

(INVITATION FOR EXPRESSION OF INTEREST)

NTPC Limited

(A Government of India Enterprise)



Invites

Expression of Interest

From

Intercity Electric Bus Operators

For

Operation of NTPC Fuel Cell Electric Buses

(INVITATION FOR EXPRESSION OF INTEREST)

DOCUMENTS OF EXPRESSION OF INTEREST

This Expression of Interest (EoI) document comprises of 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 : Annexures

Section I

EoI Information

DETAILED NOTICE INVITING EXPRESSION OF INTEREST

EOI No.: RE-CS-DEL-H2_BUS-EOI

Date: 06.11.2023

NTPC Limited is inviting Expression of Interest from Electric Bus Operators for Operation of 05 Nos Fuel Cell Electric Buses on Delhi Agra intercity route on lease basis

1.1. EOI BRIEF

- (i) NTPC Ltd. (A Government of India Enterprise), with its objective to become a key player in India's adoption of Hydrogen Economy, is currently exploring the possibility of creating a green alternative for Diesel Buses and setting up in-house hydrogen filling station at NTPC premises on a pilot basis to analyse Fuel-cell based technology's technical and commercial feasibility as an alternative to Diesel Buses.
- (ii) Accordingly, the Company, intends to operate Fuel Cell Based electric buses on Delhi-Agra intercity route or any other route identified by the Operator (**herein after called APPLICANT**) as feasible including at least 02 Nos. buses on Delhi-Agra intercity route. The Hydrogen fuel for Fuel Cell Electric Buses (FCEBs) shall be provided by NTPC on free-of cost basis for 2,00,000 KMs for each bus per annum.
- (iii) The purpose of inviting this EOI is to identify prospective bidders for operation of FCEBs. The successful APPLICANTs against this EOI shall only be invited to participate in the Competitive Bidding process for Operation of FCEBs. The FCEBs shall be leased to the successful Bidder through the above Competitive Bidding Process.
- (iv) Currently, the tenure of leasing period is 3 years. However, the same may be extended on mutually agreed terms and conditions on completion of leasing period of 3 years.

1.2. EOI DETAILS AND TIMELINES

- (i) Interested APPLICANTs may download the documents of EoI free of cost from www.ntpctender.com or <https://eprocurementpc.nic.in>.
- (ii) The APPLICANT is required to submit his EoI application complete in all respects (see checklist as per cl 1.3) on portal as below :

(iii) **The timelines for the EOI are :**

Sl. No	Particulars	Date
1	EOI Publish Date	06.11.2023
2	Submission of Clarification*	13.11.2023
3	Last Date and Time of Submission	20.11.2023, 17:30 Hrs
4	Scheduled Date and Time of Opening	21.11.2023, 11:00 Hrs

***Clarification shall be submitted to:** ravindrasudehely@ntpc.co.in
CC to: abhishekkumar02@ntpc.co.in

(iv) **Response Validity** : **30 Days**

1.3. EOI CHECKLIST

The APPLICANT shall provide the documents as indicated below as part of the EOI.

Sr No	Requirement	Document to be enclosed	Enclosed
1	Application cum Undertaking	Annexure 5.1	Yes/No
2	Applicants Information	Annexure 5.2	Yes/No
3	Eligibility Requirement, cl 4.2(1)	As per Cl 4.2 (1) (a) and (b)	Yes/No
4	Eligibility Requirement, cl 4.2(2)	As per Cl 4.2 (2)	Yes/No
5	Eligibility Requirement, cl 4.2(3)	As per Cl 4.2 (3)	Yes/No
6	Power of Attorney for participation in the EoI	Copy of Power of Attorney	Yes/No

1.4. NTPC 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.

Section II

Introduction

2.1 INTRODUCTION

- (i) NTPC Limited (www.ntpc.co.in) is a leading power generation company of India. It has been ranked No#1 Independent Power Producer (IPP) and Energy Traders Globally by S&P Platts (2023). The Company is listed on the Indian stock exchange with a market capitalisation of ₹ 2.28 trillion.
- (ii) NTPC Limited, being Integrated Energy Company in India, wants to play a key role in India's adoption of the hydrogen economy. Long haul passenger mobility is considered as an important use case for Hydrogen based technologies, NTPC intends to explore the feasibility of replacing intercity passenger travel with diesel buses to intercity travel with zero emission fuel cell electric buses. The Green Hydrogen Pilot Project aims to demonstrate fuel cell technology based on Green Hydrogen in National Capital Territory Region, New Delhi.
- (iii) The NTPC Green Hydrogen Mobility Project consists of Design & Development of fuel cell buses adapted to Indian conditions, Development of Green Hydrogen Generation and Refuelling station and Operation of fuel cell buses on intercity route. The project is planned for operation for 03 years.

2.2 INTENT OF EXPRESSION OF INTEREST

The EoI intends to identify prospective bidders for leasing and operation of 05 Nos. 12-meter premium 40-seater intercity fuel cell electric buses (**hereinafter referred as FCEBs**) in National Capital Territory Region of Delhi. The successful APPLICANTs i.e. the APPLICANTs meeting the eligibility requirement as per cl 2.3 below shall be invited to participate in the NTPC Bidding process for leasing 05 Nos. FCEBs for operation on lease basis for 3 years.

