

**AMENDMENT – 1**

**Dated : 14.03.2024**

**Subject :** Invitation of EOI for “Empanelment of EPC-Cum-O&M Contractors for Development and O&M of Renewable Energy Power Projects Under Seven (7) Categories” Dated 23.02.2024

**1. Modifications with respect to RfP**

<b>Sr. No.</b>	<b>Page/ clause no.</b>	<b>Clause as per RFP</b>	<b>Modified Clause</b>
1	Pg No – 1 Categories of Empanelment	Category A – Rooftop/Distributed Solar PV Projects up to 5 MW with or without Battery Storage	Category A – Rooftop Solar PV Projects up to 1 MW with or without Battery Storage
2	Pg No – 6 CH-1, Cl. 2 (Brief about EOI)	For each such opportunity, RECPDCL shall float a limited tender through GeM (Government e Marketplace) portal among empanelled Solar EPC and O&M Contractors to get firm quotes and thus empanelled agencies will have to be registered on GeM portal to participate in such bids.	All bidding shall be done on GeM portal only. However, if in some cases, due to constraint of GeM portal, bidding is not feasible, RECPDCL may use other platforms for bidding.
3	Pg No - 13 Chapter– 4, GENERAL TERMS & CONDITIONS, Point no. 4	If any Empanelled agency fails to submit price bid during limited tender stage, it shall be counted as 1 instance of non-compliance. Agencies shall be liable to be de-empanelled for 2 cases of such noncompliance	If any Empanelled agency fails to submit price bid twice consecutively during limited tender stage, the Agency shall be liable to be de-empanelled. Moreover, bidders shall be considered as per their present expression of interest.
4	Pg No - 14 Chapter– 4, GENERAL TERMS & CONDITIONS, Point no. 20	RECPDCL reserves the right to delist the Empanelled agencies, who do not participate in the financial bid invited after empanelment in respective Categories for continuous three times and encash their security deposit.	Deleted

5	Pg No – 14 CH-5 (SOW), Cl. 5	EPC may be required to arrange land (Free from all encumbrances) for the project by purchasing/leasing suitable land parcels as approved by RECPDCL. RECPDCL may invite quote with or without land arrangement.	EPC may be required to arrange land (Free from all encumbrances) for the project by purchasing/leasing suitable land parcels as approved by RECPDCL. RECPDCL may invite quote with or without land arrangement. In case, land is provided by RECPDCL, Soil Investigation Report of WTG locations shall be provided at the time of tender.
6	Pg No - 18 Chapter– 5, Scope of Work, Point no. 5 r	Comprehensive operation & maintenance of the plant and transmission system following applicable standards, regulations and statutes for a period of five (5) years from the date of successful commissioning of the project	Comprehensive operation & maintenance of the plant and transmission system following applicable standards, regulations and statutes for a period as decided during project specific bidding.
7	Pg No - 9 Chapter– 3, QUALIFYING REQUIREMENT (QR)	As per RFP	QR has been modified. Please refer Annexure 1

## Pre Bid Clarifications – 1

**Subject :** Invitation of EOI for “Empanelment of EPC-Cum-O&M Contractors for Development and O&M of Renewable Energy Power Projects Under Seven (7) Categories”

