

**Reply to Pre-Bid Queries for Empanelment of Consultants to provide Consultancy Services as Bid Process Co-ordinator and Project Management Consultant for the Opportunities in the field of Power Sector in India and abroad**

S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
<b>M/s Darshaw</b>				
1	Section 4: Eligibility of Applicants Clause 4.2b, Page 7	The annual turnover of applicant should be at least <b>Rs. 5 Crores from power sector consultancy business</b> in each year during the last three financial years. The Applicant shall provide a certificate from CA in support of this requirement.	The annual turnover of applicant should be at least Rs. 5 Crores from consultancy business in each year during the last three financial years. The Applicant shall provide a certificate from CA in support of this requirement.	As per NIT
2	Section 5: Empanelment Criteria Clause 5.1A (1), Page 8	a copy of the Letter of award/ Contract Agreement issued to the Consultant towards providing services to the Procurer/ Utility/ Sponsoring Authority for a SPECIFIC project related to Power Sector development in India/abroad. <b>The confirmation of successful/satisfactory work in progress towards the project in hand is to be obtained from the concerned Procurer/ Utilities/ Sponsoring Authority of the project</b>	a copy of the Letter of award/ Contract Agreement issued to the Consultant towards providing services to the Procurer/ Utility/ Sponsoring Authority for a SPECIFIC project related to Power Sector development in India/ abroad.	As per NIT
<b>M/s SPA Capital advisers Ltd</b>				
1	Page No. 7, Clause no. 4.1	4.1 The Applicant can be a firm or a company. <b>Consortium or Joint Venture</b> is not allowed....	Since the work requires multi-disciplinary skills, we submit our request to allow two-member (2) consortium including the Lead Member.	As per NIT

S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
<b>M/s IMAcs</b>				
1	4. ELIGIBILITY OF APPLICANTS: 4.2 (B)	“The annual turnover of Applicant should be at least <b>Rs. 5 Crores</b> from power sector consultancy business in each year during the last three financial years. The Applicant shall provide a certificate from CA in support of this requirement.”	<p>a. Financial Turnover only for assessing financial strength/capability of the firm. The financial turnover criteria in all the tenders issued by the government organizations are to assess the financial strength/capability of the bidder so that during the execution of the assignment/project, the consulting firm continues to deploy the required resources/manpower without having any constraints on their finances. The financial turnover criteria should never be used to assess the technical capability of the firm. Instead, the technical capability of these firms are anyways assessed by the eligibility criteria specified in para 4.1, para 5.1 (A) and (B). Hence, MSETCL/JV company’s intent should be to empanel a consulting firm with strong financial strength/capability and a high turnover to service the requirements during the project. Instead of insisting Rs. 5 Crore from power sector consultancy, MSETCL should ask for a financially stronger consulting firm probably having a higher turnover criteria of Rs. 10 Crore or Rs. 15 Crore from the overall business. Otherwise, MSETCL may end up empaneling a financially weaker firm which only does power sector consultancy and only has an overall turnover of Rs. 5 Crore. In comparison, larger firms having turnover higher than Rs. 10 Crore or Rs. 15 Crore from the overall business fail to get qualified. The intent of MSETCL to empanel/recruit a financially strong firm will not be met.</p> <p>b. CA firms to not provide CA certificate for turnover only for power sector consultancy as financial statements prepared for overall business. The financial statements (Balan+D9ce sheet and P&amp;L ) are prepared for overall business instead of only power sector consultancy. Hence, the Chartered Accountant have limitations in certifying anything other than the Balance Sheet and P&amp;L of the company. Hence, the same may not be possible to be provided.</p> <p>c. Turnover criteria should be competition restrictive By specifying the present turnover criteria “Rs. 5 Crore turnover from power sector consultancy” the competition is restricted as bigger firms like IMAcs is constrained to bid for the tender. We request that such competition restrictive clauses/requirements are withdrawn and also any restrictive clauses suggested by any firms during the pre-bid meeting or otherwise not be considered. In case any of the firms have any issue on their qualification, they may definitely ask for relaxation in the tender requirements instead of increasing the requirements. Our suggestion Due to the above mentioned facts, we request that MSETCL should modify the financial eligibility criteria to as below:- “The annual turnover of Applicant should be at least Rs. 5 Crores from <del>power sector</del> consultancy business in each year during the last three financial years. The Applicant shall provide a certificate from CA in support of this requirement.” Further, the turnover specified in the above clause may be increased, if required, to Rs 10 Crore or Rs. 15 Crore to ensure financially strong firms get empaneled.</p>	As per NIT

