

**JREDA**

**The reply to the queries / suggestions received from the various prospective bidders about the  
NIB NO. - 05/JREDA/SPV/SSLs(CFL) / 2013-14.**

**Manufacturing, Supply, Installation and Testing & Commissioning including 5 years Comprehensive  
Maintenance Contract (CMC) of Indigenous CFL Based Solar Street Lighting Systems (SSLs) 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 M/s Solar Industries, Ranchi
2. M/s S.G. Enterprises, Ranchi
3. Sri Ranjan Kumar Jha, Director, M/s Sungrace Energy Solutions Pvt. Ltd.

<b>S. N</b>	<b>The Issues raised by Prospective Bidders/their Representative.</b>	<b>JREDA decision</b>
1	<p><b>Technical Condition (Page- 3) Part-I</b> 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><b>Other than above should be deleted.</b></p>	<p>The qualification of bidder as specified in the bid document is much more elaborate &amp; is exactly the same as has been approved by the JREDA management committee as part of slandered terms &amp; condition. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b></p> <p>This suggestion is about the experience criteria &amp; for this purpose separately a requirement has been incorporated in the NIT at point no. 4 <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b></p>
2	<p><b>Page/4. Point 5.</b> The valid test certificates from MNRE approved test certificate as per specification should be enclosed.</p> <p><b>Page/4. Point 7.</b> 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 Street Lighting System and therefore it will no be interest of JREDA to delete this provision <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b></p> <p>The suggestion of Point 5, 6 &amp; 7 incorporated from standard terms &amp; conditions of panchayta Tender duly approved by the Managing Committee.</p>
3	<p><b>Page/4. Point 6.</b> It should be as suggested in point 5</p> <p>Test certificate for Electronics and test certificate of Inverter (Attach valid relevant certificates). (Pg-19) <b>(Please specify details of test certificates desired)</b></p> <p><b>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.</b></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 Street Lighting System itself should be submitted therefore the following corrections shall be incorporated in the NIT :-</p> <ol style="list-style-type: none"> <li>i) Deletion -             <ol style="list-style-type: none"> <li>a) the existing provision at page no. 4 and point no 6 should be deleted</li> <li>b) the existing provision at point no. 8 in annexure 2 on page no. 19</li> </ol> </li> <li>ii) Addition -             <ol style="list-style-type: none"> <li>a) At point no. 6 page no. 4 the following should be inserted :-</li> </ol> </li> </ol> <p>In the case of Solar Street Lighting System NIB the following change may be accepted</p>

		<p>The bidder must be in possession of valid test report from any of the following test centers :-</p> <ul style="list-style-type: none"> <li>• Solar Energy Centre Gwalpahari – Gurgaon, Haryana (SEC)</li> <li>• Electronics Regional Test Laboratory (East) Bidhan Nagar, Kolkata (ERTL)</li> <li>• Central Power Research Institute, Bangalore (CPRI)</li> </ul> <p>The latest test certificate should confirm that Solar Street Lighting System are as per MNRE specifications which are available on MNRE website. The test certificate issued before 1<sup>st</sup> 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 Street Lighting System from the authorize test centers of MNRE (attach valid test certificate issued in the name of bidder)</p>
4	<p><b>Page/4. Point 9. (Turnover requirement)</b> 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><b>Page/4. Point 10 (Net Worth)</b> The network 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 network criteria has been approved by the JREDA Managing Committee. Subsequently in a proposal for consideration of solvency certificate instead of network 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. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b></p>
6	<p><b>Instruction to Bidder Page- 9, point 7.</b> 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 <b>“Manufacturing, testing, &amp; supply of Indigenous CFL based Solar Street Lighting Systems under Solar Photovoltaic Programme for financial year 2012-13 for Jharkhand Renewable Energy Development Agency (JREDA),</b> Addition :- <b>“All tenders notified by Jharkhand Renewable Energy Development Agency during 2013-14”</b></p>
7	<p><b>Page/12. General Terms &amp; Condition</b> Page/13. Payment Terms &amp; 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. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b></p>

	It is established procedure that conditional and uncertain terms cannot be a part of any tender)	
8	<b>Page/13. Point 7</b> "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 <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b>
9	<b>Page 12 point 2</b> 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 Street Lighting Systems (SSLs) 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. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b>
10	<b>Page/13. Point 6 – Payment</b>  <ul style="list-style-type: none"> <li>• 80% (since cost of PV Module + Battery + BOX is more than 70%)</li> <li>• 10% installation &amp; commissioning</li> <li>• 10% This amount may be released against submission of BG for the CMC period.</li> </ul>	The payment terms of 60%, 30% and 10 % have duly been approved by JREDA Managing Committee after elaborate discussions of the matter <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b>
11	<b>Page/10. Point 10.</b> Five Year CMC The date of CMC period shall begin on the date of supply since actual commissioning of SSLs are beyond the control of the contractor.	CMC starts after work completion and the completion includes successful installation & commissioning of the system not only the supply. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b>
12	<b>Page/17. RFID in module optional</b>	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:-  <b>Page No. 16 RFID shall be Optional inside the module laminate.</b>
13	<b>Page 18 (Mechanical Component)</b>  <u>Mechanical Component</u>  <ul style="list-style-type: none"> <li>i) Should be deleted (it is our experience that none of the beneficiary is using said provision)</li> <li>ii) Pole dia should be specified like more than 50 mm or 75 mm.</li> <li>iii) The total height of pole should be defined like 4.5 meters.</li> <li>iv) Specification of metallic box should be specified like thickness of sheet alternatively HDPE grade box to be allowed.</li> </ul>	I) There should preferably be an arrangement (stand) for mounting the module at an optimum angle in the direction facing the sun. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b>  <b><u>The following specifications are inserted at Page no. 18 Mechanical Component :-</u></b> <ul style="list-style-type: none"> <li>II) G.I. Pole dia OD 70 mm, ID 65 mm.</li> <li>III) The total height of pole should be 4.5 meters (0.5 meter grouted in concrete as per slandered norms under the earth, 4 meter above the ground)</li> <li>IV) In 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.</li> </ul>

