

AMRITSAR SMART CITY LIMITED

Response to Pre-Bid Queries

Date: 17.10.2018

Bid Reference No.: 02/ASCL/2018-19

Name of Work: Implementing Smart Led Street Lights and Centralized Control & Monitoring System on EPC mode with Operation and Maintenance of 5 Years in Municipal Corporation Amritsar, Amritsar under Smart City Mission

Subject: Response to Pre-Bid Queries

| Sr. No. | Clause No. as per RfP | Point of Queries | Comments/ Clarifications required | Remark |
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| 1 | 1.6. Executive Summary – Works requirements | Task 1: Replacement of existing luminaries with LED luminaries (Including LED lamps, Drivers and Luminaries) and installation of Centralized Control & Monitoring System (CCMS) | In the BOQ, there are types of Conventional lights to be replaced with LED. Is this for replacement of fixtures with bulbs or just bulbs? Example for FTL, it mentioned 40W to be replaced by 18W, does it include fixture as well or just bulb? | Luminaries include complete fixture with LED hence replacement is with fixtures |
| 2 | 1.6. Executive Summary – Works requirements | Task 2: Operation and Maintenance of the installed LED luminaries (Including LED lamp, Driver and fixture) and CCMS | The objective and Scope is clear when it comes to Replacement of Conventional to LED Lights. In regards to Retrofitting the existing poles, it is not clear how many pieces we required to be replaced and what the procedure should be. | Please refer Pages 104, 122 to 125 of RFP |

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| 3 | 1.5.3. Objective & Scope – Works Requirements | The Successful Bidder, MCA and/ or the Employer shall conduct joint assessment survey for no. of lights to be converted to LED and infrastructure condition before taking up the work. After submission of survey report, bidder shall take prior approval from Employer for actual work to be done. | Do you have the number of Poles/Lights for which the wires, cables, junction box and related switch gears needs replacing? | The quantity will depend on survey. |
| 4 | 2 Works Requirement - Employers Requirement/ Scope of Work | Buyback of dismantled luminaries | In page 126 Buyback. Kindly clarify this line “Successful Bidder will buy-back the dismantled lamps from MCA as per the rate quoted in the Price Bid. The buy-back price will be same irrespective of condition of dismantled lamps”. | The line is self-explanatory |
| 5 | 1.6. Executive Summary – Works requirements | Task 2: Operation and Maintenance of the installed LED luminaries (Including LED lamp, Driver and fixture) and CCMS | In regards to Poles, it is mentioned different dimensions and heights but not specify which pole reflects to each category of light. | Project being retrofitting, corresponding wattage shall be replaced as per table. Hence no change |
| 6 | 3. Evaluation and Qualification Criteria | Financial Situation and Performance | All Financial to be given by all partners (JV) or by any of the parties. | By any of the partners/ members (Page 54 of RFP) |
| 7 | 2 Employers Requirement/ Scope of Work - Works Requirement | Infrastructure Development Cost (IDC) | Infrastructure Development Cost (IDC) – is this included in the budget of 34.57 Cr or is it billed separately? | It is not included in 34.57 Cr. and shall be billed separately |
| 8 | 1.5.3 Objective & Scope – Works Requirements | The Successful Bidder, MCA and/ or the Employer shall conduct joint assessment survey for no. of lights to be converted to LED and infrastructure condition before taking up the work. After submission of survey report, bidder shall take prior approval from Employer for actual work to be done. | At which point of time can the site survey take place. | Immediately after award of work. |

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| 9 | GCC 41 | Performance Based Payment Conditions | Payment for O&M & 50% balance of capex should be done on monthly basis. In tender it is mentioned yearly basis. | GCC 41: "O&M (OPEX) Yearly billing on completion of year of O&M" may be read as " O&M (OPEX) Quarterly billing on completion of quarter year of O&M " |
| 10 | 3 Evaluation and Qualification Criteria | Financial Situation and Performance | Average annual turnover should be as per CVC guidelines & it should be reduced to 13 Cr instead of 25.93 Cr. | It is as per the CVC guidelines only. |
| 11 | 3 Evaluation and Qualification Criteria | Financial Situation and Performance | In Experience criteria it is mentioned one similar complete work of minimum contract value of INR 27.66 Cr in a single contract. If our project is going on & we have billed more than 27.66 Cr, will show the payment proof & CA certified letter, just like you have asked in annual turnover. Shall this be accepted? | Experience of ongoing projects may be considered subject to submission of successful performance certificate along with work order of that amount shall be required from concerned client certified by an officer of rank equivalent to Executive Engineer or higher/ MD or equivalent (in case of private client). |
| 12 | 2 Works Requirement - Employers Requirement/ Scope of Work | Out of the total luminaries mentioned in the table above, the Successful Bidder shall have to install 1,000 (+10%) luminaries having individual luminaire level monitoring & control capability. | In tender it is mentioned that 1000 numbers of fitting have individual dimming control. Kindly confirm the wattage of those fittings. It will help for price calculation. | These will be mixture of luminaries such as around 600 no, 18W LED, 100 no. 35W LED and 300 no. 70W LED for calculation purpose. |
| 13 | 1.5.3 Objective & Scope – Works Requirements | The total number of luminaries to be replaced under the project may vary by $\pm 20\%$ before the completion of implementation. | In tender baseline calculation is mentioned based on the wattage & number of existing lights installed. However if data mentioned will vary during joint survey, it will affect the bid price. Kindly give clarification. | Variation of $\pm 20\%$ is there in RFP |
| 14 | 3.15 Evaluation and Qualification Criteria | The Bidder/ anyone JV member must have positive net worth and average minimum turnover of Rs.25.93 crores during last 3 (three) financial years. The enhancement factor of 7% (seven percent) will be considered for calculation of turnover. | The enhancement factor of 7% will be considered for calculation of turnover. Give more clarification on this. | Explained at the end of this document |
| 15 | GCC 49 Advance Payment | The Employer shall make advance payment in 2 (two) installments to the | Is advance payment mandatory or optional. If customers don't require this, is it possible. | It is optional |

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| | | Contractor. | | |
| 16 | 6.1 Technical Specifications | Advantages of using CCMS to monitor and control the street lights | What role does CCMS play in the measurement and verification of energy savings compared to baseline? | Please refer 'Advantages of using CCMS' at Page 136 of RFP |
| 17 | 2. Works Requirement - Employers Requirement/ Scope of Work | Annual Baseline energy consumption | The actual question is – how does the baseline calculation or the measurement and verification take into account any unexpected variation either because of quantity and wattage variance discovered after survey OR takes into account any theft of electricity during the operations and maintenance period? | Actual quantity and wattage shall be considered after actual survey. Decision of Engineer in charge shall be final and binding in that regard. |
| 18 | Table 15 Works Requirements | Estimated annual savings after replacement of conventional lights with LED lights | At one side you have fixed wattage of LED and other side you are asking to achieve lux level. Is it possible to leave on the bidder to chose the wattage and achieve light level? | No, it cannot be left to individual bidder. (There will be no compromise on wattage and saving. Efficacy of product should be high so that it achieves desired lux level.) |
| 19 | 1.5.3 Objective & Scope – Works Requirements | Infrastructure Development Cost (IDC) | If earthing or any infrastructure upgrade is required, then is it going to be paid for separately as mentioned as per SOR (minus discount)? The payment term should be within 15 days of implementing such infrastructure work. | New earthing shall be paid under IDC but nothing shall be paid for maintenance of earths. |
| 20 | 2 Works Requirement - Employers Requirement/ Scope of Work | Street Light supply | What is the status of streetlight supply, Is it independent of any other interference. | Yes it is independent. |
| 21 | ITB 34 | Public Opening of Financial Parts (E-Reverse Auction) | Kindly remove the reverse auction process from tender. | Not acceptable |
| 22 | NIB | Manner, End Date for submission of Bids | Kindly extend the due date of tender. | The last date of submission of bids has been extended; please refer the corrigendum published on www.tenderwizard.com/PUNJAB . |
| 23 | 3 Evaluation and Qualification Criteria | Minimum Eligibility Criteria | Since smart LEDs are one of the emerging projects in India, wanted to ask if eligibility criteria can be relaxed/reduced to participate | Please refer corrigendum. |