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2	5. EMPANELMENT CRITERIA: 5.1 Sr. No. (A)	1."... The confirmation of successful/satisfactory work in progress towards the project in hand is to be obtained from the concerned Procurer/Utilities/ Sponsoring Authority of the project."	<p>It is highlighted that the certification of successful/satisfactory work-in- progress of the eligible projects is impractical as no government organizations provide any such certifications before completion of the consultancy assignments. Hence, it would not be possible for any consulting firms to make this available for the present tender. Instead MSETCL may assess the satisfactory work-in-progress by the below two methods:-</p> <ol style="list-style-type: none"> <li>1. Directly seeking feedback from client officers/nodal persons:- Each of the assignments/projects executed by the consulting firm has a client contact person/nodal person receiving the services of the consulting firm. MSETCL, if required, may contact these client contact person/nodal persons over telephone to assess the quality of the work. If required, the consulting firm/applicant may provide the contact details of the nodal persons for MSETCL's convenience. However, the consulting firm/applicant cannot assure any written correspondence from the clients in this method of assessment.</li> <li>2. Certification of milestone payments of the eligible assignments:- It may be understood that once the payment against the milestones of any project is made by the client, the same is against satisfactory work-in-progress and successful completion of the milestone. Hence, MSETCL may assess the same from the CA certification of payments made to the consulting firm against the milestones of the eligible projects.</li> </ol> <p>We request MSETCL to consider mainly the CA certification of payments made to consulting firm for assessing the satisfactory work-in- progress of any eligible assignment.</p>	As per NIT
3	10. SIGNING OF FORMAL CONTRACT AGREEMENT FOR AWARDED WORK:	If Consultant gets awarded with work (as per procedure mentioned in Para 5.2), the Consultant shall be required to enter into a Contract Agreement with JV Company/MSETCL within 7 (Seven) days from the date of the Letter of Award (LOA) or within such extended time as may be granted by JV Company/MSETCL.	<ol style="list-style-type: none"> <li>a. As per the discussions held during the pre-bid meeting, it was specified that there are no additional legal clauses in the empanelment exercise apart from those mentioned on the RFP/tender/EoI document published by MSETCL. Kindly confirm our understanding. In alternate, if there is any empanelment contract to be signed by the empaneled firm immediately on empanelment, same may be shared beforehand to suggest mutually agreed changes in the terms and conditions.</li> <li>b. It was specified during the pre-bid meeting that contract would be signed for each specific consulting opportunities/project from time to time with the empaneled consulting firm. Hence, any such contract/contractual terms needs to be on mutually agreeable basis and the empaneled firm may given a chance to suggest changes and in case, any of the terms are mutually non- agreeable allow choice to the empaneled firm to not submit quote for that specific project/assignment.</li> </ol>	As per NIT (The Contractual terms are part of the actual assignments and same will be notified at the time of floating of assignment)

S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
4	5.EMPANELMENT CRITERIA 5.1 Sr. No. (B)	“..The Experts must have experience in the Bid Process Advisory and/or Project Management Consultant assignments under assisting a Government/Public Sector Utility/Private Sector for Selection of developer for Transmissions or under tariff based bidding guidelines of Ministry of Power, Gol, for Selection of Developer for Transmission System. <b>Suitable documentary evidence needs to be enclosed along with the proposal. The above required experience of the Experts shall be provided in the CVs as per proforma provided.”</b>	The work order is issued in the name of consulting firm and there is no mention of the team members who would work or who has worked in delivering the project for the client. The projects are delivered to the client by the team designated by the consulting firm and the details of these experience of the personnel are specified in the resume/CV under their self-declaration and firm’s declaration.  Hence, no separate documentary evidence can be made available due to the above practical difficulty. We request that MSETCL may consider the details of these experience in the self-declared and firm declared resume/CV submitted as part of the proposal to MSETCL.	Declaration from the firm regarding the relevant experience of the expert need to be submitted seperately. Same shall be signed and stamped by Authorised person of the Company.
