

ENGINEERING, DESIGN, SUPPLY, INSTALLATION, INTEGRATION, COMMISSIONING, OPERATION AND 5 YEARS MAINTENANCE/FMS SUPPORT OF ADVANCED METERING INFRASTRUCTURE (AMI) SOLUTION FOR 2.0 LAKH (1 LAKH IN JAMMU CITY + 1 LAKH IN SRINAGAR CITY) SMART ELECTRICITY METERS WITH COMMUNICATION MODULE FOR POWER DEVELOPMENT DEPARTMENT (PDD) OF GOVERNMENT OF J&K UNDER PRIME MINISTER’S DEVELOPMENT PACKAGE (PMDP)

Qualification of bidder will be based on meeting the minimum pass/fail criteria specified in **1.0 Pre-qualifying criteria Part-A, 2.0 Pre-qualifying criteria Part-B and 3.0 Pre-qualifying criteria Part-C** as demonstrated by the Bidder’s responses in the corresponding Bid Schedules.

Subcontractors’ technical experience and financial resources shall not be taken into account in determining the Bidder’s compliance with the qualifying criteria. The bid can be submitted by an Indian individual firm only or by Joint Venture firm having Indian partner firms only.

Notwithstanding anything stated herein above, the Employer reserves the right to assess the capacity and capability of the bidder, should the circumstances warrant such assessment in an overall interest of the Employer. The employer reserves the right to waive minor deviations if they do not materially affect the capability of the Bidder to perform the contract.

1.0 Pre-qualification criteria – Part A:

1.01 Technical:

- i. The bidder can be an individual organization or a consortium of maximum three (3) organizations meeting the Eligibility & Qualification Criteria.
- ii. Lead bidder of this consortium (if any) needs to be either a System Integrator or a meter manufacturer and should meet their respective Eligibility criteria.
- iii. Bidder to meet the financial Qualification Criteria stipulated subsequently.
- iv. Bidder must meet the eligibility Criteria for each component either individually or collectively as mentioned herein, choosing the right partners to successfully execute the project.
- v. In case, Lead Bidder is a System Integrator, they must meet the eligibility criteria of System Integrator and must bring meter manufacturer as consortium partner provided Meter manufacturer to meet their respective Eligibility criteria.
- vi. In case Lead Bidder is a Meter Manufacturer, they must meet the eligibility criteria for Meter Manufacturer and must bring the System Integrator as consortium partner provided System Integrator to meet their respective Eligibility criteria.
- vii. The bidder should be an authorized implementation partner of OEM products proposed in the bid and should possess all the necessary authorizations of the OEM to supply, customize, implement and support their OEM solutions at least for five years from the date of completion of FMS period of Project. Bidder will submit authorization letter from respective OEM for back to back support.
- viii. “Consortium” means firms jointly and severally bound to the Employer for the fulfillment of the provisions of the Contract and such firms shall designate one of such firms to act as a Lead Bidder with authority to bind the consortium. The composition or constitution of the consortium shall not be altered without the prior consent of the Client.
- ix. In case of consortium, the Consortium and its Members shall comply with the following conditions
 - a. The number of Members in such Consortium shall not exceed 3;
 - b. Provide clarity on the roles and responsibility of each consortium member
 - c. The Consortium will nominate one of the Members as the Lead Member. Such nomination will be supported by a power of attorney from each Member of the Consortium. The Lead Member will have the authority to represent and bind all the Members during the Bid Process and, if the Consortium is identified as the Selected

