

CORRIGENDUM - 2 : Response to the pre-bid queries and change in tender conditions					
DATE : 10-10-2025					
NIT NO: CMC/BR/25-26/FK/CR/KB/1303 DT 26-09-2025					
Subject : Implementation of Behavioral Energy Efficiency (BEE) Program for domestic consumers in DOM – 1 tariff category in BRPL					
S.No.	NIT Clause Reference	Page No	Description	Bidder's Query	BRPL Reply
1	Technical QR	9	12. The developed platform must be 'technology agnostic' and offer native, out-of-the-box integration with utility ADMS, DMS, and MDM systems without requiring custom middleware . It must also be able to integrate with utility CIS/billing systems, AMI/smart meter data, and CRM systems.	We request removal of the phrase "without requiring custom middleware" from this clause.	Revised Clause: Technical QR 12 The developed platform must be 'technology agnostic' and offer native, out-of-the-box integration with utility ADMS, DMS, and MDM systems . It must also be able to integrate with utility CIS/billing systems, AMI/smart meter data, and CRM systems. The developed platform must be 'technology agnostic' and offer native, out-of-the-box integration with utility ADMS, DMS, and MDM systems. It must also be able to integrate with utility CIS/billing systems, AMI/smart meter data, and CRM systems.
2	6.3.1 PART A: TECHNO-COMMERCIAL BID, UNPRICED (Envelop-1):	11	The details to be submitted in techno-commercial bids are given below: g) Testing Facilities	This requirement may not be applicable for our type of solution deployment. We therefore request removal of this clause from the Techno-Commercial submission.	The details to be submitted in techno-commercial bids are given below: g) Testing Facilities of the platform developed
3	6.3.1 PART A: TECHNO-COMMERCIAL BID, UNPRICED (Envelop-1):	11	i) Supporting documents against qualification criteria Section 4 must be submitted and failure to do so may make the tenderer unacceptable without further correspondence.	To avoid any ambiguity, we request you to kindly specify the list of supporting documents that will be considered acceptable against each of the qualification criteria.	List of supporting documents required for each Qualification criteria are clearly specified in Section - 4 of the tender document.
4	6.3.1 PART A: TECHNO-COMMERCIAL BID, UNPRICED (Envelop-1):	11	i) Supporting documents against qualification criteria Section 4 must be submitted and failure to do so may make the tenderer unacceptable without further correspondence.	In certain cases, the credentials are covered under an NDA signed with the customer. We therefore request you to kindly allow submission of an undertaking in the form of a self-declaration by the Solution Provider/OEM on its letterhead, wherever such conditions apply.	The bidder can submit authenticated Work Completion Certificate and Performance certificate of the Work completed along with references as they don't contain any financial information.
5	20. EVALUATION OF BID	21-22	The Technical bids are evaluated based as per Technical evaluation criteria specified below. The bidders must secure minimum 70 marks to qualify for Techno commercial evaluation	In the table of technical evaluation criteria under this section, the marking scheme is not clearly defined. For example, in the criterion "Experience in Behavioral Energy Efficiency Programs (years of experience, global deployments, scale)" it is unclear how the allocated 25 marks will be awarded. We request you to kindly elaborate the detailed marking methodology for each criterion. For instance, the following sample scoring matrix may be considered for clarity and transparency: Years of Experience: up to 10 marks (e.g., 1–5 years = 5 marks, 6–10 years = 8 marks, >10 years = 10 marks) Global Deployments: up to 8 marks (e.g., 1–2 deployments = 4 marks, 3–5 deployments = 6 marks, >5 deployments = 8 marks) Scale (Customer Base/Program Size): up to 7 marks (e.g., <5 million customers = 3 marks, 5–10 million customers = 5 marks, >10 million customers = 7 marks) This will ensure a transparent, objective, and uniform evaluation process.	Tender conditions shall prevails
6	Section 3, SCC - 5.0 QUALITY ASSURANCE AND INSPECTION	28	Clauses mentioned from 5.01 to 5.06	We understand that these are standard tender conditions of BRPL and may not be applicable to this NIT given the nature of the work. Kindly confirm if our understanding is correct.	Quality assurance and inspection will carried out if required
7	Section 3, SCC - 7.0 PRICE BASIS FOR SUPPLY OF MATERIALS	29	c) Transit insurance if required, will be arranged by Purchaser; however bidder to furnish required details in advance for arranging the same by Purchaser	We understand that these are standard tender conditions of BRPL and may not be applicable to this NIT given the nature of the work. Kindly confirm if our understanding is correct.	Tender conditions shall prevails. Transit insurance if required, will be arranged by Purchaser; however bidder to furnish required details in advance for arranging the same by Purchaser
