



आरईसी पावर डिस्ट्रीब्यूशन कम्पनी लिमिटेड  
REC POWER DISTRIBUTION COMPANY LIMITED

(A wholly owned subsidiary of REC Ltd., a 'Navratna CPSE' under Ministry of Power, Govt. of India)

CIN No. RECPDCL-U40101DL2007GOI165779

Corporate office: 4<sup>th</sup> Floor, Kribhco Bhawan, A-10, Sector-1, Noida (U.P.)-201301

Website: [www.recpdcl.in](http://www.recpdcl.in), Email: [co.delhi@recpdcl.in](mailto:co.delhi@recpdcl.in)

Regd. Office: Core-4, SCOPE Complex, 7 Lodhi Road, New Delhi-110003,

Phone (011) 43091506 Fax: (011) 24365815

## Notice Inviting Expression of Interest (EOI)

(Tender invited through e-Tendering mode only)

For

### Empanelment of Technology partner for (i) Smart Metering, (ii) AMI Network & (iii) MDM and IT Infrastructure

**No. RECPDCL/TECH/EOI-Smart Meters/e-EOI/2016-17/3859 Dated: 03.03.2017**

Description of task, Pre-qualifying criteria, e-tender submission format and procedure is available on REC Power Distribution Company Limited (RECPDCL) website ([www.recpdcl.in](http://www.recpdcl.in)), Rural Electrification Corporation (REC) website ([www.recindia.nic.in](http://www.recindia.nic.in)), Central Publication Portal ([www.eprocure.gov.in](http://www.eprocure.gov.in))

Important Dates for E- Tendering mode	
Date of Release of EOI	03.03.2017
Last date for queries / seeking clarification	09.03.2017 at 1800 Hours
Pre Bid Meeting	10.03.2017 at 1100 Hours
Last date of submission of EOI	20.03.2017 at 1500 Hours
Date of Opening of EOI	20.03.2017 at 1600 Hours

**Note:**

Online registration shall be done on e-tendering website i.e. [www.tenderwizard.com/REC](http://www.tenderwizard.com/REC) & in general, activation of registration may takes 24 hours subject to the submission of all requisite documents required in the process.

-Sd-

(S.C. Garg)  
Addl. CEO

[This document is meant for the exclusive purpose of Agencies participating against this bid and shall not be transferred, reproduced or otherwise used for purposes other than that for which it is specifically issued]

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## SECTION-I TENDER INFORMATION

Name of the assignment:

**Empanelment of Technology partner for (i) Smart Metering, (ii) AMI Network & (iii) MDM and IT Infrastructure**

Si. No.	Event	Information to the agencies
1	Date of Release of EOI	03.03.2017
2	Last date for queries / seeking clarification	09.03.2017 at 1800 Hours
3	Pre Bid Meeting	10.03.2017 at 1100 Hours
4	Last date of submission of EOI	20.03.2017 at 1500 Hours
5	Date of Opening of EOI	20.03.2017 at 1600 Hours
6	Pre- Bid Meeting Address	REC Power Distribution Company Limited, A10, 4th Floor, Kribhco Bhawan, Sector-1, Noida - 201301
7	Tender Document	The details can be downloaded free of cost from the websites <a href="http://www.recpdcl.in">www.recpdcl.in</a> (or) <a href="http://www.recindia.nic.in">www.recindia.nic.in</a> (or) <a href="http://www.eprocure.gov.in">www.eprocure.gov.in</a> (or) <a href="http://www.tenderwizard.com/REC">www.tenderwizard.com/REC</a>
8	Earnest Money Deposit (EMD) #	Rs.25,000 for each category
9	Address for Bid submission	<b>Shri Subhash Chandra Garg,</b> Addl. Chief Executive Officer, A10, 4th Floor, Kribhco Bhawan, Sector-1, Noida – 201301 Email- <a href="mailto:ced.projects@recpdcl.in">ced.projects@recpdcl.in</a> / <a href="mailto:scgarg@recpdcl.in">scgarg@recpdcl.in</a>
10	Contact Person	<b>Shri Sunil Bisht ,</b> Deputy Manager (Technical) REC Power Distribution Company Limited (RECPDCL) Phone:0120-4383783, 9891049762, 9871322014 <u>Email-</u> <a href="mailto:ced.projects@recpdcl.in">ced.projects@recpdcl.in</a> / <a href="mailto:sunil.bisht@recpdcl.in">sunil.bisht@recpdcl.in</a>

**# The EMD (Earnest Money Deposit)** is to be submitted by all the participating Bidders for each category in the form of demand draft/Bank Guarantee of an amount of Rs.25,000/- (Rupees Twenty Five Thousand Only/-) of any schedule Indian bank in favor of REC Power Distribution Company Limited, Payable at New Delhi. The EMD of unsuccessful Bidder will be returned within 180 days from on completion of Empanelment process and EMD of successful Bidder will also be returned after successful bidder submit the Empanelment Guarantee (EGs) of Rs.1 (One) Lakh for each empanelment in the form of Bank Guarantees / Demand Draft for the period of 2 years plus 30 days claim period, which can be further extended for another one year on mutual consent.

