the Bidder chooses not to participate, PFCCL should not insist in participation of tender for smaller quantities. Please confirm the minimum tendered quantity for each group.	Please refer Clause 2.4.2 of Amendment-1 to the RfE.	
		S2		5 to 10 Lakhs			
	S3	> 10 Lakhs					
	E1	Eastern Region (Bihar, DVC, Jharkhand, Odisha, West Bengal)	0 to 5 Lakhs				
	E2		5 to 10 Lakhs				
	E3		> 10 Lakhs				
6.	SPNER1	North-Eastern Region (Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram,	0 to 2 Lakhs	State specific geographical and demographical factors need to be accounted to assess the implementation risks and cost. In absence of such information, financial bids based on assumption and will entail risk hedging resulting in higher empaneled price. Thus, it is requested to provide State specific details in each group for discovery of competitive and efficient prices.	No change envisaged. Bidders are required to undertake their own due diligence in this regard.		
	SPNER2		2 to 5 Lakhs				
	SPNER3		> 5 Lakhs				

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7.			Nagaland, Tripura, Sikkim)		For union territories, please allocate a separate group and budget. This will considerably lower the project cost for union territories, allowing more bidders to submit technical and commercial offers for that group.	Please refer Amendment No. 1 to RfE.
		SPOTH1	Jammu & Kashmir,	0 to 2 Lakhs		
		SPOTH2	Ladakh, Himachal Pradesh, Uttarakhand,	2 to 5 Lakhs		
		SPOTH3	Andaman & Nicobar Islands and Lakshadweep	> 5 Lakhs		
8.	Chapter – 2; Sub-Clause – 2.2.6	Accordingly, Applicants will be required to submit their Financial Proposal by quoting AMISP Service Charge on per meter per month basis as per Clause 3.5 of this RfE for the above groups. Such quote shall be valid for two (2) years from the date of empanelment of the AMISP.			Do we have to submit a single Bill of Quantities (BOQ) that will be valid for each group, or do we need to prepare separate BOQs for each group?	Please refer Clause 3.5.1 of RfE in this regard which provides the “Indicative Weightage of Quantity in %” applicable for evaluation for all Groups. Further, the Financial Proposal needs to be provided for each Group separately.
9.	Chapter – 2; Sub-Clause – 2.2.9	First four (4) Applicants (in the order of lowest to highest financial quote) who agree unconditionally to match the lowest quote shall be empanelled for prospective projects to be taken up by PFCCL as PIA under each Group. In case the number of Applicants who agree to match the lowest quote is less than three (3), the next higher quoted Applicant(s) shall be asked to match the lowest quote for empanelment and so on, subject to maximum of four (4) empanelled Applicants under each Group.			Please clarify whether any liability might arise in case the bidder is not willing to match the lowest quote, after being asked to do so by PFCCL	Please refer Clause 2.4.2 of Amendment-1 to the RfE.
					What if L2 to L4 refuse to accept the L1 (empanelment rate) for any particular group? Please clarify.	Please refer Clause 2.2.9 of the RfE in this regard as per which “...the next higher quoted Applicant(s) shall be asked to match the lowest quote for empanelment and so on, subject to maximum of four (4) empanelled Applicants under each Group”
	Chapter – 2; Sub-Clause – 2.3.2	Each Applicant is required to submit a single Application as per format given in Clause 3.4 of this RfE comprising of (a) the Technical Proposal and (b) the Financial Proposal as per the provisions of this RfE.			Please clarify whether Applicants have to submit ONLY the following documents required as per this RfE - 1. Form of Covering Letter of the Application (as per clause 3.4) 2. Application Fee & Bid Security. 3. Documents in support to Clause No. 3.1. Qualification Requirements. 4. MAF & Form 23 from Meter OEM, HES Provider, MDM Provider, System Integrator & RF Solution Provider as per SBD. 5. Financial Bid as per Clause No. 3.5. Financial Proposal. OR they have to include all the documents required as per SBD like: 1. Checklist, Bidder Information Sheet, 2. Project Implementation Plan, 3. Bidder’s representative and Key personnel and their Resumes, 4. Power of Attorney/ Board Resolution, Letter of Consent, 5. GTP/ Data Requirement Sheets & all other documents as SBD.	Bidders are required to submit all applicable Forms as per the provisions of the RfE and SBD to meet the Qualification Requirements
10.	Chapter – 2; Sub-Clause – 2.3.4	Technical Proposal shall be evaluated as per the provisions of the SBD			Kindly confirm that only QR documents as per Chapter 3.1 is required to be submitted by Applicant and no MAF (Form-22 of SBD) and Agreement with OEMs (Form-23 of SBD) is required at the time of empanelment.	