8	Section 3, SCC - 10.0 PERFORMANCE GUARANTEE	30	10.02 Contractor shall submit the performance bank guarantee equivalent to the 7.5% of the annual contract value exclusive of GST at the time of claiming the last payment as per clause no. 8.0 (Terms of payment and billing), with the validity of the bank guarantee till contract period plus 3 months.	We understand that the last payment will be made at the end of the contract as part of performance-linked retention. In view of this, we seek clarification on the requirement to submit the Performance Bank Guarantee (PBG) at the time of claiming the last payment, as the three-year contract would have already concluded by that time.	Revised Clause No 10.02 Contractor shall furnish the PBG in the prescribed format within 15 days from the date of issue of LOI / Work Order for due performance of the provisions of Work Order/Agreement.The PBG shall be of 7.5% (Seven & half %) of initial total annual contract value exclusive of taxes & duties and shall be valid till agreement period plus three (3) months towards claim period.
9	Section 3, SCC - 23.0 TRANSFER AND SUB-LETTING	36	23.01 The Supplier shall not sublet, transfer, assign or otherwise part with the Contract or any part thereof, either directly or indirectly, without prior written permission of the Purchaser.	We note that Clause 23.01 restricts subletting, transfer, or assignment of the contract without prior written permission. We request clarification to allow the bidder, as an authorized partner, to engage the Solution Provider/OEM for delivering services under the contract. This approach is standard practice in technology deployments and ensures that the solution is implemented by qualified personnel while maintaining accountability through the bidder.	Tender conditions shall prevails Clarifications : If bidder and Solution provider are different and as bidder has to submit the bid along with MAF there is no need to change the clause. BRPL is saying once the bid is awarded, then the contract should not be sublet without BRPL's permission.
10			Earnest Money Deposit - Rs.15.34 Lac (Including GST)	Request for an Exemption for MSME	Tender conditions shall prevails
11	Clause 4. Qualifying Criteria (QY)		The solution's results must be validated by at least five peer-reviewed scientific publications that evaluate energy savings for Advanced metering infrastructure (AMI) or non-AMI Home Energy Reports (HER)Programs and customer behavior change.	We are a private company with patents. Would patents or the regulatory evaluations work?	Tender conditions shall prevails
12			Performance certificates along with order copies and work completion certificates submitted in this regard.	Since these mostly US based projects with strict NDA's, can we submit declaration against these and provide references from Utilities where these projects have been executed	Tender conditions shall prevails The bidder can submit authenticated Work Completion Certificate and Performance certificate of the Work completed along with references as they don't contain any financial information.

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13			"monthly billing (scalar meter) data"	Kindly Provide details of data points available and at what interval.	Clarification Data Points: All Domestic Consumer consumption data (Presently on Monthly basis and after implementation of smart meters it will be periodic data) which Consumer As the clause clearly defines, the data interval is monthly. Count of domestic consumer has been already mention in NIT.
14	Section 5 -A	46	Continuous innovation and field-testing processes for program improvement to improve consumer satisfaction.	Please confirm the scope of the field testing processes. Will manual services be required?	Manual services as well as online services are required
15	Section 5 -B. ii	46	Analytics Engine–This is Analytics portion of the data computing, where the Randomized Control Trial is run. This consists of Randomized Controlled Trial (RCT) program design, all sorts of Quality Assurance Checks for both Treatment and Control Group, neighbour criteria determination. Along with regular the CET surveys etc. Reporting, tracking and analysing.	Does BSES currently have an existing SMS and Email gateway? If yes, can the same be leveraged for this project? Additionally, please clarify who will bear the cost, considering that millions of messages will be sent as part of the program.	This program should be designed to provide insights of energy consumption for the consumers in customized way through print HER as well as digital HERs through whatsapp and web widgets. SMS and email will not work for this program.