- Bidder, execute the Agreement on behalf of the Consortium.
- d. Ensure that a company can be a member of only one consortium (either as lead or as a consortium member) for this project.
 - e. Enforce that all the members are part of the contractual arrangement between themselves before submitting the bid. The Consortium is required to submit a binding and enforceable joint bidding agreement duly notarized by Indian notary, and the Members will not be permitted to amend or terminate the joint bidding agreement, at any time during the validity of the Bid without the prior consent of JKPDD.
 - x. If a Bidder, including any Member or its Associate whose Technical Capacity is being relied upon to qualify for award of the Project, has been barred by the GoI, any state government, or any of its instrumentalities from participating in any project or being awarded any contract and the bar subsists on the Bid Due Date, then such Bidder will not be eligible to submit a Bid.
 - xi. The Bidder/member of consortium should not be blacklisted/ barred by any Govt. Organization or Regulatory Agencies or Govt. Undertaking. Bidder should submit a self-undertaking signed by its Authorized Signatories for the same.
 - xii. Consortium Partners shall be Jointly & Severally Liable for the complete project deliverables
 - xiii. Eligibility & Qualifying Requirements/ Criteria (regarding Holding Company): In case a bidder does not satisfy the financial/technical/experience criteria stipulated in this RFP, at QR and Marking scheme on its own, the Holding Company would be required to meet the stipulated respective criteria. In such an event, the bidder would be required to furnish along with its bid, a letter of undertaking from the Holding Company, supported by Board resolution, extending support for the execution of the contract by the bidder in case of award.
 - xiv. Bidder will submit all the documents in English (India) or English (US) language. In case, document is submitted other than English language, Equivalent English conversion shall be submitted by bidder.

1.01.1 Eligibility Criteria for System Integrator:

Sr. No.	Requirement	Document Required
1	System Integrator should be authorized by OEM of existing MDMS i.e. Oracle, for providing warranty, support & Service for implementation or upgradation of existing MDMS system as mentioned in Scope of Work.	Manufacturer authorization form for system support to bidders for next 5 years after Go-Live.
2	System Integrator should have implemented AMR/AMI projects having scope of Supply/Installation, Commissioning, Customization and integration of meters and HES/MDAS with Meter Data Management (MDM)/ Billing/CRM system in Indian/Global Power Distribution utility during last 7 years ending last day of month previous to the one in which bids are invited, qualifying either of the following . a) one project each of minimum 1,60,000 AMR/AMI meters or b) two project each of minimum 1,00,000 AMR/AMI meters or c) three project each of minimum 80,000 AMR/AMI meters. The scope of "Qualifying Projects" should include but not limited to complete Detailed Engineering, Project Management, Erection, Installation, Testing, Commissioning & specifically including integration of MDAS / AMI Head End System with Meter Data Management (MDM) and Utility IT systems (Billing and CRM).	Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification/Go- live certificate on client Letter head and satisfactory Performance certificate of 01 year with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order. JKPDD reserves the right to contact / visit such client before award of contract
3	System Integrator must have implemented at least two (2) turnkey IT implementation projects in Indian/Global power distribution utilities in India/Globally during last 7 years ending last day of month previous to the one in which bids are invited	Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification/Go- live certificate on client Letter head and satisfactory Performance certificate of 01 year

	<p>comprising atleast any three(3) of the following IT Application and Infrastructure: -</p> <ol style="list-style-type: none"> 1. Meter Reading, Billing, Collections 2. CRM/CIS 3. Portal, Web Self Service 4. Business Intelligence/Reporting/MIS/Dashboard 5. Backend Infra Hardware i.e. Servers, Storage, Security, Network Component like switch, router, firewall NMS etc. <p>The total consumer base covered by the Bidder for such Project in any Utility should not be less than five (05) Lakh Consumers.</p>	<p>with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order.</p> <p>JKPDD reserves the right to contact / visit such client before award of contract</p>
4	<p>System Integrator should have Project Experience in integration of MDM with any of below 3 (Three) enterprise applications -</p> <ol style="list-style-type: none"> 1. GIS 2. SCADA / DMS 3. ERP 4. Outage Management System 5. Load Forecasting System 6. Demand Response (DR) 7. Billing & CRM/CIS <p>Experience should be during last 7 years ending last day of month previous to the one in which bids are invited.</p>	<p>Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification/Go- live certificate on client Letter head and satisfactory Performance certificate of 01 year with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order.</p> <p>JKPDD reserves the right to contact / visit such client before award of contract</p>
5	<p>System Integrator must have following Quality Certifications –</p> <ol style="list-style-type: none"> 1. CMMI Level 3 or higher 2. ISO 9001:2008 or latest 3. ISO 27001:2008 or latest 	<p>Valid Quality certification valid on bid submission date</p>
6	<p>FMS Experience for Bidder or Consortium Member:</p> <p>The System Integrator must have experience of Facility Management services for at least One (1) Indian/Global Power Distribution utilities across India/globally during last 7 years ending last day of month previous to the one in which bids are invited comprising of the following: -</p> <ol style="list-style-type: none"> 1. IT Applications and 2. Infrastructure (on premise/cloud)- Data Centre with Server, Network Components & Storage Infrastructure <p>The total consumer base covered by the Bidder for such Project in any Utility should not be less than five (5) Lakh Consumers.</p>	<p>Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification on client Letter head with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order.</p> <p>JKPDD reserves the right to contact / visit such client before award of contract</p>
7	<p>The Bidder should have technical experienced manpower in the field of AMR / AMI on its rolls with experience of minimum 5 years in AMR/AMI Configuration, Integration with Web Site and Billing Applications.</p>	<p>Self-Certified Profiles of Resources</p>

