

Expression of Interest

Selection of Technical Partner to

Support JSCL aspirations to develop Grid Connected Solar Power Projects at various locations in Jabalpur under RESCO Model



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The detailed Term of Reference (TOR) can be obtained on following download link....

Through this EOI responses are solicited from technical consultants /experts /Financial Companies to become partner of JSCL to set up Solar Projects under RESCO Mode.

EOI document Issued to:

M/s. _____

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1 INTRODUCTION

1.1 Background

The Jabalpur Municipal Corporation which is one of the places in the city which has vivid memories of people who really had done something unforgettable for mankind.

The Jabalpur Municipality which was established way back in 1864 has a glorious past. From Municipality to the Corporation and from old to the new building, it has experienced many ups and downs during Ibis expedition. Nevertheless, it is still looking after the basic amenities.

Mayor, Chairman and Municipal Commissioner have also been supporting well to these; public representative for the betterment of the masses and progress of the city. Municipal Corporation is trying to solve civic problems and doing hard to provide better civic comforts in a planned manner needing the priorities of health, sanitation public convenience.

1.2 Company

Seven cities in Madhya Pradesh Bhopal, Indore, Gwalior, Jabalpur, Satna, Ujjain and Sagar will become Smart City. This important decision headed by the Prime Minister in New Delhi has been taken in a Cabinet meeting. It got decided in the meeting to create 100 smart cities across the country, including the four metropolitan cities of Madhya Pradesh. Where smart city will be rebuilt, what will be its nature is to be decided by the state government. Centre for Smart City Guide line of three is fixed. This involves redeveloping large colonies of these cities, re-densification by breaking old buildings and creating a smart city in green fields. State government committee on September 30 to 15 to create a framework for smart city centre will tell. December 15 by the City's plan to send him. According to instructions given by Central Government the Smart City must be formed within 5 years.

Smarter cities of all sizes are capitalizing on new technologies and insights to transform their systems, operations and service delivery. Competition among cities to engage and attract new residents, businesses and visitors means constant attention to providing a high quality of life and vibrant economic climate. Forward-thinking leaders recognize that although tight budgets, scarce resources and legacy systems frequently challenge their goals, new and innovative technologies can help turn challenges into opportunities. These leaders see transformative possibilities in using big data and analytics for deeper insights. Cloud for collaboration among disparate agencies. Mobile to gather data and address problems directly at the source. Social technologies for better engagement with citizens. Being smarter can change the way their cities work and help deliver on their potential as never before.

1.3 City renewable energy priorities

Given that buildings and transport are the two largest energy consumers in cities, these are identified as priority areas for action in order to scale up rapidly and substantially, along with a third – creating smart integrated urban energy systems, including smart grids. Renewable energy use in

buildings encompasses heating, cooling, cooking and appliances. Sustainable options for transport include electric mobility, hydrogen and biofuels.

The study suggests that cities in emerging economies, which will account for the majority of global growth in energy use in the next decade, will be best positioned to deploy energy efficiency and renewable energy technologies in new buildings and can adopt more compact urbanisation models that ensure efficient and sustainable transportation. In urban and peri-urban areas, where extending energy access is a top priority, decentralised power generation and clean cooking solutions are crucial for sustainable development. There, renewable energy technologies can be deployed quickly, incrementally and cost-effectively.

Established cities, on the other hand, have lower building turnover rates and will largely rely on retrofits and technologies that can be added relatively easily to existing buildings, such as heat pumps and rooftop solar equipment.

Cities with high population density can benefit from renewable-powered electric public transit systems and cost-effective district heating and cooling systems. Low-density cities, with larger rooftop areas, could benefit from highly distributed renewable energy technologies such as rooftop PV and solar water heating and the growth of electric cars.

1.4 About Project

Carbon dioxide is the most significant greenhouse gas contributing to climate change, and being carbon neutral means our worldwide operations contribute zero net carbon dioxide into the atmosphere. Being carbon neutral reflects desire and ambition of Corporates to run a more sustainable business and to reduce its carbon footprint.

“Green Electricity” and “Green Power” are terms commonly used for electricity produced from clean or renewable energy resources that do not produce carbon dioxide – such as wind, solar and hydro-power. By installing Ground mounted Solar Power Plant within Jabalpur Municipal corporation Limits, JSCL want to reduce its Carbon Footprint and take make optimum usage of solar power generated by its own plant.