### 2. Pre-Bid Clarifications

Sl. No.	Reference Clause	Page No./ Clause No.	Bidder's Query	Clarification to Bidder
1	At least one plant should be of the mentioned 1MW or higher capacity installed at a single location. The reference plant must have been in successful operation, with O&M by Applicant, for at least One (1) Year prior to the last date of submission of application for empanelment	Pg No - 11 Chapter– 3, Experience Criteria for Category A (RTS)	In India, the maximum limit for solar rooftop capacity is less than 999KWp, making it difficult to show 1 MW rooftop solar projects with net metering. Therefore, we kindly request you to reduce the requirement to 900 kW.	QR Suitably amended
2	If any Empanelled agency fails to submit price bid during limited tender stage, it shall be counted as 1 instance of non-compliance. Agencies shall be liable to be de-empanelled for 2 cases of such noncompliance	Pg No - 13 Chapter– 4, GENERAL TERMS & CONDITIONS, Point no. 4	Bid participation can be affected by portal challenges, availability of tender personnel health, or engagement in other bids, among other factors. Therefore, we suggest considering any action only if the participation of empanelled vendors falls below 80%, as this can be attributed to various reasons and should not be immediately deemed non-compliant	Agency shall be de-empanelled for 2 consecutive cases of non compliance. However, in case, bid is called with land procurement for Solar and BESS, the clause shall not be applicable. Clause has been amended suitably
3	The Applicant entity or entities (in case of a consortium must have PAN, GSTIN and Provident Fund registration.	Pg No - 9 Chapter– 3, QUALIFYING REQUIREMENT (QR)	Pragme India Private Limited (PIPL) intends to participate in the bidding process as a consortium. As per the stipulated provisions, 'The Applicant entity or entities (in case of a consortium) must have PAN, GSTIN, and Provident Fund registration.' However, it is important to note that PIPL, being an entity with fewer than 20 employees, is exempt	In case, applicant has less than 20 employees on roll and as per PF Act, PF registration is not compulsory, a undertaking regarding number of employees on roll and non-applicability of PG registration is to be submitted. QR has been amended suitably

			<p>from mandatory Provident Fund (PF) registration as per the PF Act. Consequently, thus it is understood that:</p> <p>I. In accordance with the Act, the absence of a PF Registration Certificate for PIPL will not be considered a disqualifying criteria.</p> <p>II. the submission of the PF Registration Certificate by the Lead member will fulfil the required criteria.</p>	
4	The Applicant entity or entities (in case of a consortium must be in existence for a minimum period of last three consecutive financial years just preceding the financial year in which the application has been submitted	Pg No - 9 CHAPTER – 3 QUALIFYING REQUIREMENT (QR) Clause No. 3.1 For All Categories	The Bidder understands that in case of Consortium, any one (1) of the Member of the Consortium shall have existence for a minimum period of last three consecutive financial years just preceding the financial year in which the application has been submitted, while the other two (2) members of the Consortium shall be exempted to adhere to this clause.	Any one of the consortium member needs to fulfill this criteria. QR amended suitably
5	The average Annual Turnover of the Applicant (standalone / unconsolidated) during the last three financial years just preceding the financial year in which application has been submitted. "Other Income" as indicated in the annual accounts of the Applicant shall not be considered for arriving at the Annual Turnover.	Pg No - 10 CHAPTER – 3 QUALIFYING REQUIREMENT (QR) Clause No. 3.1 Financial Criteria	The Bidder understands that in case of Consortium, any one (1) of the Member of the Consortium shall have the average Annual Turnover as required in the Financial Criteria in Clause 3.1, while the other two (2) members of the Consortium shall be exempted to adhere to this clause	Only Lead bidder needs to fulfill this criteria. QR amended suitably
6	The bidder should have a minimum Working Capital as mentioned. If the bidder's working capital is negative or inadequate, the bidder shall submit a letter from their bank, having net worth not less than Working Capital requirement, confirming the availability of the line of credit for equal to or more than the Working Capital Requirement	Pg No - 10 CHAPTER – 3 QUALIFYING REQUIREMENT (QR) Clause No. 3.1 Financial Criteria	The Bidder understands that in case of Consortium, any one (1) of the Member of the Consortium shall fulfil the criteria of having a minimum working capital as mentioned in the referred Clause 3.1, while the other two (2) members of the Consortium shall be exempted to adhere to this clause.	Only Lead bidder needs to fulfill this criteria. QR amended suitably
7	The Applicant should have successfully designed, supplied, erected / supervised erection, and commissioned RE plants of mentioned capacity in the last five (5) financial years including current financial year	Pg No - 11 CHAPTER – 3 QUALIFYING REQUIREMENT (QR) Clause No. 3.1 Experience Criteria	The Bidder understands that in case of Consortium, any one (1) of the Member of the Consortium shall fulfil the criteria of having a minimum experience of project development as mentioned in the referred Clause 3.1, while the other two (2) members	Any one of the consortium member needs to fulfil this criteria. QR amended suitably