16	Section 5 -A	46	The platform must be 'technology Agnostic' and should offer native out-of-the-box integration with utility ADMS, DMS, MDM without requiring custom middleware.	Please provide details of the current and planned ADMS, DMS, and MDM systems at BSES, including the product names and versions. Additionally, kindly specify whether these applications are hosted on-premises or in the cloud.	The developed solution should be based on open protocol so that it can integrate with Discom network.
17	-	-	General	What support model is envisaged for this project – online, on-site, or a hybrid approach?	Hybrid approach
18	Section 5 -B. ii	46	Analytics Engine–This is Analytics portion of the data computing, where the Randomized Control Trial is run. This consists of Randomized Controlled Trial (RCT) program design, all sorts of Quality Assurance Checks for both Treatment and Control Group, neighbour criteria determination. Along with regular the CET surveys etc. Reporting, tracking and analysing.	Regarding HER reports, please clarify: Whose responsibility is the printout delivery? Who will provide the manpower, printers, and paper for printing? What is the expected quantity/volume of paper and number of printers required?	All to be borne by the Bidder only. Please refer Price Bid section of the tender for number of HERs to be printed which is tentative and may increase as new DOM - 1 consumers will be added to the system.
19	Section 5 -B. ii	46	Analytics Engine–This is Analytics portion of the data computing, where the Randomized Control Trial is run. This consists of Randomized Controlled Trial (RCT) program design, all sorts of Quality Assurance Checks for both Treatment and Control Group, neighbour criteria determination. Along with regular the CET surveys etc. Reporting, tracking and analysing.	How are the HER printouts expected to be delivered – by hand, by postal mail?	Through Courier or any other means where delivery receipt is available
20	Section 5 -A	46	The bidder must deploy third party independent evaluators for M&V and should use RCT (Randomized Control Trials) which is the gold standard for M&V.	M& V – SLA, Penalty, identify parties working in this domain?	The bidder has to bring authorized independent evaluators
21	-	-	General	How is the campaign planned to be executed – through kiosk setups, pamphlet distribution, media advertisements, or social media outreach via WhatsApp?	Agreed to all type of advertisements and inform to BRPL.
22	4	7	3. The bidder must have a documented behavioral energy efficiency program that has served at least 10 million customers in regulated utility jurisdictions with documented performance Service Level Agreements (SLAs). The bidder must have at least ten years of related experience in implementing Behavioral Energy Efficient Programs for domestic consumers. - Performance certificates along with order copies and work completion certificate to submitted in this regard. - If bidder is an authorized partner of Solution Provider, credentials/Declaration of Solution Provider shall also be considered against this QR.	We request to reduce the number of years from 10 years to last 2 years and SLAs can't be exposed due to NDA. We propose the following QR. "3. The bidder must have a documented behavioral energy efficiency program that has served at least 10 million customers in regulated utility jurisdictions with documented performance Service Level Agreements (SLAs). The bidder must have at least ten two years of related experience in implementing Behavioral Energy Efficient Programs for domestic consumers. - Performance certificates along with order copies and work completion certificate to submitted in this regard. - If bidder is an authorized partner of Solution Provider, credentials/Declaration of Solution Provider shall also be considered against this QR."	Tender condition shall prevails
23	4	8	5. The solution's results must be validated by at least five peer-reviewed scientific publications that evaluate energy savings for Advanced metering infrastructure (AMI) or non-AMI Home Energy Reports (HER)Programs and customer behavior change. - The Copies of the publications have to be submitted by the bidder in this regard. - If bidder is an authorized partner of Solution Provider, credentials/Declaration of Solution Provider shall also be considered against this QR.	We request to consider Gartner listed solution in place of scientific publications.	Tender conditions shall prevails. Scientific Publications along with Gartner listed solutions can be submitted
