

Pre-Bid Clarification for EOI No. RECPDCL/TECH/EOI-Smart Meters/e-EOI/2016-17/3859 Dated: 03.03.2017

SI No.	Clause No.	Page No.	Clause in RFP	Bidder's Query	Bidder Name	RECPDCL Response
1		6	This empanelment will remain valid for two years and all the prices which will be quoted by the interested Smart Metering Technology companies will remain valid for that period. The empanelment period can be extended for another one year on the mutual consent and for that period also the quoted prices will remain same.	In case of award of contract for utility to RECPDCL, whether the terms and conditions of the contracts will supersede empanelment.	Siemens	Terms & Conditions of contract with utility shall supersede the empanelment agreement
2		5	RECPDCL is under discussion with many state discoms for the implementation of SMART Metering on Capex / OPEX Model and after the selection of Smart Metering Technology Partner, work awarded by the State Discoms to RECPDCL will be offered to the empaneled partners.	Being an owner of the contract What will be the role of RECPDCL in the project. Will it be limited to Project management or will also involve project execution.	Siemens	RECPDCL shall act as Lead Bidder with Project Manager Responsibilities.
3	25	12	Technology Partner will be part of consortium and shall jointly and severally be bound	We request that the partner for single functionality shall not be jointly and severally be bound for entire contract. In smart metering project, metering component is substantial. It will not be possible for AMI or MD/IT partner to take the liability of metering portion.	Siemens	As a System Integrator, RECPDCL role is to implement the complete project. All stakeholders has their role in the project, thus all stakeholders need to be jointly & severally responsible in the project because failure of any one entity will lead to failure of complete project.
4		19	Pre-Qualifying Criteria for IT Infrastructure and Meter Data Management Solution Providers.	We understand that in case of MITP, a MDM OEM who individually meet most of the QR conditions and fully complies by joining with some IT implementer as his authorised partner, He will be eligible for the empanelment.	Siemens	IT Implementing Agency having authorization certificate from qualified MDM OEM are eligible.
5	2	19	Proof: Performance/Completion Certificate along with Letter of Award / Agreement.	If the bidder provides performance certificate, the LOA / Agreement shall not be necessary to submit.	Siemens	As per RFP.
6	5	19	Proposed MDM Solution must have been implemented in power distribution utilities and must be catering to at-least 1 million consumers in a single project and it should be in successful operation on the date of EOI Submission.	Kindly provide how many no. of projects required for this category.	Siemens	Single project catering at least 1 million consumers
7		19	Pre-Qualifying Criteria for IT Infrastructure and Meter Data Management Solution Providers	We suggest to have separate empanelment for Meter data management solution provider and IT Infrastructure & IT integration services	Siemens	As per RFP

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8	3	19	Bidder should have CMMI Level 5 Certificate	We request to accept CMMI level 3 certificate	Siemens	Please refer the amendment
9	2	19	IT Infrastructure Experience The bidder should have experience of establishing at least two Data Center in last five years with components like Servers, storage and Network Equipments. Data Center should comprise of at-least 20 servers.	An experience of the bidder who has established SCADA/ EMS/ DMS control centre with components like Servers (at least 20 nos.), storage and Network Equipments shall also be considered valid under this criteria. Kindly confirm	Siemens	We can accept the same, subject to documentary proof as per RFP requirement.
10	Preface	4	Real time Energy Auditing	Requesting to elaborate the requirement	CyanConnode	Real Time Energy Auditing is one of the output which a utility can achieve by implementing Smart Metering. This will help utility to monitor the energy usage.
11	3	10	For the Smart Metering Solution provider Role, consortium is not allowed.	As the smart metering solution involve different expertise including meter, comms, NMS and HES, it will be difficult for a single bidder to provide all the inhouse solution. Requesting you to allow system integrator to bid in it with proposer MAF from OEMs/ solution provider.	CyanConnode	Please refer the amendment
12	13	11	In case a bidder is empanelled, sub-contracting / sub-letting of work is not allowed.....	Can communication / AMI solution be subcontracted by a partner? Please confirm	CyanConnode	As per RFP
13	1	18	Turnover: Bidder should have Minimum Average Annual Turnover of Rs. 10 Crores amount for last three financial years.	Cyanconnode already implementing 3 commercial projects in India and several global projects. As we are mostly in the phase of implementation, accounting of these project started last year only. We are requesting you to change this clause as " Turnover: Bidder should have Minimum Average Annual Turnover of Rs. 10 Crores amount for 1 of last three financial years." Please amend suitably.	CyanConnode	Please refer the amendment
14	24	12	All required securities towards Mobilisation advance/Performance BG as required under the contract with client (state discoms) will be submitted to RECPDCL in proportionate amount payable by the Smart Metering Technology Partner	Kindly confirm if any other form of guarantee will be accepted like corporate guarantee.	CyanConnode	Corporate Guarantee is not acceptable.
15	4	3	Bid Submission Date: 20.03.2017	Request for bid submission date extension by atleast four weeks	Landis+Gyr	Please refer the amendment