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11.	Chapter – 2; Sub-Clause – 2.3.5 General	The estimated project cost for various Groups for the purpose of evaluation of Qualification Requirements and other provisions of the SBD shall be as follows: <table><tr><th>Group</th><th>Estimated Project Cost (INR Cr)</th></tr><tr><td>SPNER1, SPOTH1</td><td>200 (considering 2 lakh nodes)</td></tr><tr><td>N1, W1, S1, E1, SPNER1, SPOTH1</td><td>450 (considering 5 lakh nodes)</td></tr><tr><td>N2, W2, S2, E2, SPNER2, SPOTH2</td><td>875 (considering 10 lakh nodes)</td></tr><tr><td>N3, W3, S3, E3, SPNER3, SPOTH3</td><td>1700 (considering 20 lakh nodes)</td></tr></table>	Group	Estimated Project Cost (INR Cr)	SPNER1, SPOTH1	200 (considering 2 lakh nodes)	N1, W1, S1, E1, SPNER1, SPOTH1	450 (considering 5 lakh nodes)	N2, W2, S2, E2, SPNER2, SPOTH2	875 (considering 10 lakh nodes)	N3, W3, S3, E3, SPNER3, SPOTH3	1700 (considering 20 lakh nodes)	For the remaining quantities of already awarded tenders, the quantities may be low. Considering the reduced quantity, the project cost for each could be narrowed down or decreased (for ex- 200 cr project can be narrowed down to 50 cr) to encourage better commercial offers from empaneled applicants.	No change envisaged.
Group			Estimated Project Cost (INR Cr)											
SPNER1, SPOTH1			200 (considering 2 lakh nodes)											
N1, W1, S1, E1, SPNER1, SPOTH1			450 (considering 5 lakh nodes)											
N2, W2, S2, E2, SPNER2, SPOTH2			875 (considering 10 lakh nodes)											
N3, W3, S3, E3, SPNER3, SPOTH3			1700 (considering 20 lakh nodes)											
12.														
13.	Chapter – 2; Sub-Clause – 2.3.6	The Financial Proposal of the Applicant shall be as per the project cost estimated by them for the entire contract duration as per SBD for undertaking various activities as defined in the SBD including site survey, planning, designing, financing, engineering, manufacturing, supply, transportation & insurance, delivery at site, unloading, handling, storage, installation, integration, testing, commissioning, demonstration for acceptance, training, maintenance, operation and documentation of various AMISP components etc.	We understand that we have to quote only for the Metering Part which will include Meters, Communication Infra and Software part (including HES, MDM etc.) as per Chapter A: Bill of Materials and Services for Smart Meters of Annexure: Quoted prices for the Financial Bid of Chapter 5. Financial Proposal –Forms of SBD. LT Auxiliary Items like Service Cables, DT Cables, Distribution Boxes, 9x1 Cabi-net Boxes as per Chapter B and New requirement for Software Components as per Chapter C of Chapter 5. Financial Proposal –Forms of SBD are not re-quired to be quoted. Kindly confirm.	Please refer Clauses 2.2.6, Clause 2.4.3 and 3.5 of the RfE in this regard.										
