

NTPC VIDYUT VYAPAR NIGAM LIMITED
(A wholly owned Subsidiary of NTPC Limited)

CONTRACT & MATERIALS

INVITATION FOR BIDS (IFB)
FOR

**SELECTION OF CHANNEL PARTNER FOR INSTALLATION OF GRID CONNECTED
SOLAR PV PROJECT UNDER PM SURYA GHAR: MUFT BIJLI YOJNA IN DISTRICTS
OF TELANGANA COVERED UNDER NORTHERN POWER DISTRIBUTION COMPANY
OF TELANGANA LTD (TSNPDCL)**
(Domestic Competitive Bidding)

Bidding Document No.: NVVN/ C&M/RE-266/2024-25

Date: As per NIT in GEPNIC portal

1.0 NTPC VIDYUT VYAPAR NIGAM LTD (NVVN) invites on-line bids at Government e-procurement portal of NIC (GePNIC) at website- <https://eprocurementpc.nic.in/> on Single Stage Two Envelope Basis (i.e. Envelope-I: Techno-Commercial Bid and Envelope-II: Price Bid) from eligible Bidders for aforesaid package, as per the scope of work briefly mentioned hereinafter.

2.0 BRIEF SCOPE OF WORK

The scheme 'PM - Surya Ghar: Muft Bijli Yojana' was launched by the Government on 13.02.2024 to promote adoption of rooftop solar in the residential sector, providing Central Financial Assistance for consumers. Draft guidelines of the scheme were issued by MNRE on 16.04.2024. Channel Partner to follow the final guidelines as and when notified. Under this scheme, there is a target to cover 1 crore households before 31.03.2027.

NVVN has registered as a vendor under PM - Surya Ghar: Muft Bijli Yojana and intends to install rooftop solar PV systems of high quality at a fair price to cover every feasible rooftop in the allocated states with solar PV plants. 8 States/UTs have been allotted to NVVN Ltd. viz Uttar Pradesh, Delhi, Bihar, Chhattisgarh, Maharashtra, Andhra Pradesh, Telangana, and A&N Islands.

For installation of rooftop solar in the residential sector in the aforesaid states, NVVN desires to engage Channel Partners who in turn may interface with EPC Vendors as well as the Discoms to complete the installation of rooftop solar project.

Two number (2 Nos) of channel partners shall be selected for DISTRICTS OF TELANGANA COVERED UNDER TSNPDCL (i.e L1 bidder and eleven non-L1 bidder matching the L1 price in the order of their ranking) and other bidders in addition to the aforesaid one non-L1 bidder matching the L1 price (except the Bidder with H1 price) in the state/UT shall be kept in the reserve list.

The Channel Partner shall act as an aggregator in the districts of Telangana covered under TSNPDCL and may tie up with the multiple EPC vendors to complete the installation of Solar Project. Channel Partner shall ensure such EPC vendors qualify the sub-QR requirement.

The customer enquiries obtained on National Portal shall be directed to Channel Partners by NVVN. However, any customer referred by a Channel Partner shall be directed to that Channel Partner only.

Channel Partners meeting the prescribed Technical and Financial QR shall be selected based on the lowest evaluated price for installation of Rooftop Solar Plants. The price shall be discovered for the range of 1-2KW on per KW basis, thereafter for each additional capacity in KW upto 10 kW & above, the price shall be considered as 0.9 times the discovered price for the range of 1-2kW. . The quoted price shall be kept valid for a period of 6 months from the date of notification of enlistment and shall be reviewed thereafter every six months by NVVN based on the then prevailing prices/MNRE benchmark. If a channel partner does not agree with the revised rate, they may withdraw from the enlistment. In such case, NVVN may, at its discretion, invite the other bidders (except H1 bidder) from the reserve list in the order of their ranking and ask them to match the price that NVVN has determined in order to become a channel partner. If a channel partner withdraws from the enlistment on account of not being able to match the revised price determined by NVVN, then the Bid security/security deposit shall be returned to channel partner provided he has completed the work already sanctioned and reconciliation has been completed. Channel Partner shall not use the name of NVVN for any other purpose other than the referred Scheme. Further, after the expiry/termination of enlistment, the Channel Partner shall not use the NVVN name for any of its business.

If the channel partner achieves the milestone of 2 MW on cumulative basis within the period of enlistment, then incentive at Rs. 500/Kw, inclusive of GST shall be provided to the Channel Partner prospectively for the future capacity beyond 2 MW allocated to such Channel Partner. For the avoidance of doubt, incentive shall not be paid for any capacity upto 2 MW and shall only be applicable for the capacities awarded to Channel Partner beyond 2 MW.

