

(INVITATION FOR EXPRESSION OF INTEREST)

NTPC Renewable Energy Limited
(A wholly Owned Subsidiary of NTPC Limited)



Invites

Expression of Interest

(Eoi)

From

Any Indian Company/their Consortium/Affiliate/Representatives

For

Strategic Sourcing Tie-ups of Solar PV Modules for approx.15 GW upto a cumulative period of five (05) years.

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DOCUMENTS OF EoI

This EOI document comprises the following sections:

- (i) Section I : EoI Information
- (ii) Section II : Introduction
- (iii) Section III : Instructions to the Applicants
- (iv) Section IV : Consideration of Response
- (v) Section V : Application Form and Annexures

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Section – I (Eoi Information)

DETAILED NOTICE INVITING EXPRESSION OF INTEREST (Eoi)

Eoi No.: NTPC-REL/EOI/01

Date: 04.10.2021

- 1.0 NTPC Renewable Energy Limited (NTPC REL) is invites an Expression of Interest from any India Company/their Consortium/affiliates/Representatives for exploring Strategic Sourcing Tie-ups of Solar PV Modules for approx.15 GW upto a cumulative period of minimum five (05) years. The sourced Modules can have cells either manufactured domestically or can have cells sourced from anywhere in the world.

The detailed terms and conditions of the EOI is brought out in the other sections of the documents.

- 2.0 NTPC is India's largest energy conglomerate with roots planted way back in 1975 and having total installed capacity of approx. 66 GW. NTPC has forayed from fossil fuels to renewable energy sources. This diversification will play a major role in lowering its carbon footprint by reducing greenhouse gas emissions. NTPC being a leader in the Power Sector, has strong commitment towards Renewable Energy and therefore would be targeting RE market of at least 10% i.e., 23 GW by FY25 and increase its share further to 12-14% i.e. 60 GW by FY32.

In the above endeavor, NTPC RE Limited (NTPC REL), a wholly owned subsidiary of NTPC has been set up as a separate entity by NTPC to accelerate the group's presence in the RE sector. It is envisaged that all future organic additions would take place through NTPC REL. Therefore, NTPC REL would target to achieve around 15 GW by FY25 and scale it further to around 44 GW by FY32.

NTPC REL, in keeping focus on future RE capacity addition, desires to enter into long term sourcing partners for Solar PV Modules to develop its RE portfolio either by way of direct sourcing tie ups or through a contract manufacturing.

This Expression of Interest is open for any India Company/their Consortium/affiliates/ Representatives who has already established their manufacturing base in India or is planning to set up their facilities in the next six months under the PLI Scheme of Govt of India.

3.0 **DOWNLOAD AND TIMELINES FOR SUBMISSION OF Eoi**

- a. Interested APPLICANTs may download the documents of Eoi free of cost from www.ntpctender.com & <https://eprocurrentpc.nic.in>
- | | | |
|--|---|--|
| b. Publication of Eoi | : | 14.10.2021 |
| c. Last date for submission of Eoi | : | 08.11.2021 |
| d. Last date for queries/ seeking clarifications | : | 28.10.2021 |
| e. Date of opening of Eoi response | : | 09.11.2021 |
| e. Response Validity | : | 08 months from Last Date of Eoi |

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Submission

- 4.0** NTPC REL encourages submission of EoI in soft copy. For consideration of EoI, APPLICANTS are required to e-mail softcopy of EoI, completed in all respect, through email mentioned hereunder. If APPLICANTS also wish to submit hard copy of the EoI, the same can be submitted either in person or by registered/ speed post till the last date of submission of EoI to the following address: -

To: abhishekbhattacharjee@ntpc.co.in

CC to: shailendra@ntpc.co.in

Sr Manager (CS)/ Additional General Manager (CS)
NTPC Renewable Energy Limited
3rd Floor, Front Side
Engineering Office Complex, Sector - 24, Noida
201301, U.P.