1.5 About RESCO Model

“RESCO (Renewable Energy Services Company)” means a person or an entity having adequate financial & technical resources and which provides energy to a Renewable Energy Beneficiary from Renewable Energy System set up in the Premises of the Renewable Energy Beneficiary on mutually agreed terms.

The RESCO model could be implemented as one of the following models:

- a. Build Own Operate Maintain (BOOM), wherein the third party RESCO will purchase and permanently own the Renewable Energy System for the term of the Agreement, and supply power to the Net Metered Consumer for the life of Agreement. RESCO shall uninstall the System once the term of the Agreement is completed and Ground will be restored as it was before installation of Renewable Energy System; and
- b. Build Own Operate Transfer (BOOT), wherein the RESCO purchases and owns the Renewable Energy System, and enters into an Agreement with the Net Metered Consumer for operation of the system for the term of the Agreement, and, subsequently, the Net Metered Consumer takes over ownership of the Renewable Energy System from the RESCO. In this model, while the O&M expenses during the term of the Agreement are borne by the RESCO, once the ownership of the Renewable Energy System is transferred to the Net Metered Consumer, the responsibility for O&M shifts to the

Net Metered Consumer. In addition to the cost of metered units of electricity, the RESCO might require a periodic payment for Renewable Energy System installed by it. Effectively, the Consumer gets an implicit “loan” from the RESCO in order to be able to take ownership of the Renewable Energy System within a mutually agreed period.

There could be other models, wherein the investor could buy and own the Renewable Energy System, and enters into a lease contract with the Renewable Energy Beneficiary, who makes a flat monthly lease payment to the investor.

Scope of RESCO

- RESCO/3rd party shall supply electricity to the DISCOM at determined FIT
- Participate in competitive bidding called by DISCOM for selection of RESCO/3rd Party
- Making investments for installing solar project at JMC properties
- JMC get suitable rent for lending their property and also retains the ownership with themselves
- Get subsidy from the MNRE

2 Selection of Partners

2.1 Qualification Criteria

Table below provides the criteria that would be used to evaluate eligibility of the participating entity.

Sr. No.	Eligibility Criteria	Supporting Documents
1	Evaluation fee	No Fee
2	The EoI participant could be <ul style="list-style-type: none"> Indian Company registered under MCA an organization or a consortium of organizations, in which case one of the consortium members should be Indian Company (Max one Partner) 	Copy of address Proof / Certificate of Registration/ identity proof to be submitted
3	The financial status of the Partner	Certificate by the Chartered Accountant with Licence No. and Seal. in case of individual may come up with an innovative solution this is not applicable.
4	Domain Expertise	A short note on the domain expertise to be submitted
5	Participant should not be blacklisted by any department of agency of the Government of Madhya Pradesh as on the date of submission of EOI. In case of consortium this criteria should be fulfilled by all members of the consortium.	Undertaking by the Authorized Signatory as per Annexure-B
6	Financial Criteria	Turnover of consortium members should not be less than 100 Crores for any of the last 3 financial year
7	Financial Expertise	Should be experienced in handling documents to be submitted to Financial Institutions and International development agencies. Experience of working with development agencies such as ADB, World Bank, African Development Bank, DID, GIZ, KFW is essential
8	Additional Experience	Indian Entity should have experience in identification of land, providing land acquisition support, Bid Advisory, technical expertise and project management experience for projects not less than 500 MW.
9	Government Companies	Should have worked with Government bodies or Government companies, specifically for renewable energy assignments.
10	Man Power	Proposer should have at least 6 experts having more than 7years domain expertise in Solar PV space in India or Abroad.

2.2 Other Specific Conditions

The Bidder can be a Company/Joint venture (JV)/Consortium. There should not be any change of lead member sub-sequent after the award of the work till the completion of assignment in all respect. The party who has purchased the "EOI Document" must be a member of JV/Consortium.

- i. Bidder or Lead Partner of Consortium should have registered office in India.
- ii. Number of consortium partners will be limited to two (2) including lead bidder.
- iii. Notwithstanding anything stated above, the JSCL reserves the right to verify and assess the Bidder's capability and capacity to perform the works and the same shall not be questioned.
- iv. The Employer does not anticipate change in the ownership during the validity of this bid (If such change is anticipated, the scope and effect thereof shall be defined and informed to JSCL).
- v. The Bidder should have adequate financial capacity and resources to meet the financial obligations pursuant to other scope of the work.
- vi. The Bidder has adequate organizational capabilities (manpower etc.) to provide the necessary management services required for above work in addition to this.
- vii. The Bidder should have necessary testing & measuring equipment's which are necessary for supervision of quality control during the PMC work.
- viii. Bids shall be submitted for the complete scope of work as envisaged and bid submitted for partial scope of work shall be rejected.
- ix. The JSCL may amend the bid documents at any time by issue of an amendment.

