



<p>An initiative of</p>  <p>Ministry of Power, Government of India</p>	<p><b>Restructured Accelerated Power Development and Reforms Programme (R-APDRP) of Govt. of India</b> <b>REQUEST FOR QUALIFICATION (RfQ)</b> for Empanelment of 'SCADA/DMS Implementation Agency (SIA)' for implementation of SCADA/DMS System in the State Electricity Distribution Utilities For further details, please visit the website <a href="http://www.apdrp.gov.in">www.apdrp.gov.in</a> OR <a href="http://www.pfcindia.com">www.pfcindia.com</a></p>	<p>Nodal Agency</p>  <p>Power Finance Corporation Ltd.</p>
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## Global Request for Qualification for Empanelment of SCADA/DMS Implementation Agencies (SIAs)

Under GoI's R-APDRP

Nodal Agency: Power Finance Corporation Limited

**RfQ Identification No: 02:10: R-APDRP: I: 2009: SIA  
Single Stage – Single Envelope Selection Procedure**

The last date for submission of RfQ is 24<sup>th</sup> July 2009

(This document is meant for the exclusive purpose of RfQ and shall not be transferred reproduced or otherwise used for purposes other than that for which it is specifically issued)

3<sup>rd</sup> July 2009



## Restructured Accelerated Power Development and Reforms Programme



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Ministry of Power,  
Government of India

## Restructured Accelerated Power Development and Reforms Programme

Nodal Agency



Power Finance  
Corporation Ltd.

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# 1 Introduction

## 1.1 About this document

The purpose of this document is to empanel SCADA/DMS Implementation Agencies (SIAs) for the Restructured Accelerated Power Development and Reforms Programme (R-APDRP) - An Initiative of Ministry of Power, Govt. of India.

The utilities will float RFP to the empanelled SIAs, for appointment of SIA and will award the contract to the successful bidder at a later date.

Bidders are advised to study this document carefully. Submission of RfQ shall be deemed to have been done after careful study and examination of this document with full understanding of its implications. This RfQ document is not transferable. This document must be read in its entirety. Please ensure that you have a complete copy.

## 1.2 The Opportunity

Ministry of Power, Govt. of India, has launched the Restructured Accelerated Power Development and Reforms Programme (R-APDRP) in the XI Five year Plan. Power Finance Corporation Limited (PFCL) has been designated by GoI as the Nodal Agency for the programme. The programme spans from data acquisition at distribution level till monitoring of results of steps taken to provide an IT backbone and strengthening of the Electricity Distribution system across the Country under the programme. The objective of the programme is reduction of AT&C losses to 15% in project areas. The program is divided into two (2) parts Part-A and Part-B. Part-A will include projects for establishment of baseline data and IT applications like Meter Data Acquisition, Meter Reading, Billing, Collections, GIS, MIS, Energy Audit, New Connection, Disconnection, Customer Care Services, Web self service, etc. to get verified baseline AT&C losses as well as SCADA/DMS Implementation. Part-B will include distribution strengthening projects.

The objective of reducing Aggregate Technical and Commercial (AT&C) losses in the project area can be achieved by plugging pilferage points, supply of quality power, faster identification of faults & early restoration of power, proper metering, strategic placement of capacitor banks & switches, proper planning and design of distribution network. The real time monitoring & control of the distribution system through state-of-the art SCADA/DMS system encompassing all distribution Sub-stations & 11 KV network would help in achieving this objective of R-APDRP. For deriving maximum benefits it is essential that necessary upgradation of distribution S/S & 11KV network shall be carried out to meet the SCADA/DMS requirements. The augmentation /upgradation of the distribution network for real time supervision & control mainly requires suitable compatibility of circuit breaker & switches, placement of RMUs and FPIs etc. for effective monitoring & control. This augmentation /upgradation shall be considered under Part B of R-APDRP scheme. However, considering the growth & related network upgradation, the full fledged SCADA/DMS shall be capable to meet the present as well as future requirements of the eligible towns for SCADA/DMS system under Part A of R-APDRP. The SCADA/DMS System will provide Real time monitoring & control, loss minimization/load balancing and considerable improvement in voltage /VAR profiles. It would also facilitate proper handling of loads while load shedding & restoration, efficient planning of network for



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future growth by using proven power system planning tools. All software applications & RTUs/FRTUs including system sizing requirements for the same shall be considered in the SCADA/DMS system being procured under Part –A of R-APDRP.

As per present R-APDRP guidelines, SCADA/DMS system will include urban areas – towns and cities with population of more than 4,00,000 & 350MUs annual input energy. The number of such potential towns is currently sixty (60) approximately.

The SIA would supply, install, test and commission, the integrated SCADA /DMS solution, as per the scope of work provided in this document.

### 1.3 The Programme

The size of the programme is to the tune of Rs. 500 billion. The programme consists of Part-A (to the tune of around Rs. 10,000 crore) covering Information Technology application as well as SCADA/DMS Implementation, in the electricity distribution system and Part B (to the tune of around Rs. 40,000 crore) covering the System strengthening, Improvement and augmentation of distribution system capacity. Both parts entail planning of measures to be taken under the programme, implementation of such measures to be taken and monitoring/evaluation of results/impact of the programme as a whole and of its various components across the Country. The focus of the programme shall be on actual, demonstrable performance in terms of loss reduction. Establishment of reliable and automated systems for real time monitoring & control of urban power distribution network entailing 66kV/33 kV to 11kV network.

- Under R-APDRP program, SCADA/DMS system will cover urban areas – towns and cities with population of more than 4, 00,000 & 350MUs annual input energy as per the present R-APDRP Guidelines of GoI.
- Towns/areas for which projects have been sanctioned in X Plan APDRP shall be considered for the XI Plan only after either completion or short closure of the earlier sanctioned projects. Projects under the scheme shall be taken up in Two Parts. Part-A shall include the projects for establishment of baseline data and IT applications for energy accounting/auditing & IT based consumer service centers and SCADA /DMS Implementation. Part-B shall include regular distribution strengthening projects. The activities to be covered under each part are as follows:

**Part – A:** Preparation of Base-line Data System for the project area covering Consumer Indexing, GIS Mapping, Automatic Metering (AMR) on Distribution Transformers and Feeders, and Automatic Data Logging for all Distribution Transformers & Feeders and SCADA / DMS system for big cities only. It would include Asset Mapping of the entire distribution network at and below the 11kV transformers and include the Distribution Transformers and Feeders, Low Tension lines, poles and other distribution network equipment. It will also include adoption of IT applications for meter reading, billing & collection; energy accounting & auditing; MIS; redressal of consumer grievances and establishment of IT enabled consumer service centres etc.