(i) Responsibilities of NVVN

1. NVVN is registered on the PM Surya Ghar Portal for the allocated states.
2. Approval of design / data sheet of the make and Models of modules, inverters, solar meter, cables, module mounting structure.
3. Creating and maintaining NVVN web portal and Coordination with NPIA for portal issues.
4. Marketing/ Awareness campaigns
5. PG tests shall be verified by NVVN randomly as per NVVNs discretion. NVVN may also opt for third party verification.

(ii) Roles & Responsibilities of Channel partner

1. Social media / local media campaign among local communities
2. Shall identify the potential beneficiaries and make them aware of the scheme and the benefits of the PM- Surya Ghar Muft Bijli Yojna
3. Shall act as an aggregator of the requests received through NVVN on portal.
4. Shall carry out site visit to the customer's premises within 3 days of receipt of communication from customer or NVVN and shall submit a report on NVVN's portal about the technical feasibility for setting up rooftop solar PV project and impediments/obstacles in the site, if any.
5. Shall execute the work through vendors and make timely payment to them.
6. Identification and enlistment of vendors meeting the qualification requirements specified by NVVN and NVVN, at its discretion may randomly verify the sub QR documents of EPC vendors.
7. Shall ensure that assigned work has been executed within the given timeframe including Comprehensive AMC for 05 years.

8. Ensure that Vendors/EPC Contractors are following the technical specifications & quality control and standards for all components of RTS systems and its installation procedure.
9. Conduct the instantaneous PR test.
10. Collect the capex cost for solar installation from Customers in NVVN Account.
11. Shall facilitate disbursement of subsidy to customers.
12. Establish helpdesk for customer management.
13. Any reasonable additional cost and expense incurred by the Channel Partner in following the instructions from the Customer to overcome such physical conditions or any artificial obstructions or if the customer desired if the customer desired customized solution, the extra cost shall be paid by the Customer to the Channel Partner separately and NVVN shall not be responsible for payment of such additional works and guarantees associated with such additional works.
14. The Channel partner shall facilitate the signing of Customer agreement (form 26) between NVVN and customer and upload on NVVN Portal
15. The Channel partner shall submit the customer feedback form for each customer after commissioning (form 25) and thereafter every year for CAMC (form 25A) upload on NVVN Portal.

Detailed scope of work is provided in the Technical Specification (Section VI) of bidding document.

- 3.0 Detailed specification, scope of work and terms & conditions are given in the Bidding Documents, which are available at the GePNIC (e-tender) portal at <https://eprocentpc.nic.in/>. The Bidding Schedule* for the Tender is as under:

Issuance of IFB	As per NIT in GEPNIC portal
Bidding Document Sale Date & Time	As per NIT in GEPNIC portal
Last Date for receipt of queries from bidders (if any) **	As per NIT in GEPNIC portal
Bid Submission Start	As per NIT in GEPNIC portal
Bid Submission End Date & Time*	As per NIT in GEPNIC portal
Bid Opening Date & Time for Techno-Commercial Bid*	As per NIT in GEPNIC portal
Price Bid Opening Date & Time	Shall be intimated separately by NVVN.
Cost of Bidding Document	NIL
Bid Security	Rs 20,00,000/- (Indian Rupees Twenty Lakh Only)

****Bidders are advised to visit the GePNIC (e-tender) portal of NTPC for updated bidding schedule of the Tender.***

**It is to be noted that "No Queries from Bidders, whatsoever, shall be entertained by the Employer beyond the last date of receipt of Queries/ Pre-Bid Conference (if applicable) as specified at GePNIC portal of NTPC".

Note: Bidders (Channel Partners) are advised to collect all necessary information under the scheme as mentioned in the MNRE draft guidelines and must apprise themselves of all the relevant guidelines as and when notified and NO ADDITIONAL CLAIM shall be entertained in this regard.

- 5.0 All bids must be accompanied by Bid Security for an amount of **INR 20,00,000/- (Indian Rupees Twenty Lakh only)** in the form as stipulated in the Bidding Documents. The Bid security of **Rs. 20,00,000/-** shall be retained as Security deposit post notification of enlistment and shall be returned after expiry of enlistment.