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| | | | healthy and productively, else very few can actually participate and the prices may go higher and non competitive. | |
| 24 | 2. Works Requirement - Employers Requirement/ Scope of Work | Out of the total luminaries mentioned in the table above, the Successful Bidder shall have to install 1,000 (+10%) luminaries having individual luminaire level monitoring & control capability. | Though most of the implementation is for group lights, how many individual lights are required? | 1000 (+10%) as mentioned in RFP |
| 25 | 6.1 Technical Specifications | Standard LED & Central Control & Monitoring System (CCMS) specifications | Is there any specifications like server, hardware, etc on the virtual machines to be provided to the client or we can propose as per the need. | Please refer page 138 and 141 of the RFP; Till the time ICC is not operational in Amritsar, the Contractor may host the solutions on any of the MeitY empanelled Cloud service provider |
| 26 | 3 Evaluation and Qualification Criteria | Minimum Eligibility Criteria | Can you elaborate the purpose of JV ? If individually the entity is not fulfilling the eligibility criteria, can 3 different entities collectively form the JV and become eligible? | Please refer 'Minimum Eligibility Criteria' from Page 47 onwards. |
| 27 | GCC 41 | Performance Based Payment Conditions | Capex is paid only 50% and rest during the O&M period. Request you to increase Capex percentage as O&M is already been differently paid. | Not acceptable |
| 28 | 1.5.3 Objective & Scope – Works Requirements | The Successful Bidder, MCA and/ or the Employer shall conduct joint assessment survey for no. of lights to be converted to LED and infrastructure condition before taking up the work. After submission of survey report, bidder shall take prior approval from Employer for actual work to be done. | Survey time is included in the 6 months period or extra? | One month extra for survey other than 6 months of installation shall be provided. |
| 29 | BOQ | Installation charges | Rs.118 installation fees are very less. Try increasing | Not acceptable |
| 30 | 1.5.3 Objective & Scope – Works Requirements | Infrastructure Development Cost (IDC) | Need better understanding on CSR -15% discount, IDC seems quite low. | Not acceptable as the IDC cost is based on assessment of market rates. |
| 31 | 2 Works Requirement - Employers Requirement/ | Scope of work | Scope of earthing is not clear well. | New earthing shall be paid under IDC but nothing shall be paid for maintenance of earths. |

| | Scope of Work | | | |
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| 32 | 3 Evaluation and Qualification Criteria | Financial Situation and Performance | I wanted to enquire if we could participate in the bidding process. As per the new norms I was told by my incubation centre that DIPP registered startups do not require to fulfill the turn over and experience criteria to bid for tenders. I have been incubated by the NITI AYOOG funded 36INC incubation centre. | In view of the condition of meeting the quality & technical specifications, there cannot be any relaxation. |
| 33 | ITB 4.1 | Maximum number of members in the JV shall be: 3 (Three) | As per the RFP understanding, JV/consortium of maximum 03 entities is permitted. | Yes |
| 34 | ITB 22.1 | In addition to the original of the Bid, the number of copies is: One. | Offline document submission may kindly be allowed atleast 02 days after online bid submission. | Not Acceptable |
| 35 | ITB 50 | Performance Security | Request you to kindly reduce the performance security to 1% of the contract value. | Not Acceptable |
| 36 | 3.1.2.2 Minimum Eligibility Criteria | For OEM: If the bidder is an OEM, then a sale of minimum 30,000 LED Luminaires in multiple work order, having one work order of at least 10,000 LED street lights Luminaires, during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organizations & It must have been engaged in operation & maintenance of street lights (at least 10,000 Luminaires) during last 5 (five) years, through a single work order, in any city, nationally or internationally or with any government, semi-government or private organizations. In case OEM does not have any experience in operation & maintenance of street lighting, then JV/ Consortium is allowed to meet the eligibility criteria. | If the bidder is an OEM, then the OEM should have a production capability of 25,000 LED Luminaires per month and have supplied at least 6,000 LED street lights Luminaires in maximum 5 work orders, during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organizations. The OEM must have been engaged in operation and maintenance of street lights (at least 6,000 Luminaires) during last 5 (five) years, through a single work order, in any city, nationally or internationally or with any government, semi government or private organizations. In case OEM does not have any experience in operation & maintenance of street lighting, then JV/Consortium is allowed to meet the eligibility criteria. | This additional criterion shall be there for OEMs. The manufacturer must have production capacity of 20,000 luminaries per month & in clause 3.1.2.2 instead of “It must have been engaged in operation & maintenance of street lights (at least 10,000 Luminaires) during last 5 (five) years, through a single work order.” It be read as “It must have been engaged in operation & maintenance of street lights (at least 5,000 Luminaires) during last 5 (five) years, through a single work order.” |

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| 37 | 4.2 (a) Experience - Specific Street lightning & contract Management Experience | One similar completed work of minimum contract value of INR 2766 Lakhs in a single contract OR two similar completed work of minimum each contract value of INR 1729 Lakhs in two different contract OR three similar completed work of minimum each contract value of INR 1383 Lakhs in three different contract | (i) A minimum number of ----- -----One similar completed /ongoing work of minimum contract value of INR 1700 Lakhs in a single contract OR----- ----- ORThree similar completed work of ----- ----- in three different contract. | Not acceptable as this criteria is as per CVC guidelines |
| 38 | 8 Financial Bid Parameter - Note | The successful bidder ----- ----- work shall not be paid more than Rs 4.17 Crore | Request to make the IDC cost as per actual. | IDC depends upon survey. |
| 39 | 6.1 - Technical Specification | Standard LED & Central Control & Monitoring System (CCMS) specifications | Only certain important aspect such as Safety and performance reports to be certified from the NABL accredited Labs. For all other features, certificates from in house labs may be allowed. | The OEM shall have a NABL/ UL accredited in-house labs for essential and mandatory testing. |
| 40 | 6.1 - Technical Specification – CCMS - Software | The Virtual machine requirements for hosting the software shall be provided by the vendor and he shall be allocated Virtual Machine with required configuration to host the CCMS at ICCC. | Request to provide stand alone servers instead of Virtual machines. Also, for integration support of the existing ICCC vendor will be required, hence ASCL to ensure the same. | Till the time ICCC is not operational in Amritsar, the Contractor may host the solutions on any of the MeitY empanelled Cloud service provider. Please also refer page no. 138 & 141 of the RFP |
| 41 | GCC 41 | Performance based Payment Conditions | Request to amend the payment conditions as below:- For CAPEX part: (1) 100% of quoted CAPEX amount shall be paid during the project execution period of 6 (six) months. Minimum billing shall be 10,000 LED lights. (2) O&M (OPEX) Quarterly billing on completion of quarter for 05 years. | Payment of CAPEX shall be as per RFP and GCC41: "O&M (OPEX) Yearly billing on completion of year of O&M" shall be read as " O&M (OPEX) Quarterly billing on completion of quarter year of O&M " |
| 42 | Quantities of Work - PCC | O & M | Request to increase the O&M cost from Rs 400 to Rs 1100. | Not acceptable |
| 43 | 6.1 Technical Specification | Standard LED & Central Control & Monitoring System (CCMS) specifications | LED company should have their led and driver manufacturing plant in India | The clause may be treated as per RFP |

