

Reply to Queries for Expression of Interest (Eoi) for selecting Interested Partner(s) for jointly exploring opportunities in Overseas Power/ Electricity Transmission & Distribution Sectors				
S. No.	Ref. Clause No.	Extract of the Clause	Queries of Applicants	PFCCCL's Reply
1	Clause 3.1 (Scope of Work)	The selected Partner(s) would provide the following assistance to PFCCCL in Overseas Power/ Electricity Transmission and Distribution sectors: i) Undertaking pre-activities for preparation of Detailed Project Reports (DPRs) e.g. surveys, baseline studies etc. ii) Preparation of DPRs	The clause may be amended as: <i>The selected Partner(s) would provide the following assistance to PFCCCL in investing in Overseas Power/ Electricity Transmission and Distribution sectors:.....</i> In Clause 3.1 (iv)	Please refer Amendment No. 3 to the Eoi Document
2		iii) Project Management Services which shall also include turnkey execution of projects inter-alia including preparation of Tender Documents and evaluation of bids; Finalisation of contracts etc. iv) Design; engineering; procurement; inspection; supervision; erection; testing and commissioning; and other works incidental to as may be required	Please confirm that the projects to be targeted under this arrangement are purely consulting opportunities and word "erection, testing and commissioning" may be read as supervision of erection, testing and commissioning more like EPCm (Engineering, Procurement Assistance and Construction Management) and/or PMC (Project management Consulting) works	
3		v) Assistance in Operation and Maintenance (O&M) of various schemes in Power/ Electricity Transmission and Distribution sectors. vi) Assistance in Capacity Building; training and development; business process Re-Engineering	In Clause 3.1 (viii) 1. Please confirm that the projects to be targeted under this arrangement are purely consulting opportunities. 2. Please confirm that no capital investment is envisaged.	
4		vii) Any other related activity as may be mutually agreed upon in power/ electricity distribution & transmission sector	3. Further, it is requested that the expectation on investment may please be elaborated since the need for capital investment for consulting assignments is unclear. 4. Please consider removing this as criteria for evaluating Consulting partners.	
5		viii) The selected Partner(s) may also be required to invest in the project based upon the specific requirement of the project.	We understand the investment is not mandatory. The partner company can also play the role of Technical Advisor. Kindly specify and explain Clause 3.1 (viii)	
6	Clause 4.1 (Eligibility Criteria)	The Applicant should be a single entity and no consortium is allowed.	The clause may be amended as: <i>The Applicant should be a single entity or a consortium of entities</i>	Please refer Amendment No. 3 to the Eoi Document
7	Clause 4.4 (Eligibility Criteria)	The Applicant should have experience in either or both in Power/ Electricity Transmission Sector as well as in Power/ Electricity Distribution Sector in the following areas:	We understand that a fully owned subsidiary company can use its Parent Company's Technical Experience and Financials to meet the Eligibility Criteria.	Please refer Amendment No. 3 to the Eoi Document
8		a) Applicant should have experience of at least one (1) Overseas project in last ten (10) years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Reports etc.	It is understood that company can use the credentials of its associates / affiliate subsidiaries / Parent company	
9			PFCCCL should consider the overall experience at the time of empanelment of agencies. Further, at the time of award of work, the PFCCCL may consider international experience for any overseas assignment.	
10			EOI document should consider brownfield projects as well apart from greenfield projects. The utility may require consultancy and PMC on the uprate and upgrade projects in the congested corridors. The EOI may ask for specific experience in this as an EPC in India and/or abroad.	
11		b) Applicant should have experience of at least one (1) Overseas project in last ten (10) years (applicable FY 2008-09 onwards) in project management services including turnkey execution of projects inter-alia including Design; Engineering; preparation of Tender Documents and evaluation of bids; finalisation of contracts; procurement; inspection; supervision; erection; testing and commissioning etc.	It is proposed that the Qualifying Criteria for different roles as a sub-consultant/ EPC contractor/ Developer may be specified upfront so that interested parties can express their specific interest in an activity and submit their credentials accordingly.	
12			In case of power Distribution utilities, the internal experience in these areas shall be considered and power distribution should be automatically selected.	
13		c) The Annual turnover of the Applicant during any of the last three (3) Financial Years (applicable FY 2015-16 onwards) should be at least USD 15 million / Rs. 100 crore.	Clause 4.4 (a) may be amended as: <i>Applicant should have experience of at least one (1) Overseas / Indian project in last ten (10) Years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Reports etc.</i>	
14			Clause 4.4 (b) may be amended as: <i>Applicant should have experience of at least one (1) Overseas / Indian project in last ten (10) years (applicable FY 2008-09 onwards) in project management services which include monitoring and supervision, testing and commissioning etc. of execution work done under the power distribution project for Central/State government utilities /PSUs .</i>	
15		d) The Networth of the Applicant during the last three (3) Financial Years (applicable FY 2015-16 onwards) should be atleast USD 3 million / Rs. 20 crore.	It is suggested to include "Applicant should have undertaken at least 3 consulting assignments in different countries in power distribution sector".	
16			We propose to include following in Clause 4.4 (a) and (b): <i>Applicant should have experience of at least one (1) Overseas / Indian project in last ten (10) years (applicable FY 2008-09 onwards) as a developer</i> Or <i>Applicant should have experience of at least one (1) Overseas / Indian project (not necessarily in the power sector) in last ten (10) years (applicable FY 2008-09 onwards) as a developer</i>	
17		The following clause should be added: <i>Applicant should be empanelled with at least one multilateral funding agency /financial institutions like World Bank/ ADB/Exim Bank etc. for both DPR preparation and Project Management Services for power transmission & distribution sector.</i>		
18		The minimum turnover and net worth criteria for the last three (3) financial years (applicable FY 2015-16 onwards) should be revised to USD 4.5 million/ Rs. 30 Cr and USD 0.75 million/ Rs. 5 Cr respectively.		
19		It is requested that the Net Worth clause may be amended to "positive net worth in the preceding year" instead of "to be at-least USD 3 million/20 crore in the last three financial year"		
20		The requirement of Annual Turnover should be raised to USD 45 million		