5	5.EMPANELMENT CRITERIA 5.1 Sr. No. (B)	“..The Experts must have experience in the Bid Process Advisory and/or Project Management Consultant assignments under assisting a Government/Public Sector Utility/Private Sector for Selection of developer <b>for Transmissions</b> or under tariff based bidding guidelines of Ministry of Power, Gol, for Selection of Developer <b>for Transmission System</b> . Suitable documentary evidence needs to be enclosed along with the proposal. The above required experience of the Experts shall be provided in the CVs as per proforma provided.”	Since, the bidding related to Transmission has been very limited in the recent past and in the last five years specified in the tender, the bidding and project management experience in other power sector assignments may be considered. Hence, we request that experience in Bid Process Advisory and Project Management Consultancy as mentioned in 5.1 (B) may be considered for Power Generation and Power Distribution in addition to Power Transmission.	As per NIT

S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
6	4. ELIGIBILITY OF APPLICANTS 4.1	The Applicant can be a firm or a company. Consortium or Joint Venture is not allowed.	<p>We understand that, the scope of work specified in the RFP/Tender/EoI document requires the consulting firm to assist the JV/MSTECL in multiple areas including but not limited to bid modeling, bid proposal preparation, project due diligence, project management, etc. Therefore, the below requirements arise:-</p> <p>a. Expertise would be required in several areas of the power sector/transmission sector including bidding, financial modeling, contracts, technical, legal, etc. for successful completion of the work/assignments.</p> <p>b. All the above skillsets would not be available in-house in most of the consulting firms and may become a limitation for the successful completion of the work/assignments. For example: There may be a requirement of technical due-diligence or technical expertise for project management assistance, where many firms would have sub-optimal or not have in-house technical resources. Hence, it would be best for MSETCL, if the consulting firm can hire technical experts or sub-contract technical work for successful completion of the assignments.</p> <p>c. It would be highly beneficial to MSETCL, if any specific expertise is required for any identified project/opportunity, the same may be arranged by the consulting firm instead of deploying a sub-optimal resource to deliver the same scope/expertise area. For example: If an Africa/Nigeria opportunity is available for the JV company, a local firm may be required to assess the R&amp;R, legal, etc, issues of the project which an in-house team of the Indian firm may have sub-optimal or no local expertise. Hence, it would be best if the same work is got done by the consulting firm through local experts or local firms.</p> <p>In view of the above, allowing the consulting firm to hire external experts and sub-contracting specialized work for any identified opportunity for the JV company will help both MSETCL/JV company as well as the consulting firm to obtain the best results. Therefore, we request MSETCL to allow empaneled firms to hire external experts and sub-contracting for fulfilling the specific requirements of the opportunities under this empanelment.</p>	As per NIT (The decision regarding sub-contracting or permission for hiring technical expert will be notified in accordance with the specific assignment in hand)
7	15. LIQUIDATED DAMAGES	In case there are delays in submission of reports, drafting of documents etc. by the consultant and such delays are attributable to the Consultant and as a consequence, the overall process is delayed, the Consultant shall pay to JV Company/MSETCL, <b>the liquidated damages, and not as penalty, an amount equal to 1% (one per cent) of total contract price per week of delay or part thereof, however, the total amount of LD shall not exceed 5 % (Five Percent) of the Contract Values as awarded.</b>	As the nature of work envisaged is strategic and the scope of the services under a specific identified project/opportunity are not standard, a high penalty will discourage the consulting firms to take risks in assisting the JV company as well as the financial quotes will include risk premium of the LD clauses. Therefore, it is in the interest of MSETCL/JV that a very high LD proposed may be reconsidered and relaxed to a reasonable quantum. Therefore, we request MSETCL change the LD to 1% of total contract per month of delay instead of 1% of total contract per week of delay.	As per NIT

S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
<b>M/s CRISIL</b>				
1	Empanelment criteria, Experience of Applicant Clause 5.1 A	Applicant should have experience in: (a) Carrying out the bid process under tariff based Bidding Guidelines of Ministry of Power, Govt. of India; <b>OR</b> (b) Assisting a Government/Public Sector Utility/ Private Sector for Selection of developer for Transmissions system in the last 5 years; <b>OR</b> (c) Assisting a Government/Public Sector Utility/ Private Sector as a Project Management Consultant till the completion of project in the last 5 years.	1. Please increase time limit to showcase past bidder experience from 5 years to 10 years. This is because of the limited amount and irregular nature of tariff based bidding carried out in the transmission sector in India  2. Please clarify if assisting a private entity in bidding for projects is allowed – for example, assisting a private sector entity in submitting bids for tariff based competitive bidding for inter-state transmission projects, launched by REC 3. As such the expertise required to execute the assignment is largely financial, commercial and managerial in nature. Hence, in order to broad base the universe of potential bidders, please allow experience of related infrastructure sectors as well such as power generation, renewable power, power distribution, gas transmission, city gas distribution, mining, etc.	As per NIT (Change in clause: Bidder should submit the required no. of assignment as a experience in the last <b>10 years.</b> )  As per NIT
