

The response to the queries received with respect to REOs published for ‘Hiring of agencies for Zone 1 (Northern and Western States)/ IN-SIDBI-155422-CS-QCBS and Zone 2 (Western and Southern States)/ IN-SIDBI-155429-CS-QCBS’:

S. No	Reference	Clause/ Query	Amendment/ Clarification	Response of SIDBI PEA
1.	Page 2	The firm should have executed at least 3 similar nature project in energy sector preferably Energy Efficiency (EE) projects during the last 3 years	<p>We have work experience in industrial/ Energy/ Agri/ Urban sector for the following criteria</p> <ol style="list-style-type: none"> <li>1. Fund Mobilization/ Loans for development of industrial/ disbursement of Grant/ Subsidy for agro food industries/ energy sector/ infrastructure sector</li> <li>2. Implementation of RE/ EE activities of MSMEs/ ULB/ DISOMS/ SDA/ Universities etc.</li> <li>3. Energy Efficiency audit related work in more than 50 establishments</li> <li>4. PMU/ PMC in infrastructure sector where funding/ evaluation of projects was also involved.</li> </ol> <p>We understand that the requirement is related to Energy Efficiency projects but we have all over experience to implement fund mobilization, Solar Roof Top survey, Renewable Energy projects (like Solar, Wind, Biomass etc.), Energy efficiency measures, Energy audit of various industries.</p> <p>So, for considering the above criteria request you to modify the clause as below</p> <p><b>“should have executed at least 3 similar nature project in industrial/ Energy/ Energy</b></p>	<p>Any changes in the criteria defined in REoI is not possible at this stage.</p> <p>However, kindly note that REOI will be evaluated based on the criteria mentioned in the TOR published in our website.</p>

			<b>Efficiency/ agriculture/ infrastructure/MSME sector during the last 3 years where mobilization of fund/ disbursement of grant or subsidy was involved”</b>	
2.	Page 2	Consultants may associate with other firms but not more than three in the form of a joint venture or a sub-consultant to enhance their qualifications. Such association must be clearly stated as either Sub-consultant or Joint Venture	Please clarify, can we associate or form Joint Venture with ESCO?	As per TOR, association or forming Joint Venture is permitted. However, Such association must be clearly stated as either Sub-consultant or Joint Venture.  Terms and Conditions mentioned in the TOR will remain same and will be followed.
3.	Page 8	Point No. 5 The duration of the assignment is twelve [12] months which may be extended based on requirement and mutual agreement.	Scope of work for the assignment is very wide and 12-month duration would be very less.  Therefore, request you to consider this project for at least 24 months and extendable there after upon requirement.	Change in project period is not possible at this stage.
4.	Page 8	Point No. 6 Team Composition & Qualification Requirements for the Key Experts	Request you to please clarify Is it mandatory to have all team members on company’s pay roll? Or can individual experts associate with us for this project?  We have empaneled freelancers for project execution and we get their support on project to project basis.	Kindly note that role of Key Experts is important in delivering the results. The Team Composition & Qualification Requirements for the Key Experts mentioned in the TOR is essential and these Experts should be either on the company’s pay roll or on contract with the Company exclusively for this project (assignment) for delivering the results.

5.	Page 9	Point No. 7 Reporting Requirements, Time Schedule for Deliverables/ Completion of Tasks and Payment Terms	<p>The Payment terms provided in EoI is very skewed.</p> <p>We request you to keep 50% based on submission of required reports (Inception Report, organizing workshops, Generation of pipeline of 60 sub-projects implemented by ESCOs, Empanelment of new PFIs under PRSF)</p> <p>50% payment based on signing of ESPC and issuance of sanction letter by the PFIs that have applied for PRSF guarantee to the identified ESCO implemented sub-projects and Guarantee issuance from PRSF Project to the identified ESCO implemented sub-projects</p>	Changes in payment terms is not possible at this stage.
6.	General	Budget	Request you to provide the approximate budget for this project.	For Consultancy Contracts budgetary estimate is not provided.
7.		Request for Expressions of Interest (REoI) <b>(Title of Assignment)</b>	Is this an expression of interest for shortlisting of consultants or a detailed tender that requires experience details, A&M, team, and price bid?	This is Request for Expression of Interest, where the prospective firms are expected to submit their expression. These will be evaluated and only shortlisted firms will be issued Request for Proposal (RFP) document for submission of Technical and Financial proposals.
8.		The firm should have executed at least 3 similar nature project in the energy sector, preferably Energy Efficiency (EE) projects during the last 3 years. <b>Page 2 of Tender Document</b>	Kindly define the term "Similar Project" in energy efficiency sector further.	Any project related to Energy Efficiency will be considered as similar project.