Reply to Queries for Expression of Interest (Eoi) for selecting Interested Partner(s) for jointly exploring opportunities in Overseas Power/ Electricity Transmission & Distribution Sectors							
S. No.	Ref. Clause No.	Extract of the Clause			Queries of Applicants	PFCL's Reply	
		S. No	Description (Minimum Eligibility)	Unit	Criteria	Marks	
21	Eligibility Criteria, Clause 4.5.1 (Transmission Sector)	1	Applicant should have experience of at least one (1) Overseas project in last ten (10) years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Report etc. in various Power/ Electricity Transmission projects. (Maximum Marks 20)	No of Projects	>3 2 to 3 =1	20 10 5	
22		2	Applicant should have experience of at least one (1) Overseas project in last ten (10) years (applicable FY 2008-09 onwards) in project management services including turnkey execution of projects inter-alia including Design; Engineering; preparation of Tender Documents and evaluation of bids; finalisation of contracts; procurement; inspection; supervision; erection; testing and commissioning in various Power/ Electricity Transmission projects. (Maximum Marks 30)	No of Projects	> 3 2 to 3 =1	30 20 10	
23		3	The Annual Turnover of the Applicant in Power/ Electricity Transmission sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 15 million / Rs. 100 crore. (Maximum Marks 15)	INR Crore (1 USD = INR 70)	>500 300 to 500 100 to 300	15 10 5	
24		5	The Network of the Applicant in Power/ Electricity Transmission sector during the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 3 million / Rs. 20 crore. (Maximum Marks 15)	INR Crore (1 USD = INR 70)	>70 50 to 70 20 to 50	15 10 5	
25		6	Commitment to invest in a specific project on case to case basis. (Maximum Marks 10)	%	upto 100% at least 74% at least 49%	10 8 6	
26							
27							
28							

S.No.	No. of assignments	Indian	Overseas
1.	=1	4.50 Marks	5 Marks
2.	2 to 3	9 Marks	10 Marks
3.	> 3	18 Marks	20 Marks

S.No.	No. of assignments	Indian	Overseas
1.	=1	9 Marks	10 Marks
2.	2 to 3	18 Marks	20 Marks
3.	>3	27 Marks	30 Marks

Turnover (Cr.)	INR	Marks
1500 - 2000		5
2000 to 3000		10
More than 3000		15

We understand that overseas Experience of developing projects is required for empanelment of Developers interested in investing in other countries. However, the weightages would vary depending on whether a bidder is interested in the activity of DPR/ PFR/ PMC etc as a sub-consultant or he is interested in undertaking EPC works or interested in participating in the country as a developer under BOOM framework. The EOI document should therefore be redrafted to specify documentary submission required for the three categories. The current weightage criterion mentioned in the document is for empanelment of DPR/ PFR/ PMC works.

Clause 4.5.1 (S.No.1) may be modified as:
 "Applicant should have experience of at least one (1) Overseas/ Indian project in last ten (10) years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / survey investigation reports, Preliminary survey, route alignment/ soil investigations/ Design Basis Report etc. in various Power/ Electricity Transmission projects.
 Note: In case of Indian assignment, 90% weightage will be given in the marking criteria against 100% for the overseas assignment.
 No. of Projects:

Under Clause 4.5.1 (S.No.1), Applicant should have experience of at least one (1) Indian project in last ten (10) years (applicable FY 2008-09 onwards) for development of transmission projects

Clause 4.5.1 (S.No.2) may be modified as:
 "Applicant should have experience of project management services which include monitoring and supervision, testing and commissioning etc. of execution work done under the transmission project (above 220 kV) for Central/State government utilities /PSUs in Overseas/ India.
 Note:

- In case of Overseas/Indian assignment, if the assignment is ongoing then it should be in operation for at least one year from date of opening of this tender.
 - In case of Indian assignment, 90% weightage will be given in the marking criteria against 100% for the overseas assignment.
- No. of Projects:

Please refer Amendment No. 3 to the Eoi Document

Under Clause 4.5.1 (S.No.2), Applicant should have experience of at least one (1) Overseas / India project in last ten (10) years (applicable FY 2008-09 onwards) as a developer in various Power/ Electricity Transmission projects.