**Part – B:** Renovation, modernization and strengthening of 11 kV level Substations, Transformers/Transformer Centres, Re-conductoring of lines at 11kV level and below, Load Bifurcation, Feeder segregation, Load Balancing, Aerial Bunched Conductoring in

thickly populated areas, HVDS, installation of capacitor banks and mobile service centres etc. In exceptional cases, where sub-transmission system is weak, strengthening at 33 kV or 66 kV levels may also be considered.

### 1.4 Intent of the RfQ

PFC as the Nodal Agency intends to empanel bidders for the role of SIA for the R-APDRP for implementation of SCADA/DMS infrastructure under part A of the R-APDRP for the various state power distribution utilities. RfQ is invited globally from Organizations for taking up SIA role.

Please note that the issuance of RfQ document or qualifying in the final empanelled list would not mean that the bidder has been awarded any project. The utility shall follow bidding process to select and appoint the SIA for project area(s) from the empanelled list for SIA.

### 1.5 Calendar of Events

The time line for empanelment of SIAs is as follows:

Event	Date	Time
Begin Sale of RfQ Document	3 <sup>rd</sup> July 2009	-
Pre-Bid Conference	10 <sup>th</sup> July 2009	11.00 AM
End of Sale of RfQ Document	24 <sup>th</sup> July 2009	3:00 PM
Deadline for submission	24 <sup>th</sup> July 2009	3:30 PM
RfQ Opening Date	24 <sup>th</sup> July 2009	4:00 PM

## 2 Instructions to Bidders

### 2.1 Purpose of the RfQ

Empanelment for the role of SIA for Part-A of R-APDRP

### 2.2 Name of the Empanelling Authority

Power Finance Corporation Ltd. (PFCL), Urja Nidhi, 1, Barakhamba Lane, Connaught Place, New Delhi-110001.

Contact Email: [apdrp\\_business@pfc.delhi.nic.in](mailto:apdrp_business@pfc.delhi.nic.in)

### 2.3 Website of the Empanelling Authority

For details visit:

[www.apdrp.gov.in](http://www.apdrp.gov.in)

[www.pfcindia.com](http://www.pfcindia.com)

### 2.4 Address for Submission of Bids

DGM (APDRP), PFC Urja Nidhi, 1, Barakhamba Lane, Connaught Place, New Delhi-110001  
Telephone: 011- 23456536 (O)

### 2.5 Venue for Pre-Bid Conference

Conference Hall, Ground Floor, PFC Urja Nidhi, 1, Barakhamba Lane, Connaught Place, New Delhi-110001 Telephone : 011- 23456000 (O)

### 2.6 Period of Empanelment

3 years from the date of Empanelment, subject to conditions mentioned under “cancellation of empanelment” as per clause 2.8

### 2.7 Empanelment

- i) A single bidder or a Consortium (of not more than 2 members) shall be allowed for empanelment for the role of SIA. The members shall be separate legal entities (Companies/JVs etc.)
- ii) Mandatory requirements for the RFP shall be provided by the distribution utilities at the time of RFPs. SIA to ensure that these requirements are met for the solution to be established
- iii) Credentials, Financial strengths, CVs, etc. of the parent/subsidiary company of the bidder shall not be considered for evaluation unless the parent/subsidiary company is a member of the bidder consortium



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- iv) The nodal agency intends to evaluate the SIAs on the following parameters as per QR (Section 3.0)
- Financial Strength
  - Value of relevant projects executed
  - Project experience
  - Expertise of personnel with relevant experience and qualification
- v) Besides the QR requirement mentioned in QR (Section 3.0), the nodal agency intends to verify the SIAs on the following parameters as the same will be considered while evaluation of bidder in response to RFP floated by utility)
- Assessment of the implementation of SCADA/DMS modules
  - Existing/proposed Establishment in India. These establishments should have appropriate equipments and skilled manpower to support project execution and maintenance activities as envisaged in the programme. Those bidders who wish to establish such offices must provide an undertaking that the same would be established before bidding for any RFP
  - Integration with other systems viz. billing, customer care, GIS, etc.
  - Relevant protocols supported

Bidder would be required to submit all relevant documents supporting above mentioned evaluation duly signed/authenticated by them. Nodal agency reserves the right to verify any/all parameters.

## 2.8 Cancellation of Empanelment

Empanelment is subject to cancellation (de-listing) due to any of the reasons (but not limited to) mentioned hereunder

- If the empanelled members are found to have submitted false particulars/fake documents for securing enlistment
- The performance on the job of the empanelled members will be constantly monitored for quality, commitment to delivery period and timelines mentioned in contract with the utility, adherence to the guidelines, Statutory regulations, Conduct / Discipline etc., while executing jobs. Any deviations from stated conditions mentioned in this RfQ (floated by Nodal Agency), RFP (floated by utility), Contract (with the utility) can lead to appropriate deterrent action as deemed fit by Nodal Agency including delisting with immediate effect.
- If the SCADA/DMS Implementation Agency refuses to execute the job at his agreed scope/quoted rates, after the utilities issue the letter of intent (LoI)
- Manipulation of rates by cartelization shall be viewed very seriously by Nodal Agency. If such a situation comes to the notice of Nodal Agency and/or there are reasons / circumstances for Nodal Agency to believe so, the concerned SIA/SIAs will be called in to give justification of proposal/rates quoted by them. If they are not able to give a proper or satisfactory justification of their quoted proposal/rates, their empanelment may be cancelled without prior notice
- In case of a non-performance (slippage in milestones, scope & quality of work, discipline, etc. as assessed by utility) and/or bankruptcy of the empanelled members, the empanelment is liable to be cancelled by Nodal Agency

- f) In case of replacement of submitted CV(s), empanelled member shall submit fresh CV(s) with equal or more educational qualifications and relevant professional experience. The same shall be duly approved by Nodal Agency. If the empanelled member fails to submit requisite fresh CVs, Nodal agency may cancel empanelment of such member
- g) Any other reason deemed fit by Nodal Agency for cancellation

Such empanelled members, whose empanelment is cancelled due to any of the above reasons, will not be considered for subsequent empanelment for a further period of three years and will also be debarred/banned from all other process of empanelment including cancellation of existing panel under R-APDRP by Nodal Agency as well as all future MoP-GoI works.

## 2.9 Review & Updates to Empanelment

Henceforth till further advice, final empanelled lists will be reviewed & updated once in twelve months unless as deemed necessary by the Nodal Agency. Existing empanelled members need not submit any fresh RfQ for revalidation of empanelment till expiry of validity of their empanelment i.e. three years from date of empanelment order. Nodal Agency will also conduct periodic review of the empanelled members every six months and may seek required clarifications/documents at any point of time

## 2.10 Re-Empanelment

After the expiry of empanelment validity period, all the empanelled members are required to re-register submitting all the necessary documents. Members should apply for Re-empanelment at least 3 months prior to expiry of validity.