14.	Chapter – 2; Sub-Clause – 2.3.8	The Applicant shall be required to provide Bid Security of INR One Crore (INR 1,00,00,000). An Application shall be summarily rejected if it is not accompanied by the Bid Security. The Applicant may be asked to submit additional Bid Security during the RFP process in line with the SBD.	If sole bidder applies in 2 groups, then common Bid security amount is being considered for both groups, is it right?	Please refer Clause 2.3.3 of Amendment-1 to the RfE.										
15.			The value of bid security is very high so it is requested that an undertaking may be taken from the applicant at the empanelment stage instead of bid security and the same may be taken at the time of placement of order in proportional to the order quantity. The substantial amount tied up for an extended period with the bank raises concerns	No change envisaged.										
16.			The condition of non-refundable bid security may please be clarified.	Please refer Clause 3.2.1 (B) (S.No.4) of Amendment No. 1 to RfE.										
17.			We seek an exemption from the Earnest Money Deposit (EMD) requirement for PSU's	No change envisaged.										
18.	Chapter – 2; Sub-Clause – 2.4.2	Empaneled Applicants (hereinafter referred as “Bidder”) under the applicable Group shall be required to submit their financial bids as and when invited by PFCCL along with any additional Bid Security as per the terms of the	We understand that after empanelment, during RFP stage, Empaneled Applicants (“Bidder”) will be required to submit ONLY Financial Bid and additional Bid Security. Submission of Technical Proposal will not be required again and again for each RFP. Kindly confirm or give us clarity on this point.	Understanding of the Applicant is correct.										

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19.		SBD. Non submission of financial bids by empaneled Applicants shall lead to invocation of Bid Security by PFCCL.	Further, it should be the choice of Empaneled applicant (Bidder) whether he wants to participate or not in a tender invited by PFCCL. It should not lead to invocation of Bid Security. We would request you to please amend this clause of RfE appropriately.	Please refer Amendment No. 1 to RfE
20.			Please clarify whether the Bidder (Empaneled Applicants) can submit its quote as sole Bidder and, if the Bidder is empaneled, involving other partners	Same shall be in line with the provisions of SBD
21.			It may be clarified whether the Applicant can submit its quote as the same Entity which has been empaneled and then submit the bid to future RFPs with other entities/affiliates of/to the Applicant.	Please refer Amendment No. 1 to RfE
19.			You are requested to kindly delete the invocation of Bid Security in case of non-submission of financial bid during RFP stage.	Please refer Amendment No. 1 to RfE
20.			It is not clear if a bidder applies for multiple groups and provide financial offer during RFP stage for a particular group and leaves other group RFP, whether he will be allowed to do so & whether BG will be revoked or not. Such an obligation to participate and necessarily provide financial offer during RFP stage should be dropped and bidder should be given choice of participation.	Please refer Amendment No. 1 to RfE
21.			Since the area details, quantity, timelines shall be provided during RFP stage, we request PFCCL to allow options for the empanelled bidders whether to submit financial bid or not for that particular RFP	Please refer Amendment No. 1 to RfE
22.			Clause of Non submission of financial bids by empaneled Applicants shall lead to invocation of Bid Security by PFCCL should be modified. It may not possible for bidder to quote all RFP (100%) for that group hence clause should be modified as "Empanelled Applicants (hereinafter referred as *Bidder") under the applicable Group shall be required to submit their financial bids for at least 50% of bids as and when invited by PFCCL in a financial year along with any additional Bid Security as per the terms of the SBD. For example, in a particular group if PFCCL float 4 Nos. of RFP then Empanelment Bidder should participate in minimum 2 bids in a particular financial year. If empaneled by PFC, is it mandatory to submit a bid? As the empanelment is valid for 2 years and during this time the project load and price levels may change. Please confirm.	Please refer Amendment No. 1 to RfE
23.	Chapter – 2; Sub-Clause – 2.4.3	As part of its financial bid, the Bidder may also be required to quote prices for auxiliary LT Items and manpower cost with respect to new requirement for software component in line with the SBD for which the inputs shall be provided to the Bidders at the RFP stage.	We understand that the bidder have to quote only per meter rate at the time of RfE submission and other i.e. Auxiliary LT Items and Man Power rate shall be quoted at the time of RFP.	Please refer Clauses 2.2.6, Clause 2.4.3 and 3.5 of the RfE in this regard.