Please relax the criteria under Clause 4.5.1 (S.No.1 & 2)

Clause 4.5.1 (S.No.3) may be modified as
 The Annual Turnover of the Applicant in Power/ Electricity consultancy sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 4.5 million / Rs. 30 crore.
 (i) 30 to 45 Crore: 5 Marks
 (ii) 45 to 60 Crore: 10 Marks
 (iii) > 60 Crore: 15 Marks

Clause 4.5.1 (S.No.3) may be modified as
 The Annual Turnover of the Applicant in Power/ Electricity Transmission sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 225 million / Rs. 1500 crore.

Reply to Queries for Expression of Interest (Eoi) for selecting Interested Partner(s) for jointly exploring oppotunities in Overseas Power/ Electricity Transmission & Distribution Sectors

S. No.	Ref. Clause No.	Extract of the Clause	Queries of Applicants	PFCC's Reply								
29			<p>Clause 4.5.1 (S.No.5) may be modified as <i>The Net Worth of the Applicant in Power/ Electricity consultancy sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 0.75 million / Rs. 5 crore.</i> (i) 5 to 10 Crore: 5 Marks (ii) 10 to 15 Crore: 10 Marks (iii) > 15 Crore: 15 Marks</p>									
30			<p>Clause 4.5.1 (S.No.5) may be modified as <i>The Net worth of the Applicant in Power/ Electricity Transmission sector during the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 75 million / Rs. 500 crore.</i></p> <table border="1"> <thead> <tr> <th>Net worth (INR Cr.)</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>500 – 1000</td> <td>5</td> </tr> <tr> <td>1000 to 2000</td> <td>10</td> </tr> <tr> <td>More than 2000</td> <td>15</td> </tr> </tbody> </table>	Net worth (INR Cr.)	Marks	500 – 1000	5	1000 to 2000	10	More than 2000	15	Please refer Amendment No. 3 to the Eoi Document
Net worth (INR Cr.)	Marks											
500 – 1000	5											
1000 to 2000	10											
More than 2000	15											
31		<p>It is requested to remove Clause 4.5.1 (S.No.6). Further, it is requested to kindly shift 10 marks against this criterion into the Approach & Methodology component. Thus, the Approach & Methodology component will now have weightage of total of 20 Marks against earlier weightage of 10 Marks.</p>										
32		<p>Marks in Clause 4.5.1 (S.No.6) may be given as</p> <table border="1"> <thead> <tr> <th></th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>At least 26%</td> <td>5</td> </tr> <tr> <td>At least 49%</td> <td>10</td> </tr> <tr> <td>At least 74%</td> <td>20</td> </tr> <tr> <td>Upton 100%</td> <td>30</td> </tr> </tbody> </table>		Marks	At least 26%	5	At least 49%	10	At least 74%	20	Upton 100%	30
	Marks											
At least 26%	5											
At least 49%	10											
At least 74%	20											
Upton 100%	30											