			of the Consortium shall be exempted to adhere to this clause.	
8	<p>At least one plant should be of mentioned or higher capacity installed at a single location.</p> <p>The reference plant must have been in successful operation, with O&amp;M by Applicant, for at least One (1) Year prior to the last date of submission of application for empanelment</p>	<p>Pg No - 11 CHAPTER – 3 QUALIFYING REQUIREMENT (QR) Clause No. 3.1 Experience Criteria</p>	<p>The Bidder understands that in case of Consortium, any one (1) of the Member of the Consortium shall have the required Operating Experience as desired in the referred Clause 3.1, while the other two (2) members of the Consortium shall be exempted to adhere to this clause.</p>	<p>Any one of the consortium member needs to fulfil this criteria. QR amended suitably.</p>
9	<p>The average Annual Turnover of the Applicant (standalone / unconsolidated) during the last three financial years just preceding the financial year in which application has been submitted. “Other Income” as indicated in the annual accounts of the Applicant shall not be considered for arriving at the Annual Turnover</p>	<p>Pg No - 10 CHAPTER – 3 QUALIFYING REQUIREMENT (QR) Clause No. 3.1 Financial Criteria</p>	<p>As per the referred provision, RECL has asked for the following documents: - Audited Annual financial statements, Balance Sheet and P&amp;L Account for the last three Financial Years (FY 2021, FY 2022 and FY 2023). The Bidder understands that in case the bidder / any member of the consortium submits a provisional Annual financial statements, Balance Sheet and P&amp;L Account for the year 2022-2023. He / the Consortium shall be considered as financially eligible for the bid.</p>	<p>Lead Bidder may submit mentioned audited financial statements for all the three financial years.</p>
10	<p>RECPDCL is exploring ..... Renewable Energy projects.</p> <p>For each such opportunity, RECPDCL shall float a limited tender through GeM (Government e Marketplace) portal among empaneled Solar EPC and O&amp;M Contractors to get firm quotes and thus empaneled agencies will have to be registered on GeM portal to participate in such bids.</p> <p>These firm quotes shall be used by RECPDCL for estimating the EPC and O&amp;M prices to quote in the actual opportunity. In case, RECPDCL wins an opportunity, an e reverse auction shall be conducted among the empaneled agencies of the limited tender stage. Selection of EPC-cum-O&amp;M Contractor</p>	<p>CH-1, Cl. 2 (Brief about EOI), Pg. 6 of 33</p>	<p>Since wind projects involve site specific pricing and estimated Energy output to be determined by owner appointed 3rd party, thus prices on GeM portal can't be quoted for wind projects. Wind projects / WTGs are not commodity type equipment which can be generic in nature &amp; thus can't be quoted in such manner.</p> <p>We request for deletion of this GeM portal requirement &amp; submission of offer on GeM portal. RECPDCL can seek bids through Govt. e-bidding portals like E-proc/E-Procurement, etc., which is prudently followed in other PSU tenders.</p> <p>Further, no reverse auction shall be applicable on such bids.</p>	<p>To the extent feasible, all biddings shall be done through GeM portal only. However, in case of constraints in GeM portal, RECPDCL may follow other bidding platforms as well. Clause has been amended suitably.</p>