- 5.0** **NTPC REL reserves the right to reject or accept any or all applications, cancel/withdraw the EoI process without assigning any reason whatsoever and in such case, APPLICANT shall not have any claim arising out of such action. NTPC bears no responsibility or liability of any kind in reference to the EoI.**

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Section - II Introduction

1. INTRODUCTION

- i. The Government of India (GoI) has propelled up the solar energy penetration in the energy mix of the country. The government, through Ministry of New and Renewable Energy (MNRE) has taken up a target of 450 GW of renewable energy target by 2030, out of which around 280 GW is targeted to come from Solar. Augmentation of solar PV manufacturing capacity will facilitate the Indian solar power developers to meet the national target. This will also help in reducing import dependency and aid in fulfilling the government's goal of '*Atmanirbhar Bharat*' (i.e. self-reliant India).
- ii. NTPC is India's largest energy conglomerate with roots planted way back in 1975 and having total installed capacity of 66 GW. NTPC has forayed from fossil fuels to renewable energy sources. This diversification will play a major role in lowering its carbon footprint by reducing greenhouse gas emissions.
- iii. NTPC being a leader in the Power Sector, has strong commitment towards Renewable Energy and therefore would be targeting RE market of at least 10% i.e., 23 GW by FY25 and increase its share further to 12-14% i.e. 60 GW by FY32.
- iv. NTPC RE Limited (NTPC REL), a wholly owned subsidiary of NTPC has been set up as a separate entity by NTPC to accelerate the group's presence in the RE sector. It is envisaged that all future organic additions would take place through NTPC REL. Therefore, NTPC REL would target to achieve around 15 GW by FY25 and scale it further to around 44 GW by FY32.
- v. NTPC REL, in keeping focus on future RE capacity addition, desires to enter into long term strategic partnership for sourcing Solar PV Modules upto capacity of 15 GW over the period of five (05) years.

2. INTENT OF THE EXPRESSION OF INTEREST (EOI)

- i. The purpose of this EOI is to evaluate the upcoming capacities of the domestic Solar PV Module manufacturers, their techno-commercial requirements to initiate the process of long terms sourcing tie ups.
- ii. Broad scope of work with respect to same is following
 - The technology roadmap of the Solar PV Module Manufacturers and the capacities which are being planned by them.
 - Expectations from NTPC REL w.r.t the techno-commercial terms and conditions for entering into a long terms sourcing partnership.

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- NTPC REL is also open to “**contract manufacturing tie ups**” with the Module Manufacturers on long term basis under the framework of Strategic Sourcing Tie ups and would like to receive the detailed framework of the same as a part of the Eol Process.
 - In this regard, the manufacturer shall be required to come up with a detailed plan to establish the feasibility of Contract Manufacturing Tie ups.
 - Mechanism for offered Pricing Philosophy
 - The manufacturing plans, technical inputs for Solar PV Modules integrated with or without cell, wafers etc.
 - Details of the different technologies, modules sizes that are being planned by the applicants for the manufacturing of Solar PV Modules.
- iii. The interested applicants will specify in their response, the technical specification, costs, timelines, footprint and other data as detailed in Annexure-3. NTPC REL reserves the right to implement the project through a separate Request for Proposal/Bidding Process (RfP) process amongst the shortlisted parties identified through this Eol Process or through a separate tender.
- iv. The response(s) received in the Eol will be utilized by NTPC REL for:
- a) Identification of various technologies mentioned above, techno-commercial inputs to take further decision for long terms sourcing either directly or through contract
AND/OR
 - b) Formulation of specifications and Qualifying Criteria

The Applicants may express their interest in respect of their offerings along with other inputs as indicated in relevant Annexures/formats.

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Section - III Instructions to the Applicants

1. The Applicants should note that:

- a. Language of the responses to EoI or any query/clarifications/correspondences shall be in English only.
- b. For expression of interest, Application Form and Annexures given in Section-V shall be duly filled and sent to NTPC REL by the APPLICANT in soft copy.
- c. Applicants should go through Section-I and Section-II thoroughly before filling and submitting the application form and annexures in Section-V.
- d. Applicants shall mention the name and contact details of two persons, with complete address, phone number and email id.
- e. NTPC REL may, at its sole discretion, ask for additional information/ documents and/ or seek clarifications from the Applicant(s) after the Deadline for submission of response, inter alia, for the purpose of removal of inconsistencies or infirmities in their responses.

