

**ANNEXURE**

**Minutes of Meeting (MoM) - Pre-Bid dated: 2 August 2023**

**Title:** Hiring of Agencies / Energy Service Companies [ESCO's] for providing technical service.es towards Energy Efficiency Interventions in MSME clusters.

**Project:** GReen inclusivITy (GRIT)

**References:**

S.N.	Cluster	GEM Bid Number	Other
1	Belgaum	GEM/2023/B/3744109 Dated: 26-07-2023	RfP document available at GEM portal
2	Kolhapur	GEM/2023/B/3745736 Dated: 26-07-2023	RfP document available at GEM portal
3	Rajkot	GEM/2023/B/3746444 Dated: 26-07-2023	RfP document available at GEM portal
4	Tirupur	GEM/2023/B/3746597 Dated: 26-07-2023	RfP document available at GEM portal

**Bid End Date:** 16 Aug 2023; 14:00 hours.

**Bid Opening Date:** 16 Aug 2023; 14:30 hours.

Chapter / Section	Clarification sought	SIDBI reply
Chapter 1 Critical information (2. Estimated Cost): "The estimated cost will be divided between 3 equal contracts."	Is there a plan to earmark locations within the cluster to each firm?  Budget provided is too low. Can the budget be increased at least by 3 times?	No, however suggested to segregate among the agencies by themselves.  Budget is provided based on experience in other clusters.
Section 3.4 b: "willingness for implementation of EE/RE/TU projects through loan"	Is loan from SIDBI or any other bank mandatory?  This clarification is being sought since there is a statement in Section 3.4 d "The consultant shall support MSMEs for implementation of technologies either through their self-financing or Bank financing"	Not mandatory. Details as per Bid documents.

Chapter / Section	Clarification sought	SIDBI reply
Section 3.4 b: "provide their preliminary reports of advanced level to MSME and SIDBI"	Can you please clarify or support with an illustration what "preliminary" and "advanced level" indicates	Please visit our UNNATEE Portal.
Section 3.4 b Outcome: "Estimated Monetary benefits of Rs. 3500 Lakh in the next 10 years to 35 MSMEs from identified green technologies considering technology upgradations shall also result in energy savings and also lead to reductions in carbon dioxide emissions"	Please confirm our understanding that the minimum requirement of monetary savings is 10 Lakh Rs./y/MSME unit?	Yes
Section 3.4 c: "Each consultant shall organize atleast one technology exhibition in the cluster"	Please confirm our understanding that there will be one exhibition per cluster. How will the direct costs be split between the three consultants?	One exhibition per consultant per cluster. The contract shall be awarded to L1. Others L2/ L3 etc have to match the L1 price as per illustration provided.
Section 3.4 c: "The consultant shall ensure a minimum participation of 10 exhibitors in each programme"	Are the consultants allowed to invite more than 1 exhibitor per technology?	Max. 2 is acceptable.
Section 3.4 d Outcome: "Each consultant shall submit details of a minimum of 35 loan cases for EE / RE / Green Projects to SIDBI / Any Bank / FI for implementation of recommendations made by the agency"	Please confirm our understand that each of the 35 MSMEs <u>have to</u> take loan for implementation.  Kindly confirm if there are any minimum investment criteria per unit, to consider that the unit has completed the implementation?	No. They can implement by their own funds or Bank funding, as may be the case.  No. However, it is expected that MSMEs will be encouraged to adopt/ implement the report by ESCOs to make the program successful.
Section 3.4 e: "The consultant (ESCO's) shall charge ` 20,000/- plus applicable taxes towards participation of MSMEs under the programme"	Please confirm our understanding that the Rs.20,000 from the SME will be credited to the consultant's bank account directly.  Please confirm our understanding that the fee will be reimbursed by SIDBI to the MSME in case MSME takes loan for implementation.	Yes.  Yes.
Section 3.6: "The numbers of experts mentioned are indicative only".	Can we change the number of experts deployed per cluster (lower than 5 per cluster)?	Yes, however minimum 5 is required.

Chapter / Section	Clarification sought	SIDBI reply
	There are 3 levels of team members. Are all the 5 team members expected to be deputed at site, full time, for the 8 months period?	No. But the core team with auditor to be deputed for entire period.
Section 3.7 d: "Conduct of 35 DEA studies and submit their reports to SIDBI through UNNATEE mobile app."	Are the consultants expected to use the UNNATEE app for WTA and DEA report both? Is there any acceptance criteria for the reports?	Registration of MSMEs at UNNATEE portal for DEA approval is mandatory.  DEA report through mobile app is also mandatory.  Both the tools are different and having different purposes.
Section 3.7 d: "Implementation of identified EE/RE Technologies through self-funding or commercial finance under performance guarantee ESCO models and acceptance of their reports."	Either it is self-financed or ESCO model. Is self-finance allowed? Is non-ESCO type loan allowed?	Yes.
Page No. 4 & 9, Under Point No. EARNEST MONEY DEPOSIT [EMD]	It is also requested to please provide exemption from EMD submission as per the MSME criteria to all the MSMEs, so that more eligible firms can participate in this tender.  Also, kindly clarify the amount of EMD whether it is 30,000/- or 20,000/-	Exempted for MSEs only  30,000/-
Page No. 39, Under FINAL SELECTION OF THE ELIGIBLE BIDDER	Please specify whether the single agency can bid and win all three assignments in both Kolhapur & Belgaum clusters?  For single assignment only 5 team members are required, or we have to apply for all three assignments with 15 team members in each cluster.	Yes. One agency can bid for one or more than one cluster.  All clusters have to be different team members.

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