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16	2	18	The bidder should have experience of supply and establishment of AMI Network (on RF / PLC / GPRS / Zig-Bee / any other suitable network solution) for connecting two different utilities for at-least 5 Lacs energy meters in each in last five years worldwide.	We request you to kindly amend this clause as: SI can bid along with consoritum/ authentication certificate from OEM, OEM having experience of supply of AMI Network (on RF / PLC / GPRS / Zig-Bee / any other suitable network solution) for connecting two different utilities for at-least 5 Lacs energy meters in each in last five years worldwide. Proof : <u>Letter of Award / Agreement / Self-certificate</u>	Sify	Please refer the amendment
17	4	18	The bidder should be OEM of the proposed AMI Network Components. Documents Required: Self Certificate	We request you to kindly amend this clause as: The bidder should be OEM of the proposed AMI Network Components or a System Integrator duly authorized by the OEM. Documents Required: Self Certificate if the bidder is the OEM OR Manufacturer's Authorization Form (MAF) in favour of the bidder, in case the bidder is a System Integrator	Sify	As per RFP
18		5	All the prospective bidders are invited to submit their Expression of Interest against this Notice along with support documents and aforesaid Processing fee (non-refundable) in the form of Bank Guarantee. Processing fee Details.. (non-refundable)	Processing Fee - Please confirm if this applicable. If yes, please confirm the amount for each category.	Sify	No Processing Fees is required
19	4	3	Bid Submission Date: 20.03.2017	Request for bid submission date extension	Fujitsu	Please refer the amendment
20	1	17	The companies looking for empanelment are required to have an average annual turnover in the best three years of last five financial years to be more than 100 Cr.	We request that MSME registered MICRO scale industries be allowed to participate with 2% of the current turnover value i.e., Rs. 2,00,00,000 as a financial qualification as per policy circular no.: 1(2)(1)/2016-MA dated 10th March 2016. In the case that this is not possible, we request that young and innovative companies like ourselves be allowed to show our financial capability with a financial partner to fulfil the financial qualification criteria. Hence we request that the financial bid be evaluated in a consortium, while all communication takes place with the executing technology provider such that APDCL has to communicate with only one vendor.	GRAM Power	Please refer the amendment