2	Empanelment criteria, Qualification, experience & competency of key personnel who shall be working for the proposed assignment(s) Clause 5.1 B	<b>The Experts</b> must have experience in the Bid Process Advisory and/ or Project Management Consultant assignments under assisting a Government/Public Sector Utility/ Private Sector for Selection of developer for Transmissions or under tariff based bidding guidelines of Ministry of Power, Gol, for Selection of Developer for <b>Transmission System</b> . Suitable documentary evidence needs to be enclosed along with the proposal.	4. Similar to the previous query, please also allow experience of related infrastructure sectors such as power generation, renewable power, power distribution, gas transmission, city gas distribution, mining, etc.	As per NIT
3	Eligibility of applicants Clause 4.1	The Applicant can be a firm or a company. Consortium or Joint Venture is not allowed.	5. While we appreciate that consortium is not allowed, we request to allow sub-contracting as that will help in execution. Ultimate responsibility will still remain that of the lead bidder.	As per NIT
4	Eligibility of applicants Clause 4.2.b	The annual turnover of Applicant should be at least Rs. 5 Crores from power sector consultancy business in each year during the last three financial years.	6. Please modify this to “consulting business, where power sector consulting is one of the major business areas”.	As per NIT

S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
5	Liquidated damages Clause 15	In case there are delays in submission of reports, drafting of documents etc. by the consultant and such delays are attributable to the Consultant and as a consequence, the overall process is delayed, the Consultant shall pay to JV Company/ MSETCL, the liquidated damages, and not as penalty, an amount equal to 1% (one per cent ) of total contract price per week of delay or part thereof, however, the total amount of LD shall not exceed 5 % (Five Percent) of the Contract Values asawarded.	7. The extent of LD appears too steep, considering the overall assignment timelines and if we compare similar tenders issued by other authorities. We request to relax this to clause 0.1% per month, upto 1% of the mandate value	As per NIT
6	Empanelment criteria, Experience of Applicant Clause 5.1 A.1	A copy of the Letter of Award/ Contract Agreement issued to the Consultant towards providing services to the Procurer/ Utility/ Sponsoring Authority for a SPECIFIC project reletaed to Power Sector development in India/abroad. The confirmation of successful/ satisfactory work in progress towards the project in hand is to be obtained from the concerned Procurer/ Utilities/ Sponsoring Authority of the project	8. For in-progress mandates, please allow submission of CA certificates since Clients typically do not issue any certificate until completion of the assignment. 9. For completed mandates, please provide flexibility of submitting CA certificates + work order/ consultancy agreement as an alternative to completion certificates. We request that payment proofs certified by chartered accountants be allowed as valid proof of project completion. Payment proofs certified by chartered accountant are legally accepted as eligible proof of assignment completion in all government and multilateral procurement. This is an accepted practice and is followed by PSUs/Government Utilities/Corporations in India and globally. The procurement guidelines issued by the Government of India are amply clear in this regard. We have ourselves submitted a number of tenders in the past where such certificates have been accepted. If necessary, we would even share the tenders that have allowed the bidder to submit such certificates towards proof of completion. In fact, mere completion certificates are not legal proof of the assignment being completed since it is not a legally binding document or certificate as per the contract signed between the client and consultant. What is legally binding as per the contract is the actual payment made against last milestone as certification of completion of the assignment. No consultant can force a client to issue a completion certificate since it is not always mentioned in the contract signed between the two parties. What a consultant can enforce is payment against the last milestone post due completion of the same. Even tender and contract issued by MSETCL does not makes it mandatory to issue completion certificate post completion of the proposed assignment. In such cases where government entities are not bound to issue the completion certificates, work orders supported by CA certificates of payment proof are considered as an adequate proof to claim experience. Besides, it would be pertinent to highlight that all submissions made by us would be duly signed by authority and we are legally bound by them.	As per NIT
7	Limited Liability Clause	--	10. As Limited Liability clause is missing in the RFP, we request you to add the limited liability clause in this: The total aggregate liability of Consultant, whether in contract, tort (including negligence) or otherwise, under or in connection with this agreement, shall in no circumstances exceed a sum equal to the fees paid or payable by the Client under this agreement. In no event will Consultant be liable for any consequential, incidental, indirect, punitive or special losses or damages (including loss of profits, data, anticipated savings, business or goodwill), regardless of whether such liability is based on breach of contract, tort, strict liability, breach of warranties, failure of essential purpose or otherwise, and even if advised of the likelihood of such damages. Also, any dispute that cannot be resolved amicably are to referred to arbitration by a sole arbitrator appointed by the Parties jointly.	The detailed clause regarding limited liability will be notified in accordance with assignments.