24	4	8	6. The proposed solution by Bidder must have at least one live deployment supporting over 03 (Three) million residential customers across single/various utility jurisdictions, with documented performance Service Level Agreements (SLAs). - Work Order copies/ certified relevant documents need to be submitted. - If bidder is an authorized partner of Solution Provider, the credentials/ Declaration of Solution Provider shall also be considered against this QR.	SLA's can't be exposed due to NDA. We can submit the PO copies and completion certificates.	Tender conditions shall prevails. This is regarding the live implementation of the program. You can submit relevant authorized certified copies
25	4	8	7. The bidder must demonstrate proven experience in designing and delivering large-scale Behavioral Energy Efficiency programs using monthly billing (scalar meter) data. The bidder should provide documentary evidence (program references, regulator-reviewed evaluation reports or utility certificates) showing: - Validated energy savings achieved using monthly billing data. - Persistence of savings over multiple program cycles (minimum 3 years). - Scalability of solution in low-AMI or non-AMI utility environments. - If bidder is an authorized partner of Solution Provider, the credentials/Declaration of Solution Provider shall also be considered against this QR. Note: Preference to be given to solutions that have demonstrated the ability to seamlessly transition from monthly billing data to smart meter (AMI) data with minimal adaptation	SLA's and technical details can't be exposed due to NDA. We request to relax the criteria as- "7. The bidder must demonstrate proven experience in designing and delivering large-scale Behavioral Energy Efficiency programs using monthly or daily billing (scalar or smart meter) data. The bidder should provide documentary evidence (program references, regulator-reviewed evaluation reports or utility completion certificates) showing: - Validated energy savings achieved using monthly billing data. - Persistence of savings over multiple program cycles (minimum 3 years). - Scalability of solution in low-AMI or non-AMI utility environments. - If bidder is an authorized partner of Solution Provider, the credentials/Declaration of Solution Provider shall also be considered against this QR. Note: Preference to be given to solutions that have demonstrated the ability to seamlessly transition from monthly billing data to smart meter (AMI) data with minimal adaptation	Tender conditions shall prevails

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26	4	8	10. The bidder must ensure M&V of the savings achieved under the program and should submit an undertaking that he would ensure the M&V of savings is validated as specified in tender - The bidder has to submit the examples of relevant past work	We can submit the undertaking for the same. However, due to NDA we cannot submit the reference. Request to consider experience based on POs.	Tender conditions shall prevails.
27	1.4	5	Delivery Schedule-Within 2 months after the program is approved by the Hon'ble commission DERC	We wish to inform that we need to train our existing load disaggregation models with BSES data which may require minimum 2-3 months. Hence, we request you to increase the implementation time from 2 months to 4 months.	Tender conditions shall prevails.
28	1.4	5	Date & time of Submission of Bid - 16.10.2025 till 14:30 HRS	We request to extend the submission date of the bid by 3 weeks.	Tender conditions shall prevails.
29	Commercial QR Pt:1	9	Bidder should have cumulative turnover of Rs.30 Crore (Thirty Crore in rupees) in the last three financial years, i.e (2022 - 23, 23 - 24, 24 - 25). Balance sheet copy for year FY 2022-23 & 2023-24 and provision balance sheet for FY 2024 - 25 (if not audited) should be submitted for the justify the turnover. The bidder shall submit the Annual Turnover Report of the last 3 FYs duly certified by a Chartered Accountant. The Turnover certificate must have UDIN Number. . No consortiums are allowed. It has to be directly the bidder who is in the business of variable data printing. - Audited Balance Sheets duly certified by CA to be submitted. Bidder has to also submit UDIN based CA certificate / financial statement as proof of the same.		Revised Clause: Bidder should have cumulative turnover of Rs.30 Crore (Thirty Crore in rupees) in the last three financial years, i.e (2022 - 23, 23 - 24, 24 - 25). Balance sheet copy for year FY 2022-23 & 2023-24 and provision balance sheet for FY 2024 - 25 (if not audited) should be submitted for the justify the turnover. The bidder shall submit the Annual Turnover Report of the last 3 FYs duly certified by a Chartered Accountant. The Turnover certificate must have UDIN Number. - Audited Balance Sheets duly certified by CA to be submitted. Bidder has to also submit UDIN based CA certificate / financial statement as proof of the same.