2. Enquiries and clarifications

Any clarifications on the EoI may be sought to the following via e-mail:

To: shailendra@ntpc.co.in

CC to: abhishekbhattacharjee@ntpc.co.in

3. Corrigendum

At any time before the last date of submission of EoIs, NTPC REL may, for any reason, whether at its own initiative or in response to a clarification requested by an Applicant, modify the EoI document. The amendment will be posted on the website and will be binding on the Applicants and the Applicant will give due consideration to the same, while they submit their EoIs, and would invariably enclose documents/ information, as required, on account of the amendment, as a part of the EoI. NTPC REL may, at its discretion, extend the deadline for the submission of EoIs.

4. Preparation of the response to EoI

The application of EoI consists of the following:

- (a) Annexure 1, 2 & 3 of Section-V

5. Validity of the responses

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The Applicant shall submit the responses which shall remain valid up to Eight Month (08) months after the response Deadline (“Response Validity”). NTPC REL reserve the right to reject any response, which does not meet the aforementioned validity requirement.

NTPC REL may solicit the Applicant’s consent for an extension of the period of validity of the response. The request and the response in this regard shall be in writing. In the event any Applicant refuses to extend its response validity as requested by NTPC REL, NTPC REL shall terminate processing of such Applicant’s responses. An Applicant accepting NTPC REL request for validity extension shall not be permitted to modify its response.

6. **Submission of the response to Eol**

The responses to the Eol are to be submitted in soft copy via below e-mail format

To: shailendra@ntpc.co.in

CC to: abhishekbhattacharjee@ntpc.co.in

Ref. Eol No.

Dated

Envelope: Original / Copy #

Due date of Opening: _____

Submitted to:

Name, designation & address of the concerned officer of NTPC

Submitted by:

Name, address & contact no. of the Applicant

All the pages of the response should be duly stamped and signed by the authorized signatory in whose favour the Power of Attorney is issued.

The responses to the Eol should be submitted within the Deadline at the address provided in the Section-I of this Eol.

7. **Opening of responses to the Eol**

The responses to the Eol shall be opened as per the time schedule at date as mentioned in Section-I and will be communicated to the Applicants via e.mail. In the event of any of above dates falling on a day which is not a working day or which is a public holiday, the responses shall be opened on the next working day at the same venue and time.

8. **Costs and expenses towards response to Eol**

The Applicants shall be responsible for all the costs associated with the preparation of the response and participation in discussions and finalization & execution of the documents related with this Eol, NTPC REL shall not be responsible in any way for such costs, regardless of the conduct or outcome of this short-listing/ selection process.

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9. Confidentiality

The Applicants undertake to hold in confidence this Eol and any document related or pursuant to this Eol and not to disclose the terms and conditions of the transaction contemplated hereby to third parties, except:

- (a) To their professional advisors;
- (b) To their officers, contractors, employees, agents or representatives, financiers, who need to have access to such information for the proper performance of their activities;
- (c) Disclosures required under applicable Law, without the prior written consent of the other parties of the concerned agreements.

Provided that the Applicant(s) agrees and acknowledges that NTPC REL may at any time, disclose the terms and conditions of this Eol and any document related or pursuant to this Eol to any person, to the extent stipulated under the applicable Law.

10. Disclaimer

- (a) This Expression of Interest (Eol) has been prepared by NTPC REL for response from any India Company/their Consortium / affiliates / Representatives to explore Strategic Module Sourcing Tie ups or to understand the framework for Contract Manufacturing for Solar PV Modules for development of its future Renewable Energy Capacities.
- (b) In submitting an expressed Eol in response to the Eol, the Applicants certify that it understands, accepts and agrees to the disclaimers on this page. Nothing contained in any other provision of the Eol nor any statements made orally or in writing by any person or party shall have the effect of negating or superseding any of the disclaimers set forth herewith.