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| 44 | ITB 53 | E-Reverse Auction | H1 bidder should be eliminated before start of E reverse option | The following clause be read as part of ITB 53: “However, the H1 bidder (whose quote is highest in online sealed bid) will not be allowed to participate in further RA process provided minimum three bidders are left after removal of H1 bidder.” |
| 45 | 3. Evaluation and Qualification Criteria | Financial Situation and Performance | LED company should have minimum turnover of 500 cr. | Not Acceptable |
| 46 | ITB 4.1 (BDS) | Maximum number of members in the JV shall be: 3 (Three) | In the RFP, JV, JV/Consortium, Consortium are used interchangeably. We understand that JV/Consortium up to 03 members are permitted to bid. Please confirm. | Yes |
| 47 | Detailed NIB, page no (v) | Tender Fees and Bid Security (EMD) | Request to kindly exempt the Central PSUs from submitting Tender fees and Bid Security | Not Acceptable |
| 48 | ITB 21.4 | In addition to the original of the Bid, the number of copies is: One. | Request to kindly allow the offline bid submission including original Power of Attorney and other documents before the due date and time of technical bid opening. | Not acceptable as eprocurement is the mandate of the Government |
| 49 | ITB 50 Performance Security | Performance Security -----as follows:- (i) Contractor -----at Amritsar. (ii) If there is ----- -----which ever is higher. | As per our understanding, the bidder is required to submit one Performance Security bank Guarantee @ 5% of the contract value excluding O&M cost and provisional sum for a period of 08 months (06 months implementation + 02 months claim period) After completion of the installation part, bidder would be required to submit another BG equivalent to 5% of the O &M Value or the contract value whichever is higher. On receipt of the second BG, the first BG would be released. Kindly confirm if our understanding is correct. | Yes, your understanding is correct but there is no term of the nature of “claim period”. |
| 50 | 4. Experience Eligibility & | One similar completed work of minimum contract value of INR 2766 | (i) A minimum number of ----- -----One similar | Not acceptable, ref. to CVC guidelines |

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| | Qualification Criteria - 4.2 (a) Specific Street lightning & contract Management Experience | Lakhs in a single contract OR two similar completed work of minimum each contract value of INR 1729 Lakhs in two different contract OR three similar completed work of minimum each contract value of INR 1383 Lakhs in three different contract | completed /ongoing work of minimum contract value of INR 2300 Lakhs in a single contract OR ----- OR Three similar completed work of ----- -- in three different contract. | |
| 51 | 8. Financial Bid Parameter | The bidder must demonstrate that it has the key equipments listed hereunder:- | Request to amend this clause as follows:- The bidder to submit an undertaking that in the event of bidder being selected as successful then it will demonstrate that it has the key equipment as listed in the RFP. | Not acceptable; Please also refer Appendix B to Technical Part at Page 68 |
| 52 | 8. Financial Bid Parameter - Note | The successful bidder ----- ----- work shall not be paid more than Rsd 4.17 Crore | Request to remove capping on the IDC as the requirement is being identified by joint survey. | Not acceptable |
| 53 | 6.1 Technical Specification | Standard LED & Central Control & Monitoring System (CCMS) specifications | Request you to allow reports from in house labs except the performance and safety reports which must be from NABL accredited Labs. | Not acceptable |
| 54 | Quantities of Work - PCC | O & M | Request you to consider 10% per annum appreciation on the O & M cost. If required, per year rate may be varied accordingly. | Not acceptable |
| 55 | 3.1.3 Minimum Eligibility Criteria | The bidder shall provide the minimum guaranteed savings of 64% | As the baseline has been shared based on survey done by EESL, which can't be relied by the participants, hence the mandatory requirement of ensuring 64% savings is practically on higher side. ASCL needs to review the same based on outcome of actual survey by the selected bidder Following Clause is suggested: The bidder shall provide the minimum guaranteed savings as mutually agreed upon between the selected bidder and ASCL based on actual outcome of survey done by the selected bidder | Not acceptable |

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| 56 | 3 Evaluation and Qualification Criteria - Minimum Eligibility criteria | <p>Bidder must be an experienced Contractor/ ESCO/Authorized Dealer or an Original Equipment Manufacturer (OEM) fulfilling the following criteria: For experienced Contractor/ ESCO/Authorized Dealer:</p> <p>Bidder must have previously executed and commissioned similar projects on energy efficient street lighting (at least 10,000 LED Luminaire) in single work order and agreement during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organization</p> <p>Bidder must have been engaged in Operation & Maintenance of street lights (at least 10,000 Luminaires) during last 5 (five) years, through a single work order, in any city, nationally or internationally or with any government, semi-government or private organization</p> <p>Bidder shall submit the Letter of Authorization from the manufacturer of the LED Street Lights as per the Performa given in Tender document (Annexure A in Bidding Forms) and also shall submit the Memorandum of Understanding (MoU) between manufacturer and Bidder as per attached format (Annexure-B in Bidding Forms). Also this manufacturer must have the sale of minimum 10,000 LED Street light Luminaires in single work order during last 5 (five) years in any city, nationally or internationally with</p> | <p>Distribution utilities are at an edge when it comes to works of O&M of street lights .Tata Power is having sound experience of O&M works for street lights of MCD , DDA , PWD and will be beneficial for ASCL having Tata Power as partner for these works. Hence , it is suggested to have a separate additional clause for Distribution utilities and increase of points from 10,000 to minimum 50,000 so as an experience contractor be selected.</p> <p>Bidder must be an experienced Contractor/ ESCO/Authorized Dealer or an Original Equipment Manufacturer (OEM) or Power Distribution Utility fulfilling the following criteria: For experienced Contractor/ ESCO/Authorized Dealer:</p> <p>Bidder must have previously executed and commissioned similar projects on energy efficient street lighting (at least 10,000 LED Luminaire) in single work order and agreement during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organization</p> <p>Bidder must have been engaged in Operation & Maintenance of street lights (at least 50,000 Luminaires) during last 5 (five) years, through a single work order, in any city, nationally or internationally or with any government, semi-government or private organization</p> <p>Bidder shall submit the Letter of Authorization from the manufacturer of the LED Street Lights as per the Performa given in Tender document (Annexure A in Bidding Forms)</p> | Not acceptable |
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| | | <p>any government, semi- government or private organizations.</p> <p>OR</p> <p>For OEM: If the bidder is an OEM, then a sale of minimum 30,000 LED Luminaires in multiple work order, having one work order of at least 10,000 LED street lights Luminaires, during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organizations & It must have been engaged in operation & maintenance of street lights (at least 10,000 Luminaires) during last 5 (five) years, through a single work order, in any city, nationally or internationally or with any government, semi-government or private organizations. In case OEM does not have any experience in operation & maintenance of street lighting, then JV/ Consortium is allowed to meet the eligibility criteria.</p> | <p>and also shall submit the Memorandum of Understanding (MoU) between manufacturer and Bidder as per attached format (Annexure-B in Bidding Forms). Also this manufacturer must have the sale of minimum 10,000 LED Street light Luminaires in single work order during last 5 (five) years in any city, nationally or internationally with any government, semi- government or private organizations.</p> <p>OR</p> <p>For OEM: If the bidder is an OEM, then a sale of minimum 30,000 LED Luminaires in multiple work order, having one work order of at least 10,000 LED street lights Luminaires, during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organizations & It must have been engaged in operation & maintenance of street lights (at least 30,000 Luminaires) during last 5 (five) years, through a single work order, in any city, nationally or internationally or with any government, semi-government or private organizations. In case OEM does not have any experience in operation & maintenance of street lighting, then JV/ Consortium is allowed to meet the eligibility criteria.</p> <p>OR</p> <p>B. Bidder is a distribution utility or has Distribution Utility in the consortium, which has more than 5 years of Street-Light Maintenance Experience for more than 50000 street Light Points.</p> <p>(Power distribution company is eligible to submit the self certification only for work</p> | |
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| | | | experience and performance etc.) | |
| 57 | 4. Experience – General Experience - Eligibility and Qualification criterion | <p>Experience under SITC of street lighting contracts in the role of prime contractor, JV member, nominated sub- contractor, or management contractor for at least the last 7 years, starting 1st January 2011.</p> <p>Specific Street Lighting & Contract Management Experience) A minimum number of similar contracts specified below that have been completed as a prime contractor, joint venture member, management contractor or nominated sub- contractor between 1st August 2011 and 31st July 2018: (The Similar Contracts/ Works is defined as Supply/ SITC/ Replacement/ installation of energy efficient street lighting with O & M for 5 years)</p> <p>One similar completed work of minimum Contract value of INR 2766 Lakhs in a single contract OR Two similar completed work of minimum each Contract value of INR 1729 Lakhs in two different contract OR Three similar completed work of minimum each Contract value of INR 1383 Lakhs in three different contract</p> | <p>Distribution utilities are at an edge when it comes to works of SITC and O&M of street lights and contract management experience .Tata Power is having sound experience of O&M works for street lights of MCD , DDA , PWD and will be beneficial for ASCL having Tata Power as partner for these works. Hence, it is suggested to have a separate additional clause for Distribution utilities.</p> <p>It is suggested to have the following clause :</p> <p>Bidder is a Distribution Utility or has Distribution Utility in the consortium, which has more than 5 years of Street-Light Maintenance Experience for more than 50000 street Light Points.(Power distribution company is eligible to submit the self certification only for work experience and performance etc.)</p> <p>OR General experience : Experience under SITC of street lighting contracts in the role of prime contractor, JV member, nominated sub- contractor, or management contractor for at least the last 7 years, starting 1st January 2011.</p> <p>Specific Street Lighting & Contract Management Experience) A minimum number of similar contracts specified below that have been completed as a prime contractor, joint venture member, management contractor or nominated sub- contractor between 1st August 2011 and 31st July 2018: (The Similar Contracts/ Works is defined as</p> | Not acceptable |

