

**“Engagement of Service Provider for Implementation and Operation for Advanced Metering Infrastructure (AMI) System in BSES Rajdhani Power Ltd”**

**3. Eligibility Requirements for Consortium**

Members of the Consortium shall enter into a binding Consortium Agreement, in the form specified at Form 8 (the “Consortium Agreement”) given in Section 8 of RFP Document, for the purpose of submitting Bid. The Consortium Agreement, to be submitted along with the Bid, shall, inter alia:

- (a) convey the intent to comply with the terms and conditions of the AMISP Contract in the event selected to undertake the Project; and
- (b) clearly outline the proposed roles and responsibilities, if any, of each

Every Consortium Member shall provide consent to the Lead Consortium Member and make itself aware of all the proceedings of the bidding process and Project implementation through legally enforceable Consortium Agreement, power of attorneys, legal undertakings, etc. (if applicable) entered amongst all members of that Bidding Consortium including but not limited to those as prescribed in Form 8, Form 9 and Form 11 given in Section 8. In the absence of duly executed formats, the Bid shall not be considered for evaluation and shall be rejected.

The Lead Consortium Member shall be liable for the execution of the entire obligation in the AMISP Contract in accordance with the terms and conditions thereof. Only the Lead Consortium Member shall have the authority to conduct all businesses for and on behalf of the Consortium during the bidding process.

The Bidder, individual entity incase participating in the bidding as Sole Bidder, or as a Consortium Member or as Lead Consortium Member in case participating in the bidding as Bidding Consortium, and its Sub-Contractor(s) should not be blacklisted by any Govt. Organization or regulatory agencies or Govt. Undertaking as on the date of submission of the Bid. Bidder should submit a self- undertaking signed by its authorized signatories for the same as per the format prescribed in Form 7 given in Section 8.

The Lead Consortium Member/ Sole Bidder shall submit the Bid after submitting the Tender Fees and Bid Security as per the various terms, schedules and formats prescribed in this RFP. Further, The Lead Consortium Member shall be the point of contact for the Consortium during the Bid process before award of the Project to the AMISP, and BRPL shall communicate directly to the contact person appointed through the Power of Attorney as per Form 10 given in Section 8.

The Bidder may seek qualification on the basis of technical and financial capability of its Parent(s) and/ or its Affiliate(s) as defined in section 1 for the purpose of meeting the qualification requirements. The technical and financial capability of a particular entity, including its Parent(s) and/or Affiliate(s), shall not be used by more than one Bidder.

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The determination of the relationship of Parent(s) and/or Affiliate(s) with the Bidder shall be on the date 7 (seven) Days prior to the Bid Submission Deadline. Documentary evidence to establish such relationship shall be furnished by the Bidder along with the Technical Bid.

The Technically Evaluated Entity may be the SoleBidder or the Lead Member of a Consortium or an Affiliate or Parent of such SoleBidder or the Lead Member, as the case may be.

The Qualified Bidder(s) will be required to continue to maintain compliance with the Qualification Requirements throughout the bidding process and till execution of the AMISP Contract. Where the Technically Evaluated Entity and/or the Financially Evaluated Entity is not the SoleBidder or a Member in a Bidding Consortium, as the case may be, theSoleBidder or Member shall continue to be an Affiliate of the Technically Evaluated Entity and/or Financially Evaluated Entity till the execution of the AMISP Contract. Failure to comply with the aforesaid provisions shall make the Bid liable for rejection at any stage.

**4. Qualification and Financial Requirements**

**4.1 General Qualification Requirements:**

SL No	Requirement	Document to be provided
<b>General</b>		
1.	<p>Bidder is allowed to form consortium while submitting its proposal. For overall performance of the contract, the Lead Bidder/partner shall be jointly and severally responsible for all contractual obligations and liabilities relating to the entire project.</p> <p>The composition or constitution of the consortium shall not be altered without the prior consent of the Client.</p> <p>The Bidder (s) may form consortium of Three bidders inclusive of the Lead Bidder(s) itself.</p> <p>Lead Bidder – System Integrator / IT Implementing Agency or Telecom / Cloud Service Provider/ Distribution Licensee*</p> <p>Allowed Consortium Members</p> <ol style="list-style-type: none"> <li>1. Meter Manufacturer (International/Domestic). and/or</li> <li>2. Product OEM (HES/MDMS/Apps etc)and/or</li> <li>3. Telecom / Cloud Service Providerand/or</li> <li>4. System Integrator / IT Implementing Agency /</li> </ol>	<ol style="list-style-type: none"> <li>a. Declaration from the bidder(s), whether quoting as a stand-alone firm, or as part of a Consortium, name(s) of partners of the Consortium and details of their authorized executives, offices and development center addresses, and other details.</li> <li>b) Consortium Agreement (where applicable) to be submitted, clearly delineating the bifurcation of activities/ responsibilities/ sourcing between/among the Lead Partner and the other Consortium Partner(s).</li> </ol>