## 2.11 Indicative Time Period for implementation

The indicative time period to complete the implementation is 18 months. However, the time lines shall be defined in RFP floated by the utility.

## 2.12 Language of RfQ

English

## 2.13 Number of Copies of RfQ

3 Hardcopies and 1 Softcopy (in a CD) in any MS package (Word/Excel/etc.), software which are easily available in the market. Each technical proposal should be marked "Original" or "Copy" as appropriate. If there are any discrepancies between the original and the copies of the Proposal, the original governs. In the event of any discrepancy between the hard copy and soft copy, the hard copy shall prevail.

### 2.14 Purchase of RfQ

The RfQ document can be purchased by paying through a demand draft/banker's cheque amounting to **Rs.50,000/- or USD1100** in favour of "Power Finance Corporation Ltd" payable at New Delhi as cost of the document. The document can also be downloaded from the websites [www.apdrp.gov.in](http://www.apdrp.gov.in) or [www.pfcindia.com](http://www.pfcindia.com) . In case of downloaded document aforesaid demand draft/banker's cheque shall be furnished at the time of submission of RfQ as the cost of purchase of document

### 2.15 Eligible Bidders

A Bidder may be a Public Limited Company/Private Limited Company/Government Owned Company or any combination of them, subject to them fulfilling the qualifying requirements as mentioned in this document. In case of international organisations participating as bidders, their companies stature must be equivalent to Public Limited Company/Private Limited Company/Government Owned Company in India, as per their local meaning and terminology, viz. Inc., LLC, GmBH, AG., etc.. Consortium (of not more than two members) shall be allowed for the role of SIA. However, entities shall have to execute a binding Memorandum of Understanding (MOU) to enter into a Consortium (legally enforceable joint deed of undertaking)

In the case of a Consortium for the role of SIA:

- (a) All members of the Consortium shall be jointly and severally liable; and
- (b) Consortium shall nominate a Lead Member (Bidder) who shall have the authority to conduct all businesses for and on behalf of any and all the parties of the Consortium during the bidding process and, in the event the Consortium is awarded the Contract, during contract execution.

Financial capability of the consortium members and their role and responsibility for the above assignment should be submitted by the lead member. No firm can submit more than one RfQ (either individually or as a member of any other consortium).

### 2.16 Limitation of liability

Except in cases of gross negligence or willful misconduct

- 1) Neither party shall be liable to the other party for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the successful bidder to pay liquidated damages to the utility; and
- 2) The aggregate liability of the successful bidder to the utility, whether under the Contract (in tort or otherwise) shall not exceed the amount specified in the Contract Price. Provided that this limitation shall not apply to the cost of repairing or replacing defective equipment, or to any obligation of the successful bidder to indemnify the utility with respect to patent infringement

### **2.17 Conflict Of Interest**

2.17.1) The SIA (sole bidder or consortium):

- Cannot bid for the role of SIA for a project area in a utility, if the SIA (sole bidder or consortium) is part of IT Consultant appointed by that utility under R-APDRP). An SIA and IT Consultant may be considered to be in a conflict of interest with one or more parties in this process if they have controlling shareholders in common
- Cannot get associated as Consultant/Advisor/Third party independent evaluating agency with any of the agencies taking part in the bid process of the concerned utility under R-APDRP

2.17.2) Nodal Agency considers a conflict of interest to be a situation in which a party has interests that could improperly influence that party's performance of official duties or responsibilities, contractual obligations, or compliance with applicable laws and regulations, and that such conflict of interest may contribute to or constitute a prohibited corrupt practice

2.17.3) The sole bidder or member of the consortium applying for role of SIA in one RfQ bid cannot participate in any other RfQ bid for the role of SIA. Participation by a bidder in more than one RfQ for role of SIA will result in the disqualification of all RfQs in which it is involved

2.17.4) For any given project area, the SIA (single bidder or consortium) or any of its sub-contractors & the SCADA/DMS Consultant cannot be the same. An SIA and SCADA/DMS Consultant may be considered to be in a conflict of interest with one or more parties in this process if they have controlling shareholders in common

2.17.5) Participation by Bidder(s) with a conflict of interest situation will result in the disqualification. Further more, the Nodal Agency reserves the right to debar/bar bidders from all other process of empanelment including cancellation of existing panels under R-APDRP

### **2.18 Subcontracting**

The detailed terms and conditions for sub-contracting shall be mentioned in the RFP which shall be released by the utility.

### **2.19 Pre-Bid Conference and Clarifications on the RfQ document**

A prospective bidder requiring any clarification of the RfQ Document shall contact the Nodal Agency in writing at the address indicated in this document. Nodal Agency will respond in writing to any request for clarification, provided that such request (letter, fax, email, etc.) is received upto pre-bid conference or 12 days prior to the conclusion of the last date of submission of RfQ whichever is later. Nodal Agency shall forward copies of its response to all bidders who have acquired the RfQ Document directly from it, including a description of the inquiry but without identifying its source. Replies to such queries will form a part of the RfQ.

A pre-bid conference shall be held for explaining R-APDRP and intent of this RfQ. Nodal Agency may consider clarifying the written queries raised by prospective bidders which are received till pre-bid conference date. All addressed queries shall be uploaded in the website and such clarifications issued by the nodal agency will form a part of the RfQ.

## 2.20 Corrigendum

Should the Nodal Agency deem it necessary to amend the RfQ Document as a result of a clarification, it shall do so by uploading the corrigendum/clarification in the website. At any time prior to the deadline for submission of the RfQ, Nodal Agency may amend the RfQ Document by issuing corrigenda.

In order to provide prospective bidders reasonable time in which to take the amendment into account in preparing their bids, Nodal Agency may, at its discretion, extend the last date for the receipt of RfQs.

Any corrigendum issued shall be part of the RfQ Document and shall be communicated in writing/email (to all who have purchased the RfQ Document from Nodal Agency) or hosted on the R-APDRP website

## 2.21 Cost of preparation of RfQ

The bidder shall bear all costs associated with the preparation and submission of its RfQ and Nodal Agency shall not be responsible or liable for those costs, regardless of the conduct or outcome of the RfQ process.

## 2.22 Submission of RfQ

The Bidder shall submit the RfQ using the appropriate Submission Sheets provided in Section 5 – Response Formats. These forms must be completed without any alterations to their format, and no substitutes shall be accepted. All blank spaces shall be filled in with the information requested. All formats/ schedules given in the Section 5 – Response Formats duly filled along with supporting documents shall be page numbered and stitched, book bound as one volume. Each page of the bid (along with the supporting documents including CVs) should be signed by the authorised signatory. Spiral/Spico bound documents with end sealed may also be accepted. The documents submitted in any other way is liable to be rejected.

The RfQ must be submitted in a separate sealed envelope with covering letters as per the Form No.F1 (with respective markings in bold letters) in accordance with the formats/ schedules given in the Section 5 – Response Formats. The envelope shall be marked as “RfQ for Empanelment of SCADA Implementation Agency for R-APDRP during XI Plan.”