Reply to Queries for Expression of Interest (Eoi) for selecting Interested Partner(s) for jointly exploring opportunities in Overseas Power/ Electricity Transmission & Distribution Sectors																							
S. No.	Ref. Clause No.	Extract of the Clause			Queries of Applicants	PFCL's Reply																	
S. No	Description (Minimum Eligibility)	Unit	Criteria	Marks																			
33		1	Applicant should have experience of at least one (1) Overseas project in last ten (10) years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Report etc. in various Power/ Electricity Distribution projects. (Maximum Marks 20)	No of Projects	>3 2 to 3 =1	20 10 5	<p>Clause 4.5.2 (S.No.1) may be modified as: "Applicant should have experience of at least one (1) Overseas/ Indian project in last ten (10) Years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Reports etc."</p> <p>Note: In case of Indian assignment, 90% weightage will be given in the marking criteria against 100% for the overseas assignment.</p> <p>No. of Projects:</p> <table border="1"> <thead> <tr> <th>S.No.</th> <th>No. of assignments</th> <th>Indian</th> <th>Overseas</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>=1</td> <td>4.5 Marks</td> <td>5 Marks</td> </tr> <tr> <td>2.</td> <td>2 to 3</td> <td>9 Marks</td> <td>10 Marks</td> </tr> <tr> <td>3.</td> <td>> 3</td> <td>18 Marks</td> <td>20 Marks</td> </tr> </tbody> </table>	S.No.	No. of assignments	Indian	Overseas	1.	=1	4.5 Marks	5 Marks	2.	2 to 3	9 Marks	10 Marks	3.	> 3	18 Marks	20 Marks
		S.No.	No. of assignments	Indian	Overseas																		
1.	=1	4.5 Marks	5 Marks																				
2.	2 to 3	9 Marks	10 Marks																				
3.	> 3	18 Marks	20 Marks																				
2	Applicant should have experience of at least one (1) Overseas project in last ten (10) years (applicable FY 2008-09 onwards) in project management services including turnkey execution of projects inter-alia including Design; Engineering; preparation of Tender Documents and evaluation of bids; finalisation of contracts; procurement; inspection; supervision; erection; testing and commissioning in various Power/ Electricity Distribution projects. (Maximum Marks 30)	No of Projects	> 3 2 to 3 =1	30 20 10																			
34		3	The Annual Turnover of the Applicant in Power/ Electricity Distribution sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 15 million / Rs. 100 crore. (Maximum Marks 15)	INR Crore (1 USD = INR 70)	>500 300 to 500 100 to 300	15 10 5																	
		5	The Networth of the Applicant in Power/ Electricity Distribution sector during the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 3 million / Rs. 20 crore. (Maximum Marks 15)	INR Crore (1 USD = INR 70)	>70 50 to 70 20 to 50	15 10 5																	
35		6	Commitment to invest in a specific project on case to case basis. (Maximum Marks 10)	%	upto 100% at least	10 8																	
36						<p>Clause 4.5.2 (S.No.1) may be modified as: Applicant should have experience of at least one (1) Indian / Overseas project in last ten (10) years (applicable FY 2008-09 onwards) as a developer or Applicant should have experience of at least one Indian project in last ten (10) years (applicable FY 2008-09 onwards) for successfully managing 10 Lacs consumers as a Distribution Licensee</p> <p>Criteria:</p> <table border="1"> <thead> <tr> <th>No of Consumers</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>10 Lacs</td> <td>10</td> </tr> <tr> <td>10 – 20 Lacs</td> <td>20</td> </tr> <tr> <td>More than 20 Lacs</td> <td>30</td> </tr> </tbody> </table>	No of Consumers	Marks	10 Lacs	10	10 – 20 Lacs	20	More than 20 Lacs	30									
No of Consumers	Marks																						
10 Lacs	10																						
10 – 20 Lacs	20																						
More than 20 Lacs	30																						
37	Eligibility Criteria, Clause 4.5.2 (Distribution Sector)					<p>Clause 4.5.2 (S.No.1) may be modified as: Applicant should have experience of at least one (1) Overseas project & one (1) Domestic project in last ten (10) years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Report/ technical consultancy services etc. in various Power/ Electricity Distribution projects.</p>																	
						<p>Clause 4.5.2 (S.No.2) may be modified as: "Applicant should have experience of at least one (1) Overseas/ Indian project in last ten (10) years (applicable FY 2008-09 onwards) in project management services which include monitoring and supervision, testing and commissioning etc. of execution work done under the power distribution project for Central/State government utilities /PSUs."</p> <p>Note:</p> <p>1. In case of Overseas/Indian assignment, if the assignment is ongoing then it should be in operation for at least one year from date of opening of this tender.</p> <p>2. In case of Indian assignment, 90% weightage will be given in the marking criteria against 100% for the overseas assignment.</p> <p>No. of Projects:</p> <table border="1"> <thead> <tr> <th>S.No.</th> <th>No. of assignments</th> <th>Indian</th> <th>Overseas</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>=1</td> <td>9 Marks</td> <td>10 Marks</td> </tr> <tr> <td>2.</td> <td>2 to 3</td> <td>18 Marks</td> <td>20 Marks</td> </tr> <tr> <td>3.</td> <td>>3</td> <td>27 Marks</td> <td>30 Marks</td> </tr> </tbody> </table>	S.No.	No. of assignments	Indian	Overseas	1.	=1	9 Marks	10 Marks	2.	2 to 3	18 Marks	20 Marks	3.	>3	27 Marks	30 Marks	
S.No.	No. of assignments	Indian	Overseas																				
1.	=1	9 Marks	10 Marks																				
2.	2 to 3	18 Marks	20 Marks																				
3.	>3	27 Marks	30 Marks																				
38						<p>Clause 4.5.2 (S.No.2) may be modified as: Applicant should have experience of at least one (1) Domestic / Overseas project in last ten (10) years (applicable FY 2008-09 onwards) as a developer</p> <p>Clause 4.5.2 (S.No.2) may be modified as: Applicant should have experience of at least one (1) Overseas project & one (1) Domestic project in last ten (10) years (applicable FY 2008-09 onwards) in project management consultancy, technical advisory services, capacity building, management advisory services etc. in various Power/ Electricity Distribution projects</p>																	