	<p>will be done for the concerned RE project based on techno-commercial and financial evaluation specific to the concerned project. The Bidder who emerges as L1 (lowest price) at the end of e-reverse auction shall be awarded the contract for EPC and O&amp;M work of the project. The selected EPC and O&amp;M Contractor will be expected to provide best-in-class technologies. RECPDCL will have the discretion to follow different bidding approaches for different types of projects based on the project-specific requirements as may deemed fit by RECPDCL.</p>		<p>We request for deletion of abovementioned provisions from this EoI.</p>	
11	<p><b>Financial Criteria</b> Wind (Category E&lt;250 MW &amp; Category F 250 MW -500 MW)</p> <p>The Net Worth of the Applicant (standalone / unconsolidated) as on the last date of each of the last three financial years just preceding the financial year in which application has been submitted. Net Worth to be considered for this clause shall be the total Net Worth as calculated in accordance with the Companies Act, 2013 and any further amendments thereto.</p>	CH-3, Cl. 3.1 (Financial Criteria), Pg. 12 of 33	<p>As you are aware, the wind sector has been facing strong headwinds since last 4-5 years due to various regulatory uncertainties, delay in award of projects / delayed PPAs &amp; PSAs, delayed upstream EHV power evacuation by CTU, delayed order placement by IPPs, etc. which impacted the Supply Chain Management &amp; created a dent on the financials (Net Worth &amp; Working Capital). Thus, we request to consider Net Worth as on the last date of preceding financial year only, in accordance with Section 2(57) of Companies Act, 2013.</p> <p>Further, request RECPDCL to kindly amend the Annexure-M in accordance with above submission.</p>	QR amended suitably.
12	<p><b>Experience Criteria</b> Wind (Category E&lt;250 MW &amp; Category F 250 MW -500 MW)</p> <p>The Applicant should have successfully designed, supplied, erected / supervised erection, and commissioned RE plants of mentioned capacity in the last five (5) financial years including current financial year.</p>	CH-3, Cl. 3.1 (Financial Criteria), Pg. 12 of 33	<p>The qualifying capacity of 125 MW / 250 MW indicated for bidders under "Category E &amp; F" in the preceding 5 FYs is difficult to achieve in view of the fact that during last 5-7 years none of the PSUs have installed such large size projects due to discontinuation of FIT regime. All the POs being in the bidder's name for a given project only in case of a PSU project. However, the Private Customers /</p>	It is clarified that the period of 5 years may be considered as 10 years and orders of associated company of Bidders will also qualify for the purpose.

			<p>Corporates &amp; IPPs place order on different entities of the bidder (generally subsidiaries) as per the agreed Scope matrix.</p> <p>Thus, we request RECPDCL to clarify if Orders on non-bidding entity for a particular project can be accepted or not?</p> <p>In view of above, we also request to consider a period of at least ten (10) Financial Years in place of 5 financial years.</p>	
13	<p>Experience Criteria Category F - 250 MW - 500 MW) At least one plant should be of mentioned or higher capacity installed at a single location. The reference plant must have been in successful operation, with O&amp;M by Applicant, for at least One (1) Year prior to the last date of submission of application for empanelment – 100 MW</p>	CH-3, Cl. 3.1 (Financial Criteria), Pg. 12 of 33	<p>As elaborated above, we request RECPDCL to kindly consider two projects of 50 MW instead of single project of 100 MW.</p> <p>Accordingly, request to issue an amendment in this regard.</p>	QR Suitably Ammended
14	<p>Company need to submit Power of Attorney as per format Annexure-E.</p> <p>A power of attorney as per Annexure-E, .....empaneled agency.</p> <p>27. Submission of EOI Response d. Duly notarized Power of Attorney as per Annexure-E (Scanned copy to be uploaded and original to be submitted before the last date &amp; time of Submission of Tender). ANNEXURE-E: POWER OF ATTORNEY FOR AUTHORIZED SIGNATORY</p>	CH-4, Cl. 5, Pg. 13 of 33/ Cl. 25, Pg. 14 of 33/ Cl. 27 (d), Pg. 15 of 33 and Annexure-E, Pg. 24-25 of 33	<p>General POA issued by the Company to its authorized signatory for various purpose including tender purpose, should be accepted. Further, the notarized copy of such original POA should be considered &amp; accepted by RECPDCL for bid submission requirements.</p> <p>Accordingly, request to either make the format of POA (i.e. Annexure-E) as Optional and include above mentioned provision also in this clause.</p>	No change in Existing RFP conditions
15	<p>Chapter-5 Scope of Work</p> <p>d) EPC may be required to arrange land (Free from all encumbrances) for the project by purchasing/leasing suitable land parcels as</p>	CH-5 (SOW), Cl. 5, Pg. 14 of 33	<p>In case RECPDCL invites bids without land, then in such tenders, the soil investigation report of the WTG locations should be got done in advance thru' such land providing agency before the Wind &amp;/or Hybrid tender is floated, else it will be difficult to consider the</p>	In case, land is to be arranged by RECPDCL, Soil Investigation Report of WTG locations shall be provided at the time of tender. Clause has been amended suitably.