14	<p>Submission of balance sheet indicating clearly the sale of turnover of SPV systems:</p> <p>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 &amp; signed by the same auditor who signed the Balance Sheet can be demand from the bidder. <b>(Page No. 3, Clause No. 2)</b></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 <b>“indicating clearly the sale and turnover of SPV systems.”</b></p>
15	<p><b>On the page no. 4, clause no. 6</b> it is mentioned that, the inverter should be from Indian manufacturer. No inverter required</p>	<p>Separate inverter is not required in Street lighting system. <u>Therefore the following deletion is made in page no. 4 clause no. 6.</u> <b>Deletion</b> The inverter should be from Indian manufacturer.</p>
16	<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. <b>(Page No. 8, Clause No. 5.2)</b></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 &amp; when required. Thus both amounts are under different heads. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b></p>
17	<p><b>On the Page No. 10, Clause No. 10,</b> it is mentioned that for PV Modules, the <b>replacement guarantee is for 25 years.</b> We have to state that, it should be warrantee instead of guarantee as mentioned in MNRE technical specification <b>“The PV module(s) will be warranted for a minimum period of 25 years from the date of supply.</b> 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><b>Refer page no. 18 (Quality &amp; warrantee) Point III</b></p> <p><b>The PV module(s) will be warranted for a minimum period of 25 years from the date of supply.</b> PV modules used in Solar Street 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 80% at the end of Twenty five (25) years</p> <p><b><u>The following deletion is made in page no. 9 clause no. 10 (Five year CMC).</u></b></p> <p><b>Deletion</b> “For PV modules replacement guarantee is for 25 years” <b>Addition</b> “PV modules shall be warranted for 25 years”</p>
18	<p><b>Breakdown/Corrective Maintenance:</b> Please increase the days of attending and rectifying defects at site from three days to seven days <b>as mentioned in Page No. 15, Clause No. 16.2,</b> after that the bidder will be liable for a penalty. <b>(Page No. 10, Clause No. 12)</b></p>	<p>No. It will go against the interest of beneficiary. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b></p>
19.	<p>There should be a provision of separate payment terms only for MSME registered under GoJ; the payment terms shall be <b>(a) 90% of contract price against supply and delivery of goods, &amp; (b) remaining 10% against CMC or submission of BG.</b> 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. <b>(Page No. 13, Clause No. 6).</b></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. <b><u>Therefore there is no need for any change or modification with respect to this issue.</u></b></p>

20	Please refer to the payment terms mentioned in Page No. 13, 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><b><u>The following addition and deletion are made</u></b></p> <p><u>Deletion</u> at Page No. 12, Clause No. 6(a)(iii) <b>“Annexure-9”</b></p> <p><u>Addition</u> at Page No. 12, Clause No. 6(a)(iii) <b>Annexure-10”</b></p>
21.	Please refer to the payment terms mentioned in Page No. 13, 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.).	No. It will go against the interest of beneficiary. <b><u>Therefore there is no need for any change or modification with respect to this issue</u></b>
22	Please refer to <b>Annexure-2 at Page No. 21</b> . In the clause no. 18 it wrongly printed that Technical Details of SSLS( LED), it should be SSLS(CFL).	<p><b><u>The following addition and deletion are made</u></b></p> <p><u>Deletion</u> at Page No. 20, Sr. No. 18 SSLS <b>“(LED)”</b></p> <p><u>Addition</u> at Page No. 20, Sr. No. 18 SSLS <b>“(CFL)”</b></p>
23	<p><b>Page No. 13 Payment terms &amp; condition 6 b)</b></p> <p>Sir under this clause you want us to submit Annexure – 10 for claiming 30% payment. This annexure – 10 which is proof of supply to the consignee but not installation certificate. It also says it has to counter signed by both consignee and JREDA official. Please explain how the coordination will be done by our transporter and theJREDA official to be present at the same time at the delivery address.</p>	<p>Annexure – 10 is for proof of supply to claim 60% payment. Another format for the certification of the installation, testing &amp; commissioning of the system will be provided for claiming balance 30% payment.</p> <p>At the time of supply consignee receipt will be required JREDA representative will sign the consignee note at the time of inspection before releasing the payment.</p>
24	<p><b>Page No. 13 point no. 6 under Payment terms &amp; condition</b></p> <p>The payment for the items to be procured / installed will be released on receipt of the corresponding share as has been provided in the approved scheme of JREDA either from MNRE, Govt. of Jharkhand, beneficiary or other concerned.</p> <p>Sir Please specify the time by when you may receive shares from the concerned department / beneficiary.</p>	<p>To address the concern of supplier, the following sentence may be inserted at the bottom of para 6 (b) on page 12.</p> <p><b>“the efforts will be made by JREDA to make available the 100% payment to the supplier within 3 months of the date of supply.”</b></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)  
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