

**U6Request for Proposal for
IMPLEMENTATION OF GREENFIELD STREET LIGHTING PROJECT FOR 113 ULBs IN ODISHA ON PPP BASIS**

Response to clarifications sought by Bidders during the pre-bid meeting held on June 11, 2018

Sr No	Clause Reference, Page No, Description	Query	Clarification
1	RFP Clause 4.2.B (a) Bidder shall have a minimum Net Worth of INR 20,00,00,000/- (Rupees Twenty Crores) or its equivalent in USD calculated in accordance with the provisions of this Clause 4.2 B (Financial Capacity). The calculation of Net Worth must be based on the unconsolidated audited annual accounts of the financial year 2016-2017.	It is submitted since a prospective bidder will not be allocated more than 2 Clusters, the Net worth requirement of the bidder may please be brought down to Rs. 8.00 Cr.	No change envisaged
2	RFP Clause 4.2.B (a) If the Bid is submitted by a Consortium, the Financial Capacity must be met individually and collectively by all the Consortium Members, provided that the Net Worth requirement to be met by a Consortium Member shall be in proportion to its equity commitment in the Project SPV.	Alternatively, it is requested that the Net worth requirement may be kept at Rs. 20 Cr, however the condition about networth being met by consortium members in proportion to its equity commitment in the Project SPV may please be modified, so that the networth of the consortium members taken together exceeds Rs. 20 Cr and none of the members of the consortium should have a networth less than 20% of the total net worth requirement. This will ensure better participation in the bid process by prospective bidders.	Please refer Addendum (Sl. No. 3) for revised provisions
3	SIOM Clause 3.1 Other than in the event of a Qualifying Change in Law, a Fundamental Change in Law, a Force Majeure Event or an Emergency, which might have the effect of termination or extension, the Project SPV shall achieve the Project COD for the Project, in accordance with Clause 5.5, within four (4) Months of the Effective Date (Project SCOD).	It is submitted that procurement of material will commence after detailed survey & approval of survey report, hence the Project SCOD may please be extended to six (6) months of the Effective Date.	Please refer Addendum (Sl. No. 9) for revised provisions
4	SIOM Clause 4.3 (a) The Project SPV shall, at its own cost and expense, make such improvements to the Greenfield Public Street Lighting System as may be necessary or appropriate to implement the Project in accordance with this Agreement.	It is requested to clarify the identified/ anticipated improvements that the Project SPV may have to do during the project execution.	Please refer to the provisions in SIOM Agreement including provisions specific to Schedule 2, Schedule 3 of the SIOM Agreement

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5	<p>SIOM Clause 5.5 (e) (ii) It is clarified that with respect to any Project Street Light Points with no electricity supply made available by the respective ULB, the Project SPV shall not be</p> <p>(A) responsible for providing O&M Services; (B) responsible for meeting the key performance indicators, as set out in Schedule 5; or (C) liable to pay Performance Liquidated Damages,</p> <p>until such time that the Project Street Light Points receive regular electricity Supply from the Discom. However, the respective ULBs and Authority shall be liable to make the Annuity Payments, as the case may be, to the Project SPV in respect of such Project Street Light Points.</p>	<p>It is submitted that in case electricity supply is not arranged for, the Project SPV should not need to install the street lighting infrastructure, except the poles (LED lights, conductors, junction boxes, CCMS etc), which are prone to theft in non-charged circuits. The Project SPV should be allowed to raise invoices for the poles installed and allowed to install the LED lights, conductors, junction boxes and CCMS as soon as electricity supply is made available.</p>	<p>No change envisaged</p>												
6	<p>SIOM Schedule 3 Clause 1(b) , Page 75 The wattages for the proposed LED Luminaires to be installed for different road groups for new road stretches covered under Project for Greenfield Public Street Lighting System should be as specified below and in accordance with Schedule 3 with minimum system efficacy of 120 lumens /watt.</p> <table border="1" data-bbox="170 1018 779 1302"> <thead> <tr> <th>Road Classification</th> <th>LED Luminaire Rating (Watt)</th> </tr> </thead> <tbody> <tr> <td>Group A1</td> <td>110</td> </tr> <tr> <td>Group A2</td> <td>90</td> </tr> <tr> <td>Group B1</td> <td>70</td> </tr> <tr> <td>Group B2</td> <td>45</td> </tr> <tr> <td>Group C</td> <td>45</td> </tr> </tbody> </table>	Road Classification	LED Luminaire Rating (Watt)	Group A1	110	Group A2	90	Group B1	70	Group B2	45	Group C	45	<p>It is submitted the as per the Survey Report for 38 ULBs made available with the bid documents, almost 65% of the total streets to be illuminated are of 6 Mtr width or less, which fall under B2/C category, where the illumination requirement is 4 lux. Installing 45 watt LED light with luminous efficacy of 120 lm/watt on roads with 6 meter or less width with 8 meter poles and pole span of 20 meters would result in gross over-illumination and spillage of light to domestic area. This is both a health hazard as also sheer wastage of electricity. Generally a LED light of 18-24 watt should be sufficient for illumination of such roads as per national standards. This will reduce the initial capital subsidy amount, as also the Life Cycle Cost of the project in terms of electricity saved.</p>	<p>No change envisaged</p> <p>Please note, proposed wattages accounts for lumen depreciation over the LED Luminaire lifecycle as well as change in road categories on account of increased urbanisation in future years.</p>
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7	<p>SIOM Schedule 3 - 3(a) Minimum technical specifications for LED Luminaires, Page 78</p> <p>Surge Protection: External SPD for each LED Luminaire to be > 20 KV/ 10 KA (as per ANSI C</p>	<p>Considering the fault in the LT distribution network, the Surge Protection requirement may please be</p>	<p>Driver internal surge protection of 4 KV is specified to provide protections for lower</p>												