	approved by RECPDCL. RECPDCL may invite quote with or without land arrangement.		type of WTG foundation & its associated cost in estimation for such sites(s) & thus bid submission may not be possible under such cases or higher price getting quoted, which can't be substantiated at the later stage.	
16	Chapter-5 Scope of Work j) Obtaining all necessary statutory clearances for the project pre-construction, construction and commissioning activities shall be in EPC Scope.	CH-5 (SOW), Cl. 5, Pg. 14 of 33	In case RECPDCL intends to go for ISTS projects, the PE connectivity, GNA & many other permissions as may be required for the Wind or Hybrid project shall be obtained directly by RECPDCL and the bidder will not have any role to pay.	No change in existing RFP condition.
17	Chapter-5 Scope of Work r) Comprehensive operation & maintenance of the plant and transmission system following applicable standards, regulations and statutes for a period of five (5) years from the date of successful commissioning of the project.	CH-5 (SOW), Cl. 5, Pg. 14 of 33	We request to consider the Comprehensive operation & maintenance of the (Wind) plant and associated transmission system for a period of (twenty) 20 years from the date of successful commissioning of the project in place of just 5 years.	O&M shall be decided during project specific bidding. Clause has been amended suitably.
18	We undertake, if our Application is accepted, to deliver the services in accordance with the delivery schedule specified in the tender documents.	Annexure-A (covering letter), Pg. 19-20 of 33	It is too early to confirm for any delivery requirements at EOI Stage. We request RECPDCL to kindly delete this requirement / confirmation being sought on delivery schedule, which is not known to us today.	No change in existing RFP condition.
19	6. An undertaking in Rs.100/- stamp paper on compliance of tender specification and terms and conditions is attached.	Annexure-A (covering letter), Pg. 19-20 of 33	6. We understand that "Annexure-C" provided with EoI as format of Undertaking needs to be submitted on a non-judicial stamp paper of Rs.100/-. We request for your confirmation in this regard.	Annexure needs to be provided on Non-Judicial Stamp Paper of value Rs 100.
20	Vendor Profile Form (Both – Online And Hard copy)	Annexure-B (General Information of the Applicant), Pg. 21 of 33	Please confirm whether bidder needs to submit the Annexure-B in hard copy apart for uploading the same on e-tendering website (rec.ewizard.in).	Both soft & Hard copy needs to be submitted by closing date.
21	Post empanelment, RECPDCL shall shortlist relevant bidding opportunities for development of Renewable Energy Power Plants for its participation.	Chapter 1. Introduction Clause No. 2 Page No. 7	Bidder request RECPDCL to clarify in what all types of opportunities RECPDCL will be participating, will it be only development project (Build own operate projects) or EPC tender/bids, etc. also ?	RECPDCL shall bid for development opportunities only.