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21	2	17	Section 6, Pre-qualification criteria, Energy metering experience states that the bidder should have experience of supply and installation of 1000,000 electronic energy meters in power distribution sector across the globe in last five years.	Since its incubation in 2011, Gram power has worked on several smart grid projects with over 10,000 off-grid and grid-connected beneficiaries. In some project areas, the demographics decide the pace of the project. Our technology has been tested in rural off-the-grid environments as well as demographically challenging areas like Bihar. We believe that a higher skill set is required for the manufacture, supply and installation of a smart metering infrastructure as compared to conventional electronic energy meters. Hence, we request that companies be allowed for empanelment that demonstrate working projects on grounds, in addition to supply of 2,000 smart meters in one single project.	GRAM Power	Please refer the amendment
22				In states like Maharashtra and Rajasthan, AMI implementation is underway through a Metering, Billing and Collection (MBC) model which allows Distribution Franchisees/Licensees that have implemented smart grid projects with 1,000 or over smart metered consumers to participate along with technology providers in revamping a cities infrastructure and managing it. We request that such a consortium be allowed where the Joint venture between the DF and the technology provider together meets the financial criteria with an operational smart grid project of 1,000 consumers.	GRAM Power	No consortium is allowed
23	4	3	Bid Submission Date: 20.03.2017	Request for bid submission date extension	GRAM Power	Please refer the amendment
24	4	3	Bid Submission Date: 20.03.2017	Request for bid submission date extension by 2 weeks	WIPRO	Please refer the amendment
25	3	15	Bidder should have positive Net-worth in last three financial years	Please allow exceptions for MSMEs who has strong technology and able to show demonstration	Adya Wifi	Please refer the amendment
26	1	17	Bidder should have a minimum average turnover of Rs. 100 Crores for last 3 financial years	Please give relaxation on this if the bidder has NSIC certification provided that the bidder should be able to demonstrate the successful solution for end-to-end AMI implementation	Adya Wifi	Please refer the amendment
27	2	17	The bidder should have experience of supply and installation of at least 1000,000 electronic energy meters in power distribution sector across globe in last five years	Please allow MSMEs who has successfully delployed at least one end-to end solution (Meters to HES) for at least one power utility in India for a minimum of 500 meters in the last 5 years	Adya Wifi	Please refer the amendment
28	3	17	Bidder should be OEM of SMART Meters proposed against the work. Self-Certificate and Test reports of manufactured Smart Meter should be submitted	For meters complying to latest standards - IS 16444 and are under testing at NABL laboratories, please allow the test reports to be submitted as soon as they are finished	Adya Wifi	Bidder to submit Self Certificate specifying to obtain IS16444 certificate in 6 months from the date of empanelment. In case of failure to obtain the certificate in 6 months, empanelment shall be cancelled.
29	1	18	Bidder should have Minimum Average Annual Turnover of Rs. 10 Crores amount for last three financial years	Please give relaxation on this if the bidder is both Smart Metering solution provider as well as Network Solution provider and is able to demonstrate the successful solution for end-to-end AMI implementation	Adya Wifi	Please refer the amendment

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30	2	18	The bidder should have experience of supply and establishment of AMI Network (on RF / PLC / GPRS / ZigBee / any other suitable network solution) for connecting two different utilities for at-least 5 Lacs energy meters in each in last five years worldwide	Please allow MSMEs who has successfully delployed at least one end-to end solution which includes establishment of AMI Network (on RF / PLC / GPRS / ZigBee / any other suitable network solution for at least one power utility in India for a minimum of 500 meters in the last 5 years	Adya Wifi	Please refer the amendment
31	3	18	Bidder should be certified for ISO 27001:2005	Please allow bidder who are certified for ISO 9001:2015	Adya Wifi	Please refer the amendment
32	31	14	Consortium is not allowed	In case the above requested changes are not possible, please allow Consortium/JV	Adya Wifi	As per RFP
33	31	14	Consortium is not allowed.	As wholly owned subsidiary companies are an integral part of the parent organization, the Parent organization may please be permitted to propose as Smart metering provider with a wholly owned Smart Metering OEM Subsidiary as a partner. Proposed Clause: Consortium is not allowed. However, Parent Organization can participate along with a wholly owned subsidiary Smart Meter Manufacturing company	Enzen	As per RFP
34	2	17	The bidder should have experience of supply and installation of at-least 1,000,000 electronic energy meters in power distribution sector across globe in last five years. .	As the EOI calls for empanelment of smart meter technology partners and smart meters involves new and innovative technology the clause for supply and installation of at-least 1,000,000 electronic energy meters is irrelevant and should be removed as this will promote state-of-art technology developed by startups and new firms. Proposed Clause: Kindly relax the particular Clause to maintain 10,000 meters as per present practices in all Smart Grid Tenders in India	Enzen	Please refer the amendment
35	3	17	Bidder should be OEM of SMART Meters proposed against the work	Test reports of Smart Meters are not available with any smart meter manufacturers due to unavailability of fully equipped accredited test labs. However test report as per IS 13779 CBIP 325 etc. will be submitted, work on IS 16444 is under progress and it can be shared on due course. Proposed Clause: The necessary test reports can be provided in due course for IS16444 specification.	Enzen	Bidder to submit Self Certificate specifying to obtain IS16444 certificate in 6 months from the date of empanelment. In case of failure to obtain the certificate in 6 months, empanelment shall be cancelled.