24.			Since, in this RfE, the financial proposal format doesn't have provisions for LT auxiliary Items and manpower for additional software development, kindly share the methodology which shall be followed for price comparison with ceiling rate at RFP stage if it includes requirements of those items apart from smart meters.	The Financial Proposal at the RFP stage will be assessed with respect to conformance of the quoted rates to the ceiling rate requirement. However, for award, the evaluation of financial bid would be carried out based on the total cost quoted by the bidder at the RFP Stage (including cost of Auxiliary LT items and manpower cost)

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25.			The RfE states that prices for “Auxiliaries” are to be quoted as extra at the time of RFP. This is fine however we should not be limited by SOR conditions of the utilities. Please confirm	No change envisaged.
26.	Chapter – 2; Sub-Clause – 2.4.5	PFCCL shall recover a charge of INR [to be intimated at RFP stage]/ meter/ month from DISCOM against an additional payout of INR 1.00/ meter or multiple thereof.	We understand that additional payout will vary from state to state based on the conversion factor. However, considering payout as an important financial parameter, we request PFCCL to provide group/ state wise conversion factor or applicable amount to be recovered against an additional payout.	The details of additional payout shall be communicated at the RFP stage. However, the outer limit of Weighted Average Cost of Capital (WACC) to be deployed by PFCCL, if any, shall be 10% in line with the broad boundary conditions specified in the PIA scheme of MoP
27.	Chapter – 2; Sub-Clause – 2.4.6	Accordingly, the AMISP Service Charge component of the financial bid submitted by a Bidder for the AMISP project shall be mandatorily lower than the following ceiling rate Ceiling Rate (INR/ meter/ month) = Empaneled Rate (INR/ meter/ month - INR X per meter per month * (Additional Payout by PFCCL in INR/ meter)	In various tenders recently floated/ finalized under RDSS scheme, it has been seen that: 1. Additional technical specifications have been made the part of RFP which led to increase in meter constructional cost. 2. Requirement of Offline Recharge Infra/ Recharge Kiosks are different in all the Utilities. 3. Some Utilities are binding bidders to use their state specific Data Centres which increases the cost of Cloud Services in comparison to the cost of our pre-tie CSP Partners. 4. There is huge difference in the prices of HT Feeder Meters with respect to Accuracy Class - 0.2S or 0.5S. In such cases, per meter per month cost could go up beyond the ceiling rates. Kindly clarify the provision of evaluation of financial bids in such cases.	Same shall be communicated at the RFP stage.
28.			We request PFCCL to factor the provision of change in law during the phase of empanelment of AMISP to award of firm contract to AMISP. It is pertinent to mention that any financial impact arising out of change in law between empanelment stage and RFP/award stage shall also be considered while computing ceiling rates.	Same shall be in line with the provisions of the SBD.
29.	Chapter – 2; Sub-Clause – 2.4.5, 2.4.6, 2.4.7	PFCCL shall recover a charge of INR [to be intimated at RFP stage]/ meter/ month from DISCOM against an additional payout of INR 1.00/ meter or multiple thereof.	Kindly confirm if the charge to be recovered by PFCCL given in the example is fixed to Rs 20 or actual will be shared by PFC during the time of RFP sharing. Also confirm regarding additional payout is fixed or declared during the RFP sharing. Kindly explain the formula.	The charge of Rs. 20 is only for illustration purpose. The exact amount of PFCCL's payout shall be intimated at RFP Stage.