22	All the above documents should also be submitted in hard copy arranged in order, duly numbered, legible, signed by the authorized signatory, stamped and addressed.	Chapter 2. Instructions to Agencies Clause No. 3 Page No. 8	Bidder request RECPDCL to clarify what is last date to submit the Hard copy of the documents, is the 15th March deadline applicable for both online and physical submission?	Both soft & Hard copy needs to be submitted by closing date.
23	The Applicant should have successfully designed, supplied, erected / supervised erection, and commissioned RE plants of mentioned capacity in the last five (5) financial years including current financial year - 125MWh	Chapter 3. Qualifying Requirement (QR) BESS Experience Criteria Page No. 12	Bidder request RECPDCL to reduce the Total capacity to 100MWh, as BESS technology is very recent and there hasn't been much deployment in the market till date.	QR amended suitably.
24	At least one plant should be of mentioned or higher capacity installed at a single location. The reference plant must have been in successful operation, with O&M by Applicant, for at least One (1) Year prior to the last date of submission of application for empanelment - 50MWh	Chapter 3. Qualifying Requirement (QR) BESS Experience Criteria Page No. 12	Bidder request RECPDCL to remove the at least one year O&M requirement as the novelty of BESS in the market and its relatively recent deployment, still in its early stages of adoption, there may be limited instances of successful operation for such a duration.	QR amended suitably.
25	If any Empanelled agency fails to submit price bid during limited tender stage, it shall be counted as 1 instance of non-compliance. Agencies shall be liable to be de-empanelled for 2 cases of such noncompliance.	Chapter 4. General Terms and Conditions Clause No. 4 Page No. 13	Bidder request RECPDCL to remove the de-empanelling after two cases of non-submission of price bid as there may be reason extraneous to EPC control like availability of supplies, land and connectivity, project related risk specific to the sites, regulatory changes, etc. which may affect participation of the EPC contractor.	Agency shall be de-empanelled for 2 consecutive cases of non-compliance in same category. However, in case, bid is called with land procurement for Solar and BESS, then this clause shall not be applicable.
26	If any Empanelled agency fails to submit price bid during limited tender stage, it shall be counted as 1 instance of non-compliance. Agencies shall be liable to be de-empanelled for 2 cases of such noncompliance.	Chapter 4. General Terms and Conditions Clause No. 4 Page No. 13	Bidder request RECPDCL to clarify if bidder has two instances of noncompliance of submission of price bid in one category, will he be de-empanelled in all the empanelled categories.	
27	RECPDCL reserves the right to delist the Empanelled agencies, who do not participate in the financial bid invited after empanelment in respective Categories for continuous three times and encash their security deposit.	Chapter 4. General Terms and Conditions Clause No. 20 Page No. 14	Bidder request RECPDCL to remove the de-listing condition since there could some factors beyond control of EPC contractor impacting the participation if the contractor.	
28	RECPDCL reserves the right to delist the Empanelled agencies, who do not participate in the financial bid invited after empanelment	Chapter 4. General Terms and Conditions	Bidder request RECPDCL regarding encashing the security deposit on non-participation of bidder, given the statement under point No.	Security deposit is not required at this stage.

	in respective Categories for continuous three times and encash their security deposit.	Clause No. 20 Page No. 14	36 indicating that no security deposit is anticipated at this stage.	
29	EPC may be required to arrange land (Free from all encumbrances) for the project by purchasing/leasing suitable land parcels as approved by RECPDCL. RECPDCL may invite quote with or without land arrangement	Chapter 5. Scope of Work Clause No. 5d Page No. 17	Bidder request RECPDCL to bifurcate the contractor or opportunities as with land and without land as project with land and without land different complexities and have to be categorized separately. we don't intend to do EPC projects wherein land acquisition is to be done by EPC contractor.	Suitable modifications have been made for Solar & BESS Plants
30	The Applicant should have successfully designed, supplied, erected / supervised erection, and commissioned RE plants of mentioned capacity in the last five (5) financial years including current financial year	Pg No - 11 CHAPTER – 3 QUALIFYING REQUIREMENT (QR) Clause No. 3.1 Experience Criteria	Major PSUs such as NTPC, NLC, and others have adhered to the technical eligibility requirements listed below. "The Bidder should have designed, supplied, erected/ supervised erection and commissioned/ supervised commissioning of Solar Photo Voltaic (SPV) based grid connected power plant(s) of cumulative installed capacity of 40 MWp or higher, out of which at least one plant should have been of 10 MWp or higher capacity. The reference plant of 10 MWp or higher capacity must have been in successful operation for at least six (6) months prior to the date of techno- commercial bid opening".(Relevant pages attached for your kind reference). Hence, we hope to accept our request and provide suitable amendment while issuing the Amendment.	No change in existing RFP condition.
31	The Applicant should have successfully designed, supplied, erected / supervised erection, and commissioned RE plants of mentioned capacity in the last five (5) financial years including current financial year	Pg No - 11 CHAPTER – 3 QUALIFYING REQUIREMENT (QR) Clause No. 3.1 Experience Criteria	We kindly inform you that other PSUs had considered technical eligibility of BOS Package for EPC turnkey Solar / Wind project (Solar PV Module / WTG issued by Owner/ Developer). Therefore, we are requesting that RECPDCL reconsider Technical Eligibility Criteria. Relevant pages of other PSU's tender document attached herewith for your perusal. Kindly do the needful and provide a suitable reply while issuing the amendments.	No change in existing RFP condition.
32	At least one plant should be of mentioned or higher capacity installed at a single location.	Pg No - 11 CHAPTER – 3 QUALIFYING	Please note that one (1) year of successful operation and maintenance is not a	No change in existing RFP condition.