9.		The minimum loan size of each ESCO based EE project should be more than Rs. 10 lakhs and maximum upto Rs. 15 Crore. <b>(Page 8 point c)</b>	The minimum requirement of 10 lakh per host seems to be high, considering the nature of the customers. What will be SIDBI's flexibility to lower this bar?	This is as per the PRSF project design which cannot be changed.
10.		List of Various Stakeholders under the Project (as on December 2019) <b>(Annexure Page 12)</b>	Has SIDBI discussed with empanelled ESCOs if they will be willing to accept the previously conducted audits and willing to invest on that basis?	The decision of lending is taken by PFIs independently and SIDBI has no role in this.
11.		Note: The agency selected for respective zones will have the mandate to identify ESCO implemented sub projects from the States falling under their zone however sub-projects from States coming under other zone can be considered for issuance of guarantee on case to case basis. <b>(Page 6)</b>	Can a consultant apply for both the zones?	Yes, a consultant can apply for both zones separately. In that case, the consultant must have the capacity to perform both the assignments independently and also must fulfil the qualification criteria for both assignments separately.
12.		<b>Client's Inputs including Counterpart Personnel including Data and Facilities to be provided by the Client</b> SIDBI/ EESL will support the consultancy firm by sharing the relevant documents and information needed to execute the assigned activities under this TOR. <b>(Point 8 page 11)</b>	To what extent studies/reports from previously conducted audits will be made available to the consultant	There are no studies/ reports readily available related to the work to be performed under this assignment.  However, SIDBI will support the consultant with available capacity and resources.
13.		The payment against deliverables at S. N. 4 & 5 will be linked to the total loan amount of sub-project as per the following arrangements: <b>(Page - 10)</b> <b>Note:- The payment against</b>	Shed some more clarity on the payment terms - there are % defined (% within %) for two milestones.	The payment terms are self-explanatory.

		<b>deliverables at S. N. 4 &amp; 5 will be linked to the total loan amount of sub-project as per the following arrangements.</b>		
14.		The payment against deliverables at S. N. 4 & 5 will be linked to the total loan amount of sub-project as per the following arrangements: <b>(Page - 10)</b> <b>Note:- The payment against deliverables at S. N. 4 &amp; 5 will be linked to the total loan amount of sub-project as per the following arrangements.</b>	This kind of linkage to the loan amount might affect the overall objective of the assignment. Given the current COVID situation, not only the ESCO`s even PFI`s will also show reluctance in disbursing higher loans, but even the borrowers will also show reluctance in taking such loans. This linkage should be removed	All the terms and conditions, including payments terms and broad parameters defined in the TOR hosted with REOI on our website, which is approved by the World Bank, will remain same.
15.		The payment against deliverables at S. N. 4 & 5 will be linked to the total loan amount of sub-project as per following arrangements: <b>(Page - 10)</b>	The payment terms mention in the REOI are very stringent and we would request you to reconsider these payments and bring relaxed from 70 % payment linked to final. It should be brought down 30%.	
16.		Reporting Requirements, Time Schedule for Deliverables/ Completion of Tasks and Payment Terms <b>(Page 7)</b>	The % of the payment terms linked to the deliverables 1,2 & 3 are on the very lower side, SIDBI should raise the % these terms and give some breather to the consultants involved in this assignment, we suggest it should be raised from 5% to 10%	
17.			Given the current COVID crises in Country, many ESCO`s will not be ready to invest money for more extended ROI periods, if SIDBI & World Bank can considering covering 80-85% of the Amount under the PRSF, this would bring confidence in ESCO`s & PFI`s in investing in this model	
18.		With reference to the aforementioned subject line, the criteria listed for evaluation and	We request you to please consider our candidature for the RoEI. We are qualifying the requirement taking into consideration of FY 2020	The EOIs received will be evaluated by the Evaluation Committee based on the