Please refer Amendment No. 3 to the Eoi Document

Reply to Queries for Expression of Interest (Eoi) for selecting Interested Partner(s) for jointly exploring oppotunities in Overseas Power/ Electricity Transmission & Distribution Sectors

S. No.	Ref. Clause No.	Extract of the Clause	Queries of Applicants	PFCL's Reply									
39			In pre-qualification we request to specify the Size of project in terms of i.MW ii. No of metering point's iii. Size of Contract in terms of Contract value etc. iv. Technology experience Like SCADA/DMS/EMS/AMI v. The financial turnover of the company should be more as T&D business needs long term fund with high initial capex investment. We request the financial turnover should be 1000Cr. vi. The intent of PFC Consulting is to do international experience we request, the bidding company should have prior experience to work in minimum three different utilities in three different countries.	Please refer Amendment No. 3 to the Eoi Document									
40			Clause 4.5.2 (S.No.3) may be modified as: <i>The Annual Turnover of the Applicant during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 12 million / Rs. 85 crore .</i>										
41			Clause 4.5.2 (S.No.3) may be modified as: <i>The Annual Turnover of the Applicant during any of the last three (03) Financial Years (applicable FY 2015-16 onwards) should be <u>atleast</u> Rs. 10 crore .</i>										
42			Clause 4.5.2 (S.No.3) may be modified as: <i>The Annual Turnover of the Applicant in Power/ Electricity consultancy sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 4.5 million / Rs. 30 crore.</i> <i>(i) 30 to 45 Crore: 5 Marks</i> <i>(ii) 45 to 60 Crore: 10 Marks</i> <i>(iii) > 60 Crore: 15 Marks</i>										
43			Clause 4.5.2 (S.No.3) may be modified as: <i>The Annual Turnover of the Applicant in Power/ Electricity Distribution sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 225 million / Rs. 1500 crore.</i> <table border="1"> <thead> <tr> <th>Turnover (INR Cr.)</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1500 – 2000</td> <td>5</td> </tr> <tr> <td>2000 to 3000</td> <td>10</td> </tr> <tr> <td>More than 3000</td> <td>15</td> </tr> </tbody> </table>		Turnover (INR Cr.)	Marks	1500 – 2000	5	2000 to 3000	10	More than 3000	15	
Turnover (INR Cr.)	Marks												
1500 – 2000	5												
2000 to 3000	10												
More than 3000	15												
44			Clause 4.5.2 (S.No.5) may be modified as: <i>The Net Worth of the Applicant in Power/ Electricity consultancy sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 0.75 million / Rs. 5 crore.</i> <i>(i) 5 to 10 Crore: 5 Marks</i> <i>(ii) 10 to 15 Crore: 10 Marks</i> <i>(iii) > 15 Crore: 15 Marks</i>										
45			Clause 4.5.2 (S.No.5) may be modified as: <i>The Net worth of the Applicant in Power/ Electricity Distribution sector during the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 75 million / Rs. 500 crore.</i> <table border="1"> <thead> <tr> <th>Net worth (INR Cr.)</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>500 – 1000</td> <td>5</td> </tr> <tr> <td>1000 to 2000</td> <td>10</td> </tr> <tr> <td>More than 2000</td> <td>15</td> </tr> </tbody> </table>	Net worth (INR Cr.)	Marks	500 – 1000	5	1000 to 2000	10	More than 2000	15		
Net worth (INR Cr.)	Marks												
500 – 1000	5												
1000 to 2000	10												
More than 2000	15												
46			Clause 4.5.2 (S.No.5) may be modified as: <i>The Networth of the Applicant in Power/ Electricity Distribution sector during the last three (3) financial years (applicable FY 2015- 16 onwards) <u>should be positive</u> .</i>										
47			It is requested to remove Clause 4.5.2 (S.No.6). Further, it is requested to kindly shift 10 marks against this criterion into the Approach & Methodology component. Thus, the Approach & Methodology component will now have weightage of total of 20 Marks against earlier weightage of 10 Marks.										
48			Marks in Clause 4.5.2 (S.No.6) may be given as <table border="1"> <thead> <tr> <th></th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>At least 26%</td> <td>5</td> </tr> <tr> <td>At least 49%</td> <td>10</td> </tr> <tr> <td>At least 74%</td> <td>20</td> </tr> <tr> <td>Upton 100%</td> <td>30</td> </tr> </tbody> </table>		Marks	At least 26%	5	At least 49%	10	At least 74%	20	Upton 100%	30
	Marks												
At least 26%	5												
At least 49%	10												
At least 74%	20												
Upton 100%	30												