The sealed envelope should be placed in a sealed cover, duly signed, and dropped in the RfQ box in the Office of the AGM (APDRP), PFC, Urja Nidhi, 1, Barakhamba Lane, Connaught Place, NEW-DELHI-110001. Refer Clause 1.5 (Calendar of Events) for information on deadline for submission of RfQ. RfQs received late, on any account and for any reason whatsoever, will not be considered

## 2.23 RfQ Opening

Nodal Agency shall conduct the opening of RfQs in the presence of bidders’ representatives who choose to attend, at the address, date and time specified in this document.

All other envelopes holding the RfQ shall be opened one at a time, and the following read out and recorded:

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Power Finance  
Corporation Ltd.

- (a) the name of the bidder, Demand Draft/Banker's Cheque details (proof of purchase of document), Bank Guarantee (Empanelment Guarantee)
- (b) whether there is a modification or substitution (if any and within the deadline for submission);
- (c) any other details as Nodal Agency may consider appropriate

Only RfQs read out and recorded at the time of bid opening shall be considered for evaluation. No RfQ shall be rejected at the opening stage, except for late bids or bids not accompanied with proof of having purchased the document and/or required Empanelment Guarantee (in the form of Bank Guarantee).

### **2.24 Rights of Use**

The details shall be mentioned in the RFP which shall be released by the utility.

### **2.25 Intellectual Property**

The details shall be mentioned in the RFP which shall be released by the utility.

### **2.26 Area of Work**

Any where in the state or union territory of India

### **2.27 Confidentiality**

The details shall be mentioned in the RFP which shall be released by the utility

### **2.28 Empanelment Guarantee (EG)**

An EG in the form of unconditional, unequivocal and irrevocable Bank Guarantee (BG) in favour of "Power Finance Corporation Ltd." shall accompany the Bid. The BG should be issued from any Scheduled Indian Bank and shall be valid for three years period from the date of empanelment and applicable extension periods, as mutually applicable. Bids received without EG will be rejected. The EG will be released to the Bidder, after three years of empanelment or after such extended period of empanelment as mutually agreed. In the event of cancellation/De-listing (Refer Clause 2.8) of the Empanelled bidder the Nodal Agency reserves the right to forfeit the Empanelment Guarantee. In case of international firms, the BG must be issued through a corresponding Indian Scheduled Bank of their banker.

The EG for the SIA role is INR 30, 00,000 (Indian Rupees Thirty Lakhs) or USD 65,000 (US Dollar Sixty Five Thousand)

### **2.29 Deviations/Comments/Suggestions**

All Deviations/comments suggestions by the bidders to this document should be submitted along with this document in the required form (Form no. F6). The decision of the Nodal Agency with regard to any deviations/comments/suggestions as given by the bidder shall be final and

binding. No objections/deviations/comments or suggestions of any kind whatsoever will be entertained after the submission of the RfQ

### **2.30 Jurisdiction**

The terms and conditions of this empanelment shall be construed and interpreted in accordance with the laws of India and the courts of New Delhi shall have the exclusive jurisdiction in all matters arising there under.

### **2.31 Disclaimer**

This Request For Qualification (RFQ) has been prepared by the DESIGNATED NODAL AGENCY POWER FINANCE CORPORATION LIMITED (PFCL) for empanelment of 'SCADA/ DMS Implementation Agency' (SIA) to assist the State Electricity Distribution Utilities in India for implementation of Supervisory Control And Data Acquisition (SCADA) infrastructure.

The PFCL does not warrant the completeness of the information presented herein, or make any representation that the information presented herein constitutes all the information necessary to bid upon or develop the referenced project. Each Bidder accepts full responsibility for conducting an independent analysis of the feasibility of the project and for gathering and presenting all necessary information. The Bidder assumes all risks associated with the project and no adjustments will be made based on the Bidder's interpretation of the information provided.

The PFCL expressly disown any obligation or duty (whether in contract, tort or otherwise) to any Bidder.

In submitting a proposal in response to the RFQ, each bidder certifies that it understands, accepts and agrees to the disclaimers on this page. Nothing contained in any other provision of the RFQ nor any statements made orally or in writing by any person or party shall have the effect of negating or superseding any of the disclaimers set forth on this page.

### 3 Qualifying Requirements

The Sole Bidder or a Consortium (of not more than two members) shall meet the following:

<b>Financial</b>	<p>i. The bidder should have cumulative turnover of atleast Rs.90 crore (or USD 20 Million) for the last three audited financial years. (<b>Proof:</b> Annual Audited Financial Statements for FY05-06, FY06-07 &amp; FY07-08. In case, the Annual Audited Financial Statements for FY08-09 are available, then the Annual Audited Financial Statements for FY06-07, FY07-08 &amp; FY08-09 shall be submitted)</p> <p>ii. The bidder should have a net worth not less than paid-up equity, in each of the last three audited financial years. (<b>Proof:</b> Annual Audited Financial Statements for FY05-06, FY06-07 &amp; FY07-08. In case, the Annual Audited Financial Statements for FY08-09 are available, then the Annual Audited Financial Statements for FY06-07, FY07-08 &amp; FY08-09 shall be submitted)</p>
<b>Technical</b>	<p>iii. The bidder shall provide evidence of previous experience in the design, engineering, supply, installation, testing and commissioning of atleast one SCADA &amp; DMS (Supervisory Control and Data Acquisition System &amp; Distribution Management System) Project for Power Distribution Systems (11KV or above) in the last seven (7) years meeting the following:</p> <p>a. The above project(s) should consist of at least 20 RTUs/Data Concentrator (DC)/ Bay controller Unit (BCU). The SCADA &amp; DMS System should have atleast the following functions either in a single or combination of above projects:</p> <ol style="list-style-type: none"> <li>1. SCADA Software supporting alarm, tagging, trending, SOE, real time data acquisition &amp; calculations</li> <li>2. DMS software supporting at least two functions out of load flow, loss minimization via feeder reconfiguration, FMSR (Fault Management and System Restoration)</li> <li>3. Software functional redundancy for SCADA and DMS functions</li> </ol> <p>b. At least one of the above projects should be in successful operation for at least one year as on the date of opening of the bid (<b>Proof:</b> Experience certificates and/or Acceptance reports and/or Work Order and/or LoA from the owners/client for completion of work done, in support of the qualifying requirements, clearly establishing – the start and end date of the project, scope of work and worth of project, on client letterhead. The supporting proof document must be labeled as original/true copy/translation, as the case may be, and the same shall necessarily be signed and authenticated by the Authorised Signatory of bidder. The owner/client contact details shall be provided against each project experience proof being submitted. The proof documents available in any language other than English shall be translated to English and authenticated by Authorised Signatory of bidder for submission. In such cases, the original language copies shall also be submitted alongwith the translated proof documents)</p> <p>iv. <b>In case other member/lead bidder does not meet any/all requirement individually, the same has to meet the following:</b></p> <p>a. The bidder has installed, tested &amp; commissioned atleast 20 RTUs &amp; SCADA System consisting of:</p>