The detailed terms and conditions shall be provided to the successful APPLICANT's participating in the bidding process. However,

The key roles and responsibilities of the stakeholders under the project include but not limited to the following are:

(A) NTPC's Role:

NTPC at its own cost shall undertake following activities, roles and responsibilities.

- (i) Implementation of Hydrogen fuelling station and associated infrastructure at **NTPC NETRA Complex, Greater Noida.**
- (ii) Procurement, Homologation, On Road Trials, RTO Registration, First Year Insurance and Acceptance by NTPC.
- (iii) Operation and Maintenance of Hydrogen Fuelling Station.
- (iv) Provide Green Hydrogen fuel for FCEBs on free issue basis for 03 years meeting the operational and technical requirements of buses as per **Annexure 5.3.**
- (v) Provide maintenance services for FCEBs thru' OEM.
- (vi) Provide adequate training to Authorised drivers of APPLICANT for operation of FCEBs.
- (vii) Provide Advertisement space (30 sqft x 2) for LHS & RHS of FCEBs. The space may be used by APPLICANT for their company's own advertisements or may be used for other green advertisements subject to NTPC's approval.

(B) APPLICANT Role:

The APPLICANT shall undertake to operate 05 Nos. FCEBs on the identified or feasible routes to maximize revenue.

- (i) NTPC shall handover the buses to the APPLICANT for operation period of 3 years from the date of handover. The APPLICANT shall safely operate the FCEBs on intercity route of Delhi-Agra or any other schedules as deemed fit within the technical requirements as indicated in **Annexure 5.3.**
- (ii) Shall collect passenger fare through manual/automated/any other mode.
- (iii) Shall make payments to NTPC as per the rates finalized during the bidding process.
- (iv) The APPLICANT shall obtain permits/approvals required for operation of the FCEBs from statutory authorities/appropriate authorities, make payments for taxes, toll charges, etc. In case of any documentation required for above is to be furnished by NTPC as owner of the bus, same shall be provided to the successful bidder.

All costs towards obtaining insurance cover, taxes, permit fees, toll charges or any other statutory charges levied during the course of operation shall be borne by the Operator.

- (v) Maintain the FCEBs in good operating condition like day-to-day cleaning, washing, housekeeping, check-ups before start and during operations (like checking battery charge status, tyre air pressures etc.) as per OEM's recommendation.
- (vi) Preparation of FCEBs for Road-Worthiness certificates, timely denting / painting works of bus bodies / bus body items.
- (vii) Any loss or cost of repair due to accident shall be in the scope of the APPLICANT/Operator. The Operator shall undertake repair works from OEM or its Authorised agency.
- (viii) Return and handover the leased FCEBs in good working condition to NTPC on completion of the leasing period of 03 years, however, if required, the same may be extended on mutually agreed terms and conditions.

2.3 ELIGIBILITY REQUIREMENTS

The APPLICANTs must meet the following eligibility criteria for being considered as successful applicant against this EOI.

- (i) The Applicant should be a company incorporated in India under relevant 'Companies Act' for business of operation of buses.
And
- (ii) The Applicant should be operating luxury / premium intercity buses in India for at least 1 year preceding the date of publishing the EoI.
And
- (iii) The Applicant should have infrastructure facilities in the bus route proposed in their application, of its own/ tied-up with any third party, for operation of buses which shall include ticketing facilities and/or Passenger Lounge and/or Charging Infrastructure for Buses and/or Hydrogen filling station. The infrastructure facilities can be in one location or in different location.

Section III

Instructions to the Applicants

3.1 The Applicants should note that:

1. Language of the responses to EOI or any query/ clarifications/ correspondences shall be in English only.
2. For EoI, Annexures (Section V of the EoI) and required documents as indicated in EoI checklist shall be duly filled and submitted by the APPLICANT as indicated.
3. NTPC Ltd. 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.

3.2 Corrigendum

At any time before the last date of submission of EOIs, NTPC 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 may, at its discretion, extend the deadline for the submission of EOIs.

3.3 Validity of the responses

The Applicant shall submit the responses which shall remain valid up to Thirty (30) days after the response Deadline (“Response Validity”). NTPC reserve the right to reject any response, which does not meet the validity requirement.

NTPC 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, NTPC shall terminate processing of such Applicant’s responses. An Applicant accepting NTPC request for validity extension shall not be permitted to modify its response.

3.4 Opening of responses to the EOI

The responses to the EOI shall be opened as per the time schedule mentioned in Section I and will be communicated to the Applicants via e-mail.

In the event of public holiday on any of the above dates, the responses shall be opened on the next working day at the same venue and time.

Section IV

Consideration of Response

RESPONSIVENESS / EVALUATION METHODOLOGY

4.1 RESPONSIVENESS CHECK

The responses submitted by Applicants shall be evaluated for limited tender among successful APPLICANTS for operation of 05 Nos. FCEBs of NTPC.