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	<p>136.2-2014</p> <p>Luminaire body : Aluminium pressure die cast</p> <p>Cover Frame : Polycarbonate cover</p>	<p>limited to 10 KV, otherwise the LED lights might not be protected against lower surges.</p> <p>Extruded aluminium body also may also be accepted. This is widely used in bigger LED street lighting projects, like Bhubaneswar Municipal Corporation, Mohali Municipal Corporation, East Delhi Municipal Corporation, Jamnagar Municipal Corporation etc</p> <p>It is submitted that polycarbonate cover is used for conventional light sources which are highly fragile. LED sources are protected with PMMA material Lens and do not require additional cover. This is design is also widely used in LED street lighting projects in Bhubaneswar Municipal Corporation, Mohali, East Delhi, Jamnagar etc.</p>	<p>surges.</p> <p>Please refer Addendum (Sl. No. 14) for revised provisions.</p>				
8	<p>RFP Clause 4.1, Page 19 Eligibility</p>	<p>It is mentioned that bidder shall be a Company only.</p> <p>It is requested to allow all other forms of businesses including companies, partnership firms, LLPs, Proprietorship firms etc.</p> <p>The same practice is also followed by EESL for all other such projects. Attached is a screenshot from EESL tender</p> <table border="1" data-bbox="815 1026 1308 1233"> <thead> <tr> <th>S.No.</th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Bidder should be a Single Entity means a limited company (as defined in the Companies Act, 2013), OR a registered partnership firm (registered under section 59 of the Partnership Act, 1932) OR a limited liability partnership (under the Limited Liability Partnership Act, 2002) OR a proprietorship firm</td> </tr> </tbody> </table>	S.No.	Description	1.	Bidder should be a Single Entity means a limited company (as defined in the Companies Act, 2013), OR a registered partnership firm (registered under section 59 of the Partnership Act, 1932) OR a limited liability partnership (under the Limited Liability Partnership Act, 2002) OR a proprietorship firm	<p>Please refer Addendum (Sl. No. 2) for revised provisions.</p>
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9	<p>RFP Clause 4.2(B), Page 22 Financial Capacity</p>	<p>It is requested to consider the current and latest net-worth instead of net-worth to be based on financial year 2016-17.</p>	<p>No change envisaged</p>				
10	<p>SIOM Agreement Clause 5.5, Page 25 Commissioning Certificate</p>	<p>1. The equipment commissioning certificate may be issued for the erection of poles & lights, and should not wait for the substation to be charged.</p>	<p>No change envisaged. As per provisions of SIOM Agreement Clause 5.5 (e), it is clearly specified that “ Project</p>				