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| | | | <p>Supply/ SITC/ Replacement/ installation of energy efficient street lighting with O & M for 5 years)</p> <p>One similar completed work of minimum Contract value of INR 2766 Lakhs in a single contract OR Two similar completed work of minimum each Contract value of INR 1729 Lakhs in two different contract OR Three similar completed work of minimum each Contract value of INR 1383 Lakhs in three different contract</p> | |
| 58 | 8 Financial Bid Parameter – Note - IDC | <p>The successful bidder will be paid for the IDC @15% discount on approved Common Schedule of Rates (CSR) of 2010 of State of Punjab. If rate is not available in CSR, then MCA will discover the market price through minimum three bids. In such a situation, the bidder will be paid on the discovered market price. The bidder shall note that the IDC i.e. identifying asset deficiency cost in the present system after allotment of work shall not be paid more than Rs.4.17 crore.</p> | <p>IDC rates of CSR mentioned are extremely low as these pertain to year 2010 .Revision needs to be done in the IDC rates to bring them at par with prevailing market rates as these are practically not feasible to work on. Further condition of discount of 15% on already low IDC rates is also not viable. Also the limit of Rs. 4.17 cr. mentioned for these works is not justified. We suggest revising the IDC rates in accordance with the prevailing market rates while removing the condition of 15% discount and upper cap limit of Rs. 4.17 cr. for these works.</p> | Not acceptable |
| 59 | 8 Financial Bid Parameter - O&M of Non LED Points | <p>There are additional 2500 non LED lights installed on BRTS corridor which are under the scope of O&M</p> | <p>Conducting O&M for 2500 no. Non LED points will be like executing a different contract and will have impact on O&M financials. It is suggested to remove these non LED points from scope of this RFP.</p> | Not acceptable |
| 60 | 8 Financial bid parameter - (B) | <p>(B) Annual operation & maintenance of LEDs and CCMS panels – The Bidder will quote year- wise O&M costs for 5 (five) years in NPV terms. Maximum amount which the Bidder can quote</p> | <p>Capping the maximum amount for O&M works may have repercussions in terms of quality. As open tendering mode is adopted which is fair and transparent enough to bring in the best prices for the ASCL, upper cap on</p> | Not acceptable |

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| | | <p>shall be Rs 400 per light per year (No. of lights for O&M shall be 66,226 + 2500 non LED lights installed on BRTS corridor)</p> <p>“Bid price” shall calculated with below mentioned formula: Bid Price = Current value of (A) + NPV of value (B) for 5 years</p> <p>The Bidder offering lowest Bid Price shall be the ceiling price for starting the regressive bidding.</p> | <p>the prices should be removed.</p> <p>We suggest to revise the said clause as suggested.</p> | |
| 61 | <p>2. Works Requirement - Employers Requirement/ Scope of Work - Bracket/Arm/Clamps</p> | <p>Bracket/Arm/Clamps: In case these items are not available at existing locations or existing Bracket/Arm/Clamps are defective, then the same are to be supplied and installed by the Bidder and for this no extra charges will be payable.</p> | <p>These items should also be the part of the IDC (Infrastructure Development Cost) items or correct number of these items should be provided by ASCL so as same can be adjusted by the bidders in their pricing. In absence of correct quantities, it will be difficult for the bidders to offer optimal commercial offer.</p> <p>We suggest to revise the said clause as suggested</p> | <p>Small brackets/arms upto 300mm length and clamps for same wherever required shall not be paid in IDC. Full length brackets shall be paid in IDC. A comprehensive survey at bidder's end is suggested before quoting.</p> |
| 62 | <p>2. Works Requirement - Employers Requirement/ Scope of Work - Earthing</p> | <p>Earthing: The provisions of IS-3043, may be referred to in general and to Clause no. 21.3, 21.4 and 32.5 of the said IS Specifications in particular. The Successful Bidder may carry out, at his own cost, earth resistance measurement of neutral conductor of supply network during the initial commissioning phase and subsequently on yearly basis or as may be felt necessary for reliable operation of the Light Luminaries. Wherever, in CCMS provision of additional earth electrode is felt necessary to meet the provision of IS: 3043, the same shall be taken up with MCA for mutual agreement. No claim for failure of Luminaries will be entertained on</p> | <p>From the clause it is inferred that "Responsibility of the selected bidder is to carry out the earth resistance measurement of neutral conductor of supply network during the initial commissioning phase and subsequently on yearly basis or as may be felt necessary for reliable operation of the Light Luminaries." And Wherever, in CCMS provision of additional earth electrode is felt necessary to meet the provision of IS: 3043, the same shall be communicated to MCA. It shall not be responsibility of the selected bidder to do such earthing works during period of installation as well as for O&M</p> <p>Kindly confirm our understanding with the clear mention that " Earthing works shall not</p> | <p>Earthing shall be part of IDC and nothing shall be paid for its maintenance.</p> |