ANY BID NOT ACCOMPANIED BY AN ACCEPTABLE BID SECURITY SHALL BE REJECTED BY THE EMPLOYER AS BEING NON-RESPONSIVE AND SHALL NOT BE OPENED. BIDDER SHALL SUBMIT THE PROOF OF E-PAYMENT IN SEPARATE SEALED ENVELOPE OR IN THE E-TENDERING PORTAL, IF BID SECURITY IS SUBMITTED THROUGH ELECTRONIC FUND TRANSFER

BANK DETAILS FOR EFT PAYMENT

- (i) Bank Name: ICICI Bank Limited
- (ii) Branch: CONNAUGHT PLACE BRANCH
- (iii) Bank Address: 9A, PHELPS BUILDING, CONNAUGHT PLACE, NEW DELHI- 110001
- (iv) IFSC Code: ICIC0000007
- (iv) Account No.: 000705008910

6.0 Qualifying Requirement

1) Technical QR

a) Route-1

The channel partner should meet one of the following criteria:

- i. EPC contractor who has erected/ supervised the erection, commissioned/ supervised commissioning of grid connected solar plant of minimum cumulative capacity of 01 MWp in the preceding financial year.
 - ii. Manufacturer of solar PV modules listed in latest list of ALMM published by MNRE.
 - iii. Distributor / dealer of solar PV modules who should have supplied modules of cumulative capacity of at least 2 MWp in the preceding financial year.
 - iv. Distributor / Supplier of Module Mounting Structure of Solar Plant and should have supplied Module Mounting Structure for the Solar Plants of cumulative capacity at least 2 MWp in the preceding financial year.
- b) Route-2

Channel Partner should be a distributor / dealer for consumer durables / combination of switchgear and / or control gear components having offices / warehouse facilities in more than one district and should have agreements with at least 05 vendors, each having installed at least 5 (five) roof top solar systems from 01.04.2023. The agreements with vendors shall be submitted by the channel partner along with Bid.

Notes for clause 1:

- a. For clause a (i), Channel Partner shall submit net metering certificate(s) issued from Discoms.

- b. For clause a (ii), Channel partners' name should be in the latest list of ALMM published by MNRE.
- c. For clause a (iii), Channel Partner should submit Dealer/ distributor certificate, which is valid as on date of bid submission date, issued by the Solar PV modules manufacturer and should provide purchase order copies/ invoices in support of 2 MWp cumulative capacity.
- d. For clause a (iv), Channel Partner should submit Distributor / supplier certificate, which is valid as on date of bid submission date, issued by the Manufacturer of Module Mounting Structure and should provide purchase order copies/ invoices in support of 2 MWp cumulative capacity.
- e. For clause b: Channel Partner should submit Dealer/ Distributor certificate, which is valid as on date of bid submission date, issued by the manufacturer of consumer durables / combination of switchgear and / or control gear components.
Channel partner must provide ownership/ rental / lease / license agreement for the offices / warehouse facilities.
Channel Partner shall submit net metering certificate(s) issued by the Discoms to vendors with whom the agreement was signed by the Channel Partner.

2) Financial QR:

- a. The average annual turnover of the Channel Partner should not be less than ₹3 Crores during the preceding three (3) financial years.
- b. Net Worth of the Bidder as on the last day of the preceding financial year should not be less than 100% (hundred percent) of Bidder's paid-up share capital.

In case the Bidder does not satisfy the Net Worth criteria on its own, it can meet the requirement of Net worth based on the strength of its Subsidiary (ies) and/or Holding Company and/or Subsidiaries of its Holding companies wherever applicable. In such a case, the Net worth of the Bidder and its Subsidiary(ies) and/or Holding Company and/or Subsidiary(ies) of the Holding Company, in combined manner should not be less than 100% (hundred percent) of their total paid up share capital. However individually, their Net worth should not be less than 75% (seventy-five percent) of their respective paid up share capitals.

Net worth in combined manner shall be calculated as follows:

Net worth (combined) = $(X1+ X2+X3) / (Y1+Y2+Y3) \times 100$ where X1, X2, X3 are individual Net worth which should not be less than 75% of the respective paid up share capitals and Y1,Y2,Y3 are individual paid up share capitals.

- c. In case the Bidder is not able to furnish its audited financial statements on standalone entity basis, the unaudited unconsolidated financial statements of the Bidder can be considered acceptable provided the Bidder further furnishes the following documents for substantiation of its qualification:
 - o Copies of the unaudited unconsolidated financial statements of the Bidder along with copies of the audited consolidated financial statements of its Holding Company.
 - o Certificate from the CEO/ CFO of the Holding Company, as per the format enclosed in the bidding documents, stating that the unaudited unconsolidated financial statements form part of the consolidated financial statement of the Holding Company.
In case where audited results for the last financial year as on the date of Techno Commercial Bid Opening are not available, the financial results certified by a practicing Chartered Accountant shall be considered acceptable. In case the Bidder is not able to submit the Certificate from a practicing Chartered Accountant

certifying its financial parameters, the audited result of three consecutive financial years preceding the last financial year shall be considered for evaluating financial parameters. Further, a certificate would be required from the CEO/CFO as per the format enclosed in the bidding documents stating that the financial results of the company are under audit as on date of Techno Commercial Bid Opening and the Certificate from a practicing Chartered Accountant certifying the financial parameters is not available.