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		<p>Since providing electricity and charging the sub stations, is beyond the control of ULBs, commissioning may be issued on erection of poles & lights and not necessarily wait for the sub-station to be charged.</p> <p>2. Equipment Commissioning certificate may be issued on a running basis for whatever installations have happened and not necessarily wait for the entire sub-station to be over. Generally, feeder panels, sub-stations and CCMS equipment are installed together at the end of the project only after all the poles and lights have been installed.</p> <p>3. At least 75% payment may be released by the authority, on erection of poles & lights, as it forms majority of the cost and investment.</p>	<p>Street Light Points do not receive electricity supply, the Authority shall have the right to inspect the installed Equipment to ensure that the Equipment has been installed in accordance with the Equipment Installation Plan and follow the procedure as laid out in Clause 5.5 (b) & Clause 5.5 (d).”</p> <p>No change envisaged.</p> <p>No change envisaged.</p>
11	SIOM Agreement Clause 5.4 (i), Page 24 Invoicing	<p>It has been proposed to raise invoices on Monthly basis, after validation and issuance of Equipment Commissioning Report.</p> <p>Given the practical issues on the site, relating to validation and obtaining commissioning reports, and the general time delay in processing the payment, it is suggested to allow weekly invoicing, as is the case in the current project being implemented by us (XXXX).</p> <p>Raising monthly invoices and taking into account the further time delay due to validation, commissioning reports, and payment processing time, the working capital requirements become significantly high and prohibitive.</p>	<p>Please refer Addendum (Sl. No. 10) for revised provisions.</p>
12	Joint Survey	<p>Adequate and competent manpower must be made available by the ULB at all times for survey and preparation of EIP. The implementation agency should not be held responsible for delays due to unavailability of line-men or ULB survey staff.</p>	<p>As per the provisions of SIOM Agreement Clause 3.2</p>

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13	RFP Schedule A- Clause 3.3, Page 54	<p>Only 2 hydraulic ladders have been suggested for O&M activity for total of 6 districts in a cluster, which makes it practically difficult.</p> <p>At least 1 hydraulic ladder per district is suggested.</p>	<p>Please refer Addendum (Sl. No. 7) for revised provisions. Authority is of view to deploy 1 hydraulic ladder for every 5 ULBs within the Cluster.</p>
14	RFP Schedule A Clause 3.2, Page 53 ; SIOM Clause 3.1, Page 18; SIOM Clause 5.4, Page 24; Timeline	<p>Considering the complexity of the tasks involved and the geographical spread of each cluster across 6 districts, it is requested that the timeline of 4 months should be extended to 12 months.</p> <p>The project involves the following activities:</p> <ul style="list-style-type: none"> a. Detailed Joint Survey in each of the ULBs b. Preparation of EIPs c. Agreement with respective ULBs and sign-off d. Procurement and Supply of all the materials from various vendors e. Excavation for Foundation etc. f. Erection of Poles and laying of cables etc. g. Installation of feeder panels and CCMS equipment h. Final commissioning report and sign-off <p>The above activities have to be done for at least 20-22 ULBs in a cluster.</p> <p>As mentioned in the SIOM, time for survey and preparation of EIP is 2 months, which leaves just 2 months for the implementation work!</p>	<p>Please refer Addendum (Sl. No. 10) for revised provisions.</p>
15	RFP Clause 2.10, Page 53 Final Bid Submission Date	Request to extend the final bid submission date to at least 10 th July 2018.	<p>Please refer Addendum (Sl. No. 1) for revised provisions.</p>
16	RFP Schedule A Clause 3.3, Page 53 ; SIOM Clause 3.1, Page 18; SIOM Clause 5.4, Page 24;	The implementation time of 4 months, for the project is too less. It may kindly be considered to extend the project implementation timeline.	Please refer to the Clarification for query number 14 above.
17		Technical specifications of poles, cables and other equipment may kindly be mentioned in details.	Please refer to the provisions in SIOM Agreement Schedule 3
18		It is not clear what is meant by annuity payments. This may please be clarified.	Please refer to the SIOM Agreement .