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	<p>Field implementing agencies.</p> <p>5. Distribution Licensee</p> <p>* Bidding company or its subsidiary or its affiliate is an Electricity Distribution Licensee having at- least 2MN Consumers.</p> <p>NOTES:</p> <p>i) In case of Consortium, the bid is to be submitted and all documentation is to be completed by the Lead Partner on behalf of the Consortium.</p> <p>ii) In case of a Consortium, the Lead Partner shall be sole point of contact.</p>	
2.	<p>Bidder (s) shall be a Company incorporated under the Companies Act 1956/ 2013.</p> <p>In case bidder is 100% owned Indian subsidiary of any international company, then parent company should be in existence for at least 1 (One) Year.</p> <p>International Bidder</p> <p>The bidder company should have been in existence in the parent Country for at least 1 (One) Year.</p>	<p>Certificate of Incorporation issued from Registrar- of Companies to be submitted.</p> <p>For international bidder, document of existence in its parent country.</p>
3.	<p>The Bidder(s) should not be under a declaration of ineligibility / banned / blacklisted for any statutory and/or performance reasons, as on last date of submission of the Bid.</p>	<p>Self-certification at the time of bid submission.</p>
4.	<p>Bidder(s) is not involved in any legal case that may affect the solvency/existence of the Firm or in any other way affect Bidder’s capability to provide / continue the services to BRPL. Bidder should: -</p> <p>a) Not be insolvent, in receivership, bankrupt or being wound up, not have its affairs administered by a court or a judicial officer, not have its business activities suspended and must not be the subject of legal proceedings for any of the foregoing reasons.</p> <p>b) Not have, and their directors and officers do not have, been convicted of any criminal offence related to their professional conduct or the making of false statements or misrepresentations as to their qualifications to enter into a procurement contract within a period of three years preceding the commencement of the procurement process, or not have been otherwise disqualified pursuant to debarment proceedings.</p>	<p>Self-certification at the time of bid submission.</p>

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5.	<p>Authorization from Product &amp; Services OEM</p> <p>Bidder(s) should submit Authorization letter for Product &amp; Services such as Cloud, TSP, Head End System, MDMS, Mobile App, Analytics System and IT Implementing agency etc confirming the following:</p> <ol style="list-style-type: none"> <li>1. Authorization for bidder with reference to direct purchase and support agreement.</li> <li>2. Confirm that the products quoted are not “end of Support” during the Contract Period.</li> </ol>	<p>Authorization letter /MAF (Manufacturer Authorization Form) from Smart Meters, Cloud, Telecom Service Provider, Head End &amp; Analytics System and all applicable OEM’s</p>
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**4.2 Technical Qualification Requirement –**

SL No	Requirement	Document to be provided
1.	<p>Sole Bidder/ Lead Bidder or any other consortium Member (s) should have experience of implementing AMI project(s) for at least 1,00,000 Smart meters for any of the utilities in last 7 years and should be in operation for 6 Months from Bid submission.</p> <p><b><u>OR</u></b></p> <p>Sole Bidder/ Lead Bidder as a distribution Licensee having implemented and tested AMI System on cloud for at least 5 Lakh Licenses and at least 20000 Smart Meters in Operation.</p> <p>Advanced Metering Infrastructure projects Implementation and Integration should have covered deployment of AMI Software (s), Integration of Smart Meters with AMI System.</p>	<p>Purchase order from client. Client Certificate (with contact details) for successful operation of the AMI. BRPL reserves the right to contact / visit such client during evaluation of this tender response.</p> <p>National / international Utility/ Distribution Licensee / DISCOMs to submit PO Copies, UAT /Commissioning certificates issued to its implementing partners.</p>
2.	<p>Sole Bidder/ Consortium / Product OEM / CSP/ Implementing sub-contractors should have Quality Certifications - CMMi - 3 or IEC/ISO 27001 Certification</p>	<p>Valid Certificate copy.</p>

