

JREDA

The reply to the queries / suggestions received from the various prospective bidders about the NIB NO. - 04/JREDA/SPV/SHLs(CFL) / 2013-14.

Manufacturing, Supply, Installation and Testing & Commissioning including 5 years Comprehensive Maintenance Contract (CMC) of Indigenous CFL Based Solar Home Lighting Systems (SHLs) under Solar Photovoltaic Programme 2012-13 for Jharkhand Renewable Energy Development Agency (JREDA) on Turnkey basis.

The queries / suggestion about this tender has been received from the following firms / persons

- 1. Sri Kedar, Mentor Solar Industries, Ranchi**
- 2. S.G. Enterprises, Ranchi**

S. N	The Issues raised by Prospective Bidders/their Representative.	JREDA decision
1	<p>Technical Condition (Page- 3) Part-I Point 1. The bidders should be a Registered Manufacturing Comp./Firm/Corp. in India of SPV Cells/Modules/Battery OR PV Systems Electronics conforming to relevant National/International Standards</p> <p align="center">OR</p> <p>A PV System Integrator At least one Solar Photovoltaic System/PLA of 1 kWp capacity should have been installed.</p> <p>Other than above should be deleted.</p>	<p>The qualification of bidder as specified in the bid document is much more elaborate & is exactly the same as has been approved by the JREDA management committee as part of slandered terms & condition. <u>Therefore there is no need for any change or modification with respect to this issue.</u></p> <p>This suggestion is about the experience criteria & for this purpose separately a requirement has been incorporated in the NIT at point no. 4 <u>Therefore there is no need for any change or modification with respect to this issue.</u></p>
2	<p>Page/4. Point 5. The valid test certificates from MNRE approved test certificate as per specification should be enclosed.</p> <p>Page/4. Point 7. It should be as suggested in point 5</p>	<p>The provision regarding IEC certificate of solar module or certificate of battery confirming to BIS / International standard has been provided by the MNRE in the specification of Solar Home Lighting System and therefore it will no be interest of JREDA to delete this provision <u>Therefore there is no need for any change or modification with respect to this issue.</u></p> <p>The suggestion of Point 5, 6 & 7 incorporated from standard terms & conditions of panchayta Tender duly approved by the Managing Committee.</p>
3	<p>Page/4. Point 6. It should be as suggested in point 5</p> <p>Test certificate for Electronics and test certificate of Inverter (Attach validrelevant certificates). (Pg-19) (Please specify details of test certificates desired)</p> <p>On the page no. 4, clause no. 6 it is mentioned that, the inverter should be from Indian manufacturer. It seems by mistake the spec of Solar Power Plant copied.</p>	<p>At point no. 6 of the NIT, a provision has been kept for submitting certificate of electronics. But on detail perusal of MNRE specification it has been observed that no such provision is there and rather MNRE there is a provision that a comprehensive test certificate of solar Home Lighting System itself should be submitted therefore the following corrections shall be incorporated in the NIT :-</p> <ol style="list-style-type: none"> i) Deletion - <ol style="list-style-type: none"> a) the existing provision at page no. 4 and point no 6 should be deleted b) the existing provision at point no. 8 in annexure 2 on page no. 19 ii) Addition - <ol style="list-style-type: none"> a) At point no. 6 page no. 4 the following should be inserted :- <p>In the case of Solar Home Lighting System NIB the following change may be accepted The bidder must be in possession of valid test report from any</p>