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1. Real time data acquisition
2. Sequence of event recording & trending
3. Data storage & retrieval
4. IEC-870-5 protocol/DNP3.0/MODBUS as a prime contractor or as sub contractor for a Power Generation /Transmission/Distribution System of 11 kV or above which must be in successful operation as on date of opening of the bid

**OR**

The bidder has installed, tested & commissioned the Data Acquisition and Control System Consisting of:

1. Real time data acquisition of atleast 3,000 analogue and digital input points
  2. Sequence of event recording
  3. Data storage & retrieval
  4. IEC-870-5/DNP3.0/MODBUS protocol in Power Sector (Generation/Transmission/Distribution) which must be in successful operation as on date of opening of the bid
- b. The bidder submits a legally enforceable joint deed of undertaking executed between the consortium partners, who meet the qualifying requirements mentioned in iii above, as per the format enclosed with the bidding documents
- v. The SIA should have atleast 15 personnel on its rolls with a minimum experience of 5 years. Out of which, none of the consortium partner shall have less than 5 personnel on its rolls. However, consortium shall have minimum 15 relevant CVs. The experience of personnel shall be as per QR experience mentioned in Section 3.

**(Proof:** Signed resume of employees authenticated & signed by bidder need to be submitted. Scanned signatures shall be accepted)

## 4 Role of SCADA/DMS Implementation Agency

RfQs are invited for the SCADA/DMS implementation assignment as part of the objectives and roles as defined below to carry out GoI's Restructured APDRP (for XI Plan) in Part A. The scope of work mentioned below is indicative in nature; the final scope of work will be issued by the utilities in their RFP document.

### Broad Role Definition for SIA

- The SIA in coordination with utility as per the requirement to be given in the detailed RFP shall carry out field survey, design ,engineering, supply, installation, testing & commissioning of SCADA/DMS software applications, Dispatcher Training Simulator (DTS) , hardware (including PCs, Servers, Routers, Switches, VPS, RTU, FRTUs, Multi function Transducers (MFTs), Communication equipment , Auxiliary power supply etc), software (including operating system, databases, network management system etc.), network (LAN, WAN ), etc.
- Integration with existing /under implementation billing ,customer care system , GIS system under R-APDRP & any other relevant legacy system in the identified project areas of the utility
- Facilities management services for maintaining infrastructure, post successful completion of acceptance tests for a period of five years from the date of completion of acceptance test.

Major components that a SCADA /DMS implementation would include are given as under. However, the final scope of work will be finalized by the utilities as per their requirements in the relevant RFP document.

- Main Control Centre for SCADA/DMS
- Backup Control Centre for SCADA/DMS(on case to case basis)
- SCADA/Information Storage & Retrieval (ISR) Functions
- DMS Functions
  - Power Flow
  - Network Connectivity Analysis
  - Voltage VAR Control
  - Fault Management and System Restoration (FDIR)
  - Feeder Reconfiguration, Loss Minimisation, Load Balancing, etc
  - Operation Monitor
  - Outage Management
  - Load Shed & Restoration
  - State Estimator
  - Calculation of Performance Indices (such as SAIDI, SAIFI, CAIFI, etc)
- Network Planning Tools
- SCADA/DMS system to supervise 66/33/11kV S/S & 11kV Network
- SCADA/DMS/ Dispatcher training simulator (DTS)
- RTUs at all 66/33/11KV SS & FRTUs at RMUs, etc.
- MFTs at Feeder, DT, RMUs
- Communication
  - FO Ring/MAR/VPN, Broadband, leased line, etc., connecting all S/S RTUs to Main & Backup Control centres



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- CDMA/GPRS/DLC based communication, etc. for communicating with FRTUs/FPIs with SS-RTUs (Data Concentrator)/control centres
- Protocols for communication
  - IEC 60870-5-104 –RTU, FRTUs, FPI to control centres
  - MODBUS/IEC62056 – MFTs to RTUs/FRTUs
  - ICCP (TASE.2) between main /backup control centre (wherever Back up control centre is considered)
  - Support /compliance to IEC61850 for RTU/CC

Conducting Factory Acceptance Test (FAT), Site Acceptance Test (SAT), Type test (as required), etc. successfully, Go live, operational acceptance & handing over to customer.

### 4.1 Outline of Tasks to be carried out

SIA shall be appointed by the utilities from the list of empanelled members, through a bidding process. The SIAs are encouraged to have a high-level understanding of the 'as-is' IT infrastructure as well as future preparedness levels of utilities, prior to submitting their proposal.

The role of the SIA shall be as per the scope of work detailed in the Model RFP document for SIAs. However, the same shall be suitably customised by the utility in the respective RFP documents. The key components of the model RFP are includes & not limited to following:

- 1) **Hardware:** Design & Engineering, Supply, Installation and Commissioning of all necessary hardware and networking equipments and its connectivity, as specified in the detailed specifications. The SIA shall take the responsibility to install the servers, RTU/FRTU, MFTs, Video Projection System (VPS) switches, routers, backup and tape devices, Workstation PCs, Aux Power supply, communication equipment etc and other necessary hardware/software at the sites. The SIA shall provide the time frame for procuring and delivering all the necessary hardware. Though the scope covers establishment of a SCADA/DMS control centre along with associated hardware and software, the SIA shall design and provide the Software & hardware at SCADA/DMS control centre including RTU/FRTU locations with 100% expandability for future growth in electrical distribution network of the city. The SIA shall provide the necessary design & engineering documents, drawings and plan, sizing, cabling and connectivity and the bill of material, etc. & obtain approval from utility
- 2) **Software:** Supply, installation and commissioning of operating systems at servers/desktops, database and SCADA/DMS application software, etc.
- 3) **Facilities management services** for maintaining infrastructure, post successful completion of acceptance tests for a period of five years from the date of completion of acceptance test.

The FMS provider shall be responsible for service delivery management for the complete project including project management and transition management. The FMS provider shall create and maintain SCADA/DMS system including preventive and predictive support as well as repair and/or replacement/upgradation activity, network monitoring and management, database administration services, back-up/restore, server management, data center operations, anti-virus management, mail/messaging system management, performance monitoring and reporting, etc.



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- 4) **System Design and Engineering:** The SIA shall be responsible for detailed design and engineering of overall system, sub-systems, elements, system facilities, equipments, services, including systems application software and hardware etc. It shall include proper definition and execution of all interfaces with systems, equipment, material and services of utility for proper and correct design, performance and operation of the project.