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36	2	18	The bidder should have experience of supply and establishment of AMI Network (on RF / PLC / GPRS / Zig-Bee / any other suitable network solution) for connecting two different utilities for at-least 5 Lacs energy meters in each in last five years worldwide.	There are not many AMI projects in India and it is highly imperative that Indian AMI experience is quiet essential for a successful Smart Grid/ AMI implementation in India. Proposed Clause: The bidder should have experience of supply and establishment of AMI Network (on RF / PLC / GPRS / Zig-Bee / any other suitable network solution) for connecting two different utilities for at-least 10,000 energy meters in each in last five years worldwide.	Enzen	Please refer the amendment
37	4	18	The bidder should be OEM of the proposed AMI Network Components.	Enzen has vast, yet relevant experience as a System Integrator for Smart Grid, Smart Metering projects and have successfully collaborated with multiple vendors to deliver the solutions in an effective manner. This experience may be considered by your good self to qualify Enzen as a trustworthy Partner for AMI Network Technology Proposed Clause: System Integrators with proven record may participate.	Enzen	Please refer the amendment
38	3	19	Bidder should have CMMi Level 5 Certificate	The quality experience envisaged by RECPDCL as part of engagements with a Technology Partner can be sufficiently met with the stringent criteria expected out of CMMi certification processes for Level 3 and above. Proposed Clause: Bidder should have CMMi Level 3 or above Certificate	Enzen	Please refer the amendment
39	4	19	The Bidder should have experience of establishing WAN network in last five years to connect at-least 100 offices spread over in different physical locations	Enzen has been delivering IT Network solutions for our projects as per the required specifications. The particular number of offices for which the IT Network is required is subjective to specific needs of the project and the same can be scaled with ease. Proposed Clause: The Bidder should have experience of establishing WAN network in last five years to connect at-least 50 offices spread over in different physical locations	Enzen	Please refer the amendment
40	5	19	Proposed MDM Solution must have been implemented in power distribution utilities and must be catering to at-least 1 million consumers in a single project and it should be in successful operation on the date of EOI Submission.	The scale of Smart Grid projects executed in the country is for small circles/regions where the requirement has not been for more than 10,000 customers. That said, Enzen can cater to requirements of higher number of customers with ease. Proposed Clause: Proposed MDM Solution must have been implemented in power distribution utilities and must be catering to at-least Ten Thousand consumers in a single project and it should be in successful operation on the date of EOI Submission.	Enzen	Please refer the amendment

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41	3	15	Bidder should have positive net worth in last three financial years.	Start-up Companies Registered with Department of Industrial Promotion and Policy, may be considered for participation in the EOI	Sumeru Verde	Please refer the amendment
42	1	17	Bidder should have Minimum Average Annual Turnover of Rs. 100 Crores amount for last three financial years.	Start-up Companies Registered with Department of Industrial Promotion and Policy, may be considered for participation in the EOI	Sumeru Verde	Please refer the amendment
43	3	10	For the Smart Metering Solution provider Role, consortium is not allowed	Consortium may be allowed for Start-up Companies manufacturing Smart Meters and Registered with Department of Industrial Promotion and Policy	Sumeru Verde	Please refer the amendment
44	2	17	The bidder should have experience of supply and installation of at-least 1000,000 electronic energy meters in power distribution sector across globe in last five years	Our understanding is that the requirement is India specific and the experience need to comply with Indian conditions. Also, Smart Metering is a new and specialized technology and quite different from regular Electronic Energy Meters. As such, experience of regular electronic meters may not ensure good quality Smart Energy Meters. Start-up Companies Registered with Department of Industrial Promotion and Policy may be considered for participation in EOI.	Sumeru Verde	Please refer the amendment
45	1	19	Bidder should have Minimum Average Annual Turnover of Rs. 10 Crores amount for last three financial years	JV Consortium may be allowed in which any one Consortium partner or jointly together meet the requirement	Sumeru Verde	No consortium is allowed
46	2	19	The bidder should have experience of establishing at-least two Data Center in last five years with components like Servers, storage and Network Equipments. Data Center should comprise of at-least 20 servers.	JV Consortium may be allowed in which any one Consortium partner or jointly together meet the requirement	Sumeru Verde	Consortium is not allowed.
47	3	19	Bidder should have CMMi Level 5 Certificate	Certification of any one Consortium partner may be considered	Sumeru Verde	No consortium is allowed
48	4	19	The Bidder should have experience of establishing WAN network in last five years to connect at-least 100 offices spread over in different physical locations	Any one of the Consortium partners, meeting the requirement may be considered	Sumeru Verde	No consortium is allowed
49	5	19	Proposed MDM Solution must have been implemented in power distribution utilities and must be catering to at-least 1 million consumers in a single project and it should be in successful operation on the date of EOI Submission	Request for relaxation of this clause and bidding through JV consortium may be allowed	Sumeru Verde	Please refer the amendment