Reply to Queries for Expression of Interest (Eoi) for selecting Interested Partner(s) for jointly exploring oppotunities in Overseas Power/ Electricity Transmission & Distribution Sectors										
S. No.	Ref. Clause No.	Extract of the Clause	Queries of Applicants				PFCCl's Reply			
			S. No	Description (Minimum Eligibility)	Unit	Criteria		Marks		
				Overseas	Domestic	Overseas	Domestic			
49			1	Applicant should have experience of at least one (1) Overseas project & one (1) Domestic project in last ten (10) years (applicable FY 2008-09 onwards) for preparation of Detailed Project Reports (DPRs) / Project Feasibility Reports / Design Basis Report/ technical consultancy services etc. in various Power/ Electricity Distribution projects. (Maximum Marks 20)	No of Projects	>2 2 =1	>2 2 =1	10 5 3	10 5 3	Please refer Amendment No. 3 to the Eoi Document
			2	Applicant should have experience of at least one (1) Overseas project & one (1) Domestic project in last ten (10) years (applicable FY 2008-09 onwards) in project management consultancy, technical advisory services, capacity building, management advisory services etc. in various Power/ Electricity Distribution projects. (Maximum Marks 30)	No of Projects	>2 2 =1	>2 2 =1	15 10 5	15 10 5	
			3	The Annual Turnover of the Applicant in Power/ Electricity Distribution sector during any of the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 15 million / Rs. 100 crore. (Maximum Marks 15)	INR Crore (1 USD = INR 70)	>500 300 to 500 100 to 300		15 10 5		
			4	The Networth of the Applicant in Power/ Electricity Distribution sector during the last three (3) financial years (applicable FY 2015-16 onwards) should be at least USD 3 million / Rs. 20 crore. (Maximum Marks 15)	INR Crore (1 USD = INR 70)	>70 50 to 70 20 to 50		15 10 5		
			6	Applicant should have undertaken at least 3 consulting assignments in different countries in power distribution sector. (Maximum Marks 10)		>3 =3		10 5		
			7	Approach and methodology for jointly exploring & implementing Business Opportunities in Overseas Power/ Electricity Distribution Sector. (Maximum Marks 10)				10		
			50	Clause 7.1	The application is to be submitted online on TCIL portal as per the prescribed format	It is requested to confirm that DSC of MD/CEO can be used for online submission, however, physical copy of documents may be signed by any authorized person by the board of the company.				
51	Eoi Form 1	Eoi to be signed by Managing Director/ Chief Executive officer who should also be full time director on the Board of the Company submitting the Eoi.	We propose to amend it as follows: "Eoi and other enclosures forming part of Eoi to be signed by any person who is authorized by the Board of the Company." It is requested to confirm that certified true copy of annual reports duly signed by authorised person on 1st and last page only would suffice the requirement of EOI.				No Change			
52	Annexure-2	No offline submission is required except Pass-phrase. The Bidders are requested to submit the original copies of the response submitted on TCIL along with the Pass-phrase.	It is requested to clarify whether bidders are required to submit the original copy of complete EOI along with enclosures to PFCCl or only the Pass-phrase is required to be submitted.				Please refer Clause 7.1 & 7.2 of Eoi Document.			
53	Draft MoU; Clause 1(e)	Both the Parties primarily agree to jointly explore opportunities in Overseas Power/ Electricity Transmission sectors in the following areas i. ... ii. ... iii. Project Management Services which shall also include turnkey execution of projects inter-alia including preparation of Tender Documents and evaluation of bids; Finalisation of contracts etc viii. Any other related activity as may be mutually agreed upon in power/ electricity Distribution sector	We request to include following also: iii. <i>Project Management Services which shall also include turnkey execution of projects inter-alia including preparation of Tender Documents and evaluation of bids; Finalisation of contracts etc. Further, Affiliate of Selected Partner shall be permitted to participate in tender process, If any affiliate of Selected Partner participate in tender process; it shall not be considered as breach of condition of non-circumvention, confidentiality or conflict of interest.</i> viii. <i>Any other related activity as may be mutually agreed upon in power/ electricity transmission sector including but not limited to:</i> • <i>Joint negotiation with the client;</i> • <i>Submission of security / guarantee of seriousness / Bid Bond / PBG etc. need to be explored.</i> • <i>Expenses and cost for preparation of documents need to be discussed and explored.</i> • <i>A detailed matrix of role and responsibilities need to be mapped such as overseas visits, survey & studies, financial closure, clients visit to India, business model, SPV creation, expenses of consultant appointed etc.</i>				The Draft MoU annexed with the Eoi Document is for reference purpose only. However, the terms & conditions of the MoU shall be mutually agreed upon at the time of signing the MoU.			