1.01.2 Eligibility Criteria for Meter Manufacturer:

Sr. No	Requirement	Documents to be Provided
1	Meter Manufacturer shall be a private/ public Firm/Company registered under Companies Act 1956.	Certificate of Incorporation and Registration needs to be submitted along with the bid.
2	Meter Manufacturer should have state of the art meter manufacturing facility in India and should be in the business of manufacturing of Static/Smart Energy Meters for at least 5 years as on date of Bid Submission.	Factory License Certificate/ MoA mentioning nature of Business. Purchase orders / Framework agreements for this duration or other documents that prove to this aspect.
3	Bidder(s) should have experience of manufacturing and supply of electricity meters with Cumulative quantity of 5,00,000 electricity meters as per relevant and latest IS/IEC/ANSI standards during last 7 years ending last day of month previous to the one in which bids are invited.	Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification/Go- live certificate on client Letter head and satisfactory Performance certificate of 01 year with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order. JKPDD reserves the right to contact / visit such client before award of contract
4	Meter Manufacturer must have successfully Supplied Meters (Smart or with Cellular/RF Modem) in AMR/ AMI projects in Indian/ Global Power Distribution Utility last 7 years ending last day of month previous to the one in which bids are invited, meeting any of the following criteria a) one project each of minimum 1,60,000 AMR/AMI meters or b) two project each of minimum 1,00,000 AMR/AMI meters or c) three project each of minimum 80,000 AMR/AMI meters.	Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification/Go- live certificate on client Letter head and satisfactory Performance certificate of 01 year with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order. JKPDD reserves the right to contact / visit such client before award of contract
5	To establish the experience of Smart Meters / AMI Systems, bidder must have supplied and Installed Smart Energy Meters with Connect / Disconnect facility and Cellular/ RF communication in India/Global during last 7 years ending last day of month previous to the one in which bids are invited. <ul style="list-style-type: none">▪ One (1) Project of minimum 1000 smart meters with RF/Inbuilt Communication/GPRS/3G/4G modem.	Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification/Go- live certificate/Part-completion certificate for required number of meters (<i>incase the complete project has not been declared Go-Live</i>) on client Letter head with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order. JKPDD reserves the right to contact / visit such client before award of contract
6	Meter Manufacturer should have quality certifications for its manufacturing and services function. <ul style="list-style-type: none">▪ ISO 9001 & 14001 with 2008 or above version	Valid Certificate Copies on bid submission date
7	Meter Manufacturer should have in-house NABL Accredited Meter Test Laboratory since last 2 years.	A valid registration certificate mentioning issue / renewal / expiry date on bid submission

8	Meter Manufacturer should have relevant and latest applicable BIS Certification and Type Test certificate for the offered product on bid submission date.	Valid Type Test & BIS certificate for any one type of meter on date of bid submission Certificate Copies/ self-declaration and undertaking for submission of BIS certificate and Type test before commencement of supply.
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1.01.3 Eligibility Criteria for Communication Service Provider