30.		Accordingly, the AMISP Service Charge component of the financial bid submitted by a Bidder for the AMISP project shall be mandatorily lower than the following ceiling rate <div style="display: flex; align-items: center; justify-content: center;"> <div style="text-align: right;">Ceiling Rate (INR/ meter/ month)</div> <div style="margin: 0 10px;">=</div> <div style="text-align: center;">Empanel ed Rate (INR/ meter/ month)</div> <div style="margin: 0 10px;">-</div> <div style="text-align: left;">INR X per meter per month * (Additional Payout by PFCCL in INR/ meter)</div> </div>	As we understand, the "PFCCL per meter per month charges" shall be intimated during the RFP stage. Hence, kindly clarify that whether we need to consider any charges during this RfE stage while submitting the financial Bid or not? In case, the bidder submits the financials without considering any PFCCL charges or the PFCCL charges considered during RfE stage changes during RFP stage, kindly share the methodology which will be followed during financial evaluation of the Bid.	Please refer Clause 2.3.7 of the RfE in this regard.

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		While the RFP stage for a given project will be for the actual required quantity of meters of various types, the indicative weightage of quantity provided during RfE stage shall be considered for assessing conformance of the quoted rates to the ceiling rate requirement as per Clause 2.4.6.		
31.	Chapter – 2; Sub-Clause – 2.4.8	PFCCL may at its discretion also conduct an e-reverse auction.	Kindly confirm in what case the e-reverse auction will be held.	Same shall be communicated at the RFP stage.
32.			We request to clarify if PFCCL would conduct e-auction during empanelment stage	E-reverse auction will not be conducted during Empanelment stage.
33.	Chapter – 3; Sub-Clause – 3.1.1	The Sole/ Lead Applicant would have to clearly include and mention the details of all the solution / component providers given below. However, such solution / component providers may or may not necessarily be included as a part of the Consortium. For avoidance of doubt, it is clarified that the sole applicant/ any member of the consortium can also be a solution/ component provider, provided that they meet the relevant qualification requirements as mentioned below.	We assume that, we can change the OEM Partner at the time of RFP. Please confirm that multiple OEMs ecosystem partners can be included by the bidder / consortium for the purposes of this empanelment process.	The applicant shall be allowed to change/ replace the vendors in line with the provisions of the SBD. The various solution / component providers should separately meet all the requirements as on date of application submission or as on date of replacement of solution/ component provider post empanelment or award of contract, subject to necessary approval in writing from the PFCCL/Utility.
34.			Can one bidder quote with different consortiums for different groups, under the same application? Please confirm. If a consortium made during the empanelment phase can be changed during RFP Stage Consider a scenario where the Lead Bidder initially participated in a single group. Later, if the Lead Bidder discovers tenders opened in other groups during the empanelment tenure period and wishes to participate in those groups as well. We kindly request you provide the procedure for companies already empaneled to participate in additional regions	In case Applicants want to apply for different Group(s) with different Consortium Member(s), the same would be allowed. However, they need to submit separate Application along with requisite document. Further, receipt of multiple Applications from any applying entity for any particular Group as sole Applicant and/ or as a Consortium will lead to rejection of all such Applications.
35.	Chapter – 3; Sub-Clause – 3.1.1 (1)	Sole/ Lead Applicant must have either: (a) paid for, or received payments for, construction of Eligible Project(s); Or (b) paid for development of Eligible project(s) in the infrastructure sector in the last 7 (seven) Financial Years with aggregate project value of not less than 50% of the Estimated Project Cost	We understand that, 1. As Invoiced Value is the executed value of project, the submission of C.A. Certificate to demonstrate the Executed Value/ Invoiced Amount of Projects (for which Client Certificate is not available) will suffice this requirement. 2. If a Project had been started before 7 years but that project has been completed in last 7 years, the complete value of project will be considered against this requirement.	Same shall be in line with the provisions of SBD.
36.			Kindly define the Eligible Project(s). Is Telecom Infrastructure project are included in eligible projects?	Same shall be in line with the provisions of SBD. For Eligible Projects, please refer Section 2, Clause 8.3 of SBD.