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| | | account of earthing issues. | be in scope of selected bidder" | |
| 63 | 2 Works Requirement - Employers Requirement/ Scope of Work - Special condition of tender for task 2: Comprehensive O&M | The Successful Bidder will open an office in each zone with basic infrastructure where the Bidder will make available a person with amenities like computer, printer, phone, complaint register, etc. during working shift timings. These complaint handling centers will be connected to MCA's existing Complaint Management System and such centers should become fully operational within 30 (thirty) days of allocation of such space by MCA. | Opening of office in each zone will lead to significant increase in the project O&M cost. It is suggested that Offices building in each zone should be arranged through ULB though basic infrastructure and amenities shall be in scope of bidder. Following Clause is suggested: The Successful Bidder will open an office in each zone in the building /office space provided by the ULB/ASCL where the Bidder will make basic infrastructure and make available a person with amenities like computer, printer, phone, complaint register, etc. during working shift timings. These complaint handling centers will be connected to MCA's existing Complaint Management System and such centers should become fully operational within 30 (thirty) days of allocation of such space by MCA. | Not acceptable |
| 64 | GCC 41 | The modality of payment shall be as follows: LED & CCMS (CAPEX Amount) 50% (fifty percent) of quoted CAPEX amount shall be paid during/after the project execution period of 6 (six) months. Minimum billing shall be for 10,000 LED lights. After successful commissioning of the Smart LED Street Lights and Centralized Control & Monitoring System (CCMS) and after issuance of certificate by Engineer in Charge, balance 50% (fifty percent) shall be paid in equated 60 (sixty) monthly installments spread over a period of 5 (five) years of Defect Liability and O&M | These are very stringent payment terms as holding 50% payment for the CAPEX will negatively impact the project cash flow. And further for maintaining the project and operating it for 5 years, the O&M Cost will be very high and therefore O&M payments should be made on monthly basis in place of annual payments. However, keeping the above mentioned clarification apart, we rigorously suggest to revise the model from existing EPC model to ESCO model. ESCO model is best suited model for the client wherein the client has no responsibility for making upfront CAPEX (for LED and CCMS works excluding IDC works and O&M works); rather payments to the vendor/contractor are also made from the | Not acceptable |

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| | | <p>period.</p> <p>IDC On monthly billing</p> <p>O&M (OPEX) Yearly billing on completion of year of O&M</p> | <p>actual savings accrued through the actual energy savings achieved from the project. ASCL will also get benefitted by adopting ESCO model as only big experienced players would like to participate which shall ensure guaranteed quality and timely delivery of the project for the ASCL.</p> <p>Following Clause is suggested: For Suggested ESCO MODEL</p> <p>LED & CCMS (CAPEX Amount)</p> <p>The total investment required for the implementation of project(installation and commissioning of LED and CCMS along with other related expense) throughout the contract implementation phase shall be borne by selected bidder upfront & it shall be paid by ASCL as annuity(monthly annuity) to selected bidder up to the contract period as per the quoted bid of the bidder out of savings from energy consumption charges so achieved after the replacement through an ESCROW account mechanism.</p> <p>IDC</p> <p>On monthly billing</p> <p>O&M (OPEX)</p> <p>Monthly billing on total no. of points maintained for the month</p> | |
| 65 | GCC 7.1 Sub Contracting | 7.1 Sub-Contracting shall not be allowed under this Contract. | Other than the mentioned clause at many other places in the RFP sub contracting has not been disallowed. However, we suggest allowing the subcontracting because as per prevailing market practices, all big | Not acceptable |

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| | | | contractors who has sound project management experience sub let the work to experienced sub contractors like for street lighting works etc. We suggest to allow the sub contracting | |
| 66 | Suggestion | Arranging shutdown for scheduled maintenance and attending complaints | Following clause is suggested: Nodal officer appointed by ASCL shall be responsible for arranging shutdown. Prior intimation shall be given by Selected Bidder to ASCL for maintenance schedule. | Nodal Officer, ACSL will coordinate |
| 67 | Suggestion | | It is suggested that ASCL to accept or provide feedback within 7 days of Bidder intimation that system is ready for usage. In case of no response or delayed response from the ASCL, the acceptance will be considered as deemed acceptance. Please consider to include in the RFP. | Not acceptable |
| 68 | 3.1.2.1 Minimum Eligibility Criteria - For experienced Contractor/ ESCO/ Authorized Dealer | For experienced Contractor/ ESCO/Authorized Dealer: (a) Bidder must have previously executed and commissioned similar projects on energy efficient street lighting (at least 10,000 LED Luminaire) in single work order and agreement during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organization | Since this RFP is for Smart LED street lights, we request you to kindly consider the experience of "10,000 SMART LED street lights in a single work order and agreement during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organization" | Not acceptable |
| 69 | 3.1.2.2 Minimum Eligibility Criteria - For OEM | For OEM: If the bidder is an OEM, then a sale of minimum 30,000 LED Luminaires in multiple work order, having one work order of at least 10,000 LED street lights Luminaires, during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organizations | Since this RFP is for Smart LED street lights, we request you to kindly consider "If the bidder is an OEM, then a sale of minimum 30,000 LED Luminaires in multiple work order, having one work order of at least 10,000 SMART LED street lights Luminaires, during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organizations" | Not acceptable |
| 70 | 3 Minimum Eligibility Criteria - Note | Bidders are allowed to submit experience in terms of Technical Qualification of their holding company | For increased participation of bidders having Smart LED street lights experience, we request you to kindly consider "Bidders are | Not acceptable |

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| | | or subsidiary company only as stipulated in this RFP. For the purpose of this clause: | allowed to submit experience in terms of Technical Qualification of their holding company & its affiliates or subsidiary company only as stipulated in this RFP. For the purpose of this clause:" | |
| 71 | 3 Evaluation and Qualification Criteria – Financial Situation and Performance | (ii) The audited balance sheets for the last 3 years ending 31st March shall be submitted and must demonstrate the current soundness of the Bidder's financial position and shall be a profit making organization. | In order to ascertain the financial soundness of the organization we request you to kindly change this period under consideration form 3 to 5 years, Also the organization shall be a profit making as indicated in "Profit before exceptional items and tax" for last 5 years | Not acceptable |
| 72 | Part 1, Evaluation and qualification criteria | Page 55 is missing from the RFP | Please confirm that this is a numbering error only | This is only a clerical/ typo error |
| 73 | 4.1 (a) Eligibility and Qualification Criteria – Evaluation and Qualification Criteria | Experience under SITC of street lighting contracts in the role of prime contractor, JV member, nominated sub- contractor, or management contractor for at least the last 7 years, starting 1st January 2011. | We believe For OEM bidders separate supply and O&M clause requirement as specified in: Part 1, Evaluation and qualification criteria, page 47 shall be considered | Not acceptable |
| 74 | 4. Experience Eligibility & Qualification Criteria - 4.2 (a) Specific Street lightning & contract Management Experience | (i) A minimum number of similar contracts specified below that have been completed as a prime contractor, joint venture member, management contractor or nominated sub- contractor between 1st August 2011 and 31st July 2018: (The Similar Contracts/ Works is defined as Supply/ SITC/ Replacement/ installation of energy efficient street lighting with O & M for- 5 years) One similar completed work of minimum Contract value of INR 2766 Lakhs in a single contract OR Two similar completed work of minimum each Contract value of INR 1729 Lakhs in two different contract OR Three similar completed work of minimum each Contract value of INR 1383 Lakhs in three different contract | We believe For OEM bidders separate supply and O&M clause requirement as specified in: Part 1, Evaluation and qualification criteria, page 47 shall be considered. Also for OEM bidders we request you to kindly consider the value as per the quantity mentioned in the supply portion in single or multiple work orders | Not acceptable |