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19		Our consortium has adequate technical experience and financial eligibility. However, keeping in mind the significant working capital requirement & to increase our financial strength further, can we include a company as consortium partner, that has sufficient net-worth and has been recently incorporated in the month of April-2018.	No change envisaged.
20		Details may kindly be shared regarding the laying of cables - whether it is underground or overhead cables.	Please refer to the provisions in SIOM Agreement including provisions specific to Schedule 2, Schedule 3 of the SIOM Agreement
21		CCMS control room to be present one in each district or only one in each cluster. Kindly clarify.	
22		Last date for submission of bids may kindly be extended by 3 weeks.	Please refer to the Clarification for query number 15 above.
23	POLE SPECIFICATION	Pole details specification required to analysis. Type of pole are generally three type - Tubular Pole with red oxide/ silver painted - Tubular pole with Hot Dip Galvanised - Octagonal pole with Hot Dip Galvanised GA drawing of pole also to be given	Please refer to the provisions in SIOM Agreement including provisions specific to Schedule 2, Schedule 3 of the SIOM Agreement
24	Cable laying	The process of cable laying not mentioned in NIT, it may go through underground with proper trenching & protection of cable also to be provided. - Through trench with sand cousin & brick laying, etc OR - Through Trench & cable laying through HDPE - RCC or ROAD crossing rate also to be provided in BOQ - Overhead hanging arrangement of cable also to be provided in BOQ	Please refer to the provisions in SIOM Agreement including provisions specific to Schedule 2, Schedule 3 of the SIOM Agreement
25	Cable Type	Some of the places cable type mentioned UNARMOURD & some of the cases written ARMOURED – so it's also to be clarify.	Cable type to be referred as “UNARMOURED”
28	PROJECT TIME LINE	4 MONTHS – It's should be 12 month practically. Due to the following reasons:- - As per the project need we have to procure material from different manufacturer, - Pole Manufacturing & supply - it will also take minimum 5month to fulfil single cluster requirement .	Please refer to the clarification for query number 14 above.

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		<ul style="list-style-type: none"> - Panel manufacture also needs at least 2-3 month to deliver the material. - Programming for remote operation also to be required more time & it's only to be done after the detail survey. - Foundation making for the required qty also taken a long period - Work is doing with the Manpower, hence maximum progress of installation 100-120 nos. pole / week shall be done. 	
29	FRP Box	Not required for Octagonal pole case (if we go with Octagonal pole).	No change envisaged. Please refer to the Clarification for query number 23 above.
30	CLUSTER LEVEL CCMS	<p>Automation and Centralized Control & Monitoring System (CCMS) at Cluster level: Setting-up and commissioning of CCMS at Cluster level including communication systems for remote connectivity with feeder panels, , computer systems, servers, internet connectivity, software systems & tools.</p> <p>Need to be clarify, space & construction of work place cost</p>	Please refer to the provisions in SIOM Agreement Clause 5.6
31	Role of ULB	Please mentioned the rule & responsibilities of ULB, for smooth execution	Please refer to the provisions in SIOM Agreement
32	Payment Mode	Payment modes also need to be clarify.	Please refer to the provisions in SIOM Agreement
33		<p>Since this is a PPP project, 10% of the cost is being funded by the project SPV. In addition, we are required to submit Bank Guarantee of 10% of project cost (Estimated value of bank guarantee Rs. X crores per cluster). Since installation is the major portion of the work, we request that the Bank Guarantee may be only be held till installation is over, and at least 90% of the Bank Guarantee should be released after installation work is over. Only 10% of Bank Guarantee may be held till the end of 7 years for O&M period.</p> <p>This may kindly be considered as it puts enormous</p>	No change envisaged.

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		financial strain, and makes it prohibitive to bid for the project.	
34		<p>Keeping in mind the speed of installation required for this project, availability of proper cash flow is of prime importance. Hence, running bills may kindly be allowed to be submitted. Total payments may kindly be made for actual number of installations of poles, lights etc., on a running basis.</p> <p>Since, this is a 7-year project, and appropriate bank guarantees have been submitted, all risks for the Authority are already covered.</p>	Fortnightly payments are allowed . Please refer to the clarification for query number 11 above.
35		<p>In case a consortium wins 2 clusters, the consortium members if desire, may be allowed to form 2 separate SPVs, with different lead members for each SPV, for better sharing of responsibility and faster implementation of the project. As per the condition mentioned in the RFP, the lead member for the respective SPV, will hold 51% shareholding in that particular SPV.</p> <p>This may kindly be considered as it will be very helpful in managing the project better.</p>	No change