The bid shall remain valid for a period of 180 days from the date of bid submission.

## SECTION-II PREFACE

### Smart Metering in India

In recent past, Ministry of Power (Govt. of India) has emphasized and suggested the state discoms of India for the replacement of existing electronic/mechanical energy meters at consumer / Distribution Transformers / Feeder site with the Smart Energy Meter for reduction of manual intervention in revenue cycle and better demand side management. Adoption of Smart Metering will help the utilities in AT&C Loss reduction, improvement in collection efficiency due to remote connect / disconnect, Real time Energy Auditing, faster outage reduction, improvement in power reliability, reduction in consumer complaints, reduction in Peak power purchase cost, reduction in DT failure rate etc. Smart Metering adoption will also help the Utilities in meeting futuristic business requirement like Renewable Integration, ToU/ToD based Energy Billing, Home Automation, Reduction in Carbon Footprint, etc.

As of now, in the direction of SMART Metering in India, under the initiative of Ministry of Power (Government of India), 14 different Smart Grid Pilots are under implementation in different parts of India. In each pilot, the consumer base is approx. 10,000 to 40,000 consumer points and project functionalities covers AMI, Outage Management System, and Peak Load Management etc. Projects are current in different phases of implementation.

With the learnings from Smart grid Pilots and to improve the operational and financial health of State discoms, Govt. of India is working actively and has framed many national level schemes and missions . This includes UDAY Scheme, Digital India, 100 Smart Cities, Integrated Power Development Scheme (IPDS), National Smart Grid Mission (NSGM) and National Tariff Policy. Govt of India has also issues a Smart Grid Vision Document in 2014 detailing the phased manner adoption of Smart Metering across the country with other functionalities of Smart Grid.



As per the UDAY scheme & National Tariff Policy, all the consumers having monthly consumption more than 500 units (KWH) are to be equipped with SMART Energy meter (**conforming to latest Indian Standards IS 16444 and IS 15959 Part-2**) by Dec-2017. Thereafter till Dec-2019, all the consumers having monthly consumption more than 200 units (KWH) are to be equipped with SMART Energy Meters. As of today, in India, there are approx. 250-300 million energy meters installed, of which approx. 35 million energy meters are planned to be replaced with SMART Energy Meters in next 3 years as per the laid down guidelines in above mentioned schemes. These mass level meter replacements are expected to be done by state discoms on across utility level, town-level or for selected consumers based on their consumption / load.

REC Power Distribution Company Limited (RECPDCL) based on its wide presence in Power Distribution sector across India and extensive experience in National level schemes of Power

Distribution Sector like IPDS / DDUGGY / R-APDRP (Part-A) / RAPDRP (Part-B) / NEF / NSGM / etc. has national interest to offer end-to-end services to state discoms in implementing Smart Grid Technology at competitive prices and with proven technology. **For this purpose, RECPDCL will empanel Technology Partners in the following areas:**

Sr. No	Category	Role	Components
1	A	<b>Smart Metering Technology Partner (MTP)</b>	Smart meters (compliant with Indian standards) and related accessories
2	B	<b>AMI Network Technology Partner (NTP)</b>	Communication Card, Network equipments and Head End System. Communication mechanism can be RF / PLC / GPRS / Hybrid / or any other proven mechanism
3	C	<b>MDM and IT Infrastructure Technology Partner (MITP)</b>	MDM software, IT Hardware, System Software's, Auxiliary Back-up System, IT Network Equipment, Network bandwidth etc.

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.

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. RECPDCL will evaluate the EOI response against the tender requirements and will shortlist the qualified bidders. Second stage RFP will be shared with the shortlisted bidders for further submission of detailed techno-commercial proposal.

In the second stage tendering process, shortlisted bidders to submit their Detailed Technical proposal and state-wise Financial proposal. The selection in second stage will be on Quality and Cost Based Selection with 70% weightage to the technical proposal and 30% weightage for financial proposal. RECPDCL would like to empanel at-least five different firms for the SMART metering Technology Partner Role, however the numbers can vary as per the participation / selection in the tendering process.

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. RECPDCL will prefer to engage 2-3 Smart Metering technology partners in each project and for that work split shall be 50% : 30%: 20% ratio to the lowest bidders on the state lowest price. However any work split will be finalized based on the client requirement and any decision of the RECPDCL will be final and acceptable to the technology partners. Further, RECPDCL reserves the right to increase / decrease / split of the work to agencies at the sole

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discretion of the RECPDCL. Suitable amendment / communication shall be issued in the event of variations in quantities.