	The reference plant must have been in successful operation, with O&M by Applicant, for at least One (1) Year prior to the last date of submission of application for empanelment	REQUIREMENT (QR) Clause No. 3.1 Experience Criteria	requirement for solar or wind tenders issued by other PSU entities such as NTPC, NLC. Therefore, we respectfully ask that the one-year operation and maintenance condition be removed. This will allow several EPC players to submit more competitive bids to M/s. RECPDCL.	
33	The average Annual Turnover of the Applicant (standalone / unconsolidated) during the last three financial years just preceding the financial year in which application has been submitted. "Other Income" as indicated in the annual accounts of the Applicant shall not be considered for arriving at the Annual Turnover.	CH-3, Cl. 3.1 (Financial Criteria), Pg. 10 of 33	We request you to reconsider the financial eligibility criteria	No change in existing RFP condition.
34	The average Annual Turnover of the Applicant (standalone / unconsolidated) during the last three financial years just preceding the financial year in which application has been submitted. "Other Income" as indicated in the annual accounts of the Applicant shall not be considered for arriving at the Annual Turnover.	CH-3, Cl. 3.1 (Financial Criteria), Pg. 10 of 33	1). We have average annual turnover of Rs.209 Crores for last three Financial Years (FY 2022- 23, FY 2021-22, FY 2020-21). However, we expect to cross Rs.2000 Cr in this current financial year. Hence, we would request you to extend the bid submission due date by end of April 2024. 2). Kindly agree to accept the unaudited balance sheet for the financial year 2023–2024. Other PSUs have already accepted it, together with the CFO/CEO undertaking (relevant sections from their documents are included for your polite review).	No change in existing RFP condition.

## ANNEXURE – 1

### 3. Revised Eligibility Criteria for Empanelment of EPC Contractors

	Criteria	SOLAR				Documents Required
		Category A (RTS) Upto 1 MW	Category B <50MW	Category C 50MW - 250MW	Category D 250MW - 500MW	
FINANCIAL CRITERIA	The average Annual Turnover of the Bidder/Lead Bidder (standalone / unconsolidated) during the last three financial years just preceding the financial year in which application has been submitted. "Other Income" as indicated in the annual accounts of the Applicant shall not be considered for arriving at the Annual Turnover.	2 Cr	62 Cr	370 Cr	920 Cr	Audited Annual financial statements, Balance Sheet and P&L Account for the last three Financial Years (FY 2021, FY 2022 and FY 2023).
	The Net Worth of the Applicant (standalone / unconsolidated) as on the last date of each of the last three financial years just preceding the financial year in which application has been submitted. Net Worth to be considered for this clause shall be the total Net Worth as calculated in accordance with the Companies Act, 2013 and any further amendments thereto.	Positive	Positive	Positive	Positive	
	The Bidder/Lead Bidder should have a minimum Working Capital as mentioned. If the bidder's working capital is negative or inadequate, the bidder shall submit a letter from their bank, having net worth not less than Working Capital requirement, confirming the availability of the line of credit for equal to or more than the Working Capital Requirement	2 Cr	15 Cr	75 Cr	200 Cr	
EXPERIENCE CRITERIA	The Bidder/any one Bidder (In case of Consortium) should have successfully designed, supplied, erected / supervised erection, and commissioned RE plants of mentioned capacity in the last three years ending last day of month previous to the one in which / bids are invited	At least One plant of 400 KW or 2 plants of 250 KW each	At Least One plant of 20 MW or 2 plants of 13 MW each	At Least One plant of 120 MW or 2 plants of 75 MW each	At Least One plant of 300 MW or 2 plants of 190 MW each	Acknowledgement / Certificate from customer / client for successful execution of work / contract. The acknowledgement / certificate must contain following information: <ul style="list-style-type: none"> <li>• Capacity of RE Plant/System in MWp.</li> <li>• Date of award of work for installation of RE Plant/System.</li> <li>• Date of commissioning of RE Plant/System.</li> </ul> Self-attested copy of Work Order(s) or Contract(s).
	At least one plant should be of mentioned or higher capacity installed at a single location. The reference plant must have been in successful operation, with O&M by Applicant, for at least One (1) Year prior to the last date of submission of application for empanelment.	1 MW	10 MW	50 MW	100 MW	