**4.3 Financial Qualification Requirement –**

SL No	Requirement	Criteria	Document to be provided
1.	<p>Average annual turnover (AATO) of the last three financial years ending 31st March-2022 or 31st December 2021(as</p>	<p>INR 100 Crores/ USD 15 Million</p>	<p>Audited Financial Statement and Certificate for relevant line of</p>

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	applicable) In case of consortium bids combine AATO shall be considered, however, the lead bidder shall mandatorily meet the minimum 51% turn over criteria. Each member of consortium shall meet minimum 25% of the Financial Qualification Requirement.		business from Chartered Accountant stating turnover.
2.	Positive Net worth of Sole Bidder/Lead Bidder in case of Consortium	25 Cr. in last financial year	Audited Financial Statement and Certificate for relevant line of business from Chartered Accountant stating turnover
3.	Profitability in previous five (05) years ending 31st March 2022 or 31st December 2021(as applicable) (To be satisfied by each member in case of consortium.)	Positive in at least two of past five years.	Audited Financial Statement

**4.4 Technical/Experience Qualification Requirements for IT Implementation/ Product OEM and Services**

**4.4.1 System Integration / IT Implementation Experience (T1)**

SL No	Requirement	Criteria	Document to be provided
1.	The IT implementing agency should have experience of implementing IT applications / AMI Systems / Utility IT Modules on Cloud / on premise.	The Bidder(s) should have managed or deployed AMI/ IT Solution /Applications Comprising of Application Hosting on Cloud / on premise to at least 2 clients During last Five Financial Years.	Copy of Client certificate / work order/ completion certificate or extract from the contract mentioning the scope of work  National/ international Utility/DISCOMs to submit PO Copies/ UAT/Commissioning certificates issued to its implementing partners

**4.4.2 Experience & Pre- Qualification for Telecommunication SP (T2)**

SL No	Telecom	Requirement	Document to be provided
1.	Experience of providing Cellular services ( 4G/ NB IoT)	Telecom service provider should have valid license given by Department of Telecommunications	Valid UASL License for Telecom Services for projectarea.

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		(DoT), Government of India, for providing 4G/ NB LTE or NB IoT	
2.	Experience of network installation/ maintenance services	TSP should have presence in all the telecom circles across Project area.	Incorporation Certificate along with Memorandum & Articles of Association

**4.4.3 Experience & Pre- Qualification for engaged HES Product (T3)**

SL No	HES Product	Requirement	Document to be provided
1.	HES software	The proposed HES software should be deployed for cumulatively 1 Million Smart Meters (Gas/Water/Electricity) and should be in successful operation.	Purchase Order with Completion Certificate/ GO Live Certificate from client. Client certificate with contact details mentioning supply, date of handing over and successful operation of Head End system. Customer reserves the right to contact/visit such client during evaluation of this tender.
2.	Deployed Experience	HES should be in successful operation with Cellular/RF/PLC based Smart meters with atleast one project with having 50,000 Cellular meters connected on point to point-to-point Communication.	Purchase Order with Completion Certificate/ GO Live Certificate from client. Client certificate with contact details mentioning supply, date of handing over and successful operation of Head End system.

**4.4.4 Experience & Pre- Qualification for engaged MDMS Product (T4)**

SL No	MDMS Product	Requirement	Document to be provided
1.	MDMS software	The proposed MDMS software should be in successful operation for cumulative installed base of 2 Million Smart Meters (Gas/Water/Electricity).	Purchase Order with Completion Certificate/ GO Live Certificate from client. Client certificate with contact details mentioning supply, date of handing over and successful operation of MDM system. Customer reserves the right to contact/visit such client during evaluation of this tender.
2.	MDMS Deployment	The proposed MDMS OEM product should have been deployed in projects where it has been integrated with HES and Utility Billing systems in operational phase	Purchase Order with Completion Certificate/ GO Live Certificate from client. Client certificate with contact details mentioning supply, date of handing over and