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| 75 | 5 Bid Capacity – Note - Evaluation and Qualification Criteria | Note: The statement showing the value of existing commitments and on-going works as well as the stipulated period of completion remaining for each of the work listed should be attached along with certificates duly signed by the Engineer-in Charge not below the rank of Executive Engineer or equivalent. For private company the certificate should be obtained from the officer not below the rank of Director / MD. | We request you to kindly include documents signed by authorized signatory as acceptable | Not acceptable |
| 76 | Appendix D to Technical part - Form Exp - 4.2 a & b | Specific work and contract management experience & work experience in key activities | Please add option for OEM bidders | Not acceptable |
| 77 | Section VII, works requirement | Main control room and main system of CCMS | Please confirm whether Infrastructure for main control room, Data centre and CCMS is in the scope of employer | No, it is not in the scope of Employer |
| 78 | 1.6 Executive Summary - Section VII, works requirement | Estimated annual savings after replacement | We presume that the energy savings calculations and replacement LED suggestions as per table 3 takes into account the BIS standards on outdoor lighting from Page 107 to 110. Any change in the wattage of LED's to comply to the BIS standards will result in change of Energy savings percentage and estimated annual savings | Yes; it is already mentioned in RFP at Page no. 103 |
| 79 | 2. Employers Requirement/ Scope of Work – Work Requirements | Wattage of LEDs to be installed | we request you to consider wattage of each LED as < 5W | Not acceptable |
| 80 | Section VIII - General conditions of contract | Advantages of using CCMS to monitor and control the street lights | Enhanced maintenance operation: For automatic identification of failure, real time control of any individual lamps we need to consider Individual Lamp control unit (Wireless / wired). Please reconfirm whether it is Individual lamp control with Individual on / off or Group / Controller and metering unit level control with group On/Off | Mainly it is Group and metering unit level control. But for 1000 lights as mentioned in RFP, it is individual control. |

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| 81 | 6.1 Technical Specification - Standard LED & Central Control & Monitoring System (CCMS) specifications | Advantages of using CCMS to monitor and control the street lights | Enhanced maintenance operation: For automatic identification of failure, real time control of any individual lamps we need to consider Individual Lamp control unit (Wireless / wired). In case the Employer proposes Individual lamp level control than it shall be prudent to consider individual dimming option as well | Not acceptable; RFP specifications shall prevail |
| 82 | 6.1 Technical Specification - Standard LED & Central Control & Monitoring System (CCMS) specifications | Open platform for monitoring | It shall be within the counters of the RFP document and the complied technical specifications & submittals | Please refer clauses regarding CCMS in the RFP. |
| 83 | 6.1 - Technical Specification – CCMS - Software | Software: The virtual machine requirements for hosting the software | We request to kindly consider subscription based software license model as per Page 141 | Not acceptable |
| 84 | 6.1 - Technical Specification – CCMS - Software | Software: The virtual machine requirements for hosting the software | In case the requirement is for Perpetual software license, The same can be done on dedicated physical Servers / VM as per page 141, dedicated physical Servers / VM and its provision & maintenance will be in the scope of Employer | Not acceptable |
| 85 | 6.1 - Technical Specification – CCMS - Software | Integration of streetlight CCMS with ICCC software | Third party integration through API's | Not acceptable |
| 86 | GCC 7.1 Sub Contracting | Subcontracting shall not be allowed | Please consider "Civil works, installation, change of fixtures etc can be subcontracted with principal responsibility lies with the lead bidder" | Not acceptable |
| 87 | 3.Minimum Eligibility Criteria | For OEM: If the bidder is an OEM, then a sale of minimum 30,000 LED Luminaires in multiple work order, having one work order of at least 10,000 LED street lights Luminaires, during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organizations & It must have | For OEM, we request you to consider Operation & Maintenance experience during last 3 Years | Not acceptable |

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| | | been engaged in operation & maintenance of street lights (at least 10,000 Luminaires) during last 5 (five) years, through a single work order, in any city, nationally or internationally or with any government, semi-government or private organizations. In case OEM does not have any experience in operation & maintenance of street lighting, then JV/ Consortium is allowed to meet the eligibility criteria. | | |
| 88 | 4.2 (a) Specific Street lightning & Contract Management Experience | (i) A minimum number of similar contracts specified below that have been completed as a prime contractor, joint venture member, management contractor or nominated sub- contractor between 1st August 2011 and 31 July 2018: (The Similar Contracts/ Works is defined as Supply/SITC/ Replacement/ installation of energy efficient street lighting with O & M for 5 years) One similar completed work of minimum Contract value of INR 2766 Lakhs in a single contract OR Two similar completed work of minimum each Contract value of INR 1729 Lakhs in two different contract OR Three similar completed work of minimum each Contract value of INR 1383 Lakhs in three different contract | Since you are already asking in the Eligibility Criteria that "If the bidder is an OEM, then a sale of minimum 30,000 LED Luminaires in multiple work order, having one work order of at least 10,000 LED street lights Luminaires, during last 5 (five) years in any city, nationally or internationally with any government, semi-government or private organizations", request you to delete this clause as there are very limited bidders who have such huge value orders. This will encourage more healthy competition. | Not acceptable |
| 89 | 1.6 Executive Summary - Computation of energy saving potential | It is important to maintain the same or better level of illumination after replacement with LED lights. | Please provide details of existing illumination levels (Baseline) in order to derive the wattages. | Wattages are mentioned in RFP. Ref. Table 2 |
| 90 | 6.1 Standard LED & Central Control & Monitoring | High bright white power LEDs shall be used in the luminaries and the wattage of these LEDs shall be <3W | Since you have allowed Osram or CREE make LEDs, Better LEDs of CREE, Osram are available which are widely used today | LED makes shall be as per RFP. |

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| | System (CCMS) specifications (a) | | and are <6W | |
| 91 | 6.1 Standard LED & Central Control & Monitoring System (CCMS) specifications (j) | System Efficacy (lumen/watt) Shall be >100 lumens/watt | With improvisation in technology, System Efficacy of min. 120 lumens/watt should be considered | Not acceptable |
| 92 | 6.1 Standard LED & Central Control & Monitoring System (CCMS) specifications (o) | Over-voltage cut off limit > 295 V | The luminaries should cut off > 295 V & automatically restore in normal working condition below 295 V. | Accepted; "Over-voltage cut off limit > 295 V" shall be read as " Over-voltage cut off limit > 295 V & automatic restoration below 295V " |
| 93 | 6.1 Standard LED & Central Control & Monitoring System (CCMS) specifications (w) | Surge protection 4 kV, IEC61000-4-5 | Surge Protection of 10 KV should be considered for all luminaries above 40W | Not acceptable |
| 94 | GCC 41 | LED & CCMS (CAPEX Amount) 1. 50% (fifty percent) of quoted CAPEX amount shall be paid during the project execution period of 6 (six) months. Minimum billing shall be for 10,000 LED lights. 2. After successful commissioning of the Smart LED Street Lights and Centralized Control & Monitoring System (CCMS) and after issuance of certificate by Engineer in Charge, balance 50% (fifty percent) shall be paid in equated 60 (sixty) monthly installments spread over a period of 5 (five) years of Defect Liability and O&M period. | We request you to release 80% of quoted CAPEX during the project execution period of 6 (six) months. Minimum billing shall be for 5,000 LED lights. Balance 20% (twenty percent) shall be paid in equated 60 (sixty) monthly installments spread over a period of 5 (five) years of Defect Liability and O&M period. | Not acceptable |
| 95 | GCC 46.1 | The proportion of payments retained is: 5% (five percent)] | Since the bidder is already providing PBG, retention money of 5% should be waived off. | Not acceptable |
| 96 | Volume II: Technical Specifications & Drawings, Section | System efficacy > 100 lm/Watt | System efficacy > 120 lm/Watt | Not acceptable |