SIA shall provide complete engineering data, drawings, reports, manuals and services offered etc. i.e. complete set of documentation /drawings for Utility's review, approval and records

- 5) **Supply of Equipment and Material:** The SIA shall also be responsible for manufacture, inspection at manufacturer's works, supply, transportation, insurance, delivery at site, unloading, storage, complete supervision, installation and successful commissioning of all the equipment, systems and application software. The proposed deliverables should be state of the art in architecture and engineering practices. In case of third party products/software packages, SIA should furnish atleast 5 years supporting plan from respective manufacturers.

Any item though not specifically mentioned, but is required to complete the project works in all respects for its safe, reliable, efficient and trouble free operation shall also be taken to be included, and the same shall be supplied and installed by the SIA without any extra cost unless it is explicitly excluded.

- 6) **Special Tools and Accessories:** The SIA shall provide the special tools, testing equipments and accessories required during development stage, for day to day operation and maintenance of the system. All such tools shall be supplied by the SIA
- 7) **Testing and Commissioning:** The SIA shall be responsible for the testing processes such as planning (includes preparing test plans and defining roles and their responsibilities), preparation (consists of preparing test specification, test environment and test data) for all tests viz. Type tests, FAT, SAT and successful commissioning
- 8) **Geographical Scope:** The Locations where the systems shall be implemented shall be detailed by the particular utility in the RFP
- 9) **Data Migration Scope:** Data shall be migrated from its identified legacy systems as per requirement. The utilities' SCADA/DMS database if available shall be migrated in the system. Data to be migrated will be cleansed, rationalized, transformed (if required) and reconciled. Conversion programs may need to be written to handle this task. The total data migration scope will be finalized by the utility with successful bidder
- 10) **Integration Scope:** SIA should ensure that legacy systems and the new solutions lined up by them are tightly integrated and do not remain stand-alone and perform on real time basis as envisaged in specifications. All required external systems shall be integrated using an integration middleware layer. The scope of integration of external systems includes IT systems already existing and functional in the utility, but outside the present scope of work. The integration is expected to be on-line, real time or offline where appropriate and shall operate in an automated fashion without manual intervention.

SIA shall make necessary provisions/software linkages in the proposed solution so that the Billing/customer system or any legacy SCADA/DMS system may be integrated seamlessly.



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- 11) **Training for Employees:** The SIA shall organize training to the core Group of implementation team of the utility as well as end user training. Representatives from the successful bidder, Purchaser's implementation project and change management teams will be involved throughout in the development of training strategy, training material design and development, standards and training delivery to ensure that change management issues are incorporated, and that training strategies and materials are aligned to the requirements of the project and as business-specific as possible
- 12) **Assist Utility and IT Consultant for responding to queries to Nodal Agency:** SIA may be responsible for preparing responses to the queries raised by the Nodal Agency. Adequate support will be provided by the utilities to the ITIA
- 13) **Progress Update:** The SIA may also provide periodic status update reports highlighting critical issues to the utility. Further, any information (progress report, etc.) as and when sought by the Nodal Agency/Ministry of Power shall be furnished by the ITIA
- 14) **Other Services and Items:** The scope also includes, but not limited to the following services/items described herein and elsewhere in specification:
  - a. **Project Management and Site Supervision:** The bidder shall be responsible for the overall management and supervision of works, including the implementation of risk management as well as change management initiatives. He shall provide experienced, skilled, knowledgeable and competent personnel for all phases of the project, so as to provide the utility with a high quality system
  - b. **Interface Coordination:** The bidder shall identify all interface issues with utility and other agencies if any, and shall be responsible for such interfacing, coordination and exchange of all necessary information
  - c. **Scope Change Management:** Utility to finalize the scope change management procedure during development/Implementation stage
- 15) **Specific Exclusions**
  - a. All civil & architectural works, internal and external electrification, special electronic earthing for Server system, Air conditioning and ventilation, fire fighting system and Access control system required for SCADA/DMS system are outside the scope of the SIA, however vender has to indicate the space requirement for SCADA/DMS control centre , RTU / Auxiliary power supply & communication equipment any other specific requirement, power supply requirement including standby supply requirement, so that the utility can provide the same as per bidder's requirement
  - b. Manpower required for managing SCADA/DMS system
  - c. The SIA is not expected to address the following:
    - i. Prove and execute a disaster recovery plan
    - ii. Plan for business continuity
    - iii. Reframe or establish IT processes within Utility
    - iv. Train on subjects other than that relevant for Utility's system implementation
    - v. Address IT organization and governance related issues

### 4.1.1 Broad evaluation methodology to be adopted by Utilities in RFP

The following is the indicative evaluation methodology that will be adapted by utilities for appointment of SIA:

- RFPs will be circulated only to the SCADA/DMS Implementation Agencies empanelled by Nodal Agency
- Single Stage – Two Envelope Procedure will be adapted (one envelope for technical proposal, the other for price bid). In the Single-Stage: Two-Envelope bidding procedure, Bidders should submit two sealed envelopes simultaneously, one containing the Technical Proposal and the other the Price Proposal, enclosed together in an outer single envelope. Initially, only the Technical Proposals are opened at the date and time advised in the Bidding Document. The Price Proposals remain sealed and are held in custody by the utility. The Technical Proposals are evaluated by the utility. No amendments or changes to the Technical Proposals are permitted. The objective of the exercise is to allow the utility to evaluate the Technical Proposals without reference to price for transparency. Following the approval of the technical evaluation by Nodal agency, and at an address, date and time advised by the utility, the Price Proposals will be opened. The Price Proposals are evaluated and, following approval of the price evaluation, the Contract is awarded to the Bidder whose Bid has been determined to be successful based on the formula given below
- Alternate bids will not be allowed. Alternate technical modules, methodologies, approach, project plan or timelines that deviate from the defined scope will be considered as alternate bid and will be considered as non responsive
- Since the bids are floated only to empanelled SIAs, no further technical disqualification is permitted
- Preliminary Evaluation: The technical proposals will be reviewed for deviations, acceptance of terms and conditions, adherence to scope of work, formats required, purchase of bid document, empanelment guarantee etc.. In case of non compliance on any of the above, bids will be considered as technically non-responsive
- Technical Evaluation: Technical Evaluation shall be carried out on the basis of parameters including but not limited to the following:
  - Bidder's financial strength
  - Worth of relevant projects executed
  - Project experience including offered product implementation experience
  - Guaranteed performance
  - Establishments in India
  - Strength of personnel with relevant experience and qualification
  - Integration with other systems
  - Relevant protocols

Suitable weightage shall be assigned for each of the criteria mentioned above and overall technical score would be calculated (out of 100).