**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.**

## SECTION-III

### Instructions to Bidders

#### 3.1 Submission of Bid

Bidders shall submit their responses online through e-tendering website [www.tenderwizard.com/REC](http://www.tenderwizard.com/REC)

**A. The submission and opening of Bids will be through e-tendering process.**

Bidder can download Bid document from the RECPDCL web site i.e. <http://www.recpdcl.in> or [www.recindia.nic.in](http://www.recindia.nic.in) or [www.eprocure.gov.in](http://www.eprocure.gov.in) and RECPDCL's e-tendering portal i.e. [www.tenderwizard.com/REC](http://www.tenderwizard.com/REC)

*(Note: To participate in the e-Bid submission, it is mandatory for agency to have user ID & Password. For this purpose, the agency has to register them self with REC PDCL through tender Wizard Website given below. Please also note that the agency has to obtain digital signature token of class-III for applying in the Bid. In this connection vendor may also obtain the same from tender Wizard.)*

**Steps for Registration**

- (i) Go to website <http://www.tenderwizard.com/REC>
- (ii) Click the link 'Register Me'
- (iii) Enter the details about the E-tendering as per format
- (iv) Click 'Create Profile'
- (v) E-tender will get confirmation with Login ID and Password

**Note-** Online registration shall be done on e-tendering website i.e. [www.tenderwizard.com/REC](http://www.tenderwizard.com/REC) & in general, activation of registration may takes 24 hours subject to the submission of all requisite documents required in the process. It is sole responsibility of the bidder to register in advance.

**B. Steps for application for Digital Signature from Bid Wizard:**

Download the Application Form from the website <http://www.tenderwizard.com/REC> free of cost. Follow the instructions as provided therein. In case of any assistance you may contact RECPDCL officers whose address is given at the Bid.

Bid to be submitted through online mode on website [www.tenderwizard.com/REC](http://www.tenderwizard.com/REC) in the prescribed form.

**C. The Agency qualifying the criteria mention in section VI should upload Bid document with duly signed scanned soft copy of the documents given below for the prequalifying response:**

**Pre- Qualifying Criterion Documents/Technical Bid**

- 1 Form-I -----Letter of submission of Tender
- 2 Form-II -----Pre-Qualifying Criteria Details
- 3 Form-III----- Format for no-deviation certificate
- 4 Annexure-A ----- Empanelment Bank Guarantee format
- 5 Annexure-B ----- EMD Bank Guarantee format

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EMD of Rs.25,000/- for each category in form of DD or Bank Guarantee may be drawn from a scheduled commercial bank in favour of The “REC Power Distribution Company Ltd”, New Delhi and scanned copy to be uploaded and original to be submitted before the last date & time of Submission of EOI.

The all document should be addressed to.

**Addl. Chief Executive Officer** REC Power Distribution Company Ltd., A10, 4<sup>th</sup> Floor, Kribhco Bhawan, Sector-1, Noida - 201301

*(Note: All papers that comprise the Bid document of the concerned Bid must be numbered. An index of each page should also be provided)*



## SECTION-IV

### Scope of Work

**Broad level scope of work expected from the Empanelled Smart Metering Technology Partners will be as follows for each awarded project.**

1. Manufacture, Supply and Commissioning of Smart Meters as per the standards (conforming to latest Indian Standards IS 16444 and IS 15959 Part-2) applicable in Indian Market.
2. Smart Meters can be for consumers or Distribution Transformers or Feeder Meters. Selected Smart Meters shall be required with Net Metering and Pre-Paid Provisions.
3. Maintenance Services of the deployed Smart Metering System for five years post system rollout.
4. Facilitation for the Seamless Integration with the AMI Network Solution
5. Performance of the Smart Metering System will be measured on defined Service Level Agreements (SLA) basis and these will be monitored on real-time basis.
6. 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.
7. Quality Assurance Plan: The manufacturer shall have a comprehensive quality assurance program at all stages of manufacture for ensuring products giving reliable, trouble free performance. Details of the bidder's quality assurance and test set up shall be furnished with the bid.
8. Testing and Manufacturing Facilities :- The contractor shall have at least the following testing facilities to ensure accurate calibration as per IS 14697/16444
  - a. Insulation resistance measurement
  - b. Running at no load
  - c. Starting Current Test
  - d. Limits of Error
  - e. Power Loss in Current and Voltage Circuit
  - f. Repeatability of Error
  - g. Heating Test
  - h. Effect of Magnetic Field of external origin

## SECTION-V

### GENERAL CONDITIONS OF TENDER

1. The bidder must fulfil the above eligibility criteria/pre-qualifying conditions for evaluation of their bids. Bids of bidders fulfilling the above eligibility/pre-qualifying conditions will only be evaluated by the duly constituted evaluation committee. Bids of the bidders not fulfilling the eligibility/pre-qualifying conditions given above may be summarily rejected. Undertaking for subsequent submission of any of the above documents will not be entertained under any circumstances.
2. Language of the Bid: The bid must be prepared in English language only. Further, all communication with respect to the bid including any accompanying document, must be in English language only. Clarifications sought on the Tender Document must also be in English. While the Bidders are free to submit their response in color, the text in both the original and the copies of the Bid must be black in color, font of size not less than 11.
3. For the Smart Metering Solution provider Role, consortium is not allowed.
4. The Bidder to submit a self-certificate to accept all the terms and conditions mentioned in the EOI Notice.
5. RECPDCL reserve the right to verify/confirm all original documentary evidence submitted by the bidder in support of above mentioned clauses of eligibility criteria, failure to produce the same within the period as and when required and notified in writing by RECPDCL shall result in summarily rejection of the bid.
6. Engagement with RECPDCL does not confer any right to the agencies to be invited for participating in any bids, tender etc. floated by RECPDCL. RECPDCL reserves the right to call bids/assign work/associate the agency/agencies in any area as may be deemed fit by RECPDCL depending upon the profile provided by the agencies and requirement of assignment.
7. RECPDCL reserves the right to accept or reject any or all requests for engagement without assigning any reason or to accept in parts and engage more than one agencies at its sole discretion.
8. Acceptance of the application(s) constitutes no form of commitment on the part of RECPDCL. Furthermore, this acceptance of the application confers neither the right nor an expectation on any application to participate in the proposed projects.
9. RECPDCL reserve the right to waive off any shortfalls; accept the whole, accept part of or reject any or all responses to the Tender.
10. RECPDCL reserve the right to call for fresh tenders at any stage and /or time as per the present and /or envisaged RECPDCL requirements even if the tender is in evaluation stage.
11. RECPDCL reserve the right to modify, expand, restrict, scrap, re-float the tender without assigning any reason for the same.