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| | 19 - Luminaire Data sheet | | | |
| 97 | 3.Minimum Eligibility Criteria, clause 3.1.3 | The Bidder shall provide a minimum guaranteed savings of 64% (sixty four percent). | While theoretically it is possible to achieve saving of 64% by changing to LED but it is very difficult to establish due to a) as a given stretch of road having different wattages of conventional luminaries b) power pilferage c)many of the existing points not having any lamp . These may give an impression of different power saving. Since the job shall be done on the basis of recommended LED lum to replace a given wattage of conventional luminaries and keeping in view the above point, payment terms should not be linked to guaranteed savings of 64%. | Not acceptable. 64% saving can be achieved by using better efficacy product, improving infrastructure by IDC and with actual baseline. |
| 98 | 3.Financial Situation and Performance, 3.1 | Line of credit | We will submit Solvency certificate as per Bank Standard Format. Kindly accept | Accepted but it should be on the letter head of the Bank duly dated, signed and stamped |
| 99 | Experience, 4.2 (a) | The Similar Contracts/ Works is defined as Supply/ SITC/ Replacement/ installation of energy efficient street lighting with O & M for 5 years | Please clarify whether similar contract means Supply only or SITC | It means supply or SITC or Replacement or installation of energy efficient street lighting with O&M |
| 100 | 7 Equipment, Page 58 | The Bidder must demonstrate that it has the key equipment listed | These equipment shall be owned or rented and after receipt of LOA we will provide details of these equipment. | Not acceptable; Please also refer Appendix B to Technical Part at Page 68 |
| 101 | 8. Financial Bid Parameters - NPV | | Kindly elaborate | NPV stands for Net Present Value. Kindly consider deferred payment interest while quoting. |
| 102 | 8. Financial Bid Parameters, Note (b) Infrastructure Development Cost (IDC), Page 59 | Infrastructure Development Cost – IDC | IDC should be as per latest CSR rates/market rate & without any further discount | Not acceptable |
| 103 | 1.5.3 Objective & Scope – Work Requirements | The Successful Bidder, MCA and/ or the Employer shall conduct joint assessment survey for no. of lights to be converted to LED and | As survey, survey report and approval of same from employer may take time; as such project start date shall be considered from the date of all such approvals mentioned | Not acceptable |

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| | | infrastructure condition before taking up the work. After submission of survey report, bidder shall take prior approval from Employer for actual work to be done. | herein & at elsewhere in the tender. | |
| 104 | 1.6 Executive Summary – Works Requirements Page 103 | The Project will be implemented in a Guaranteed minimum savings model under which ASCL will make capital investment for implementation of LED Street Lighting and setting up of CCMS (50% of payment in 6 (six) months after successful installation and remaining in rest 5 (five) years on performance based monthly bill) and Successful Bidder will operate & maintain the project for the contract duration of five and half years including installation period of 6 (six) months. The project may be extended by 2 (two) months on account of delay but subject to payment of liquidated damages in GCC and PCC. The Bidder assumes both the performance risks and financial risks. Under this model, MCA assumes no financial obligation other than to pay to the Successful Bidder over a specified period of time in terms of the Contract and/ or ITB | <p>Payment terms are linked to saving same will not be feasible due reasons as stated above.</p> <p>We request you to accept below payment terms; Interest free Advance Payment: 10% of contract value against mobilization.</p> <p>Supply of Material :</p> <p>a) 70% of the contract value shall be paid against delivery of equipment/material on pro-rata basis. b) 15% of the contract value shall be paid against installation of material on pro-rata basis. c) 5% of contract value shall be paid against satisfactory testing, commissioning of material on pro-rata basis.</p> <p>Erection/Testing of Material :</p> <p>a) 80% of contract value shall be paid against installation of material on pro-rata basis. b) 5% of contract value shall be paid against satisfactory testing, commissioning of material on pro-rata basis. c) Balance 5% contract value shall be paid against completion of project and handing over of project.</p> <p>Operation & Maintenance Payment : We request you to release payment on monthly basis.</p> | Not acceptable |
| 105 | 1.6 Executive Summary – Works Requirements | | Requirement specified is tubular swaged poles. However we request you to considered Octagonal poles which will have better quality and life than swaged poles. | Existing swaged poles shall be replaced with swaged poles. New locations poles can be octagonal. |

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| | Table 8: Specification of Street Light Poles. Page 109 | | | |
| 106 | 1.6 Executive Summary – Works Requirements Table 10 : Recommended Levels of Illumination | | As Bidder scope is related to retrofitting of LED fixtures on existing poles, so achieving lux level as per table is not in bidder scope. In order to achieve a given lux level & uniformity, different spacing than what is existing may be required; which will not be feasible. | The project is retrofitting type. Decision on achieving lux level shall be mutual under such conditions. |
| 107 | 2. Employers Requirement/ Scope of Work Page no.121 | The successful bidder shall have to install 1000 (+ 10%) luminaires having individual level monitoring & control capability. The location of these luminaires would be suggested by MCA during project implementation. | What is the basis of deciding wattage of those luminaries - for quoting? | Wattages are as per table 2 of RFP |
| 108 | 2. Employers Requirement/ Scope of Work - Service wire, Bracket/Arm/Clam ps, SPD, Earthing, Page 123 to 125 | These infra material is required to be replace by bidder and No extra charge will be payable to bidder. | These items should be in customer scope. | Not acceptable |
| 109 | 2. Employers Requirement/ Scope of Work - CCMS Panels, Page 126 | The Successful Bidder might be required to: Change existing CCMS panels to higher capacity in view of inclusion of additional street lights resulting in insufficient rating of CCMS panels at its own cost. | Change in existing CCMS panels and up gradation shall be chargeable. | Not acceptable |
| 110 | 33. Type Test and Test Certificates – PSPCL 3 Phase meter | The Concessionaire shall submit type test certificates of meters along with tender | All type test reports related to LED and CCMS meters shall be submit after receipt of LOA and during execution. | Not acceptable |

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| | specifications | right to demand repetition of some or all the type tests in the presence of purchaser's representative free of cost. | | |
| 111 | Misc. | | As invoicing will be done during supply and installation, we have to fulfill GST liability in that month only. Request to reimburse 100% GST amount against each supply invoice on receipt of goods | All cost is inclusive of all taxes including GST as per the latest notification |
| 112 | GCC 41 | Payments | As per RFP 50% payment within 6 months and remaining in rest 5 years on performance based. Request to mention the assured payment mechanism for timely payments. If it is ESCROW account, then ESCROW agreement to be shared and made part of RFP. | Appropriate clause for Escrow account will be added by way of corrigendum/ addendum |
| 113 | | | Please include LED Chip Make of SEOUL, Citizen and Birdgelux, as these are reputed international brands with LM80 report of 10000 hours. Approving additional good brands will help in getting a better commercial deal from the LED manufacturer. | Not acceptable |
| 114 | | Table 17: CCMS Technical Specifications, Page 138 | CCMS connectivity should be through GSM/GPRS. Tenderer should reimburse the monthly rental for SIM card and annual cloud services | Till the time ICCC is not operational in Amritsar, the Contractor may host the solutions on any of the MeitY empanelled Cloud service provider. Nothing extra shall be paid for this. |
| 115 | 3.1.3 Minimum Eligibility Criteria | The Bidder shall provide a minimum guaranteed savings of 64% (sixty four percent). | It is mentioned in the RFP that minimum energy savings of 64% is to be established. The RFP also suggest the LED power ratings without defining the lumen output, category of road on which the LED street light is to be installed, average lux as per National Lighting Code applicable to road category and the mounting height for each category of LED power. It is suggested that the defined LED power be maximum power to deliver desired | LED lights with better efficacy and mentioned wattage can be used to achieve lux level and saving of 64%. |

