



Invitation for Bids

Date:	3 August 2022
Loan No. and Title:	Loan No. 3867-IND: Scaling up Demand – Side Energy Efficiency Sector Project
Contract No. and Title:	EESL/06/2022-23/ICB/ADB/SCM/SM/222307002 dated 03.08.2022 Procurement of 2.4 Million Smart Meters for Pan India under Scaling up Demand – Side Energy Efficiency Sector Project
Deadline for Submission of Bids:	Extended to 4 November 2022 at 11:00 hours (Indian Standard Time)

1. The Government of India has received financing from Asian Development Bank (ADB) toward the cost of **Scaling up Demand – Side Energy Efficiency Sector Project**. Part of this financing will be used for payments under the contracts named above. Bidding is open to Bidders from eligible source countries of the ADB.

2. The **Energy Efficiency Services Limited (EESL)** (the “Purchaser”) invites sealed bids from eligible Bidders for the **Procurement of 2.4 Million Smart Meters for Pan India under Scaling up Demand – Side Energy Efficiency Sector Project** (the “Goods”).

The detailed scope of works for above tender is described in the Bidding Documents.

3. **International Competitive Bidding** will be conducted in accordance with ADB’s Single-Stage: Two-Envelope bidding procedure and is open to all Bidders from eligible source countries as described in the Bidding Documents.

4. Only eligible Bidders with the following key qualifications should participate in this bidding:

- **Experience and Technical Capacity:**

- a. Successful completion as Original Equipment Manufacturer (OEM) supplier within the last 3 (Three) years (i.e., 36 months) from the originally scheduled date of bid opening as per IFB of cumulative contract values (as indicated in the contract / certificates from utility etc.) of multiple contracts of:
 - at least INR 1395.45 Million or INR 139.545 Crores or US\$ 17.98 Million or equivalent separately for each of the Lot-1 to Lot-4; at least INR 837.27 Million or INR 83.727 Crores or US\$ 10.79 Million or equivalent for Lot-5; at least INR 279.09 Million or INR 27.909 Crores or US\$ 3.6 Million or equivalent for Lot-6;
 - for supply of digital or electronic electricity meter/ electricity meter with automated meter reading/ electricity smart meters
- b. The Bidder should be manufacturer of digital or electronic electricity meter/ electricity meter with automated meter reading/ electricity smart meters in the last

three (3) years (i.e., 36 months) from the originally scheduled date of bid opening as per Notice Inviting Tender (IFB).

- c. Bidder should furnish BIS certificate for IS 16444 (Part I and II) or equivalent international standards operating on WAN / GPRS communication for all types of smart meter i.e., Single Phase 10-60 Ampere and Three Phase 10-60 Ampere and LTCT three phase-5 Ampere, as on the originally scheduled date of bid opening as per Notice Inviting Tender (IFB).
- d. Bidder MUST have internal testing facility for testing of all electrical parameters as specified in the technical specification. Testing facility should be certified by National Accreditation Board for Testing and Calibration Laboratories (NABL) or any other globally accepted International Laboratory Accreditation Cooperation (ILAC) as on the originally scheduled date of Bid Opening.

Bidders not having internal/ inhouse testing facility shall furnish agreement/ documentary evidence(s) of tie-up with external testing and Calibration Laboratories (NABL) accredited laboratory or any other globally accepted International Laboratory Accreditation Cooperation (ILAC) accredited laboratories as on the originally scheduled date of Bid Opening.

- e. The Bidder must have manufactured, tested and supplied (as OEM), at least following numbers of Energy (kWh) Meters with automated Meter Reading (AMR) facility or Smart Meters for Advanced Metering Infrastructure (AMI) cumulatively in last three (3) years and these must have been integrated in the system of any Indian or Global Power Utility(ies) and must have been in operation for at least one (1) year as on the originally scheduled date of Bid Opening:

Lots	Numbers of Energy (kWh) Meters with automated Meter Reading (AMR) facility
Lot No. 1	25,000
Lot No. 2	25,000
Lot No. 3	25,000
Lot No. 4	25,000
Lot No. 5	15,000
Lot No. 6	5,000

OR

Lots	Smart Meters for Advanced Metering Infrastructure (AMI)
Lot No. 1	12,500
Lot No. 2	12,500
Lot No. 3	12,500
Lot No. 4	12,500
Lot No. 5	7,500
Lot No. 6	5,000

- f. The Bidder must have its own manufacturing facility(ies) having minimum manufacturing (production) capacity per month of: at least 28,000 Smart Meters each for respective Lot (from Lot-1 to Lot-4); at least 17,000 Smart Meters for Lot-5; and at least 6,000 Smart Meters for Lot-6.