Reply to Queries for Expression of Interest (Eoi) for selecting Interested Partner(s) for jointly exploring oppotunities in Overseas Power/ Electricity Transmission & Distribution Sectors				
S. No.	Ref. Clause No.	Extract of the Clause	Queries of Applicants	PFCCl's Reply
54	Draft MoU; Clause 4	Both Parties further agree not to circumvent each other as set out herein and shall abide by business principles regarding non-circumvention. No Party to this MOU shall in any way whatsoever circumvent or attempt to circumvent the other by entering into any negotiation or dealing with business contact associates or Partners, firms or companies etc. of the other Party with whom he might have become acquainted in the course of the implementation of this MOU, without the prior written consent of the other Party concerned.	We request to include following also: <i>However, if selected Party (Partner) is already pursuing the opportunity bring forwarded by PFCCl through any other means then other Party have the right to not to pursue such opportunity jointly with PFCCl after giving notice in writing to PFCCl within 10 days of receipt of notification of opportunity with disclosure should be binding with confidentiality clause too.</i> <i>Further, PFCCl will not intervene or disclose any confidential information to anyone related to the opportunity which is already being pursued by selected Partner inline to the clauses of Non-Circumvention and Confidentiality.</i>	The Draft MoU annexed with the Eoi Document is for reference purpose only. However, the terms & conditions of the MoU shall be mutually agreed upon at the time of signing the MoU.
55	Draft MoU; Clause 12	All the information/material be it either technical, commercial, financial or proprietary etc. in nature which are shared by the Parties in connection with achieving the objectives of this MOU shall remain the exclusive property of the concerned Party and nothing contained in this MOU shall be construed as granting or conferring any rights to such information/material on the other Party. Further each Party shall retain and/or own their intellectual property rights in all of its pre-existing and/or independently developed intellectual property including but not limited to reusable software assets, tools, documents, manuals, frameworks and solutions among other things during the term of this MOU. A Party may use the other Party's name, logo, trademark or any other symbol or design or the analytic solution being provided by the parties under this MOU.	We propose to revise as follows: <i>All the information/material be it either technical, commercial, financial or proprietary etc. in nature which are shared by the Parties in connection with achieving the objectives of this MOU shall remain the exclusive property of the concerned Party and nothing contained in this MOU shall be construed as granting or conferring any rights to such information/material on the other Party. Further each Party shall retain and/or own their intellectual property rights in all of its pre-existing and/or independently developed <u>by itself/ or through its consultant</u> intellectual property including but not limited to reusable software assets, tools, documents, manuals, frameworks and solutions among other things during the term of this MOU. A Party may use the other Party's name, logo, trademark or any other symbol or design or the analytic solution being provided by the parties under this MOU <u>with prior consent in writing. On termination of MoU or expiry of the period of MoU thereof, as the case may be, no party shall use the other Party's name, logo, trademark or any other symbol or design or any solution such as analytics.</u></i>	
56	Draft MoU; Clause 13	Neither Party shall be liable to the other Party for damages, whether in contract, tort or otherwise, arising out of or in connection with this MOU other than for breach of obligations of either Party under this MOU	There is no capping towards the liability upon breach of obligations. It is requested that the same should be capped.	
57	Draft MoU; Clause 16	This MOU shall ensure to benefit of the Parties hereto and to their respective successors and permitted assigns. This MOU is exclusive to the Parties and the Parties shall not assign their rights and benefits hereunder except with mutual consent which should not be unreasonably withheld by other party. Notwithstanding the above or any contrary provision contained in this MOU, the Parties shall have the right to assign this MOU, in whole or in part, to any of their subsidiary company or to any successor by way of merger, consolidation or acquisition of a substantial amount of the assets of said corporation or its parent company.	We request to include the following also: <i>Further, selected Partner shall be allowed to offload the EPC execution/ construction and O&M contracts to its affiliates on basis of right to reject / Right of First Refusal/ right to match lowest bidder.</i>	
58	Draft MoU; Clause 19	There is no financial transaction through this MOU. Each Party shall bear its own costs of interaction/ negotiation etc. with the client. The Parties shall decide on the level and extent of involvement in the prospective assignment and decide on the cost of services to be submitted and finalized with the client. The Parties shall not be allowed to part ways once the assignment is awarded by the client. In the event of the Party parting ways, the party parting ways shall be liable to pay the other Party an amount equivalent to the rest of the work to be undertaken by both the Parties.	There is no financial transaction through this MOU. Each Party shall bear its own costs of interaction/ negotiation etc. with the client. The Parties shall decide on the level and extent of involvement in the prospective assignment and decide on the cost of services to be submitted and finalized with the client. The Parties shall not be allowed to part ways once the assignment is awarded by the client. In the event of the Party parting ways, the party parting ways shall be liable to pay the other Party an amount equivalent to the rest of the <u>respective</u> scope of work to be undertaken by <u>respective</u> Parties	
59			We understand that Applicant need to submit single response against EOI for both Transmission and Distribution Sectors. In case, applicant intends to submit EOI for only one sector transmission or distribution, then EOI may be submitted accordingly i.e the subject of Form 1 would be changed to either transmission or distribution.	Please refer Clause 4.6 of Eoi Document.
60			Please clarify whether signed copy of draft MoU need to be submitted along with Eoi	Not Required
61			It is requested to clarify, in an event wherein two companies obtain the same score during evaluation, which would be given the preference.	Please refer Clause 4.7 & 4.8 of the Eoi Document
62			Please clarify that if PFCCl selects more than one applicant to be a Partner then, what will be the criteria on the basis of which one Partner will be given right of rejection of exploring any opportunity over other empanelled Parties Partner Since this MoU is on non-exclusive basis, it is suggested that for each unique opportunity PFCCl will provide the exclusive period to selected partner for right of rejection for exploring any opportunity for mutually agreed period to ensure that exercise, labour, task, calculation, study, project report etc. undertaken by a selected partner will not be exploited by another selected Partner/s or PFCCl for the same opportunity (if any)	The Draft MoU annexed with the Eoi Document is for reference purpose only. However, the terms & conditions of the MoU shall be mutually agreed upon at the time of signing the MoU.
64			Our Balance Sheets are prepared for the Period Jan to Dec. Hence, We cannot provide The current Year Balance Sheets. Therefore, we request you to modify the clause to last 3 Sessions Balance Sheets.	Please refer Amendment No. 3 to the Eoi Document
			In case of MNC applicants, please confirm that international credentials from the group entities be considered	
65			Applicant should be empanelled with at least one multilateral funding agency /financial institutions like World Bank/ ADB/Exim Bank etc. for both DPR preparation & Project Management Services for power transmission & distribution sector	Please refer Clause 2 of the Eoi Document
66			Please provide clarification on PFCCl's expectation behind jointly exploring overseas opportunities?	
			Please provide information on which countries/Geographies (Middle-East, Africa, South East Asia or such) are in the prime focus of PFCCl to explore business opportunities	
			Is PFCCl willing to evaluate any consulting opportunities or only those which are funded by Indian Govt. or Indian investors?	