	Criteria	WIND		Documents Required
		Category E <250MW	Category F 250MW - 500MW	
FINANCIAL CRITERIA	The average Annual Turnover of the Bidder/Lead Bidder (standalone / unconsolidated) during the last three financial years just preceding the financial year in which application has been submitted. "Other Income" as indicated in the annual accounts of the Applicant shall not be considered for arriving at the Annual Turnover.	440 Cr	1320 Cr	Audited Annual financial statements, Balance Sheet and P&L Account for the last three Financial Years (FY 2021, FY 2022 and FY 2023).
	The Net Worth of the Bidder/Lead Bidder (standalone / unconsolidated) as on the last date of each of the last financial year (FY 2022-2023), just preceding the financial year in which application has been submitted. Net Worth to be considered for this clause shall be the total Net Worth as calculated in accordance with the Companies Act, 2013 and any further amendments thereto.	Positive	Positive	
	The Bidder/Lead Bidder should have a minimum Working Capital as mentioned. If the bidder's working capital is negative or inadequate, the bidder shall submit a letter from their bank, having net worth not less than Working Capital requirement, confirming the availability of the line of credit for equal to or more than the Working Capital Requirement	90 Cr	275 Cr	
EXPERIENCE CRITERIA	The Bidder/any one Bidder (In case of Consortium), including associated companies, should have successfully designed, supplied, erected / supervised erection, and commissioned RE plants of mentioned capacity in the last Ten (10) financial years including current financial year.	At Least One plant of 100 MW or 2 plants of 50 MW each	At Least One plant of 100 MW or 2 plants of 50 MW each	Acknowledgement / Certificate from customer / client for successful execution of work / contract. The acknowledgement / certificate must contain following information: <ul style="list-style-type: none"> <li>• Capacity of RE Plant/System in MWp.</li> <li>• Date of award of work for installation of RE Plant/System.</li> <li>• Date of commissioning of RE Plant/System.</li> </ul> Self-attested copy of Work Order(s) or Contract(s).
	At least one plant should be of mentioned or higher capacity installed at a single location. The reference plant must have been in successful operation, with O&M by Applicant, for at least One (1) Year prior to the last date of submission of application for empanelment.	50 MW	50 MW	

	Criteria	BESS	Documents Required
		Category G (250MWh)	
FINANCIAL CRITERIA	The average Annual Turnover of the Bidder/Lead Bidder (standalone / unconsolidated) during the last three financial years just preceding the financial year in which application has been submitted. "Other Income" as indicated in the annual accounts of the Applicant shall not be considered for arriving at the Annual Turnover.	210 Cr	Audited Annual financial statements, Balance Sheet and P&L Account for the last three Financial Years (FY 2021, FY 2022 and FY 2023).
	The Net Worth of the Bidder/Lead Bidder (standalone / unconsolidated) as on the last date of each of the last financial year (FY 2022-2023), just preceding the financial year in which application has been submitted. Net Worth to be considered for this clause shall be the total Net Worth as calculated in accordance with the Companies Act, 2013 and any further amendments thereto.	Positive	
	The Bidder/Lead Bidder should have a minimum Working Capital as mentioned. If the bidder's working capital is negative or inadequate, the bidder shall submit a letter from their bank, having net worth not less than Working Capital requirement, confirming the availability of the line of credit for equal to or more than the Working Capital Requirement	50 Cr	
EXPERIENCE CRITERIA	The Bidder/any one Bidder (In case of Consortium) should have successfully designed, supplied, erected / supervised erection, and commissioned RE plants of mentioned capacity in the last three years ending last day of month previous to the one in which / bids are invited	At Least One plant of 100 MWh or 2 plants of 65 MWh each	Acknowledgement / Certificate from customer / client for successful execution of work / contract. The acknowledgement / certificate must contain following information: <ul style="list-style-type: none"> <li>• Capacity of RE Plant/System in MWp.</li> <li>• Date of award of work for installation of RE Plant/System.</li> <li>• Date of commissioning of RE Plant/System.</li> </ul> Self-attested copy of Work Order(s) or Contract(s).