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12. The responder shall bear all costs associated with the preparation and submission of its response, and RECPDCL will in no case be responsible or liable for these costs, regardless of the conduct or the outcome of the tender process.

13. In case a bidder is empanelled, sub-contracting / sub-letting of work is not allowed. In case any minor or field work is to be sub-contracted by the selected technology partner, then this sub-contracting will be subject to RECPDCL written approval. However, this sub-contracting will not dilute the overall responsibility of selected technology partner in any way.

### **14. Empanelment Guarantee (EGs):**

1. The empanelled agency need to deposit within fifteen (15) working days from the date of issuance of Empanelment Letter by RECPDCL, a Empanelment Security in the form of Bank Guarantee or Demand Draft (DD), for each category an amount of Rs.1,00,000/- (One Lakhs only for each category) for the due performance and fulfilment of the contract by your firm which is valid for 2 years plus 30 days claim period.
2. The Empanelment Guarantee may be drawn from a scheduled commercial bank in form of DD of Bank Guarantee in favor of The "REC Power Distribution Company Ltd", payable at New Delhi.
3. The Empanelment Guarantee may be discharged/ returned by the RECPDCL after the completion of the contract upon being satisfied for the performance of the obligations of your firm under the contract.
4. Failing to comply with the above requirement, within 30 days from the date of issuance or as may be decided by the CEO, RECPDCL shall constitute sufficient grounds, among others, if any, for the annulment of the award of the tender.
5. In the event the firm being unable to provide the services, during the engagement period as per the contract for whatever reason, the Empanelment Guarantee would be invoked by RECPDCL.
6. No Bank Charges/ interest shall be payable for the Empanelment Guarantee.

15. Bidders are advised to refrain from taking any deviations on this EOI Notice. Still in case of any deviations in this EOI, all such deviations documents shall be set out by the Bidders, Clause by Clause in the format as mentioned in Form IV and submit the same as a part of the Technical Bid. Please note that in case of deviations to the tender terms, EOI may be liable for rejection.

16. Bidder to submit a "No Deviation Certification" against the compliance of Terms and conditions mentioned in this EOI.

17. The Empanelled Smart Meter Technology Partner shall comply with all the rules and regulations of local authorities during the performance of his field activities. He shall also comply with the Minimum Wages Act, 1948 and the Payment of Wages Act (both of the Government of India) and the rules made there under in respect of any employee or workman employed or engaged by him or his Sub-Contractor.

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18. The RECPDCL / Client Utility shall have lien on all equipment including those of the Technology Partner brought to the Site for the purpose of erection, testing and commissioning of the equipment to be supplied & erected under the awarded contract. The RECPDCL / Client shall continue to hold lien on all such equipment throughout the period of awarded contract. No material brought to site shall be removed from Site by the Technology Partner and/or his Sub-Contractors without prior written approval of the Project Engineer in charge of RECPDCL / Client.
19. In consideration of the award of the contract by the Client to the RECPDCL, SMART Metering Technology Provider do hereby agree that RECPDCL shall act as lead company and further declare and confirm that Technology Partner will be part of consortium and shall jointly and severally be bound to the client for the successful performance of the contract and shall be fully responsible for the design, manufacture, supply and successful performance of the equipment in accordance with the Prime Contract.
20. Selected SMART Metering technology provider to enter into the Consortium Agreement with RECPDCL before the firm work is awarded. Smart Metering technology Partner to provide a Power of Attorney to RECPDCL for performing the role of Lead Bidder in the aforesaid project.
21. Shortlisted AMI Solution provider should be available for consultation with RECPDCL during any negotiations with Client. SMART Metering Technology Partner will attend any negotiations or discussions between RECPDCL and Client, which pertain to the Proposal. Any expense on account of travel or man-effort for interaction/presentation/negotiation with client will be borne by the SMART Metering Technology Provider for the tasks pertains to them.
22. In the event that the Client accepts the Proposal and approves the provision of solution offered by RECPDCL, the parties shall execute the mutually agreed Sub-Contract whereby selected AMI solution provider will provide Supply & services consistent with the commitments agreed upon in this EOI and RECPDCL's Proposal.
23. 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 payment from the client.
24. 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.
25. 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, however, this shall not in any way be a limitation of joint and several responsibilities of the Smart Metering Technology Partner under the awarded contract/work. Any penalty/liquidated damages/liability arises during the execution of this project then same will be recovered from the appointed SMART Metering Technology Partner on proportionate basis.