- g. Foreign bidder: Bidders who do not have facility in India for manufacturing Smart Meters, should have suitable Service Agreement with competent service provider (refer Note-a of clause 2.3.4, EQC, Section-3 of the Bidding Documents) Smart Meter Manufacturer who has facility in India for manufacturing Smart Meters , so as to provide adequate warranty/ replacement services in India.

During the warranty/ replacement services, bidder shall ensure to provide services as per their Manufacturers Standard Quality Plan as submitted by them along with the bid. These services shall be provided in given stipulated supply schedule, mentioned in the documents.

- **Financial Situation**

- a. Bidder's net worth for the last Financial Year as calculated should be positive.
- b. Minimum Average Annual Turnover* (MAAT) of the bidder for last three financial years i.e., 36 months should be:

Lot-1: US \$ 22.47 million or INR 1,744.31 million or INR 174.431 Crores or equivalent

Lot-2: US\$ 22.47 million or INR 1,744.31 million or INR 174.431 Crores or equivalent

Lot-3:US \$ 22.47 million or INR 1,744.31 million or INR 174.431 Crores or equivalent

Lot-4:US \$ 22.47 million or INR 1,744.31 million or INR 174.431 Crores or equivalent

Lot-5:US \$ 13.48 million or INR 1,046.59 million or INR 104.659 Crores or equivalent

Lot-6:US \$ 4.49million or INR 348.86 million or INR 34.886 Crores or equivalent
(* annual total income as incorporated in the profit and loss account excluding non-recurring income, i.e., sale of fixed assets)

- c. Bidder shall have liquid assets (L.A) or/and evidence of access to or availability of credit facilities of not less than:

Lot-1: US \$ 3.75 million or INR 290.72 million or INR 29.072 Crores or equivalent

Lot-2: US \$ 3.75 million or INR 290.72 million or INR 29.072 Crores or equivalent

Lot-3: US \$ 3.75 million or INR 290.72 million or INR 29.072 Crores or equivalent

Lot-4: US \$ 3.75 million or INR 290.72 million or INR 29.072 Crores or equivalent

Lot-5: US \$ 2.25 million or INR 174.43 million or INR 17.443 Crores or equivalent

Lot-6: US \$ 0.75 million or INR 58.14 million or INR 5.814 Crores or equivalent

More details of qualification requirements are mentioned in the Bidding Documents.

5. Interested bidders have to necessarily register themselves on the portal <https://eesl.eproc.in> as explained in Para 6.2 below to participate in the bidding under this invitation for bids. It shall be the sole responsibility of the interested bidders to get themselves

registered at the aforesaid portal for which they are required to contact M/s C1 India Pvt Ltd Gurgaon at following address to complete the registration formalities:

M/s C 1 India Pvt Ltd.,
Plot No. 68, 3rd Floor,
Sectio-44, Gurugram
Haryana-122003
Contact No.: +91 124 430 2000; +91 97735 81223; +91 95606 37779;
Email-ID: pankaj.verma@c1india.com
sandeep.bhandari@c1india.com

The registration on Portal is free of cost.

6.1 Digital Signature Certificates (DSCs): To carry out e-Procurement using e-Procurement portals, all bidders will be required to obtain valid DSC of Class 3 (Signing + Encryption) issued by a Certifying Authority (CA) licensed by Controller of Certifying Authorities (CCA) [refer <http://www.cca.gov.in>]. Bidders are solely responsible for purchase of valid Digital Signature Certificate from authorized Certification Authorities and safe keeping of the certificates. The e-mail address specified in the Digital Signature Certificate shall match with the e-mail address specified in the user profile created during supplier registration. Bidders shall take due care to safe keep the e-Procurement system and DSC token passwords. The Purchaser shall not be responsible for inability of bidder to participate in a tender due to loss of password by bidder or inability of the bidder to retrieve password. The Purchaser shall not be responsible for failures or breakdowns of systems, other than those, strictly within the control of Purchaser and its e-Procurement service provider. Bidders shall take due care to ensure purchase of Digital Signature Certificate requisite for tender submission in the e-Procurement portal, availability of internet connectivity and requisite client software.