- Price Bid Evaluation: Financial Proposals of only such firms will be opened whose offers have been declared Technically Responsive. The Financial Proposals of Technically Responsive Bidders in separate sealed envelope will be opened after evaluation of the

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Technical Proposals. Financial Proposal of un-successful Bidders will be returned back unopened. Financial proposal should be un-conditional, failing which the bid shall be summarily rejected.

- For comparison of the combined Technical and Price Score of all Firms Shall be incorporated in the RFP considering due weightage for technical & financial bid.
- Contracts shall be awarded only to the bidder with the highest Total Score

## 5 Response Formats

### 5.1 Form No F1: RfQ Submission Sheet

**From:**

**To:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Sir,

**Empanelment for SCADA Implementation Agency Role, reference number 02:10: R-APDRP: I: 2009: SIA**

I \_\_\_\_\_ (Bidder/Lead member of consortium for SIA) herewith enclose RfQ for empanelment of my firm against RfQ reference number **02:10: R-APDRP: I: 2009: SIA** for the SIA role.

I hereby accept and abide by the scope & terms and conditions of RfQ document unconditionally.

I \_\_\_\_\_ also undertake that I will not be eligible to be part of the SIA for the utility for which I have been appointed as ITIA or ITC solely or as a part of consortium. I also undertake that, I will not be eligible to work as TPIEA with the same utility during the currency of the R-APDRP.

I undertake to open office in the state of the contract awarding utility.

Yours faithfully,

**Signature:** \_\_\_\_\_

**Full Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

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## 5.2 Form No F2: Certificate as to Corporate Principal

### CERTIFICATE AS TO CORPORATE PRINCIPAL

(To be signed by any of Board Directors or Co.Secy on Co.'s Letter Head)

(To be accompanied along with requisite copy of the board resolution)

I \_\_\_\_\_ certify that I am \_\_\_\_\_ of the Company under the laws of \_\_\_\_\_ and that \_\_\_\_\_ who signed the above tender is authorized to bind the Company / Firm by authority of its governing body.

**Signature:** \_\_\_\_\_

**Full Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Seal:** \_\_\_\_\_

### **5.3 Form No F3: Credentials**

#### **Assignments of similar nature successfully completed during the last 3 financial years**


The Firm's relevant past experience should be provided clearly for the SIA role.

Details should be submitted against each of the qualifying requirements as mentioned against SIA role and in the prescribed format given in the table below.

Bidders need to submit the details as per the format in the table provided.

Table: The details of the same should be included in the format given on next page and necessary supporting documents should be attached with RfQ.


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### Summary of Qualifying Requirements

S. No.	Name of Project	Brief Scope as per QR section 3		Owner of Project assignment (Client name)	Cost of assignment	Date of Awarded commencement	Date of completion	Was assignment satisfactorily completed	Certificate/ documentary evidence
1.	2.	3.		4.	5.	6.	7.	8.	Yes/no
	Project 1	Design, engineering, supply, installation, testing and commissioning	Yes/no						
		Date of completion (with in 7 Yrs from OBD) Specify date							
		Years since commissioned successfully							
		No. of RTU/DC/BCUs (Min 20)							
		Voltage level (Min 11Kv)							
		SCADA Software supporting alarm, tagging, trending, SOE, real time data acquisition & calculations	Yes/no (Specify functions)						
		Software functional redundancy for SCADA and DMS functions	Yes/no						
		DMS software Functions	Yes/no						
		Load flow	Yes/no						
		Loss minimization via feeder reconfiguration	Yes/no						
		FDIR (Fault Detection Isolation and Restoration)	Yes/no						

The above format shall be repeated for each project experience credential being submitted.

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S. No.	Name of Project	Brief Scope as per QR section 3		Owner of Project assignment (Client name)	Cost of assignment	Date of Awarded commencement	Date of completion	Was assignment satisfactorily completed	Certificate/ documentary evidence
1.	2.	3.		4.	5.	6.	7.	8.	Yes/no
	Project A	<p>Installed tested &amp; commissioned atleast 20 RTUs &amp; SCADA System for Generation/Transmission/Distribution System of 11kV or above, which must be in successful operation as on OBD:</p> <ul style="list-style-type: none"> <li>• Date of completion (with in 7 Yrs from OBD) Specify date</li> <li>• Years since commissioned successfully</li> <li>• No.of RTU/DC/BCUs (Min 20)</li> <li>• Voltage level (Min 11Kv)</li> <li>• Generation/Transmission/Distribution</li> </ul> <p>The SCADA system shall consist of:</p> <ul style="list-style-type: none"> <li>• Real time data acquisition</li> <li>• Sequence of event recording &amp; trending</li> <li>• Data storage &amp; retrieval</li> <li>• IEC-870-5/DNP3.0/MODBUS protocol</li> </ul> <p style="text-align: center;">OR</p> <p>The bidder has installed, tested &amp; commissioned the Data Acquisition and Control System Consisting of:</p>	<p>Yes/no</p> <p>Yes/no</p> <p>Yes/no</p> <p>Yes/no</p> <p>(specify protocol)</p>						


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S. No.	Name of Project	Brief Scope as per QR section 3		Owner of Project assignment (Client name)	Cost of assignment	Date of Awarded commencement	Date of completion	Was assignment satisfactorily completed	Certificate/ documentary evidence
		(i) Real time data acquisition of atleast 3,000 analogue and digital input point	Yes/no						
		(ii) Sequence of event recording	Yes/no						
		(iii) Data storage & retrieval	Yes/no						
		(iv) IEC-870-5/Modbus/DNP3.0 protocol	Yes/no & specify protocol						

The above format shall be repeated for each project experience credential being submitted.



**(Proofs:** To be provided as specified in QR Section 3.0)

**Signature:** \_\_\_\_\_

**Full Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Date:** \_\_\_\_\_

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## 5.4 Form No F4: Company Information

Please provide brief write-up of your firm (and consortium member if any) with details on turnover, sales, profit, etc. All necessary documents including audited balance sheet, profit & loss statement should be provided as mentioned in the qualifying requirement.

In the case of consortium, both the members need to furnish the above information.