Reply to Queries for Expression of Interest (Eoi) for selecting Interested Partner(s) for jointly exploring oppotunities in Overseas Power/ Electricity Transmission & Distribution Sectors			
S. No.	Ref. Clause No.	Extract of the Clause	PFCCl's Reply
67		General	The Draft MoU annexed with the Eoi Document is for reference purpose only. However, the terms & conditions of the MoU shall be mutually agreed upon at the time of signing the MoU.
		<p>While evaluating individual opportunities on case-to-case basis please advise:</p> <ol style="list-style-type: none"> 1. How a decision will be arrived at partnering with one of the shortlisted consultants for an opportunity? 2. How the bidding structure will be decided in terms Lead/Junior partner? 3. How will the scope split (associated split of resources, costs for travel and logistics)? 4. How Bid documentation and submittal be handled? 5. How Handling of Bank Guarantees (EMD, ABGs, PBGs) and insurances will be done? 6. How Proposal pricing and negotiation will be done? 7. How Proposal follow-up will be ensured? 	
		<p>Please confirm that for all potential opportunities:</p> <ol style="list-style-type: none"> 1. Will be mutually discussed 2. Each party will have the right to make bid/no-bid decisions at their own discretion. 3. Notwithstanding anything mentioned in the MoU, there is no binding of PFC or the partner to participate in any opportunity unless both parties are in agreement to do otherwise. 	
		Responsibility of providing Bank Guarantees, Insurances, PIs, Third party insurances etc. will be on the lead partner. The minority partner will provide back to back guarantees and insurances for their protion or work on case-to-case basis, please confirm	
		Request to kindly clarify on the mode/way through which the identified opportunity will be executed i.e. will a JV/Consortium be formed or a Consultancy Agreement will be executed with PFCCl for such identified opportunity.	
		Please confirm that PFCCl will enter into a non-disclosure agreement with the selected/shortlisted potential partner.	
69		In case of MNC applicants, please confirm that international credentials from the group entities be considered	Please refer Amendment No. 3 to the Eoi Document
71		Applicant should be empanelled with at least one multilateral funding agency /financial institutions like World Bank/ ADB/Exim Bank etc. for both DPR preparation & Project Management Services for power transmission & distribution sector	Please refer Amendment No. 3 to the Eoi Document
73		Please clarify in PFCCl wishes to explore business opportunities in O&M of transmission projects as well.	Please refer Eoi Document Clusue 3.1 and Amemdment No. 3 to the Eoi Document
76		It is requested that the bid submission deadline may be extended to a suitable date at least 3 weeks from the date of publishing of the pre-bid clarifications	Please refer Amendment No. 3 to the Eoi Document