Communication Service Provider		
1	<p>Communication Service Provider must have successfully executed AMI/AMR projects during last 7 years ending last day of month previous to the one in which bids are invited, qualifying either of the following :</p> <p>a) one project of minimum 1,60,000 end points each or b) two project of minimum 1,00,000 end points each or c) three project of minimum 80,000 end points each</p> <p>The Qualifying project should consist of Network Interface Card (NIC)/Modem, Network component (Router/ DCU / Gateway / Access Point with backhaul) and Head End System.</p>	<p>Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification/Go- live certificate on client Letter head and satisfactory Performance certificate of 01 year with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order.</p> <p>JKPDD reserves the right to contact / visit such client before award of contract</p>
2	<p>Interoperability of the System –</p> <p>The Network and Communication Solution Provider should have Implemented the communication network with at-least 3-meter manufacturers within last 07 Financial years immediately preceding FY from the bid submission date.</p>	<p>A self-certificate mentioning use of three different make of Meters on single communication Network and same shall be verified during PoC Stage.</p>

1.02 Commercial:

For the purpose of this bid, the bidder shall meet the following requirements:

1.02.1 For the purpose of this particular bid, bidder shall meet the following minimum commercial criteria:

- i. **Single Completed Project** having scope of but not limited to complete Detailed Engineering, Project Management, Erection, Installation, Testing, Commissioning of AMI/AMR project including integration with Utility IT systems (Billing and CRM) costing not less than the amount equal to Rs. 105.00 Cr.

Or

- ii. **Two Completed Projects** having scope of but not limited to complete Detailed Engineering, Project Management, Erection, Installation, Testing, Commissioning of AMI/AMR project including integration with Utility IT systems (Billing and CRM) costing not less than the amount equal to Rs. 65.00 Cr.

Or

- iii. **Three Completed Projects** having scope of but not limited to complete Detailed Engineering, Project Management, Erection, Installation, Testing, Commissioning of AMI/AMR project including integration with Utility IT systems (Billing and CRM) costing not less than the amount equal to Rs. 51.00 Cr.

For clause 1.01.1, bidder shall submit Client's PO/ WO/ LOA/ Contract Agreement and Completion Certification/Go- live certificate on client Letter head and satisfactory Performance certificate of 01 year with contact details of clients for verification. In case of client is not the utility, the bidder should submit the required documents of the order issued by Lead Bidder to which the main work order has been issued. In addition, employee can ask supporting documents of main work order. JKPDD reserves the right to contact / visit such client before award of contract

- 1.02.2 Net Worth for the **each of the** last three Financial Years should be **positive**. *Net worth means the sum total of the paid up capital and free reserves (excluding reserves created out of revaluation) reduced by aggregate value of accumulated loses (including debit balance in profit and loss account for current year) and intangible assets.* The bidder should submit audited balance sheet and P&L statement along with CA certificate.
- 1.02.3 Minimum Average Annual Turnover (MAAT) for best three years out of last five financial years of the bidder should not be less than **INR 88.50 Crs**ⁱ. The bidder should submit audited balance sheet and P&L statement along with CA certificate.
- 1.02.4 Bidder shall have liquid assets (LA) and/ or evidence of access to or availability of fund based credit facilities of not less than **INR 12.50 Crs.** and the Banker should confirm that the Credit facility is earmarked for the Work specified under Bid on receipt of the Bid. Liquid assets would include cash (and equivalents), bank deposits, securities that can be freely traded and receivables which has general certainty of getting received.
- 1.02.5 In case a bid is submitted by a Joint Venture (JV), the JV shall collectively meet, the qualification set forth at para 1.02.1, 1.02.3 & 1.02.4 above and individually for para set forth in 1.02.2 above. The figures for each of the partner of the joint venture shall be added together to determine the bidder's compliance with the minimum qualifying criteria set out in para 1.02.3 & 1.02.4 above; however in order for a joint venture to qualify, the partner(s) of joint venture must meet the following minimum criteria:
- 1.02.5.1 At least one partner shall meet, not less than 50% of the minimum criteria given at Para 1.02.3 & 1.02.4 above
- AND**
- 1.02.5.2 Each of the other partner(s) shall meet not less than 25% of the criteria given at Para 1.02.3 & 1.02.4 above
- 1.02.6 Failure to comply with this requirement will result in rejection of the joint venture's bid. Sub contractors' experience and resources shall not be taken into account in determining the bidder's compliance with qualifying criteria.
- 1.02.7 One of the partners shall be nominated as lead partner, and the lead partner shall be authorized to incur liabilities and receive instruction for and on behalf of any and all partners of the joint venture and the entire execution of the contract including receipt of payment shall be done exclusively through the lead partner. This authorization shall be evidenced by submitting a power of attorney signed by legally authorized signatories of all the partners as per proforma in section "Annexure" of Special Conditions of Contract-Vol.-IA.
- 1.02.8 All partner of the joint venture shall be liable jointly and severally for the execution of the contract in accordance with the contract terms and a copy of the agreement entered into by the joint venture partners having such a provision shall be submitted with the bid.
- 1.02.9 A statement to this effect shall be included in the authorization mentioned under para 1.02.7 above as well as in the Bid Form and in the Contract Form (in case of a successful bid);