S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
8	Timeline for bid submission	--	11. Please provide at least one week time interval for bid submission, after the response to bidder queries are shared with all bidders	Noted
<b>M/s PWC</b>				
1	Clause (4.2 (a))	--	Clause (4.2 (a)) specifies the empanelment criteria permitting consultants with an experience of 10 years. However it does not mention the markets in which such presence exists. Since MSETCL intends to bid for international bids it is imperative to have presence in the said markets to have an indepth understanding of the local scenarios and risks that would affect how we look at the opportunities.	As per NIT
2	Clause (4.2 (b))	--	Clause (4.2 (b)) only talks of revenue from consulting services in Power Sector. However, in a typical transaction, multifaceted expertise ranging from Tax implications to project structuring is required to derive optimum value from the bid process while being successful in the bid process. Therefore, it is critical that the consultant showcase these skillsets in their portfolio with at least one assignment.	As per NIT
3	5.1 (A)(b)	--	A purely Project Management Consulting organisation would not be equipped to assist MSETCL in providing valuable differentiating inputs during the Bid advisory stages that are critical in converting the opportunity into a successful bid. Therefore, MSETCL may remove 'Or' following 5.1 (A)(b).	As per NIT
4	Clause 5.3 (b) National/International firms		Clause 5.3 (b) mentions that no payment shall be made to the consultant in case of non-conversion of a bid. MSETCL may appreciate the amount of effort that would go for the Consultant, irrespective of the result of the pursuit, which would need monetary recognition. In this respect, MSETCL may remove such a restricting clause and decide on the structure of financials based on the opportunity before its execution.	As per NIT
<b>M/s axyKno Captial Services Ltd.</b>				
1	Clause No. 4.0 (b), page no. 7	The annual turnover of Applicant should be at least Rs. 5 Crores from power sector consultancy business in each year during the last three financial years. The Applicant shall provide a certificate from CA in support of this requirement.	The annual turnover of Applicant should be at least Rs. 20 Crores from consultancy business in each year during the last three financial years. The Applicant shall provide a certificate from CA in support of this requirement. Justification: It is felt necessary to have a reasonable turn over for a consultancy to carry out such an important and cost oriented activity like Transmission systems.	As per NIT
2	Clause No. 5.1 (A)	(a) Carrying out the bid process under tariff based Bidding Guidelines of Ministry of Power, Govt. of India; OR (b) Assisting a Government / Sector Utility/Private Sector for Selection of developer for Transmissions system in the last 5 years; OR (c) Assisting a Government / Public Sector Utility/Private Sector as a Project Management consultant till the completion of project in the last 5 years.	(a) Carrying out the bid process under tariff based Bidding Guidelines of Ministry of Power, Govt. of India; OR (b) Assisting a Government Public Sector Utility/Private Sector for Selection of developer for Transmissions system in the last 7 years; OR (c) Assisting a Government/Public Sector Utility/Private Sector as a Project Management consultant till the completion of project in the Last 7 years. Justification: We request you to kindly modify the clause for better participation and more competition in the bidding process resulting in bringing best value to MSETCL.	As per NIT (Change in clause: Bidder should submit the required no. of assignment as a experience in the <b>last 10 years.</b> )
3	Clause No, 4.1 Page No. 7	Consortium or Joint Venture is not allowed	Request you to kindly allow the Consortium or Joint Venture. Justification: We are a multi-level consultancy firm but having a financial consultant as a consortium partner will definitely improve the quality of work as they can work entirely for the said work of this assignment under our guidance	As per NIT



S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
<b>M/s Feedback Infra</b>				
1	4.2 (b)	The annual turnover of Applicant should be at least Rs. 5 Crores from power sector consultancy business in each year during the last three financial years.	The annual turnover of Applicant should be at least <u>Rs.</u> 30 Crores from power sector consultancy business in each year during the last three financial years. Rationale: This will ensure participation of only reputed and big size firms. Considering the value of Transmission Projects to be executed, Rs. 5 Crores is too low. In case, the Consultant is unable to provide the services expected, MSETCL shall lose valuable time and may have to incur monetary loss. Further, to attract Consultants well versed with Power Sector, the annual turnover criteria must be limited to Power Sector only and no concession may be provided in this regard.	As per NIT