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26. At later stages during invitation of financial bid etc. from successful agencies, RECPDCL reserves right to conduct reverse auction.
27. Empanelment shall be done on sole discretion of RECPDCL including the total numbers of companies to be empanelled with RECPDCL.
28. 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.

### **29. Disqualification**

1. RECPDCL shall not consider any application that is found to be incomplete in content and /or attachments and/ or authentication etc.
2. Without prejudice to any other rights & remedies available to RECPDCL any applicant may be disqualified and their application dropped from consideration for any of the reasons including but not limited to those listed below.
  - If a misrepresentation/false statement is made by the applicant, at any stage, whether it is technical, Financial, document or otherwise.
  - If it is discovered at any time that the applicant is subject matter of winding-up/ insolvency or other proceeding of a similar nature.
3. If information becomes known which would have entitled RECPDCL to reject or disqualify the relevant applicant, even after the interested firm / applicant has been qualified, RECPDCL reserves the right to reject the application of said party / applicant at that time or at any time after such information becomes known to RECPDCL

### **30. METHODOLOGY TO BE ADOPTED WITH EMPANELLED AGENCIES FOR ACQUISITION OF BUSINESS**

- (a) RECPDCL shall follow different methodologies with empanelled agencies for acquisition of business.
- (b) For a business opportunity, where tender/bid is required to be submitted as per the interest of RECPDCL, if required, RECPDCL may select an agency among all empanelled agencies through limited tender, based on credentials, technical & financial proficiency, past experience, specific project requirements & presentation etc. Agency scrutinized based on above criteria may be engaged in preparation of technical & financial bids, needful documentation and negotiation with client in order to get the assignment. If RECPDCL gets the assignment, the selected agency will further be required to execute the assignment jointly with RECPDCL as per scope of work of the project.
- (c) In other scenario, when an empanelled agency has identified a new business opportunity using its own initiatives and approaches RECPDCL for participation in the assignment/project, RECPDCL at its sole discretion may partner with agency for submission of technical and financial proposal and to execute the

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assignment jointly as per the discretion of RECPDCL. In such cases, work methodology and scope of work to be shared by RECPDCL and agency shall be decided & discussed in detail before submission of proposal. Also, RECPDCL reserves the right to review the division of scope of works/tasks covered in the assignment/project. Subsequently, proposals submitted by agency will be thoroughly scrutinized and evaluated by RECPDCL followed by a presentation by agency before RECPDCL for analysis of capability of the agency related to the proposal. After evaluation and analysing, if business opportunity is found to be fruitful and viable, then only RECPDCL shall consider for joint participation with agency in the assignment/project.

- (d) RECPDCL may also extend opportunity to empanelment agency/ies after getting a project or likely to get a project by its own efforts/initiatives if expertise of particular agency is seems to be useful for RECPDCL. The detailed work requirements along with technical details would be intimated to the empanelled agencies at the time of invitation of their financial bid. The empanelled agency would also submit their acceptance of the proposal along with terms and conditions at the time of submission of financial bid to RECPDCL.
- (e) It is also relevant to mention that decision of RECPDCL in regard of the above cases will be final and binding to the agency & RECPDCL at its sole discretion reserves the right to add/delete items in scope/nature of work. Various methodologies to select the agency among empanelled agencies on case to case basis as per requirement etc.

### **31. Consortium**

#### **a. Consortium is not allowed.**

**32. 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.

33. The Bidder should submit a Power of Attorney authorizing the signatory of the Application to commit the Bidder.

## SECTION-VI ELIGIBILITY CRITERIA

**Common Pre-Qualifying Criteria to be meet by bidders for all the roles**

Sl. No.	Basic Requirement	Specific Requirements	Documents Required
1	Bidder Entity	Legal entities duly registered under the Companies Act 1956/ 2013 are permitted to participate.	a) Certificates of incorporation; b) Registration Certificates; c) Copy of the consortium agreement in case of consortium, clearly specifying the role and area of specialization of the individual parties of consortium duly signed by Consortium parties on Rs.100 non-judicial stamp paper.
3	Net worth	Bidder should have positive net worth in last three financial years.	CA Certificate
4	Registration under Tax , etc.	The Sole Bidder / Lead Bidder (in case of consortium) should have a registered number of:  (a) Service Tax; (b) Income Tax PAN;	Copies of relevant(s) Certificates of Registration.
5	No Barring Certificate	Any entity which has been barred, by the Central Government/ any State Government/ REC / RECPDCL, or any entity controlled by these, from participating in any project or otherwise, and the bar subsists as on the date of Application, would not be eligible to submit an EOI.	Self-Certificate from the authorized signatory as well as all member of consortium

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6	Presence in India	Bidder can be individual firm having a registered office in India and must be operational prior to 1-Jul-2014.  Or otherwise the bidder to given a undertaking that within 90 days of empanelment, the bidder will open a registered office in India.	Self-Certificate from the Bidder with registered office address details.
9	Quality Compliance	Bidder must have ISO 9001:2008 certificate.	Copy of the Certificate