		<p>of the following test centers :-</p> <ul style="list-style-type: none"> • Solar Energy Centre Gwalpahari – Gurgaon, Haryana (SEC) • Electronics Regional Test Laboratory (East) Bidhan Nagar, Kolkata (ERTL) • Central Power Research Institute, Bangalore (CPRI) <p>The latest test certificate should confirm that Solar Home Lighting System are as per MNRE specifications which are available on MNRE website. The test certificate issued before 1st April 2009 will lead to outright rejection of the BID.</p> <p>b) At point no. 8 page no. 19 in annexure – 2 the following should be inserted :-</p> <p>Test certificate for solar Home Lighting System from the authorize test centers of MNRE (attach valid test certificate issued in the name of bidder)</p>
4	<p>Page/4. Point 9. (Turnover requirement) It should be 31.03.12 or 31.03.13 (unaudited)</p>	<p>Since this tender has been issued in the beginning of the financial year therefore a option has been given to the bidder to submit the figures for 2012 or 2013. Thus if any bidder has not been able to get its accounts audited till now for the financial year 2012-13 than he can submit the statement with respect to audited account of 2011-12. No unaudited figures will be accepted.</p>
5	<p>Page/4. Point 10 (Net Worth) The networth should be replaced with Solvency certificate or banker’s certificate for 10% value of estimated cost of minimum lot. Annexure- 13 should be replaced. Annexure 13A Solvency Certificate or Banker’s Certificate is being proposed.</p>	<p>The networth criteria has been approved by the JREDA Managing Committee. Subsequently in a proposal for consideration of solvency certificate instead of networth for Jharkhand MSME units has been placed before the management committee but, the committee in its meeting dt. 08.05.2013 has rejected it. This has been included as per Finance Rule to ascertain the financial capability of bidder. <u>Therefore there is no need for any change or modification with respect to this issue.</u></p>
6	<p>Instruction to Bidder Page- 9, point 7. General Power of Attorney shall be submitted as per Annexure 11 with modification from specific tender and product to general tender.</p>	<p>With the objective to facilitate the bidder a common power of attorney may be accepted as per the annexure – 11 and therefore the following deletion and addition may be done – Deletion :- In Annexure – 11 on page 30 “Manufacturing, testing, & supply of Indigenous CFL based Solar Home Lighting Systems under Solar Photovoltaic Programme for financial year 2012-13 for Jharkhand Renewable Energy Development Agency (JREDA), Addition :- “All tenders notified by Jharkhand Renewable Energy Development Agency during 2013-14”</p>
7	<p>Page/11. General Terms & Condition Page/12. Payment Terms & Conditions 6.0</p> <p>(a) 100% in case of MSME since 2.5% performance Bank Guarantee from the period of warranty is being submitted.</p> <p>“The payment for the items to be procured either from MNRE, Govt. of Jharkhand, beneficiary or other concerned” should be deleted.</p>	<p>The payment term have been incorporated in the long term interest of the work not limited to the supply of material only. <u>Therefore there is no need for any change or modification with respect to this issue.</u></p>

	It is established procedure that conditional and uncertain terms cannot be a part of any tender)	
8	Page/12. Point 7 "The items which are being procured through the bid to date of issue of dispatch information" should be deleted. (JREDA should call for RATE CONTRACT tender)	These provisions have been inserted on the basis of the past experience and actual process through which the dispatch instructions are being issued to the venders. This provision has been inserted to make aware the supplier with the actual time likely to take in the process. These provisions does not effects the bidder adversely and <u>Therefore there is no need for any change or modification with respect to this issue.</u>
9	Page 11 point 2 It is not turnkey work/project. Turnkey is to be deleted.	The scope of work contains Manufacturing, Supply, Installation and Testing & Commissioning including 5 years Comprehensive Maintenance Contract (CMC) of Indigenous CFL Based Solar Home Lighting Systems (SHLSs) under Solar Photovoltaic Programme 2012-13 and is based on MNRE guidelines. This is a turnkey job and includes supply / installation/ commissioning with five years CMC. <u>Therefore there is no need for any change or modification with respect to this issue.</u>
10	Page/13. Point 10 Solar Home Lighting System cannot be erected therefore only transit insurance of the materials shall be arranged.	Erection of the system is a part of the work, hence the supplier shall arrange for transit and erection insurance of the materials & equipments for setting up of Solar Home Lighting System. <u>Therefore there is no need for any change or modification with respect to this issue.</u>
11	Page/13. Point 16 Training programme for more than 100 Home Lighting Systems at one place shall be organized.	The para 16.1 already provides the proposed training to be conducted in consultation with JREDA / consignee. <u>Therefore there is no need for any change or modification with respect to this issue</u>
12	Page/15. (Technical Specification) Duty Cycle: 5 hours a day depending upon location and season.	The specification have been duly vetted by MNRE. <u>Therefore there is no need for any change or modification with respect to this issue.</u>
13	Page/15. (Technical Details) (vii) It should be deleted. Based on our experience of 15 years, none of the beneficiary is able to use said mounting stand. Annexure 3 be deleted (OR MNRE test certificate result based format)	There should preferably be an arrangement (stand) for mounting the module at an optimum angle in the direction facing the sun. <u>Therefore there is no need for any change or modification with respect to this issue.</u> It is necessary to seek the details from the vendor about the technical specification of the SL. <u>Therefore there is no need for any change or modification with respect to this issue.</u>
14	Page/12. Point 6 – Payment <ul style="list-style-type: none"> • 80% (since cost of PV Module + Battery + BOX is more than 70%) • 10% installation & commissioning • 10% This amount may be released against submission of BG for the CMC period. 	The payment terms of 60%, 30% and 10 % have duly been approved by JREDA Managing Committee after elaborate discussions of the matter <u>Therefore there is no need for any change or modification with respect to this issue.</u>