37.			If bidder applied for multiple groups, please confirm whether bidder should have project value QR as additional of all group QR or it should be highest estimated group QR.	Please refer Clause 2.3.3 of Amendment No. 1 to RfE.
38.	Chapter – 3; Sub-Clause – 3.1.1 (3)	The Sole/ Lead Applicant should have a valid pre-qualification and technical empanelment	As Empanelment Certificate issued by REC is required and nothing is mentioned in the RfE regarding demonstration, we understand that M/s. PFC is considering	No demo is required during the RfE process. However, the Applicant needs to submit Valid

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		certificate for the required communication technology, issued by REC and approved by the committee constituted vide the letter issued by the Ministry of Power F.No.14/02/2021-UR&SI-II-Part(1)-(E-258136) dt. 10th January 2022, at the time of bid submission.	demonstration conducted during REC empanelment process as the base and no further demo is required. Hence, demonstration is not applicable towards this RfE issued by PFC. Kindly confirm.	Empanelment Certificate issued by REC in line with the provisions of the SBD.
39.			As per Clause 14 of Request for Empanelment document of REC, in addition to applicant, the holding company and the subsidiary companies (As per provision of the companies act 2013) would also be automatically empaneled. Please confirm the holding company & Subsidiary companies shall be consider as Lead bidder.	Understanding of the Applicant is correct.
40.	Chapter – 3; Sub-Clause – 3.1.1 (4)	The Applicant shall have positive net worth for each of the last three financial years. The Net worth of the Applicant should be at least 30% of the Estimated Project Cost in any of the last three Financial Years Or Applicant shall have a minimum ACI of 30% of the Estimated Project Cost at the close of the preceding financial year [Net Worth means sum total of the paid up capital and free reserves (excluding reserves created out of revaluation) reduced by aggregate value of accumulated losses (including debit balance in profit and loss account for current year) and intangible assets.]. [ACI means minimum investible funds (i.e., immediately available funds for investment and callable capital) subject to the limits of investment in a single investee entity (in the relevant jurisdiction for a Foreign Investment Fund, or the maximum permissible investment limit for an AIF) (as per the SEBI (AIF) Regulations, 2012, as may be amended from time to time), as applicable].	Is net worth considered as a cumulative amount of consortium partners?	Same shall be in line with the provisions of SBD.
41.			Kindly consider Positive Net worth instead of 30% of the Estimated Project Cost in any of the last three Financial Years. It will encourage more and more competition from various bidders	Same shall be in line with the provisions of SBD.
42.	Chapter – 3; Sub-Clause – 3.1.1	The Sole/ Lead Applicant would have to clearly include and mention the details of all the solution / component providers given below. However, such solution / component providers may or may not necessarily be included as a part of the Consortium. For avoidance of doubt, it is clarified that the sole applicant/ any member of the consortium can also be a solution/ component provider, provided that they meet the relevant qualification requirements as mentioned below. The Sole / lead applicant has to mandatorily mention at least one vendor for each of the solution/ component providers.....	It should not be a binding condition for a bidder to include the same sub-contractor/ Vendors for each of the RFP where he wants to participate. In this way, bidder can stuck in the project due to following consequences: - 1. Sometimes, Vendors are full with their on-going orders and taking them forcefully could hamper the project timelines and quality of work. 2. Dependency on the same Vendors can lead to increase in the costing of a project. Hence, we would request you to please remove this clause from the RfE.	Please refer Amendment No. 1 to RfE
43.			How many maximum partners are allowed for consortium? (With consideration of System integrator, HES, MDMS, RF communication and Meter manufacturer)	Same shall be in line with the provisions of SBD.

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	[insert name of Technically Evaluated Entity and/or Financially Evaluated Entity or its Ultimate Parent Company, as the case may be] that all the equity investment obligations of [insert name of the Sole Applicant/ Lead Consortium Member] shall be deemed to be equity investment obligations of the [insert name of Technically Evaluated Entity and/or Financially Evaluated Entity or its Ultimate Parent Company, as the case may be] and in the event of any default by..... [insert name of the Sole Applicant/ / Lead Consortium Member], the same shall be met by [insert name of Technically Evaluated Entity and/or Financially Evaluated Entity or its Ultimate Parent Company, as the case may be].		