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50	1	15	Legal entities duly registered under the Companies Act 1956/ 2013 are permitted to participate.	For foreign company, it is hard to have registered company in India for some years, but it is possible to given a undertaking that within some time , the bidder will open a registered office/company in India. Please consider remove the existed registered company/office in India condition.	NARI Group Corporation	Bidder to submit Self Certificate specifying that registration will be done in 90 days. In case of failure to obtain the certificate in 90 days, empanelment shall be cancelled.
51				For smart meter , the international certificate from KEMA or DLMS are acceptable in many countries, so is KEMA or DLMS certificate will be acceptable without India local certificate requirement like CPRI, ERDA,ERTL.	NARI Group Corporation	Indian certificate (IS16444 & IS15959 Part-2) is mandatory
52	5	19	Proposed MDM Solution must have been implemented in power distribution utilities and must be catering to at-least 1 million consumers in a single project and it should be in successful operation on the date of EOI Submission	Smart Meter is relatively new concept, and the roll out process is also slow. It takes almost 4-5 years in reaching this number for any Utility, hence will request to reduce this number to 1 lakh live meters. If required, lab test results for larger number can be provided by MDMS solution provider	SAP	Please refer the amendment
53				To makes Smart metering process end to end, the existing billing system also plays critical role and will need changes in Billing system, will these changes be part of this scope.	SAP	Please refer the amendment
54				MDMS Solution is always tightly coupled with the Billing System, Consumer Portal, CRM, Contact Center of the Utility. Will integration to Billing system, Consumer Portal, CRM, Contact Center be also part of the scope. If not done, then the process remains incomplete.	SAP	Please refer the amendment
55	31	14	Consortium is not allowed.	Consortium is allowed between an Indian Company and a Global "AMI Network Solution" As AMI Network are a new Technology and most of the renowned developers and manufacturer of Network Solution are from abroad. For REC PDCL to get the best of Solution and Pricing, it is requested that consortium may be allowed for Network Solutions.	Medhaj	Consortium is not allowed.

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56	1	15	Legal Entities duly registered under the companies Act L956/201.3 are permitted to participate.	We are 3 years old MSME registered Proprietary firm, also registered with Sales Tax, Service tax, ESI, EPF among other Government statutory bodies. This clause specifically eliminates all entities other than Private Limited / Limited companies, whereas we are successfully operating in the nurturing environment provided by Ministry of Small & Medium Enterprises, with achieving turnover of Rs. 35 Crores in F. Y. 201.6-2017. We hereby request that we may be allowed to participate. Kindly refer to Point No. 6 on page No. 6 under the same Eligibility Criteria, wherein it's mentioned that Bidder can be individual firm. Although, we understand that this may be under different context for foreign firms who are willing to participate, must have a registered & operational office in India. But if foreign firms are allowed, then its our humble submission that Indian firms with proper credentials may be allowed to participate.	SMARU	As per RFP
57	1	18	Bidder should have Minimum Average Annual Turnover of Rs.10 Crores amount for last three financial years.	It is our humble request that the MAAT may be lowered to 8 Crores for last 3 Financial Years.	SMARU	Please refer the amendment
58	2	18	The bidder should have experience of supply and establishment of AMI network (on RF /PLCI GPRS /Zig-Bee / any other suitable network solution) for connecting two different utilities for at least 5 Lacs energy meters in each in last five years worldwide.	We request that as an option to this we may be allowed to present our case by conducting a POC on 100 nos. of meters to prove its efficiency and technological worthiness and in case we are successful in satisfying all the requirements, then we may be considered for this tender.	SMARU	Please refer the amendment
59	2	18	Bidder should have experience of supply and establishment of AMI Network (on RF / PLC / GPRS / ZigBee / any other suitable network solution) for connecting two different utilities for at-least 5 Lacs energy meters in each in last five years worldwide. And as a proof of the experience, copy of Performance/ Completion Certificate along with Letter of Award /Agreement is required to submit	Request you to relax the Qualifying Criteria for AMI NETWORK EXPERIENCE limited to 2 Lacs energy meters during last 5 to 6 Years	AMI Tech	Please refer the amendment
60	9 & 3	16 & 18	Bidder is required to submit copy of ISO 9001: 2008 Certificate. Pre-Qualifying Criteria for AMI Network Solution Providers (Section-VI), Point No. 3, bidder has to submit copy of ISO 27001:2005 certificate, over & above ISO 9001:2008 certificate.	Request you to consider bidder for the role of AMI Network Solution Providers with ISO 9001: 2008 certificate & allow bidders to submit ISO 27001: 2005 certificate in due course of time.	AMI Tech	ISO 9001 and ISO 27001 is related to Quality and Information Security respectively. Thus, a bidder needs to comply with both the certifications
61	1	15	Bidder has to submit (a) Certificate of Incorporation (b) Registration Certificate	According to our understanding, we can submit either Certificate of Incorporation or Registration Certificate, bidder need to submit any one of these two, please confirm.	Lara Global	Submission of either Certificate of Incorporation or Registration Certificate is acceptable