		shortlisting for, Project No.: P128921/ P132620, "PARTIAL RISK SHARING FACILITY for ENERGY EFFICIENCY (PRSF) PROJECT" in the RoEI dated 20/05/2020 for the assignment "Hiring of an Agency for Generating Pipeline of ESCO implemented sub-projects for issuance of Guarantee under PRSF Project in Zone 1 (Northern and Eastern States)", Reference No. "IN-SIDBI-155422-CS-QCBS", that the firm should have a minimum average annual turnover of Rs. 250 lakh with positive net worth during last three financial years, i.e., FY 2018-19, FY 2017-18 and FY 2016-17.	to 2017. Please provide the confirmation so that we can proceed with our bid.	evaluation parameters to be applied uniformly for all proposals.
19.			In line with the same tender, it is mentioned that JV is allowed between two consultants. So is it necessary that the lead party of JV has to meet all the three criterions of the bid or both the parties of JV can jointly meet the criteria. (Example: Consultant A (Lead in JV) and Consultant B are in JV, Consultant A fulfills the turnover criteria of 250 lakhs in last three years and is registered in India from last 3 years. Consultant B have 3 projects of Energy Efficiency in the last 3 years. Will this kind of JV would be acceptable in the RfP or all the three requirements need to be fulfilled by Consultant A only?)	All JV partners together should fulfil the requirement, it is not necessary that all JV partners should qualify individually.
20.	<b>Point no 6 page 8</b>	Team Composition & Qualification Requirements for the Key Experts <b>Energy Auditor</b> Minimum	We have Energy Auditor with following qualification	The EOIs received will be evaluated by the Evaluation Committee based on the

		Qualification and Professional Experience Desired Certified BEE Auditor with B. Tech./ B.E. or equivalent with at least 5 years of experience	1. Certified Energy Auditor/ 2. M. Tech. (Energy Management), 3. MSc (Physics) <b>Exp-</b> more than 12 years  Request you to kindly confirm that BEE Auditor with M. Tech which is higher degree than required will be eligible for the position	evaluation parameters to be applied uniformly for all proposals.
21.	<b>Point no 6 page 8</b>	Team Composition & Qualification Requirements for the Key Experts <b>Engineering Expert</b> Minimum Qualification and Professional Experience Desired B. Tech./ B.E. or equivalent with at least 5 years of experience	We have one expert with following qualification  1. Energy Manager 2. MBA (Power Management) 3. MSc (Phy), BSC (PCM) Exp- 9 years  Request you to kindly confirm that the above qualification which is higher degree than required will be eligible for the position. Expert is having experience of various energy audit projects.	The EOIs received will be evaluated by the Evaluation Committee based on the evaluation parameters to be applied uniformly for all proposals.
22.	<b>Page 2</b>	The firm should have executed at least 3 similar nature projects in energy sector preferably Energy Efficiency (EE) projects during the last 3 years	Please define eligible assignment or similar nature of project to avoid any ambiguity.	Any project related to Energy Efficiency will be considered as similar project.
23.	<b>Clarification regarding envisaged travel in each zone</b>	<b>Existing Provisions:</b> There is no mention in the EOI of the envisaged number of trips required in each zone to identify the ESCO based EE projects in each zone.  <b>Change suggested:</b> We request to specify the no. of trips in each states of the zone. Also, clarification is required whether all	<b>Rationale for Clarification</b> Clarification is required on this front in order to effectively work out the costing for the mandate. Also, only capital cities of each state would be required to be visited or other cities in the state are also required to be visited.	The no. of visits will be entirely dependent on the work plan of consultant.  The States to be covered under Zone 1 & Zone 2 are indicated to create a clear demarcation. Among these States which States/ Clusters/ Zones are targeted to fulfil the outputs

		states i.e. for e.g. all 23 states in Zone 1 would be required to be covered. Likewise, for Zone 2 all 14 states would be required to be covered.		required are totally dependent on consultant.
24.	<b>Deliverables</b> Organising at least 5 Workshops for creating awareness among stakeholders at different locations within the zone, acceptable to SIDBI <b>(Page 9 of 12)</b>	<b>Clarification reqd.</b> Clarification is required as to whether the consultant would be required to bear the expense of organizing the workshops.  <b>Change suggested:</b> It is requested to specify clearly who would bear the expense of organizing the workshops.	<b>Rationale for Clarification</b> Clarification is required as this has a direct bearing on the costing of the consultant and would enable us to quote competitively for the opportunity at RFP stage.	Zone 1 & Zone 2 both are lumpsum contracts so the consultant is expected to account for all the expenses to be incurred for fulfilment of the assignment in their financial proposals.  However Technical and Financial proposals will be submitted at the RFP stage.
25.	<b>Payment Terms</b> <b>(Page 9 of 12)</b>	<b>Existing Clause:</b> It is seen that 70% of the payment is back-ended linked to issuance of sanction letter by the PFIs (30%) and after guarantee issuance from PRSF project to the identified ESCO implemented sub-projects (40%).  <b>Change suggested:</b> We request to evenly distribute the payment terms to each of 5 the deliverables (20% each) to have	<b>Rationale for change</b> Heavily back-loaded payment terms are not favourable to the working of the consultant. We would have to incur huge expenses at the start of the assignment – in such a case the payment terms should also be linked to the effort being but by the consultant at various stages of the assignment.	It is not possible to make any changes in the ToR at this stage.



		uniformity in pay-out and ensure stable cash flow for the consultant.		
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