2.3 Responsibility of Partners

Sr. No.	JSCL	Technical Partner
1	Be the Majority Partner	Minority partner
2	Provide Strategic and overall support for the RESCO Company	Provide technical support to the RESCO
3	Fronting entire process for RESCO project including day to day Management of the same	Helping in all documentation, technical compliances and procedures to the RESCO
4	Providing Guarantee's and financial support to RESCO	Search and support for getting low cost funding for the project -National and International
5	Making Agreements on Behalf of RESCO with Government entities and JMC	Providing technical support such as identification of land, Land acquisition, feasibility studies, Preparation of DPR, technology identification and roadmap, selection of equipment's, subcontract tenders and recommendations, project management, operational analysis, commissioning and O & M support. Review of Cash Flows, Budgets for RESCO
6	Investments and bidding in other RE	Identity new avenues for RESCO company

	modules and Smart City Project	in other Renewable Energy models or Smart City project
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2.4 Proposed Model for Grid Connected Solar Projects - working with partners

The partner will be selected based on the efficacy and other parameters that the technology can be put to operation. The primary objective of selection this partner would be to implement and set up Solar Power Plant within its jurisdiction in such a way that the benefit of Developer and EPC is retained with JSCL and Partner shall get share for their Technical expertise and efforts.

Brief Scope of services for Technical partner

- i. Search for Government Land
- ii. Conducting Feasibility Studies and site evaluation
- iii. Conducting Techno-economic viability report
- iv. Detailed project Report
- v. Cost Estimate for Project
- vi. Budgets and Cash flow planning
- vii. Preparing Basic Design and drawings
- viii. Pre tender and Post Tendering Consultancy services
- ix. Basic Engineering and review of detailed engineering
- x. Preparation of Sub Contract/ EPC Tender Document
- xi. Negotiations with EPC/ Sub Contractor
- xii. Selection of EPC/Sub Contractor
- xiii. Assistance in EPC Bid Process
- xiv. Project management, planning and monitoring
- xv. Advisory Services
- xvi. Operational Analysis
- xvii. Assistance in commissioning activities
- xviii. Support in O & M operations

2.4 Evaluation

The evaluation methodology proposed to be adopted in this Expression of Interest shall be in two stages comprising of the evaluation of response to EOI in the first stage by JSCL. In the second stage presentation / demonstration / discussion with the technology partner along with the share of revenue expected by Technology Partner. 2nd Stage of RFP document will be shared only with selective bidders who will fulfil qualification criteria for technical partner. The qualified partner quoting highest revenue share to be given to JSCL would be declared as qualified bidder.

A. Evaluation Process

JSCL will constitute an Evaluation Committee to evaluate the responses of the Participants as per the Evaluation Methodology.

- The Evaluation Committee constituted, shall evaluate the responses to the EOI and all supporting documents & documentary evidence. Inability to submit requisite supporting documents or documentary evidence, may lead to rejection of the EOI response. The Committee may seek additional documents as it deems necessary, at its discretion.
- Each of the responses shall be evaluated to validate compliance of the Participant according to the processes and approach to enable partnership, presentation and demonstration.

- The decision of the Evaluation Committee in the evaluation of responses to the Expression of Interest shall be final. No correspondence will be entertained outside the evaluation process of the Committee.
- The Evaluation Committee reserves the right to reject any or all responses.
- The EOI response will be evaluated based on the documentary evidences provided and presentation & demonstration made.

B. Discrepancies in EOI

In case of discrepancies in bids, the following will be adopted to correct the discrepancies for the purpose of evaluation. In case of discrepancy between the original & copies of EOI, the original bid will be considered as correct.

3 Instructions to the Bidders

3.1 Language

The application and all documents forming part of the application shall necessarily be in English language. In case certain documents are in any other language, the applicant shall submit duly certified and authenticated English translations of the same. Supporting materials, which are not in English and for which the certified and authenticated translations have not been submitted shall not be considered for the purpose of evaluation with respect to this empanelment.

3.2 BID validity

EOI shall remain valid for the period of 90 days from the date of opening of technical documents of EOI.