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Section-IV Consideration of Response

RESPONSIVENESS/EVALUATION METHODOLOGY

1. Responsiveness check

The responses submitted by Applicants shall be scrutinized w.r.t the intent of the specifications as outlines in the EOI Document. Responses shall be deemed non-responsive for following reasons:

- a. Responses that are incomplete, i.e. not accompanied by any of the applicable formats inter alia covering letter, power of attorney, applicable undertakings, provided in more details at annexures in Section-V;
- b. Responses not accompanied by Essential Information as prescribed in various Annexures in Section-V.
- c. Responses not signed by authorized signatory and / or stamped in the manner indicated in this Eoi;
- d. Material inconsistencies in the information/ documents submitted by the Applicant
- e. An Applicant submitting more than one response to this Eoi either itself or through an affiliate or subsidiary company;
- f. Response validity being less than that required as per Clause 5 of section-III of this Eoi;
- g. Response being conditional in nature;
- h. Response not received by the response Deadline;
- i. Response having Conflict of Interest;
- j. Applicant delaying in submission of additional information or clarifications sought by NTPC REL, as applicable;

All bids that shall meet the responsive check requirements set out above in this section of the Eoi document shall be considered as responsive. In case of nonsubmission of relevant details as above, the responses may be considered as **“Nonresponsive”**, at the sole discretion of NTPC and will not be considered further.

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Section-V
Application Form & Annexures

FORMAT FOR COVERING LETTER CUM UNDERTAKING
(The covering letter should be on the Letter Head of the Applicant)

Date : _____

Place: _____

To,
.....

Sub.: (INVITATION FOR EXPRESSION OF INTEREST)

Ref.: Eol No. _____, dated _____ (the “Eol”)

Dear Sir,

We, the undersigned [insert name of the “Applicant”] having read, examined and understood in detail the **(INVITATION FOR EXPRESSION OF INTEREST)**. We confirm that neither we nor any of our Parent Company/ Affiliate/ Ultimate Parent Company has submitted response other than this response directly or indirectly in response to the aforesaid Eol.

1. We give our unconditional acceptance to the Eol, issued by NTPC REL, as amended. In token of our acceptance to the Eol, the same have been signed & stamped by us and enclosed to the response. We hereby confirm that the provisions of the Eol shall be binding on us.
2. We have submitted our response strictly as per provisions and formats of the Eol, without any deviations, conditions and without mentioning any assumptions or notes.
3. We hereby unconditionally and irrevocably agree and accept that the decision made by NTPC REL in respect of any matter regarding or arising out of the Eol shall be binding on us. We hereby expressly waive any and all claims in respect of Eol process. We confirm that there are no litigations or disputes against us, which materially affect our ability to participate or function under the obligations with regard to Eol.
4. Details of the contact person are furnished as below:
Name :
Designation:
Address:
Contact numbers:
email id:

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5. We are enclosing herewith the entire response containing duly signed formats in electronic format sent via email to: abhishekbhattacharjee@ntpc.co.in as per the EoI for consideration.
6. It is confirmed that our response is consistent with all the requirements of sub mission as stated in the EoI and subsequent communications from NTPC REL, if any.
7. The information submitted in our response is complete, strictly as per the requirements stipulated in the EoI and is correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our response.
8. We confirm that all the terms and conditions of our response are valid for acceptance for a period of eight (08) months from the response Deadline.
9. We confirm that we have not taken any deviation so as to be deemed **“Non-Responsive”** as stipulated in Section-IV of this EoI.
10. We understand that you are not bound to accept any response you receive.