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62	4	15	Presence in India	We understand that a foreign bidder can complete required formalities of having their presence in India within 90 days of empanelment for which bidder needs to give undertaking. Please confirm.	Lara Global	Bidder to submit Self Certificate specifying that registration will be done in 90 days. In case of failure to obtain the certificate in 90 days, empanelment shall be cancelled.
63	2	18	The bidder should have experience of supply & establishment of AMI Network for two different utilities for 5 lac Energy Meters in each in last 5 years	Please clarify if it means 5 lac Energy meters each in 2 different utilities or if it means 5 lac meters in each of 5 years	Lara Global	The clause says 5 lacs Energy meters to be supplied in each of the two Discoms in last 5 years.
64	4	18	The bidder should be the OEM of proposed AMI Network components	As per our understanding, the bidder CANNOT be the OEM of all the components of the proposed AMI Network. Please clarify.	Lara Global	Please refer the amendment
65	6	9	Packaging, Transportation and warehousing in the client utility area will be the responsibility of the bidder. Bidder to submit a detailed logistics facility readiness with the EOI.	Please clarify, what information you require for submitting a detailed readiness of logistics facility	Lara Global	RFP requirement is self explanatory. Bidder to submit the details as per Industry Practice.
66	4	3	Bid Submission Date: 20.03.2017	Request for bid submission date extension till 27.03.2017	Lara Global	Please refer the amendment
67		5	Through this EOI Notice, for procurement of 20 million meters in next 2 years, RECPDCL along with its technology partner Tata Power – Delhi Distribution Company Ltd. (TPDDL) wants to engage the Solution providers in different roles having vast experience in their field and have capabilities to supply the large scale smart meters, network solution and IT Infrastructure within given time frame. Bidder can participate for one or multiple roles, whoever for each role they need to submit the EOI Separately.	We understand that Details of 20 Lakhs Meter are still not Known Its Purely Based assumption. Actual Qty will be know only in due course of time. Or REC is in Position of These Meter order from Utility. What will be process of Procurement & Payment? Will there be additional requirement from Utility where REC is executing Such Order & Bidder can directly quote for Such requirement. Pl confirm.	Genus	The EOI Meters quality is as per the Market Assessment of RECPDCL and discussions being going on with Indian Discoms.
68	1	9	Smart Meter with IS-16444	We would like to highlight in Present Scenario IS-16444 is not applicable none of Indian Lab confirming this IS. So It should be as per SI-13779 & 14697 Only.	Genus	As per directives from MoP, Smart Meters need to conform IS-16444 standards.
69	25	12	Smart Metering Technology partner will be severally and jointly responsible for the faithful performance of the contract. Smart Metering Technology Partner will be fully responsible for the risk arising in the project execution on account of the services/material provided by the appointed Smart Metering Technology Partner	Once Lead Bidder is REC & Smart metering Partner is responsible for His Portion only. So severally -and jointly responsible Should not be applicable for Him.	Genus	As a System Integrator, RECPDCL role is to implement the complete project. All stakeholders has their role in the project, thus all stakeholders need to be jointly & severally responsible in the project because failure of any one entity will lead to failure of complete project.