3.3 Acknowledgement by Applicant

It shall be deemed by submitting the documents, the applicant has:

- i. Made a complete and careful examination of this document;
- ii. Received all relevant information requested from the authority;
- iii. Accepted the risk of error, inadequacy or mistake in the information provided in this document by or on behalf of authority;
- iv. Agreed to be bound by the undertakings provided by it and in terms hereof.

3.4 Right to accept/ reject any application

Notwithstanding anything contained in this document, authority reserves the right to accept or reject any application and to annul the empanelment process and reject all applications, at any time, without any liability or obligation for such acceptance, rejection or annulment, and without assigning any reason for such action. In the event that all applications are rejected, authority may, at its discretion, invite all eligible applicants to submit fresh applications. CEO/COO-JSCL reserves the right to reject any application if at any time a material misrepresentation is made or uncovered, or; the applicant does not submit the supplementary information required by authority within the time specified. JSCL reserves the right to verify all statements, information and documents submitted by the applicant in response to this document. Any such verification or lack of such

verification by it shall not relieve the applicant of its obligations or liabilities hereunder nor will it affect any rights of JSCL hereunder.

3.4 Amendment to this document

At any time prior to the date of submission of the application for award and / or empanelment, JSCL may, for any reason whatsoever, whether on its own initiative or in response to any request for clarification modify this document through the issue of addenda.

3.5 Modifications/ substitutions/ withdrawal of Applications

- The applicant may modify, substitute or withdraw its application after submission, provided that written notice of the modification, substitution or withdrawal is received by JSCL prior to the last date of submission of response to EOI. No application shall be modified, substituted or withdrawn by the applicant on or after this.
- The modification, substitution or withdrawal notice shall be prepared, sealed, marked as per procedure mentioned above and delivered before opening of Techno-commercial BID, with the envelopes being additionally marked “MODIFICATION”, “SUBSTITUTION” or “WITHDRAWAL”, as appropriate.
- Any alteration / modification in the application or additional information supplied subsequent to the application Due Date, unless the same has been expressly sought for by JSCL, shall be disregarded.

3.6 Date of Submission

- The Expression of Interest must be delivered at the following address on or before 1730 hours local time on 25.10.2017. Applications received after the prescribed date will not be considered for shortlisting.

3.7 How to Apply:

- Interested Applicants who meet the qualification criteria may furnish their Expression of Interest with all the necessary documents in a sealed cover along with the covering letter duly signed by an authorized signatory are requested to submit EOI proposal no later than 1730 hours local time on 25.10.2017. Applications received after the prescribed date will not be considered for short listing.
- The request for Expression of Interest has to be sent to the following address:

**Executive director
Jabalpur Smart City Limited (JSCL),
Manas Bhavan, Near Wright Town stadium,
Jabalpur (M.P.)**

For any Query please contact.

Mob – 7611196800

Email [_abdpmu@jscljabalpur.org](mailto:abdpmu@jscljabalpur.org),

4 Clarifications

To facilitate evaluation of applications, CEO/COO-JSCL may, at its sole discretion, seek clarifications from any applicant regarding its application. Such clarification(s) shall be provided within the time specified by JSCL for this purpose. Any request for clarification(s) and all clarification(s) in response there to shall be in writing / email. Applicant must provide active email-ID of authorized signatory for any such correspondence. CEO/COO-JSCL may on a suo-moto basis, if deemed necessary, issue interpretations and clarifications to all applicants. All written clarifications and interpretations issued by JSCL shall form part of this document. All applicants can refer JSCL website <http://jscljabalpur.org/> for any clarifications and amendments hereto. No separate reply / intimation shall be given for the above, elsewhere. If an applicant does not provide clarifications sought within the prescribed time, his application shall be liable to be rejected. In case the application is not rejected JSCL may proceed to evaluate the application by construing the particulars requiring clarification to the best of its understanding, and the applicant shall be barred from subsequently questioning such interpretation of the JSCL.

5 Late BIDs

JSCL shall not consider any BID that arrives after the deadline for submission of BIDs. The prospective Bidders may arrange to hand deliver the sealed envelope at above address before the closing date and time. The Bidders may also send proposal by registered post / Speed post so as to reach above address before bid closing date and time. JSCL will not be responsible for non-delivery / late delivery of proposals sent by post.

6 Confidentiality

Information relating to the examination, clarification, evaluation, and recommendation for the Award shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising JSCL in relation to, or matters arising out of, or concerning the Empanelment Process. JSCL will treat all information, submitted as part of Application, in confidence and will require all those who have access to such material to treat the same in confidence.

JSCL may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/ or JSCL or as may be required by law or in connection with any legal process.