6.2 Registration on e-Procurement portal: As stated above, Bidders have to be registered in the e-Procurement portal to be able to participate in tenders published on the site. Registration of each organization is to be done by one of its senior persons who will be the main person coordinating for the e-tendering activities. For further details, please visit the website <https://eesl.erpoc.in>, and follow further instructions.

Please note that even after acceptance of your registration by the Service Provider, Bidders need time to complete the mandatory activities related to their organization and prospective bidders are advised to plan accordingly.

6.3. They may obtain further information regarding this IFB from the office of Additional General Manager (SCM), EESL at the address given at para 8.1 below from 15:00 hours to 17:00 hours on all working days till the deadline as per para 4.0 above.

For proper uploading of the bids on the portal namely <https://eesl.erpoc.in> it shall be the sole responsibility of the bidders to apprise themselves adequately regarding all the relevant procedures and provisions as detailed at the portal as well as by contacting M/s C 1 India Pvt Ltd, Gurgaon directly, as and when required, for which contact details are mentioned above. The Purchaser in no case shall be responsible for any issues related to timely or properly uploading/submission of the bid in accordance with the relevant provisions of Section 2 – ITB of the Bidding Documents).

7. Tender Document fee of US \$ 350 Only or in Indian Rupees Twenty-Five Thousand Only as demand draft in favour of Energy Efficiency Services Ltd., payable at New Delhi shall be paid with the submission of the documents in line with Clause 11 of Section 2, Bid Data Sheet.

In addition to above, Bid Fee may also be submitted online through RTGS. The detail of RTGS is as mentioned below:

Account Name	Account No.	Bank Name	Branch Name	RTGS DETAIL
ENERGY EFFICIENCY SERVICES LIMITED	2164002100012319	Punjab National Bank	LARGE CORPORATE BRI N DELHI	IFSC CODE: PUNB0216400 MICR Code: 110751001 BRANCH: DELHI NEW, L.C.B. ADDRESS: TOLSTOY HOUSE, TOLSTOY MARG, NEW DELHI, DELHI-110001

Note: Bidders submitting Bid Fee through RTGS shall upload the scan copy of receipt of transfer of amount in Envelope-I. Participation of bidder shall be subject to confirmation of amount transferred through RTGS. The details mentioned in document uploaded as proof of transfer of amount shall only be considered for verification purpose.

Bidder's failure to submit nonrefundable fee towards the cost of Bidding Documents in the form of an acceptable Demand Draft along with the bid or an online payment through RTGS or subsequently pursuant to Clarification as per ITB 29.2, shall lead to outright rejection of the Bid.

8.0. The Hard Copy Part of the Bid as per clause 11 of the Bid Data Sheet shall be received up to 11:00 hours (IST) on 4 November 2022. Soft Copy parts of bids shall be uploaded up to 11:00 hours (IST) on 4 November 2022. Hard Copy part of the Bids must be accompanied by a Bid Security and Tender fee in the amount as stated in the Bidding Document (Bid Data Sheet).

The Technical Bid (First Envelope) shall be opened online on 4 November 2022 at 11:30 hours (IST). The schedule for opening of Price part (Second Envelope) shall be intimated separately, as per the bidding documents.

8.1 The Purchaser shall not be held liable for any delays due to system failure beyond its control. Even though the system will attempt to notify the bidders of any bid updates, the Purchaser shall not be liable for any information not received by the bidder. It is the bidders' responsibility to verify the website for the latest information related to the tender.

Alternative Bids shall not be permitted.

A Pre-Bid meeting will be held on 17 August 2022 at 11:00 hours (IST) at the office of EESL mentioned below. The pre-bid meeting shall also be conducted online, for which requisite link shall be provided one day before. However, those Bidders who wish to attend physically, may do so by reaching the aforementioned address at stipulated date and time.

EESL will not be responsible for any costs or expenses incurred by Bidders in connection with the preparation or submission of Bids.

Asian Development Bank

In the comparison of Bids, ADB's Domestic Preference Scheme will be applied in accordance with the provisions stipulated in the Bidding Documents.

All correspondence with regard to the above shall be made to the following address:

(By Post/In Person)

Sh. Kumar Saurabh, Additional General Manager (SCM)

Energy Efficiency Services Ltd.,

4th Floor, Core 5,

SCOPE Complex, Lodhi Road,

City: New Delhi

Pin Code: 110003, INDIA

Telephone: + 91 11 45801260; Extn:321 and 359

E-mail address: ksaurabh@eesl.co.in; nbhandari@eesl.co.in

For more information on EESL, please visit the site at <http://www.eeslindia.org>