**Signature:** \_\_\_\_\_  
**Full Name:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**Seal :** \_\_\_\_\_



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### 5.5 Form No F5: CVs

Format for Curriculum Vitae for members of team

1. Name: \_\_\_\_\_

2. Profession/Present Designation: \_\_\_\_\_

3. Years with firm: \_\_\_\_\_ Nationality: \_\_\_\_\_

4. Area of Specialization: \_\_\_\_\_

5. Proposed Position on Team: \_\_\_\_\_

6. Key Qualification/Experience: \_\_\_\_\_

(Under this heading give outline of staff members experience and training most pertinent to assigned work on proposed team. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations. Use up to half-a-page)

7. Education:

(Under this heading, summarize school/college/university and other specialized education of staff member, giving names of colleges, dates and degrees obtained. Use up to quarter page)

8. Experience:

(Under this heading, list of positions held by staff member since graduation, giving dates, names of employing organization, title of positions held and location of assignments. For experience in last ten years also give types of activities performed and Owner references, where appropriate. Use upto three quarters of a page)

9. Language:

(Indicate proficiency in speaking, reading and writing of each language by 'excellent', 'good' or 'poor')

**Signature:** \_\_\_\_\_


**Full Name :** \_\_\_\_\_

**Address :** \_\_\_\_\_

**Seal :** \_\_\_\_\_

**Date:** \_\_\_\_\_


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## 5.6 Form No F6: Summary of CVs

S. No	Name of Person	Date of Birth	Qualification	No. of years (relevant experience ) as per QR sec 3.0	Skill sets	Name of present firm	Yrs with present firm	Experience in reverse chronology	Proposed position in team
1.	2.	3.		4.	5.	6.	7.	8.	

**Signature:** \_\_\_\_\_

**Full Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Seal :** \_\_\_\_\_

**Date:** \_\_\_\_\_

## 5.7 Form No F7: Memorandum of Understanding (MoU)

[This MoU is only in case of consortium bidding for the role of SIA and needs to be entered into on or before the bid submission date. In case of existing consortiums , the existing MoU can be submitted]

**This Memorandum of Understanding (MoU)** entered into this \_\_\_\_day of \_\_\_\_\_ 200\_\_ at \_\_\_\_\_

**Among** \_\_\_\_\_ (hereinafter referred as “\_\_\_\_\_”) and having office at \_\_\_\_\_, India **Party of the First Part**

**And** \_\_\_\_\_ (hereinafter referred as” \_\_\_\_\_”) and having office at \_\_\_\_\_, India **Party of the Second Part**

**Whereas** Power Finance Corporation Limited has invited RfQ for empanelment for the Role of SCADA Implementation Agency to assist state utilities in implementation of SCADA/DMS projects under Part A of R-APDRP of MoP-GoI.

**And** whereas a combination of entities who, have executed a binding Memorandum of Understanding (MOU) in the prescribed format, to enter into a Consortium, and meeting the requirements stipulated in the RfQ document may submit a RfQ signed by the Lead Member, which shall legally bind all the Members of the Consortium who will be jointly and severally liable for the performance and all obligations there under to the Nodal Agency or any other utility which appoints us as their SCADA Implementation Agency.

And whereas the Parties have had discussions for formation of a Consortium for empanelment and have reached an understanding on the following points with respect to the Parties’ rights and obligations towards each other and their working relationship.

It is hereby as mutual understanding of the parties agreed and declared as follows:

1. M/s. .... shall act as Lead Member for and on behalf of Consortium Members. The said Consortium Members further declare and confirm that we shall jointly and severally be bound and shall be fully responsible unto Nodal Agency and/or appointing utility for the successful performance of the obligations under the RfQ and resulting Contract(s) submitted / executed by the Lead Member in the event of the selection of Consortium.

2. The Lead Member is hereby authorized to:

- (i) Sign and submit the RfQ for the role of SIA on behalf of consortium members pursuant to the RfQ initiated
- (ii) In the event, the bidder being selected as the SCADA/DMS Implementation Agency to the utility, to enter into the resulting Contract with the utility including negotiation of the terms thereof.
- (iii) To receive all payments behalf of the consortium from the utility.

3. In case of any breach of the stipulations of the RfQ Document by the Lead Member, Consortium Members along with the lead Member do hereby agree to be fully responsible to carry out all the obligations and responsibilities under the RfQ and resulting Contract

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4. It is further agreed by the Members that the sharing of responsibilities and obligations shall not in any way be a limitation of joint and several responsibilities and liabilities of the Members to the Purchaser

5. It is clearly understood that the Lead member shall ensure performance under the agreements and if one or more Consortium Members fail to perform its /their respective obligations under the agreement(s), the same shall be deemed to be a default by all the Consortium Members

6. This Consortium agreement shall be construed and interpreted in accordance with the laws of India and the Courts of New Delhi or the court of the state capital of the contract awarding utility, shall have the exclusive jurisdiction in all matters arising there under

In witness whereof, the Members to the Consortium agreement have through their authorized representatives executed these presents and affixed common seal of their companies, on the day, month and year first mentioned above

(Party of the first part) (Party of the second part)

Name\*:

Designation\*:

Seal:

Witness:

1.

2.

\* Please provide the name and designation of each signatory.

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Nodal Agency



Power Finance  
Corporation Ltd.

### 5.8 Form No. F8: Power of Attorney

In case of consortium for the role of SIA, Power of Attorney in the name of lead member of consortium, in original, should be submitted on a non-judicial stamp paper of atleast Rs.100/- duly notarized

## 5.9 Form No. F9: Financial Statements

Details of net-worth and turnover for the past three audited financial years need to be provided in the following format (in case of consortium, both the members should provide respective statements):

Details	FY05-06	FY06-07	FY07-08
Net-worth			
Turn-Over			

**OR**

Details	FY06-07	FY07-08	FY08-09
Net-worth			
Turn-Over			

Audited financial reports supporting the above need to be submitted as proof

**Signature:** \_\_\_\_\_  
**Full Name :** \_\_\_\_\_  
**Address :** \_\_\_\_\_  
**Seal :** \_\_\_\_\_

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### **5.10 Form No. F10: Certificate of Incorporation**

Bidders need to enclose Certificate of Incorporation, Memorandum and Articles of Association along with the RfQ.

## 6 Checklist - Mandatory forms that need to be submitted

The proposal should be presented concisely, should demonstrate the applicants capabilities & core competencies to manage and implement the program, and to deliver/achieve the objectives of the program.

The proposal should be typed in “Times New Roman” font, size 11 with single line spacing. The document should be precise to requirements and concise in nature.

S. No.	Item	Furnished
1	RfQ Submission Sheet in prescribed format (Form F1)	Yes/ No
2	Proof of purchase of RfQ (Draft/Banker’s Cheque/Receipt)	Yes/ No
3	Proof of turnover and net-worth for the last three audited financial years (Form F9)	Yes/ No
4	Proof of experience against qualifying requirement (Form F3)	Yes/ No
5	Mandatory CVs (Form F5) of employees meeting the minimum count against qualifying requirement along with undertaking by the company secretary and Form F6	Yes/ No
6	Three hard copies of the RfQ	Yes/ No
7	1 Soft copy of the RfQ in CD	Yes/ No
8	Certificate as to Corporate Principal (Form F2) along with board resolution	Yes/ No
9	Company information (Form F4)	Yes/ No
10	MoU (Form F7),	
11	Power of Attorney (Form F8)	Yes/ No
13	Empanelment Guarantee (Bank Guarantee)	Yes/No
14	Incorporation certificate along with Memorandum and Articles of Association (Form F10)	Yes/No