**Pre-Qualification requirement for the Smart Metering Solution provider**

Sl. No.	Basic Requirement	Specific Requirements	Documents Required
1	Turnover	Bidder should have Minimum Average Annual Turnover of Rs. 100 Crores amount for last three financial years.	(i) Audited Financial Balance Sheets of last three financial year  (ii) Certified summary of Net-worth, Turnover and Liquidated Assets of last three financial year
2	Energy Metering Experience	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. .	Proof :  Performance/Completion Certificate along with Letter of Award / Agreement.
3	Smart Metering OEM	Bidder should be OEM of SMART Meters proposed against the work	Self-Certificate and Test reports of manufactured Smart Meters.
10.	Testing Facility	The Smart Meter provider should have in-house testing facilities for acceptance test. The Smart Meter provider to submit details of testing equipment with make	The Bidder should furnish details of testing facilities. Accreditation certification from recognized institute also has to be also supplemented
12	Smart Metering Manufacturing Capacity	The bidder has manufacturing and supply capacity of more than 10 lacs Smart meters in next 2 years.	Self-Certificate from the Bidder.

**Pre-Qualifying Criteria for AMI Network Solution Providers**

Sl. No.	Basic Requirement	Specific Requirements	Documents Required
1	Turnover	Bidder should have Minimum Average Annual Turnover of Rs. 10 Crores amount for last three financial years.	(i) Audited Financial Balance Sheets of last three financial year  (ii) Certified summary of Net-worth, Turnover and Liquidated Assets of last three financial year
2	AMI Network Experience	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.	Proof :  Performance/Completion Certificate along with Letter of Award / Agreement.
3	Quality Compliance	Bidder should be certified for ISO 27001:2005	Copy of the certificate.
4	Solution OEM	The bidder should be OEM of the proposed AMI Network Components.	Self-Certificate
5	Interoperability	The proposed solution should be interoperable and must be able to integrate with different make of meters, different make of MDM solutions and should have provision of integrate with futuristic technologies like Automated Street Light System, EV Charging Stations, DTMU, etc.	Self-Certificate.

**Pre-Qualifying Criteria for IT Infrastructure and Meter Data Management Solution Providers**

Sl. No.	Basic Requirement	Specific Requirements	Documents Required
1	Turnover	Bidder should have Minimum Average Annual Turnover of Rs. 10 Crores amount for last three financial years.	<p>(i) Audited Financial Balance Sheets of last three financial year</p> <p>(ii) Certified summary of Net-worth, Turnover and Liquidated Assets of last three financial year</p>
2	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.	Proof : Performance/Completion Certificate along with Letter of Award / Agreement.
3	Quality Experience	Bidder should have CMMi Level 5 Certificate	Copy of the Certificate
4	IT Network Experience	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.	Proof : Performance/Completion Certificate along with Letter of Award / Agreement.
5	Proposed MDM Solution	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.	Proof : Performance/Completion Certificate along with Letter of Award / Agreement.

## **SECTION-VII**

### **TENDER EVALUATION METHODOLOGY**

#### **a. Pre-Bid Meeting**

- a. Pre-Bid Meeting will be convened at the designated date as mentioned above at a time and place specified by the RECPDCL.
- b. A maximum of three representatives of each person shall be allowed to participate on production of duly issued authority letter from such person and identity documents.
- c. During the course of Pre-Bid Conference(s), the Bidders may seek clarifications and make suggestions for consideration of the RECPDCL.
- d. The RECPDCL shall endeavor to provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive Bidding Process.
- e. All enquiries from the Bidders relating to this EOI Notice document must be submitted to RECPDCL before the deadline mentioned in this document
- f. These queries should also be emailed at [ced.projects@recpdcl.in](mailto:ced.projects@recpdcl.in)

#### **b. Modification in the EOI Notice Document**

- a. At any time prior to the Bid Due Date, the RECPDCL may, for any reason, whether at its own initiative or in response to clarifications requested by Bidder, modify the EOI Notice document by the issuance of Addendum.
- b. Any Addendum / clarification issued hereunder will be in writing and will be published on the RECPDCL's website to make it accessible to all Bidders, and shall be deemed to be a part of this document.
- c. In order to afford the Bidders a reasonable time for taking an Addendum into account, or for any other reason, the RECPDCL may, in its sole discretion, extend the Bid Due Date.

#### **c. Late Bids**

- a. Bids received by the RECPDCL after the specified time on the Bid Due Date (including the extended period if any) shall not be eligible for consideration and shall be summarily rejected.

#### **OPENING OF BID:**

The Bidder or his authorized representative may be present at the time of opening of bid on the specified date. In case of unscheduled holiday on the closing/opening day of bid, the next working day will be treated as scheduled prescribed day of closing/opening of bid; the time notified remaining the same.

**EVALUATION OF BID**

**PRE-QUALIFYING CRITERIA** - Evaluation and comparison of bids will be done as per provisions of Pre-qualifying Criteria supporting documents as proof of pre-qualifying criteria at section – VI. The evaluation will be done in two stages.