2	5.1 A (a)	Details of Experience of Consultant sought for last 5 years	Feedback suggests that the experience of Consultants in last 10 years may be considered. Rationale: We would like to submit that in last 3-5 years there were very limited no.of projects taken up under Case-I and Case-II by Utilities through consultancy. This provides limited opportunity for consultancy firms to have experience in last 3-5 years. We would also like to submit that majority of transmission projects under TBCB are being handled by RECTPCL only. The Bid Process for RE Sources are generally based on e-Reverse Auction. Hence, such experience is not a correct measure. MSETCL has sought that bidder must be in the advisory business since last 10 years and hence experience criteria made applicable for 10 years will be in line with this provision.	As per NIT (Change in clause: Bidder should submit the required no. of assignment as a experience in the <b>last 10 years.</b> )
3	5.1.	Applicant should have experience in: (a) Carrying out the bid process under tariff based Bidding Guidelines of Ministry of Power, Govt. of India; <b>OR</b> (b) Assisting a Government/Public Sector Utility/Private Sector for Selection of developer for Transmissions system in the last 5 years; <b>OR</b> (c) Assisting a Government/Public Sector Utility/Private Sector as a Project Management Consultant till the completion of project in the last 5 years.	Applicant should have experience in: (a) Carrying out the bid process under tariff based Bidding Guidelines of Ministry of Power, Govt. of India; <b>OR</b> (b) Assisting a Government/Public Sector Utility/Private Sector for Selection of developer for Transmissions system in the last 10 years; <b>AND</b> (c) Assisting a Government/Public Sector Utility/Private Sector as a Project Management Consultant till the completion of project in the last 10 years. (d) Assisting Government/Public Sector Utility/Private Sector for preparation of Pre-Feasibility study report / Detailed Project Report/ Lenders Engineers study/ Independent Engineers study in last10 years Rationale: Considering the nature of Assignment i.e. Bid Process Co-ordinator and Project Management Consultant, the experience in both categories is necessary. Only Project Management Consultant may not have the Bid Process Management expertise or vice versa. Hence, OR should be replaced with AND. MSETCL in scope of work has indicated support for Detailed Due Diligence of the proposed Transmission System/Specific project, Assistance till the completion of project and hence (d) clause is suggested for incorporation in eligibility criteria.	As per NIT (Change in clause: Bidder should submit the required no. of assignment as a experience in the <b>last 10 years.</b> )

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4	5.1.A	<p><b>Note:</b></p> <p>1. a copy of the Letter of Award/Contract Agreement issued to the Consultant towards providing services to the Procurer/ Utility/ Sponsoring Authority for a SPECIFIC project related to Power Sector development in India/abroad. The confirmation of successful/ satisfactory work in progress towards the project in hand is to be obtained from the concerned Procurer/ Utilities/ Sponsoring Authority of the project.</p>	<p>Note:</p> <p>1. a copy of the Letter of Award/Contract Agreement issued to the Consultant towards providing services to the Procurer/ Utility/ Sponsoring Authority for a SPECIFIC project related to Power Sector development in India/abroad. The confirmation of successful/satisfactory work in progress towards the project in hand is to be obtained from the concerned Procurer /Utilities /Sponsoring Authority of the project.</p> <p>Rationale:</p> <p>Any project in Power Sector (it may be generation, transmission or distribution) needs to be considered since some of the Assignments are not Project Specific. We have assisted some of our Clients in Bid Process management under Regulatory Retainership Contract only. Further, for work in progress, it is difficult to get the certification of successful/satisfactory work. Utilities generally provide the certification for ongoing work.</p>	As per NIT (Work experience on retainership basis will be considered as only one assignment in work experience)
5	5.1 B	Financial Expert (MBA, CA, ICWA, / PGDM or equivalent)	<p>Financial Expert (MBA/CA/ICWA/PGDM or equivalent)</p> <p>Rationale:</p> <p>These qualifications should be alternative separated by slash.</p>	Financial Expert (MBA/CA/ICWA/PGDM or equivalent)
6	5.1 B	Financial Expert No-1: Min total work experience of 15 years.	<p>Financial Expert:</p> <p>MBA/CA/ICWA/PGDM or Equivalent with 7 Years of experience of providing Bid Process Management consultancy in power sector.</p> <p>Rationale:</p> <p>For Bid Process Management, such detailed experience of 15 years may not be required. Instead, the Project Manager may be sought with 15 years of experience for overall review and quality.</p>	Total experience of the Financial expert 1 is relaxed to 10 years from 15 years.