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| | | | road illumination. This will mean that the bidder can supply lower power LED street light provided it delivers the desired illumination as per National Lighting Code. This will also help in establishing higher energy savings above 64%. | |
| 116 | | Detailed NIB – Last date for submission of documents | Two days extra should be given to submit physical tender copy. | Not acceptable |
| 117 | Suggestion | | Instead ESCROW, BG should be given for full year to be automatically extended to the next year till the project tenure of 5 years | Not acceptable |
| 118 | GCC 41 | Payments | Payment to be increased to 70% instead of 50% against bank guarantee and earnest money deposit. | Not acceptable |
| 119 | Table 17: CCMS technical specifications | Benchmarking capacity so as to generate alert SMS for: | The CCMS will generate alerts for group of lights and not for individual light | Please refer CCMS Technical Specifications at Page no. 139 of RFP |
| 120 | 6.1 Technical Specifications – Table 16 – Point (a) | Suggestion | Amendment/Betterments is required as High Power LED shall be used in the Luminaries and the wattage of these shall be greater than 1 W and less 3W. Operating current of the LED (design) should be <70% of the maximum rated forward current of the LED. | The RFP condition shall prevail. |
| 121 | 6.1 Technical Specifications – Table 16 – Point (d) | Suggestion | Add on requirement as LED Chip Make – NICHIA, PHILIPS< LUMILEDS< OSRAM, CREE & Driver Make-Xitanium (Philips)/ Meanwell/ Tridonic & SPD make-Finder/ Littlefuse/ Philips. | Not acceptable |
| 122 | 6.1 Technical Specifications – Table 16 – Point (o) | Suggestion | Amendment/Betterments is required as Over-Voltage cut off Limits>295 V and driver should sustain for 440V upto 2 HRS. | Not acceptable |
| 123 | 6.1 Technical Specifications – Table 16 – Point (aa) | Suggestion | Amendments required as Pole Entry Side shall consist of separate optical and control gear Compartment. It should be easy replaceable in the field correction. | Not acceptable |

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| 124 | 6.1 Technical Specifications – Table 16 – Point (ac) | Suggestion | Amendments/ Betterments is required as External surge protection of 5k V (DM/CM) provided within the fitting housing. | Not acceptable |
| 125 | 6.1 Technical Specifications – Software | The Virtual machine requirements for hosting the software shall be provided by the vendor and he shall be allocated Virtual Machine with required configuration to host the CCMS at ICCC. | Correction/Betterment is required as Dedicated Web Server for hosting the software shall be provided by the vender and he shall be allocated Space/Room for installed the dedicated Web server and the same Server should have Facility to configuration to host the CCMS at ICCC. | Not acceptable |
| 126 | 6.1 Technical Specifications | | Only feeder level ON/OFF control to be offered. Individual light control will not be provided. Most of document talks about feeder level contra however on page No. 136 of the document its mentioned that “real time control of any individual lamp”, this will not be provided | Reference on Page no. 136 is in context of Advantages of using CCMS. Actual specifications start later on in the RFP |
| 127 | 2 Works Requirement - Employers Requirement/ Scope of Work | Apart from the 62444 lights and 1041 switch points as specified above, there already exists 3782 LED lights in the city (installed by EESL). | Out of 1,041 feeder panels to be supplied please clarify how many are single phase and three phase and their KVA ratings. | All are three phase |
| 128 | 2 Works Requirement - Employers Requirement/ Scope of Work | | There are 3,782 existing LED lights which are powered from 63 feeder panels. Please specify if these feeder panels should also be replaced to bring them under the control of same software. One option is to change feeder panel and second option is to interface as server level. | These shall be replaced to bring them under the control of same software |
| 129 | Misc. | | 1,000 lights with individual control to be provide. Should these lights be dimmable? If yes need to know wattage of these lights. | No |
| 130 | Misc. | | For individual light control we will provide 1,000 controllers which can be mounted either on ARM or pole. Please specify if this is ok. We will consider 20 gateways for these controllers. Gateways will also be pole mountable. | It is Ok |

| | | | | |
|-----|--------------------------|---|---|----------------|
| 131 | 4.1 Eligibility Criteria | Experience under SITC of street lighting contracts in the role of prime contractor, JV member, nominated sub- contractor, or management contractor for at least the last 7 years, starting 1st January 2011. | Experience under SITC/Supply of street lighting contracts in the role of Prime Contractor/ Individual Firm or JV Firm, Nominated Sub-Contractor or management contractor for at least the last 7 years, starting 1st January 2011. | Not acceptable |
| 132 | 4.1 Eligibility Criteria | <p>Specific Street Lighting & Contract Management Experience) A minimum number of similar contracts specified below that have been completed as a prime contractor, joint venture member, management contractor or nominated sub- contractor between 1st August 2011 and 31st July 2018: (The Similar Contracts/ Works is defined as Supply/ SITC/ Replacement/ installation of energy efficient street lighting with O & M for 5 years)</p> <p>One similar completed work of minimum Contract value of INR 2766 Lakhs in a single contract OR Two similar completed work of minimum each Contract value of INR 1729 Lakhs in two different contract OR Three similar completed work of minimum each Contract value of INR 1383 Lakhs in three different contract</p> | <p>A Minimum number of similar contracts specified below that have been completed as a prime contractor/Individual Firm Or Joint Venture Firm. Management Contractor or nomination Sub-Contractor between 1st August 2011 to 31st July 2018: (The similar contracts/Works is defined as Supply/SITC/Replacement/Installation of energy efficient Street Lighting including High Mask Works with O&M for 5 Years. Completion Certificate is must. Completion Certificate if SITC Job of Year 2016/2017 is also acceptable)</p> <p>One Similar Completed Work of Minimum Contract Value of IM+NR 1800 Lakh in a Single Contract or Two Similar Completed Work of Minimum Contract Value of INR 1100 lakh in Single Contract or Three Similar Completed Work of Minimum Contract Value of INR 800 lakh in Single Contract Also Single Client Multiple Orders of Multiple location is also acceptable. Multiple Client Single order and Multiple order is not acceptable.</p> | Not acceptable |
| 133 | GCC 41 | Performance Based Payment Conditions | You have specified the pending 50% payment Terms shall be paid in equated 60 (Sixty) monthly installment spread over five year, bring to your kind notice one side at GCC 50.1 you are asking for Performing security amount of | Not acceptable |

| | | | | |
|--|--|--|--|--|
| | | | 5% of contract value, request you to kindly add the time duration of pending 50% payment (Max upto 2 years) and remove the clause of performance Security Amount based on your confirmation during pre-bid meeting that Joint Venture (JV) or consortium are eligible to participated in the Tender. | |
|--|--|--|--|--|

Enhancement factors is applied to annual turnover and project costs to bring them to the base year, the current financial year in which bid is invited shall be considered as the base year.

| Year | Multiplying factor |
|---------|--------------------|
| 2018-19 | 1 |
| 2017-18 | 1.07 |
| 2016-17 | 1.14 |
| 2015-16 | 1.22 |

**Chief Executive Officer
Amritsar Smart City Limited**