Notes for Clause 2:

- a) Net worth means the sum total of the paid up share capital and free reserves. Free reserves mean all reserves credited out of the profits and share premium account but does not include reserves credited out of the revaluation of the assets, write back of depreciation provision and amalgamation. Further any debit balance of Profit and Loss account and miscellaneous expenses to the extent not adjusted or written off, if any, shall be reduced from reserves and surplus,
- b) Other income shall not be considered for arriving at annual turnover.
- c) "Holding Company" and "Subsidiary" shall have the meaning ascribed to them as per Companies Act of India,
- d) For Turnover indicated in foreign currency, the exchange rate as on seven (7) days prior to Techno Commercial Bid Submission date shall be used.

7.0 A complete set of Bidding Documents may be downloaded by any interested Bidder from the e-Tender Portal as per specified schedule. The tender is invited under e-tendering process. The bidders can enroll themselves on the website <https://eprocurementpc.nic.in/>. The use of Digital Signature Certificate (DSC) Class-3 key is mandatory for e-tendering activities. Accordingly, bidders should have Digital Signature Certificate (DSC) key of Class 3 to participate in e-tendering. Bidders, if required, can obtain DSC Class-3 key from agencies authorized by Govt. of India. The e-Tender Portal also has the user manuals with detailed guidelines on enrolment and participation in the bidding process. No hard copy of Bidding Documents shall be issued. Bids shall **be submitted ONLY at the e-Tender Portal i.e. <https://eprocurementpc.nic.in/>**

8.0. Class-I local suppliers' only are eligible to participate in this tender, as defined in the bidding documents/ Public Procurement Order. The bidders may apprise themselves of the relevant provisions of bidding documents in this regard before submission of their bids. **(Mono-Perc Solar Panel >= 500Wp) Modules shall be used and shall be Domestic Modules manufactured from domestic cells as per Domestic Content Requirement (DCR) complied with MNRE Guidelines and shall be from ALMM list (Approved List of Models and Manufacturers) of MNRE. Inverters are to be purchased from Class-I local supplier.**

9.0. Any 'Bidder from a country which shares a land border with India', as specified in the Bidding Documents, will be eligible to bid in this tender only if bidder is registered with the Competent Authority as mentioned in the Bidding Documents.

Further, any bidder (including bidder from India) having specified Transfer of Technology (ToT) arrangement with an entity from a country which shares a land border with India, will be eligible to bid only if the bidder is registered with the same competent authority.

However, the said requirement of registration will not apply to bidders from those countries (even if sharing a land border with India) to which the Government of India has extended lines of credit or in which the Government of India is engaged in development projects.

10.0 Transfer of Bidding Documents by one intending Bidder to another is not permissible.

11.0 Downloading/Issuance of Bidding Documents and /or submission of Bid shall not construe that bidder is considered qualified.

12.0 NVVN reserves the right to reject any or all bids or cancel/withdraw the Invitation for Bids (IFB) without assigning any reason whatsoever and in such case no bidder/intending bidder shall have any claim arising out of such action.

13.0 **Address for communication:**

Sr. Manager (C&M)
NTPC VIDYUT VYAPAR NIGAM LIMITED
Engineering Office Complex, Plot No. A-8A Sector 24, Block A,
Noida, Uttar Pradesh 201301
Email: nvvncontracts@ntpc.co.in
Corporate Identification Number: U40108DL2002GOI117584,
website: www.eprocurementpc.nic.n
Phone No: 0120-4947236

14.0 **Registered Office**

NTPC VIDYUT VYAPAR NIGAM LIMITED,
NTPC Bhawan, Core-7, SCOPE Complex,
7, Institutional Area, Lodhi Road,
New Delhi – 110003
Corporate Identification Number: U40108DL2002GOI117584.
Website: [L](http://www.eprocurementpc.nic.in)

15.0 **Other Instructions**

- i. Please use 'Online Bidder Enrollment' link provided on portal <https://eprocurementpc.nic.in> (GePNIC) to register
- ii. Go through Help, FAQ etc. as provided on the above portal.
- iii. Class III digital signature (DSC) is required for submission of BID on above portal.
- iv. Important Note: It is strongly recommended that all authorized users of Supplier organizations should thoroughly peruse the information provided under the relevant links, and take appropriate action. This will prevent hiccups, and minimize teething problems during the use of GePNIC.

GePNIC Helpdesk Telephone: 24X7 Customer Support +91-120-4001 002/+91-120-4200 462/ +91-120-4001 005/+91-120-6277 787