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70	26	13	At later stages during invitation of financial bid etc. from successful agencies, RECPDCL reserves right to conduct reverse auction.	Reverse Auction is against Healthy Competition. For Better Solution Such Practice should be avoided. Hence Request your goof office to Delete this Clause	Genus	Reverse Auction is a process of negotiation which is accept across industry for its transparency. RECPDCL reserves the right for conducting reverse auction.
71	30	13	METHODOLOGY TO BE ADOPTED WITH EMPANELLED AGENCIES FOR ACQUISITION OF BUSINESS	We understand that Empanelled Firm can Also Directly Participated in Any Bid floated by Utility where REC is also Bidding. Pl Confirm.	Genus	Empanelled Agency can bid directly for any opportunity only if RECPDCL doesnot shortlist that agency for the project.
72	32	14	Deviation Statement: Bidders may note that RECPDCL will not entertain any deviations to the RFP document at the time of submission of the Proposal or thereafter. The Proposal to be submitted by the Bidders would have to be unconditional and unqualified and the Bidders would be deemed to have accepted the terms and conditions of the EOI document with all its contents	We understand That Bidder in EOI should be Given to Express their Views & Can Opt for Deviation if Clause is Not agreed by Bidder.	Genus	Bidder may raise any query before the bid submission. At the time of bidding, bidder needs to comply with the terms & conditions specified in NIT & its corrigendums.
73	2	17	Eligibility Criteria-For Smart Metering Solution Provider- The bidder should have experience of supply and installation of at-least 1000,000 electronic energy meters in power distribution sector across globe in last five years. .	We would to suggest that Installation Exp should be more than 3 Lakhs Meter in Last 7 Years. Because such a big Qty (10 Lakhs) for Installation Not Been asked in any of the Indian Utility requirement. Yes Supply Qty should be More than 40 Lakhs Meter Per Year should be added in last 3 Years to have actual qualified Bidder in Race. Experience in Installation should be in India only ,to Promote Make in India Concept, PL confirm	Genus	Please refer the amendment
74	2	18	Pre-Qualifying Criteria for AMI Network Solution Providers- The bidder should have experience of supply and establishment of AMI Network (on RF / PLC / GPRS / Zig-Bee / any other suitable network solution) for connecting two different utilities for atleast 5 Lacs energy meters in each in last five years worldwide.	We would like to request that Bidder who has supplied Meter with Zig Bee/RF/PLC/GPRS qty more than 3.5 Lakhs in Indian utility directly or indirectly should be allowed to meet this requirements. Pl Confirm This Experience should be in India only to Promote domestic Mnufacurer in make in India concept.	Genus	As per RFP
75	4	3	Bid Submission Date: 20.03.2017	Request for bid submission date extension by 2 weeks	Genus	Please refer the amendment
76	2	19	The bidder should have experience of establishing atleast two Data Center in last five years with components like Servers, storage and Network Equipments. Data Center should comprise of atleast 20 servers.	We request that REC PDCL accepts a Self Certified Document on Cyient's IT Infrastructure Profile and Services document. (Attached for ref.)	Cyient	As per RFP.
77	4	19	The Bidder should have experience of establishing WAN network in last five years to connect atleast 100 offices spread over in different physical locations.	Since WAN connectivities for multiple end client offices in India are expected, hence It may also be considered that a bidder must have multiple (10 or more) offices in India connected on a WAN network.	Cyient	Please refer the amendment

Pre-Bid Clarification for EOI No. RECPDCL/TECH/EOI-Smart Meters/e-EOI/2016-17/3859 Dated: 03.03.2017