15	<p>Page/9. Point 10. Five Year CMC The date of CMC period shall begin on the date of supply since actual commissioning of SHLs are beyond the control of the contractor.</p>	<p>CMC starts after work completion and the completion includes successful installation & commissioning of the system not only the supply. <u>Therefore there is no need for any change or modification with respect to this issue.</u></p>
16	<p>Page/16. RFID in module optional</p>	<p>As per the revised specification by MNRE uploaded on their website on dt. 06.05.2013 RFID is not mandatory. Therefore the following correction is made in the tender specification:- Page No. 16 RFID shall be Optional inside the module laminate.</p>
17	<p>Page 17 (Mechanical Component) I. Should be deleted (it is our experience that none of the beneficiary is using said provision) II. Mounting structure angle etc. should be specified like more than 30 mm or like III. Specification of battery metallic box should be specified like thickness of sheet alternatively HDPE grade box to be allowed.</p>	<p>I) There should preferably be an arrangement (stand) for mounting the module at an optimum angle in the direction facing the sun. <u>Therefore there is no need for any change or modification with respect to this issue.</u> <u>The following specifications are inserted at Page no. 17 Mechanical Component :-</u> II) Mounting Structure should be made of 40 X 40 X 4 mm or above size metallic frame III) In the case of metallic box for battery the same should be made of minimum 0.75 mm thick M.S sheet with acid proof corrosion resistant paint.</p>
18	<p>Submission of balance sheet indicating clearly the sale of turnover of SPV systems: Balance Sheet is always prepared as per the format given by the law, in which sale/turnover is not bifurcated in product wise. So, by not violating the law the demand can be of Balance Sheet along with a certification of SPV systems sale/turnover which duly certified by the Statutory Auditor with his stamp or a separate turnover certification duly seal & signed by the same auditor who signed the Balance Sheet can be demand from the bidder. (Page No. 3, Clause No. 2)</p>	<p>The purpose of the said provision was to ascertain that bidder is working in the field of SPV systems and since the same is also gets confirmed from the experience certificate therefore the following phrase may be deleted from Para 2 of the page 3 <u>"indicating clearly the sale and turnover of SPV systems."</u></p>
19	<p>There is no need to retain 2.5% of complete work order value in lieu of Performance Guarantee for 5 years, when 10% payment is being kept as Keep Back from the payment. (Page No. 8, Clause No. 5.2)</p>	<p>Bank Guarantee of 2.5% value is against the performance guarantee of the system to be supplied which will stand refundable after successful completion of warrantee period. Whereas 10% keep back amount will be for 5 years CMC work which will be refunded in 5 years @ 2% each year after doing the repair / maintenance work as & when required. Thus both amounts are under different heads. <u>Therefore there is no need for any change or modification with respect to this issue.</u></p>
20	<p>On the page no. 4, clause no. 6 it is mentioned that, the inverter should be from Indian manufacturer. No inverter required</p>	<p>Separate inverter is not required in home lighting system. <u>Therefore the following deletion is made in page no. 4 clause no. 6.</u> <u>Deletion</u> The inverter should be from Indian manufacturer.</p>
21	<p>On the Page No. 9, Clause No. 10, it is mentioned that for PV Modules, the <i>replacement guarantee is for 25 years.</i> We have to state that, it should be warrantee instead of guarantee as mentioned in MNRE technical specification <i>"The PV module(s)</i></p>	<p>Refer page no. 18 (Quality & warrantee) Point III The PV module(s) will be warranted for a minimum period of 25 years from the date of supply. PV modules used in Solar Home Lighting System must be warranted for their output peak watt capacity, which should not be less than 90% at the end of Ten (10) years and</p>