7	5.1 B	Financial Expert No-2: Min total work experience of 10 years.	<p>Commercial Expert:</p> <p>BE/B. Tech. &amp; MBA/PGDM Or Equivalent with 5 Years of experience of providing Bid Process and Project Management Consultancy in power sector.</p> <p>Rationale:</p> <p>The RFP is for Bid Process Co-ordinator and Project Management Consultant. The tasks include scrutiny of the financial, commercial and legal aspects, detailed due diligence of the proposed Transmission System, assistance during course of execution of project till its completion. Therefore, techno-commercial expert will also be required for the Project.</p>	Total experience of the Financial expert 1 is relaxed to 5 years from 10 years.
8	5.1 B	_____	<p>Please add a position for Project Manager:</p> <p>Project Manager: BE/B. Tech. &amp; MBA/PGDM Or Equivalent with 15 Years of experience of providing Bid Process Management and Project Management Consultancy.</p> <p>Rationale:</p> <p>Considering the criticality and value of the Transmission Projects, a Project Manager with techno-commercial expertise is must for successful execution of such Assignments. Project manager shall be responsible for Overall Supervision and Quality Control; Review of Bid Documents and all key deliverables. He shall also be responsible for strategic inputs.</p>	Declined.

S.N.	Reference	Existing Clause	Requested Amendments/Clarification	MSETCL Remarks
9		<p>The Experts must have experience in the Bid Process Advisory and/or Project Management Consultant assignments under assisting a Government/Public Sector Utility/Private Sector for Selection of developer for Transmissions or under tariff based bidding guidelines of Ministry of Power, Gol, for Selection of Developer for Transmission System. Suitable documentary evidence needs to be enclosed along with the proposal.</p>	<p>The Experts must have experience in the Bid Process Advisory and/or Project Management Consultant assignments under assisting a Government/Public Sector Utility/Private Sector for Selection of developer for Transmissions or under tariff based bidding guidelines of Ministry of Power, Gol, for Selection of Developer for Transmission System. Suitable documentary evidence needs to be enclosed along with the proposal.</p> <p>Rationale: Bid Process Management Experience for generation, transmission or distribution segment also needs to be considered since very few transmission bids have come up in India. Further, LOA or Order is issued to a Firm. No specific names of personnel are provided in LOA or Completion Certificate. Hence, it is difficult to provide documentary evidence for experts.</p>	<p>Declaration from the firm regarding the relevant experience of the expert need to be submitted seperately. Same shall be signed and stamped by Authorised person of the Company.</p>
10	2. Scope of Work	_____	<p>We suggest following may be added immediately after the scope of work. i.e. before Sr. No. 3 RFP validity. Consultant wishes to get itself empaneled for following. (Pl ✓ for applicable)</p> <ol style="list-style-type: none"> <li>a. Bid Process Management</li> <li>b. Feasibility Study, DPR and Other Technical Services</li> <li>c. Project Management Consultant</li> </ol> <p>Rationale: Since the RFP involves Bid Process Management as well as Project Management services. Considering the submissions made by various Bidders during pre-bid meeting, all Consultants don't have the required skills. Therefore, based on their capabilities, the Consultant should give their preferences.</p>	<p>Refer Point No. (xix), page 5 (RFP Document)</p>