

4. Qualification and Financial Requirements

4.1 Bidder Qualification Requirements:

SL No	Requirement	Document to be provided
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. Lead Bidder – System Integrator / IT Implementing Agency or Telecom / Cloud Service Provider</p> <p>Allowed Consortium Members</p> <ol style="list-style-type: none"> 1. Meter Manufacturer (International/Domestic). <i>and/or</i> 2. Product OEM (HES/MDMS/Apps etc)<i>and/or</i> 3. Telecom / Cloud Service Provider<i>and/or</i> 4. System Integrator / IT Implementing Agency / Field implementing agencies. <p>NOTES:</p> <ol style="list-style-type: none"> 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. ii) In case of a Consortium, the Lead Partner shall be sole point of contact. 	<ol style="list-style-type: none"> 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. 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).
2.	<p>Bidder 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> <p>For international company, bidder(s) shall declare with reference to the federal / state province in parent country.</p> <p>The bidder(s) shall also self-certify if the international company has been banned /blacklisted by any government organization in India.</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> <p>For international company, bidder(s) shall declare with reference to the federal / state province in parent country.</p>
5.	<p>Authorization from Product & Services OEM</p> <p>Bidder(s) should submit Authorization letter for Product & 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"> 1. Authorization for bidder with reference to direct purchase and support agreement. 2. Confirm that the products quoted are not "end of 	<p>Authorization letter /MAF (Manufacturer Authorization Form) from Smart Meters, Cloud, Telecom Service Provider, Head End & Analytics System and all applicable OEM's</p>

	Support” during the Contract Period.	
6.	Sole Bidder/ Consortium / Product OEM / CSP/ Implementing sub-contractors should have Quality Certifications -CMMi - 3 or IEC/ISO 27001 Certification	Valid Certificate copy.

4.2 Financial Qualification Requirement –

SL No	Requirement	Criteria	Document to be provided
1.	Average annual turnover (AATO) of the last three financial years ending 31st March-2022 or 31st December 2021(as 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.	INR 100 Crores/ USD 15 Million	Audited Financial Statement and Certificate for relevant line of business from Chartered Accountant stating turnover.
2.	Positive Net worth of Sole Bidder/Lead Bidder in case of Consortium	INR 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

4.3 Technical/Experience Qualification Requirements

System Integration / IT Implementation Experience (T1)

SL No	Requirement	Criteria	Document to be provided
1.	Bidder(s) should have experience of implementing AMI project(s) for at least 1,00,000 Smart meters for any of the utilities in last 5 years and should be in operation for 6	Successfully Implemented and Integrated projects involving AMI components with minimum 1,00,000	Purchase order from client. Client Certificate (with contact details) for successful operation of the AMI. BRPL reserves the right to

	Months from Bid submission. AMI projects Implementation and Integration should have covered deployment of AMI Software HES, MDMS, Mobile Apps etc., Integration of Meters with AMI System and Integration of AMI System.	meters in past 5 years with 1 project in operation in the past Six Months ending on the date of tender	contact / visit such client during evaluation of this tender response. National / international Utility/ DISCOMs to submit PO Copies, UAT /Commissioning certificates issued to its implementing partners.
2.	Bidder(s) 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 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 (DoT),Government of India, for providing 4G/ NB LTE or NB IoT	Valid UASL License for Telecom Services for projectarea.
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

4.5 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	Purchase Order with Completion Certificate/ GO

		cumulatively 1 Million Smart electricity meters, with 0.5 Million in a single project and should be in successful operation.	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 a. 1 project with atleast 50,000 Cellular meters connected on point-to-point Communication b. Experience of RF/PLC deployment /PoC.	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. Self Certification / Technology provider's Certification for RF/PLC PoC. Customer reserves the right to contact/visit such client during evaluation of this tender.
3.	Revenue and Net worth	The Average annual turnover /revenue of HES software provider should be INR 50Cr. The Company should have positive net worth.	Audited balance sheet with CA certificate

4.6 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 electricity meters.	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.	MDMS Deployment	The proposed MDMS OEM	Purchase Order with

		product should have been deployed in projects where it has been integrated with HES and Utility Billing systems in operational phase for minimum six months. Necessary certificate from OEM establishing the integrated solution shall be submitted.	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.
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.	Revenue and Net worth	The Average annual turnover /revenue of MDMS software provider should be INR 50Cr. The Company should have positive net worth.	Audited balance sheet with CA certificate

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

SL No.	Product	Requirement	Documents to be submitted
Technical Eligibility Criteria for Smart Pre Paid Module			
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 2,50,000 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	The proposed OEM product	Copy of the order and / or

SL No.	Product	Requirement	Documents to be submitted
	Integration	should have been deployed and integrated with HES /MDMS and / or Billing/CIS OEMs	Certificate of completion of the work, reference letter from authorized signatory. The Bidder should also furnish user acceptance report.
4.	Revenue and Net worth	The Average annual turnover /revenue of Prepaid software provider should be INR 25Cr. The Company should have positive net worth.	Audited balance sheet with CA certificate

4.8. Experience & Pre- Qualification for engaged Cloud Service Provider

SL No	Cloud Product	Requirement	Document to be provided
1.	Compliance	Service provider shall propose a Cloud Service Provider (CSP) empanelled with MeitY.	1. Cloud Service Provider should provide a self-signed certificate by 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 Uptime Institute 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 2 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	Cloud Service Provider should provide a self-signed certificate on their letter head from authorized signatory

		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.	
5.	Revenue and Net worth	The Average annual turnover /revenue of Cloud Service provider should be INR 50Cr. The Company should have positive net worth.	Audited balance sheet with CA certificate

- Power Utilities can use financial and technical qualifications of their parent / affiliate / subsidiaries / associate companies in India / Abroad.
- 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.
- Bidders submitting credentials in USD, the amount of USD shall be converted into equivalent INR (Indian Rupees) with exchange rate as on Bid Submission date.
- *Note: Any bidder 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.*