- a) Responses that are incomplete, i.e. not accompanied by any of the applicable documents as per cl 3.4 and cl 4.2 below;
- b) An APPLICANT submitting more than one response to this EOI either itself or through an affiliate or subsidiary company;
- c) Response being conditional in nature;
- d) Response not received by the response Deadline;
- e) Applicant delaying in submission of additional information or clarifications sought by NTPC, as applicable;

All bids that meet the above requirements shall be considered as responsive. In case of non-submission of relevant details as above, the responses may be considered as “**NON-RESPONSIVE**”, at the sole discretion of NTPC and will not be considered further.

4.2 EVALUATION METHODOLOGY

The APPLICANT shall be evaluated for meeting the eligibility requirements as per cl 2.3 and the same shall be considered successful applicant for the follow up Competitive Bidding Process. The documents against each of the eligibility requirements are mentioned as below. The evaluation shall be done based on following details furnished by the APPLICANT :

Sr No	Eligibility Requirements	Documents to be submitted
1	The Applicant should be a company incorporated in India under relevant ‘Companies Act’ for business of operation of buses	(a) Copy of Certificate of Incorporation (b) AoA of Incorporation
2	The Applicant should be operating luxury / premium intercity buses in India for at least 1 year preceding the date of publishing the EoI.	a) Route/Permits/Any other document to establish current intercity operations of buses. b) The operated buses should meet the bus specifications as per UBS II, 2013 for standard/Midi bus of premium segment (Air

		conditioned) or Type II/III AC buses in 2x2 layout or higher. Copy of registration certificate of at least one luxury/premium intercity bus in operation to be submitted
3	The Applicant should have infrastructure facilities in the bus route proposed in their application, of its own/ tied-up with any third party, for operation of buses which shall include ticketing facilities and/or Passenger Lounge and/or Charging Infrastructure for Buses and/or Hydrogen filling station. The infrastructure facilities can be in one location or in different location.	Tie-ups for charging infrastructure/lounge/or any other document for facilities owned/leased/hired for bus/passenger amenities/charging station/ticketing facilities like mobile application, kiosk, office space.

The APPLICANT not meeting the above eligibility requirements or are “NON-RESPONSIVE” shall not be considered for further bidding process.

Section V

Annexures

(APPLICATION CUM UNDERTAKING FOR OPERATION OF FCEBs)

(The covering letter should be on the Letter Head of the APPLICANT'S COMPANY)

To,
Additional General Manager
Renewable Energy - Hydrogen
NTPC Limited
Greater Noida

Sub: NTPC EOI for Operation of Fuel Cell Electric Buses on Intercity/Intracity Route

Reference EoI No. _____, dated _____ (the "EoI")

Dear Sir,

We, the undersigned [name of the "Applicant"] having read, examined and understood in detail the **NTPC EOI for Operation of Fuel Cell Electric Buses on Intercity/Intracity Route**. 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 EOI.

Further, we confirm that, if emerged successful, we shall participate in the NTPC's bidding process.

1. Details of the contact persons are furnished as below:

Particulars	Contact Person #1	Contact Person #2
Name		
Designation		
Address		
Mobile Number		
Email id		

2. It is confirmed that our response is consistent with all the requirements of submission as stated in the EOI.
3. We confirm that we have not taken any deviation so as to be deemed “**NON-RESPONSIVE**” stipulated in Section IV of this EOI.
4. We confirm that all the terms and conditions of our response are valid for acceptance for a period of Thirty (30) days from the response Deadline.

Yours sincerely

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

(APPLICANTs INFORMATION)

1. Name of the Company:

2. Legal status of the Company (Pvt. Ltd/Public Ltd/LLP/Any Other):

3. Date of Incorporation:

4. Full address including Telephone nos:
 - (a)Registered Office:
 - (b) Head Office:
 - (c) Address for communication:
 - (d) Contact Details:

5. Details to be provided:
 - a) Total Nos of buses operated on intercity Route (All India)

 - b) Mode of ticket booking and fare collection: (manual/online/mobile app)

 - c) Indicate current infrastructure to facilitate operation of electric/fuel cell buses on intercity route.

(Sign & Company Seal)

Authorized signatory

Annexure 5.3

Sr No	Description	Details
(A) Type/Category		
1	Number of Buses	05 Nos
2	Type	III /12 m / 2x2
3	Segment	Premium/Luxury Interiors (Reclining seats)
4	HVAC	Yes
5	Seating Capacity	40 seats in 2x2 layout (01 Driver + 01 Helper)
6	Lighting	Smart Dimming Controls for individual passengers
7	Proposed Routes	At least 02 Nos on Delhi – Agra intercity route
8	Fuel Type	Green Hydrogen
9	Fueling Station Location	NETRA, Greater Noida
(B) Technical Requirements		
1	Daily Operation Hours	Max 18 Hours
2	Range	~550 KMs (Single Refill)
3	Ambient Temperature	0 to +55 deg Celsius
5	Annual Run	200,000 KMs per Bus (2 Days leave /bus/month)
6	Free Issue Green Hydrogen	260 kg / day

Tentative Delivery of the FCEBs : Aug'24