SI No.	Clause No.	Page No.	Clause in RFP	Bidder's Query	Bidder Name	RECPDCL Response
78	5	19	Proposed MDM Solution must have been implemented in power distribution utilities and must be catering to at-least 1 million consumers in a single project and it should be in successful operation on the date of EOI Submission.	We suspect that OEMs of MDMS product may be less likely to participate in this EoI, hence we propose that a Bidder be allowed to tie up with any MDMS OEM like Siemens, Landis&Gyr, SAP, Oracle or any other, who meets the desired credential mentioned in this clause. The bidder may be asked to submit some kind of OEM Authorization Letter from the MDMS OEM. Also, the Bidder may themselves submit a Self Authorization of taking full ownership of the Product and its support for any awarded projects by REC PDCL.	Cyient	IT Implementing Agency having authorization certificate from MDM OEM are eligible.
79				Since MDM is an Operational Technology Solution for Utilities, hence bidders with experience in such a domain like providing GIS, SCADA, DMS, OMS kind of solutions should also be qualified to participate <u>since they understand the utilities domain.</u>	Cyient	As per RFP
80				Since we are talking about Indian Power Utilities, bidders should be allowed who have prior experience of working on R-APDRP Projects on any OT solution like GIS, SCADA, DMS, OMS etc, directly or indirectly.	Cyient	As per RFP
81				Bidders having experience of systems integration of OT systems should be allowed to participate, since all the utility projects will only succeed if these individual systems are integrated with one another.	Cyient	As per RFP
82	23	12	Payment Term: Payment terms for the Technology Partner will be as per the terms agreed between RECPDCL and client. RECPDCL shall release the payment to SMTP for his portion as per the agreement payment terms only on receipt of <u>payment from the client.</u>	For Hardware / Software / Supplies - Since OEMs expect all payments for their products (Hardware / Software etc.) on Delivery, hence it is requested that all payment terms with end clients are negotiated keeping this aspect in mind.	Cyient	As per RFP
83	23	12	Payment Term: Payment terms for the Technology Partner will be as per the terms agreed between RECPDCL and client. RECPDCL shall release the payment to SMTP for his portion as per the agreement payment terms only on receipt of <u>payment from the client.</u>	For Services / Resources - These payment terms should be broken up on Milestone basis with careful consideration of project deployment schedule and dependencies on other components to ensure a regular cash flows to solution providers.	Cyient	As per RFP
84	28	13	RECPDCL reserves right at its discretion to delist Empaneled agencies, who does not participate four times in the financial bid invitation/joint initiative to explore business opportunities etc.	It is also requested that this Empanelment be kept without any kind of binding on the empanelled party to participate or not in any opportunity they intend to participate with REC PDCL or lead directly otherwise. Let this be a mutually agreed decision between REC PDCL and the empanelled party.	Cyient	As per RFP
85	1	19	Existing Clause Bidder should have Minimum Average Annual Turnover of Rs. 10 Crores amount for last three financial years.	Modified clause suggested Bidder should have Minimum Average Annual Turnover of Rs. 75 Crores amount for last three financial years. Remarks: Turnover of 10 cr. is not in sync with other criteria like MDMS implementation, Network experience etc. So, the limit can be increased	Fluentgrid	Please refer the amendment

Pre-Bid Clarification for EOI No. RECPDCL/TECH/EOI-Smart Meters/e-EOI/2016-17/3859 Dated: 03.03.2017

SI No.	Clause No.	Page No.	Clause in RFP	Bidder's Query	Bidder Name	RECPDCL Response
86	2	19	The bidder should have experience of establishing at-least two Data Center in last five years with components like Servers, storage and Network equipments. Data Center should comprise of at-least 20 servers.	<p>Suggested Clause: The bidder should have experience of establishing at-least two Data Centers in last five years with components like Servers, storage and Network equipments. Data Center should comprise of at-least 20 servers.</p> <p>Or</p> <p>a) The bidder should have experience of establishing at-least one Data Center in last five years with components like Servers, storage and Network equipments. Data Center should comprise of at-least 20 servers.</p> <p>and</p> <p>b) The bidder should have experience of at-least one implementation of utility solutions in a cloud -based DC/DR environment/at least one implementation of utility solutions on cloud</p> <p>Remarks: Experience of end-to-end implementation, including the IT Infra may be recognized with one similar project</p>	Fluentgrid	Please refer the amendment
87	5	19	Proposed MDM Solution must have been implemented in power distribution utilities and must be catering to at-least 1 million consumers in a single project and it should be in successful operation on the date of EOI Submission.	<p>Proposed MDM Solution must have been implemented in power distribution utilities and must be catering to at-least 50,000 consumers in a single project and it should be in successful operation on the date of EOI Submission.</p> <p>Remarks: MDMS implementations in India have not taken off on large scale (even in smart grid pilots) and are just starting in big numbers. One million consumer base implementations of MDMS have not been done till date in India.</p> <p>Hence this pre-qual. may currently be put at 50,000/ meters.</p>	Fluentgrid	Please refer the amendment