We remain,

Yours sincerely

(Name, Designation and Signature of Authorized Person in whose name Power of Attorney is issued)

(Annexure-1)

Manufacturer Information Details*

S. No	Inputs Required	Applicant Inputs				
		Annual Production Plan of SPV Modules in MWp	Module Rating in Wp	Annual Production Plan of Solar Cells in MWp	Cell Sizes (M2,G1,M6, M10, M12)	Remarks/Any other inputs from applicants
1.0	Details of PV Modules/cells for next five years of the following technologies					
1.1	Poly-crystalline/Multi					
1.2a	Mono crystalline/Mono-Perc (Full Cell)					
1.2b	Mono-Perc (Half Cut)					
1.3a	Mono-Perc Bifacial (Glass to Glass)					
1.3b	Mono-Perc Bifacial (Glass to Transparent Backsheet)					
1.4	Thin Film					
1.5	Any other Technologies (not covered above)					

* Additional Sheets to be included by the Applicants

(Annexure-II)

Technical Input Sheet

S. No	Information Desired	Inputs from the Applicant
1	Technical Details to be furnished for each technology*	
1a	Power Temperature Co-efficient	
1b	Annual Power Degradation	
1c	Module Size including Fixing Hole Arrangements	
1d	Third party verified PAN File to be submitted	
1e	Datasheet of the proposed PV Modules	
2	Status of ALMM Certification	
3	Status of BIS Certification	
4	Details of Third-Party Insurance Status and Validity	
5	Technology Roadmap - Next 5 Years	
6	Details on Quality and Environmental Certification	
7	Details of compatible Module Cleaning Robots /Technology /OEM	
8	Details of Warranties/Guarantees for PV Modules	

* Additional Sheet/Documents may be enclosed

For all the other inputs envisaged in Sl. No. 2 to 8, the applicants can furnish additional inputs/compliance requirements for the purpose of further evaluation

For different rating and technologies, additional sheet can be enclosed by the applicant.

Annexure-3

INFORMATION TO BE SUBMITTED BY APPLICANT

- 1) Name of the Company:
- 2) Legal Status of the Company:
- 3) Brief description of the Company including details of its business groups/subsidiaries/affiliates/its consortium:
- 4) Existing Manufacturing facilities – Locations, Capacity
- 5) Date of Incorporation:
(If the manufacturing is under planning please mention the tentative dates)
- 6) Date of Commencement of Business:
(Applicants to indicate tentative dates in case the capacities are planned in the future)
- 7) Full address including Telephone nos. / Fax nos.:
 - a. Registered Office:
 - b. Head Office:
 - c. Address for communication:
 - d. Contact Details:
 - e. Office Address in India, if any:
- 8) Documents to be enclosed:
 - a) **Technical Credentials** – All Relevant Product/System catalogues, Experience/Reference List, Copies of Customer Certificates (if any), Engineering strengths, collaborations/tie-ups with manufacturers (if applicable), quality accreditations, etc.
 - b) **Financial Credentials** – Copies of Audited Financial statements (Annual Reports) for last 3 years.
- 9) List of Current Customers with Capacity supplied (if applicable)

Annexure-4

BRIEF WRITE UP ON THE TECHNO COMMERCIAL PROPOSAL AND THE EXPECTED COMMERCIAL TERMS FOR SOURCING

(The applicant is required to indicate the terms and conditions, pricing philosophy which are desired in order to enter into long term strategic sourcing agreements)

- A) Brief write up on the Price Evaluation Philosophy
(Additional Details may be enclosed)

- B) Inputs on the expectations from NTPC REL regarding Payment Terms and Conditions, Insurance Requirements, Delivery Plan, Price Validity etc.
(All commercial inputs to be provided)

- C) Any other inputs which is required for the purpose of long term sourcing may please be provided

Annexure-5

BRIEF WRITE UP ON THE CONTRACT MANUFACTURING

[OPTIONAL]

(The applicant is required to furnish their proposal to enter into a contract manufacturing framework arrangement with NTPC REL on long term basis.)

The applicant shall include all the detailed modalities which are required for entering into a contract manufacturing with NTPC REL on long term basis. As a part of the write-up, applicants to include the design criteria, technology requirements, sourcing inputs for raw materials, quality arrangements, commercial and business arrangements etc.

The detailed techno-commercial inputs may be furnished alongwith this EOI.