	<p>will be warranted for a minimum period of 25 years from the date of supply. The PV modules must be warranted for their output peak watt capacity, which should not be less than 90% at the end of Ten (10) years and 80% at the end of Twenty five (25) years”</p>	<p>80% at the end of Twenty five (25) years</p> <p><u>The following deletion is made in page no. 9 clause no. 10 (Five year CMC).</u></p> <p><u>Deletion</u> “For PV modules replacement guarantee is for 25 years”</p> <p><u>Addition</u> “PV modules shall be warranted for 25 years”</p>
22	<p><i>Please refer to the Page No. 9, Clause No. 10 and Page No.10, Clause No. 11,</i> carry out CMC regularly in quarterly basis. We have to state that, from our previous supplies of Home Light in for Market Mode we experienced that, it is very much difficult to carry out CMC of HLS, because where the systems are distributed to individual persons from DC offices it is difficult to locate the lights, so the CMC of systems are impossible. Where the systems installed in a particular place like in the premises of govt. departments quarterly CMC is possible.</p> <p>Hence, we request you to kindly invoke the quarterly CMC clause. Instead of this in case of complain of the systems, the complain can be attended in time and all the warranty clauses shall be applicable as in tender</p>	<p>No. It will go against the interest of beneficiary. <u>Therefore there is no need for any change or modification with respect to this issue.</u></p>
23	<p>Breakdown/Corrective Maintenance: Please increase the days of attending and rectifying defects at site from three days to seven days as mentioned in Page No. 14, Clause No. 16.2, after that the bidder will be liable for a penalty. (Page No. 10, Clause No. 12)</p>	<p>No. It will go against the interest of beneficiary. <u>Therefore there is no need for any change or modification with respect to this issue.</u></p>
24	<p>There should be a provision of separate payment terms only for MSME registered under GoJ; the payment terms shall be (a) 90% of contract price against supply and delivery of goods, & (b) remaining 10% against CMC or submission of BG. For a MSME unit it is very much difficult to block a huge capital, it causes a lot of hardship to complete the project smoothly. (Page No. 12, Clause No. 6).</p> <p>As maximum demand of Solar Home Lights comes from the DC Offices and Aditya Solar Shops, it is impossible to locate the individual beneficiaries for installation. In the previous supplies of Home Light we observed that, the beneficiary taking the systems does installation themselves. We can train the JREDA technicians of the</p>	<p>The payment terms of 60%, 30% and 10 % have duly been approved by JREDA Managing Committee after elaborate discussions on the matter and no special relaxation in this regard has been provided.</p> <p><u>Therefore there is no need for any change or modification with respect to this issue.</u></p>

	<p>districts and to the technician of Aditya Solar Shops for installation and proper maintenance of systems. Where installation of Solar Home Light asked by any department or anybody we can do the installation.</p> <p>Due to the above situation in previous tender also payment term was 90% against supply and 10% against installation.</p>	
25	<p>Please refer to the payment terms mentioned in Page No. 12, Clause No. 6(a)(iii) Annexure-9, the given format in Annexure-9 is meant for Bank Guarantee. Please check there seems some mistake in reference</p>	<p><u>The following addition and deletion are made</u></p> <p><u>Deletion</u> at Page No. 12, Clause No. 6(a)(iii) “Annexure-9”</p> <p><u>Addition</u> at Page No. 12, Clause No. 6(a)(iii) Annexure-10”</p>
26.	<p>Please refer to the payment terms mentioned in Page No. 12, Clause No. 6(a)(iii) and 6(b)(ii & iii), a certificate for minimum seven days of satisfactory performance. We have to state that, from our previous supplies we experienced that maximum consignee hesitate to give signature & seal in so much formats like (delivery challan, photographs, Annexure-9, Annexure-10, Certificate of satisfactory performance, etc.).</p> <p><i>Particularly in case of Solar Home Light it completely impossible to take satisfactory performance certificate from individual beneficiaries (Where the systems were distribute from DC Offices and Aditya Solar Shops)</i></p> <p><i>An undertaking can be taken from the bidder for the installation and maintenance where it is possible or asked by somebody</i></p>	<p>It is as per JREDA decision to ensure supply of genuine items with transparency for long term satisfactory performance in the interest of the beneficiary.</p> <p><u>Therefore there is no need for any change or modification with respect to this issue.</u></p>
27	<p>Please refer to Annexure-2 at Page No. 20. In the clause no. 18 it wrongly printed that Technical Details of SHLS (LED), it should be SHLS(CFL).</p>	<p><u>The following addition and deletion are made</u></p> <p><u>Deletion</u> at Page No. 20, Sr. No. 18 SHLS “(LED)”</p> <p><u>Addition</u> at Page No. 20, Sr. No. 18 SHLS “(CFL)”</p>

Accordingly it was desired that the necessary amendments to be incorporated in the NIT on the basis of above decisions and these shall be immediately notified through website.

(S. Pandey)
Project Director

(V. S. Gaur),
Spl. Secretary Energy cum Director, JREDA

(Amar Nayak)
EEE

(S. R. Singh)
EEE

(Bijay Kumar Sinha)
EEE

(U. K. Singh)
EEE