55.	Chapter 3.5	Financial Proposal	Please clarify how RFP will be done (i.e., bidding, technology). Moreover, the AMISP RFP under RDSS scheme requires financial proposal to be submitted under totex model considering lump sum payment + monthly fee etc. whereas here it has been asked to submit the quote only in the form of the monthly fee. Moreover, there has been reference to the Gross Budgetary support under RDSS Guidelines needs to be factored in by the Applicant while submitting the Financial Proposal during the RfE stage where as financial proposal has been sought only on monthly basis.	Gross Budgetary Support (GBS) for the project shall be in line with the provisions of SBD.
56.	General	-	If empaneled by PFC, is it mandatory to submit a bid? As the empanelment is valid for 2 years and during this time the project load and price levels may change. Please confirm.	Please refer Clause 2.4.2 of the RfE in this regard.
57.			Discounting rates are not defined at this stage. We appreciate your concerns and why you are unable to state the same at this point in time. However, we recommend that these be added to the prices quoted by L1 bidder for each group to arrive at the empanelment rates. Please confirm.	No change envisaged.
58.			Since most of the tenders for AMISP in the country have already been awarded, how does this empanelment work for those who have already been empaneled as AMISP by REC and have been awarded tenders for smart metering?	Empanelment under REC process is a pre-requisite as per the provisions of the SBD.
59.			We understand that lump sum payment will be released as per SDB/RFP/Policy	Payment will be as per the provisions of SBD.
60.			Kindly confirm what is clause 0? (Refer 3.3.1 – 16.4)	Please refer Amendment No. 1 to RfE
61.			Kindly provide the payment terms. We request you to kindly pay as per capex to get more competitive bids.	No change envisaged.
62.			Please clarify whether there is a specific technology requirement or is left open to the bidder.	Same shall be in line with the provisions of SBD.

Sl.	Clause No. as per RfE	Existing Provision as per RfE	Bidders' Queries	PFCCL's Response
63.			After PFC empanelment, during RFP stage, we understand that a PFC Empaneled bidder (If Meter Manufacturer) who is participating in a particular RFP as a Sole bidder/ Lead Consortium Member can also become subcontractor/ Meter OEM of other multiple bidders for the same RFP. Kindly confirm.	Please refer Clause 11.1 under Section 3 of the SBD in this regard.
64.			Please clarify whether at RFP stage the offer can be higher than at RfE or must be lower or should be in a % range from RfE offer. Also, if there are particular references to inflation or interest rate and their relation to RFP offer	Please refer Clause 2.4.6 of RfE in this regard.
65.			We understand that 1. Financial Proposal is to be submitted in electronic mode only i.e. only at your e-Procurement Portal https://www.mstcecommerce.com/eproc/ . 2. Additionally, Application Fee & Bid Security is to be submitted physically in PFC Office. Kindly let us know the mode of submission of Technical proposal. Whether it has to be submitted in electronic mode only at your e-Procurement Portal OR Physical (Hard Copy) submission of Technical Proposal is also required.	The Applicant needs to submit the application along with all the documents in electronic mode only. However, Application Fee (or its receipt in case of RTGS payment) and Bid Security must be submitted in physical form as per Clause 3.2.1 of RfE
66.			To quote a better price, we request PFCCL to share the details of expected project areas (i.e. States, DISCOMs, Area wise Meters, Mix of meters etc)	Same shall be communicated at the RFP stage.
67.			-	The payments such as Gross Budgetary Support (GBS under RDSS), Lumpsum payment towards installation & commissioning of auxiliary components, Payment towards Manpower Cost with respect to new requirement for Software Component, Payment towards replacement of meters due to vandalism, theft etc. shall be made to AMISP on receipt of the corresponding amount by PFCCL from the Utility.