**Stage 1**

RECPDCL will identify the eligible responders based on the evaluation of the eligibility/ Qualification criteria and their financial capability shall be adjudged.

**Stage 2**

Such shortlisted responders may be asked to make a detailed presentation including the below mentioned areas:

- i) Strategy for the assignment, work plan with timelines, details of methodologies proposed to be followed by bidders
- ii) Experience on the project, list of assignments completed along with experience.
- iii) Qualification and experience of the key staff along with available infrastructure/ equipments for the work

**Note:** The submitted proposals are unpriced proposals and shall contain no prices or price schedules or other reference to rates and prices for completing the facilities. First stage technical proposals containing such price information will be rejected.

**SECTION-VIII**

**FORM-I**

**Letter for Submission of Tender**

To,  
Addl. Chief Executive Officer  
RECPDCL,  
A10, 4th Floor,  
Kribhco Bhawan,  
Sector-1, Noida – 201301

**Sub.: Empanelment of the Smart Metering Technology Partner**

Sir,

1. With reference to your EOI Notice No. ----- dated ----- for **Empanelment of Smart Metering Technology Partner in India**, I wish to apply for engagement with RECPDCL as “Technology Partner for **SMART Meters and Associated Services**”

Further, I hereby certify that

**I have read the provisions of the all clauses and confirm** that notwithstanding anything stated elsewhere to the contrary, the stipulation of all clauses of Tender are acceptable to me and I have not taken any deviation to any clause and applied for following category:

CATEGORY – A       CATEGORY – B       CATEGORY – C  
(Pl. tick appropriate category)

2. I further confirm that any deviation to any clause of Tender found anywhere in my Bid, shall stand unconditionally withdrawn, without any cost implication whatsoever to the REC PDCL.
3. Our bid shall remain valid for period of 180 days from the last date of bid submission.

Date:  
Place:

Signature .....  
Full Name .....  
Designation .....  
Address .....

**Note: In absence of above declaration/certification, the Bid is liable to be rejected and shall not be taken into account for evaluation.**

**Empanelment of Smart Meters Suppliers for Indian Discoms  
PREQUALIFICATIONCRITERIA DETAILS**

**1. THE FIRM**

**2. Name** \_\_\_\_\_

**Regd. Address**

**a) Address of Office**

**b) Contact Person's**

**i) Name & Design.**

**ii) Address**

**iii) Tel No. Landline**

**Mobile**

**iv) Email ID**

**3. Type of Firm:  
(Please tick)**

**Private Ltd./ Public Ltd./ Cooperative/  
Partnership/ Proprietor**

**4. PAN**

**5. Service Tax Reg. No.:**

**6. Processing fee Details  
(non-refundable)**

**Rs.\_**

**DD No.\_**

**Name & Address of Bank**

**Please upload duly signed copies by authorized signatory of documentary evidence e.g. work order, corresponding satisfactory job completion certificates from clients with amount of work order in support of above and any other document indicated in prequalifying criteria)**

**Signature.....**

**Full Name.....**

**Designation.....**

**Address.....**

**FORMAT FOR NO-DEVIATION CERTIFICATE**

***Unless specifically mentioned in this schedule, the tender shall be deemed to confirm the RECPDCL's specifications:***

<b>S. No.</b>	<b>Clause No.</b>	<b>Details of deviation with justifications</b>

***By signing this document we hereby withdraw all the deviations whatsoever taken anywhere in this bid document and comply to all the terms and conditions, technical specifications, scope of work etc. as mentioned in the standard document except those as mentioned above.***

***Seal of the Company:***

***Signature***

***Name***

***Note: In absence of above declaration/certification, the Bid is liable to be rejected and shall not be taken into account for evaluation.***



REC Power Distribution Company Limited	
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**ANNEXURE-A**

**EMPANELMENT BANK GUARANTEE**

M/s. REC Power Distribution Company Ltd.  
A10, 4th Floor,  
Kribhco Bhawan,  
Sector-1, Noida - 201301  
(With due Rs.100/- stamp duty, if applicable)

**OUR LETTER OF GUARANTEE No. :** .....

**Date:**

**Amount:** .....

**Valid Date:** .....

**Bank Name & Address:**  
.....

In consideration of REC Power Distribution Company Ltd. having its office at A10, 4th Floor, Kribhco Bhawan, Sector-1, Noida - 201301 (hereinafter referred to as "RECPDCL" which expression shall unless repugnant to the content or meaning there of include all its successors, administrators and executors) and having issued list of successful agencies dated \_\_\_\_\_ against EOI No. \_\_\_\_\_ dated \_\_\_\_\_ which includes M/s \_\_\_\_\_ (hereinafter referred to as "The Agency" which expression unless repugnant to the content or meaning thereof, shall include all the successors, administrators, and executors).

WHEREAS the Agency having unequivocally accepted to perform the services as per terms and conditions given in the BID/EOI No \_\_\_\_\_ dated \_\_\_\_\_ and RECPDCL having agreed that the Agency shall furnish to RECPDCL, an Empanelment Guarantee for the faithful empanelment for the entire contract, amounting to Rs. \_\_\_\_\_.