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		for minimum six months. Necessary certificate from OEM establishing the integrated solution shall be submitted.	successful operation of Head End system. Customer reserves the right to contact/visit such client during evaluation of this tender.
3.	Interfacing with billing system	The MDMS should have been successfully integrated with leading billing system including with SAP Billing System.	Work order with completion certificate

**4.4.5 Experience & Pre- Qualification for engaged Smart Pre-Paid Billing Module Product (T5)**

SL No.	Product	Requirement	Documents to be submitted
<b>Technical Eligibility Criteria for Smart Pre Paid Module</b>			
1.	Prepaid Module	The offered Pre Paid Module as a solution/services as required in the scope of work, should have been deployed and in operation in utilities or Enterprise working in power sector or Enterprise providing such services to a power utility in India/Global during last 5 years.	Copy of the order and / or Certificate of completion of the work. The Bidder should also furnish user acceptance report. List of clients, individual Client’s PO /WO / LOI / LOA/Contract /Certification on client letterhead and Performance certificate and contact details of clients as proof provided for the integration.
2.	Prepaid Deployment	The Pre Paid solution must be handling interval billing data for at least 250,000 smart meters in prepaid mode in any Utility in India/Global.	Copy of the order and / or Certificate of completion of the work, reference letter from authorized signatory. The Bidder should also furnish user acceptance report.
3.	Prepaid Integration	The proposed OEM product should have been deployed and integrated with HES /MDMS and / or Billing/CIS OEMs	Copy of the order and / or Certificate of completion of the work, reference letter from authorized signatory. The Bidder should also furnish user acceptance report.

**4.4.6 Experience & Pre- Qualification for engaged Cloud Service Provider**

SL	Cloud Product	Requirement	Document to be provided
1.	Compliance	Service provider shall propose a Cloud Service Provider (CSP)	1. Cloud Service Provider should provide a self-signed certificate by

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		empaneled with MeitY.	authorized signatory on its letter head for compliance of all the guidelines laid down by MeitY.
2.	Certification	The Data Centers should conform to atleast Tier III standard, preferably certified under TIA 942 or UptimeInstitute certifications. Cloud Hosting Provider should be ISO27001, ISO 20000:1 certified.	Copy of certificates
3.	Projects Experience	CSP/MSP must have experience of provisioning Infrastructure / Platform or Software as a Service (IaaS/PaaS/SaaS) on their Cloud for at least 3 clients from Private/PSU/Central Govt./ State Govt / Utility or any other Organization or agencies in India.	Copy of Client certificate, work order, completion certificate or extract from the contract mentioning the scope of work
4.	Technical Capability	The Data Center Facility must be within India, should be currently operational and have with minimum capacity of 100 Racks. CSP/MSP should have experience in implementing and managing Virtualized Cluster based solution(IaaS/PaaS/SaaS/PaaS cloud) in any organization of comparable nature and complexity (more than 500 virtual machines or storage of 1PB or more) of the projects.	Cloud Service Provider should provide a self-signed certificate on their letter head from authorized signatory

- Power Utilities/ Distribution Licensees can use financial and technical qualifications of their parent / affiliate / subsidiaries / associate companies in India / Abroad.
- The Bidders using Parental Credentials need to submit ‘Undertaking from CEO/ Designated official with POA of the company/bidder, duly declaring/confirming surety for the credentials documents of the parent company.
- For credentials which are under non sharing NDAs, Bidder (s) may provide self certification signed by authorized signatory. BRPL reserves the right to contact client to ascertain authenticity. The credentials of OEM Products where the projects are already handed over to Customers shall also be suitably considered.
- Notwithstanding anything stated above, BRPL reserves the right to assess bidder’s capability to perform the contract, assess the capability and installed capacity of the Bidder for carrying out the supplies, should the circumstances warrant such assessment in the overall interest of the purchaser. In this regard the decision of the purchaser is final.



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- *Note: Any bidder and Consortium members from countries sharing a land border with India will be eligible to bid in any procurement whether of goods, services (including consultancy services and non-consultancy services) or works (including turnkey projects) only if the bidder is registered with the Competent Authority. The Competent Authority for registration will be the Registration Committee constituted by the Department for Promotion of Industry and Internal Trade (DPIIT). Political and security clearance from the Ministries of External and Home Affairs respectively will be mandatory.*