2.0 Pre-qualification criteria – Part B:

The Bidder shall also furnish following documents/details with its bid:

- 2.01.1 A certificate from banker (as per format) indicating various fund based/non fund based limits sanctioned to the bidder and the extent of utilization as on date Such certificate should have been issued not earlier than three months prior to the date of bid opening. Wherever necessary, the employer may make queries with the Bidders’ bankers.
- 2.01.2 The complete annual reports together with Audited statement of accounts of the company for last five years of its own (separate) immediately preceding the date of submission of bid.
- 2.01.3 Note:
- 2.01.3.1 In the event the bidder is not able to furnish the information of its own (i.e. separate), being a subsidiary company and its accounts are being consolidated with its group/holding/parent company, the bidder should submit the audited balance sheets, income statements, other information pertaining to it only (not of its group/Holding/Parent Company) duly certified by any one of the authority [(i) Statutory Auditor of the bidder /(ii) Company Secretary of the bidder or (iii) A certified Public Accountant] certifying that such information/documents are based on the audited accounts as the case may be.
- 2.01.3.2 Similarly, if the bidder happens to be a Group/Holding/Parent Company, the bidder should submit the above documents/information of its own (i.e. exclusive of its subsidiaries) duly certified by any one of the authority mentioned in Note - 2.01.3.1 above certifying that this information/ documents are based on the audited accounts, as the case may be.
- 2.01.4 Litigation History:
- 2.01.4.1 The bidder should provide detailed information on any litigation or arbitration arising out of contracts completed or under execution by it over the last five years. A consistent history of awards involving litigation against the Bidder or any partner of JV may result in rejection of Bid.
- 2.01.4.2 Notwithstanding anything stated hereinabove, the Employer reserves the right to assess the capacity and capability of the bidder, should the circumstances warrant such assessment in an overall interest of the Employer. The Employer reserves the right to waive minor deviations if they do not materially affect the capability of the Bidder to perform the contract.

3.0 Pre-qualifying criteria Part-C

- 3.01.1.1 Bidders qualifying PART A and PART B shall be allowed to participate in Part- C. The bidders shall be required to carry out the Proof Of concept based on the criteria mentioned in SBD will be required to do a proof of concept for 12 meters of OEMs meeting criteria as mentioned in clause 1.01.2 above, each in Jammu & Srinagar region (total 24) for cases specified by JKPDD.
- 3.01.1.2 The details of the 24 Nos of Smart meter is as follows:
- 12 Nos. at each location (Jammu & Srinagar) with both technology (GPSRS/RF) and 1Ph and 3 Ph. = total 24 nos.
 - 1ph. - 2 nos. from each of 3 meter OEM = 6 Nos. (1 nos. on GPRS and 01 nos. on RF mesh)
 - 3ph. - 2 nos. from each of 3 meter OEM = 6 Nos. (1 nos. on GPRS and 01 nos. on RF mesh)

- 3.01.1.3 Parameter to met as per defined in SLA table as applicable. Deliverables also mentioned in Vol. I, Section II, Clause 24.1 k
 - 3.01.1.4 The PoC as per scope of work mentioned in NIT should be completed within 2 months after deployment of meters and infra within 15 days of intimation.
 - 3.01.1.5 The bidders whose proof of concept is successfully achieved will be judged finally technically qualified bidder & considered successful for financial bid opening.
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