We, \_\_\_\_\_ (The Bank) which shall include OUR successors, administrators and executors herewith establish an irrevocable Letter of Guarantee No. \_\_\_\_\_ in your favour for account of \_\_\_\_\_ (The Agency) in cover of empanelment guarantee in accordance with the terms and conditions of the EOI.

Hereby, we undertake to pay upto but not exceeding \_\_\_\_\_ (say \_\_\_\_\_ only) upon receipt by us of your first written demand accompanied by your declaration stating that the amount Claimed is due by reason of the Agency having failed to perform the services as per the terms & conditions given in the BID/EOI and despite any contestation on the part of above named-agency.

This Letter of Guarantee will expire on \_\_\_\_\_ including 30 days of claim period and any claims made hereunder must be received by us on or before expiry date

**REC Power Distribution Company Limited**

after which date this Letter of Guarantee will become of no effect whatsoever whether returned to us or not.

---

Authorized Signature  
Chief Manager/Manger

Seal of Bank

**BID BANK GUARANTEE (EARNEST MONEY)**  
(To be stamped in accordance with Stamp act)

This deed of Guarantee made this \_\_\_\_\_ day of \_\_\_\_\_ **2016**  
by \_\_\_\_\_

**((Name of the Bank))**

having one its branch at \_\_\_\_\_  
acting through its Manager (hereinafter called the "Bank") which expression shall wherever the context so requires includes its successors and permitted assigns in favour of REC Power Distribution Company Ltd., registered under the Companies Act, 1956, having its office at \_\_\_\_\_ (hereinafter called) ("RECPDCL") which expression shall include its successors and assigns.

WHEREAS RECPDCL has invited tender vide their Tender Notice No.

\_\_\_\_\_ Dated \_\_\_\_\_ to be opened on  
AND \_\_\_\_\_ WHEREAS \_\_\_\_\_ M/s

**((Name of Tenderer))**

having its office at \_\_\_\_\_  
(hereinafter called the "Tenderer"), has/have in response to aforesaid tender notice offered to supply/ do the job \_\_\_\_\_ as contained in the tender.

AND WHEREAS the Tender is required to furnish to RECPDCL a Bank Guarantee for a sum of Rs. \_\_\_\_\_ (Rupees \_\_\_\_\_ Only) as Earnest Money for participation in the Tender aforesaid.

AND WHEREAS, we \_\_\_\_\_  
**((Name of Bank))** have at the request of the tenderer agree to give RECPDCL this as hereinafter contained.

NOW, THEREFORE, in consideration of the promises we, the undersigned, hereby covenant that, the aforesaid Tender shall remain open for acceptance by RECPDCL during the period of validity as mentioned in the Tender or any extension thereof as RECPDCL and the Tenderer may subsequently agree and if the Tenderer for any reason back out, whether expressly or impliedly, from his said Tender during the period of its validity or any extension thereof as aforesaid or fail to furnish Bank Guarantee for performance as per terms of the aforesaid Tender, we hereby undertake to pay RECPDCL, New Delhi on demand without demur to the extent of Rs. \_\_\_\_\_ (Rupees \_\_\_\_\_ only).

We further agree as follows:-

01. That RECPDCL may without affecting this guarantee extend the period of validity of the said Tender or grant other indulgence to or negotiate further with the Tenderer in regard to the conditions contained in the said tender or thereby modify these conditions or add thereto any further conditions as may be mutually agreed to in between RECPDCL and the Tender AND the said Bank shall not be released from its liability under these presents by an exercise by RECPDCL of its liberty with reference to the matters aforesaid or by reason of time being given to the Tenderer or any other forbearance, act or omission on the part of the RECPDCL or any

**REC Power Distribution Company Limited**

indulgence by RECPDCL to the said Tenderer or any other matter or thing whatsoever.

02. The Bank hereby waive all rights at any time in consistent with the terms of this Guarantee and the obligations of the Bank in terms thereof shall not be otherwise affected or suspended by reason of any dispute or dispute having been raised by the Tenderer (whether or not pending before any arbitrator, tribunal or court) or any denial of liability by the Tenderer stopping or preventing or purporting to stop or prevent any payment by the Bank to RECPDCL in terms thereof.

03. We the said Bank, lastly undertake not to revoke this Guarantee during its currency except with the previous consent of RECPDCL in writhing and agree that any charges in the constitution, winding up, dissolution or insolvency of the Tenderer, the said Bank shall not be discharged from their liability.

NOTWITHSTADING anything contained above, the liability of the Bank in respect of this Guarantee is restricted to the said sum of Rs. \_\_\_\_\_ (Rupees  
\_\_\_\_\_ only)

and this Guarantee shall remain in force till \_\_\_\_\_ unless a claim under this guarantee is filed with the bank within 30 (thirty) days from this date or the extended date, as the case may be i.e. upto \_\_\_\_\_ all rights under Guarantee shall lapse and the Bank be discharged from all liabilities hereunder.

In witness whereof the Bank has subscribed and set its name and seal here under.

**Note: - The date shall be thirty (30) days after the last date for which the bid is valid.**