

Minutes of Pre-Bid Meeting on RfP for hiring agency for setting up the Facilitation Centre for BEE’s financing schemes

This is with reference to the pre-bid meeting held on 2nd February 2021 at 3:00 PM in Microsoft Teams under the chairmanship of Director (VK), BEE. The list of participants is attached at **Annexure-A**. The important points discussed during the meeting is given below:

Clarification sought by bidders	Clarification provided by BEE	Amendment in RfP
<p>1. In Clause 3.1(1), minimum team strength of 6 personnel is required.</p> <p>There are no marks allotted to CV or team strengths in the marking criteria under technical evaluation as provided on page no. 23.</p>	<p>Since, it is very subjective to allocate the marks on the basis of the CVs. Bidder should meet the minimum eligibility criteria</p>	<p align="center">-</p>
<p>2. Recommendation of at least 25 Energy Efficient projects/ loans in the given time of 3 months would be a challenge. We request you to reduce the no. of Energy Efficient projects/ loans to 10 in 3 months timeline</p>	<p>The Bidders have a huge scope to identify the projects from more than 1000 Large industries (DCs), more than 85 Lakh MSMEs and more than 100 ESCO etc.</p>	<p>Under Deliverable 7 following sub point is added</p> <p>“e) 25 EE projects/loans in way of filled up willingness forms and shall also track its implementation.”</p>
<p>3. Recommend at least 35 Energy Efficient projects/ loan to BEE and organize 4 stakeholders Physical/ VC workshops as per government regulations. We request you to reduce the no. of Energy Efficient projects/ loans to 25 in 6 months’ timeline. BEE may clarify if these 35 EE projects/loans are additional to 25 projects/loans asked in Q1 or cumulative</p>	<p>The Bidders have a huge scope to identify the projects from more than 1000 Large industries (DCs), more than 85 Lakh MSMEs and more than 100 ESCO etc.</p> <p>It was clarified that these 35 projects are additional to 25 projects, which means till Q2 consultant shall identify 25+35= 60 projects/loans and the agency should be</p>	<p>Under Deliverable 8 following sub point is added</p> <p>“f) 35 EE projects/loans in way of filled up willingness forms, which are in addition to 25 projects/loans said in deliverable no. 7(above). Thus, total 60 projects shall be identified by Q2 and shall also track its implementation.”</p>

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	<p>able to get willingness forms (filled by borrowers) for these identified projects/loans. It was also clarified that these filled up willingness forms recommended by Facilitation Centre (FC) to BEE shall be further recommended to FIs through online IT platform. If FIs are interested in financing these projects then they can directly approach to borrowers and get full-fledged loan application with DPR from them. Later on, FC should regularly get data from FIs on EE project/loans actually financed /disbursed on IT portal.</p>	
<p>4. Recommend at least 50 Energy Efficient projects/ loan to BEE and organize 4 stakeholders Physical/ VC workshops as per government regulations Time Line: 9 months from date of signing of contract. We request you to reduce the no. of Energy Efficient projects/ loans to 45 in 9 months' timeline.</p>	<p>Clarification same as point no-3</p>	<p>Under Deliverable 9 following sub point is added</p> <p>“e) 50 EE projects/loans in way of filled up willingness forms, which are in addition to 25+35 projects/loans said in deliverables no. 7 and 8(above). Thus, total 110 projects shall be identified by Q3 and shall also track its implementation.”</p>
<p>5.Recommend at least 65 Energy Efficient projects/loan and organize 6 stakeholders Physical / VC workshops as per government regulations</p>	<p>Clarification same as point no-3</p>	<p>Under Deliverable 9 following sub point is added</p> <p>“f) 65 EE projects/loans in way of filled up willingness forms, which are in addition to</p>

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		25+35+50 projects/loans said in deliverables no. 7 and 8(above). Thus, total 175 projects shall be identified by Q4 and shall also track its implementation.”
<p>6.In Clause 6.3, Technical Expertise working in Energy Efficiency project Number of projects between 1-2 Number of projects more than 2</p> <p>Whether it is applicable to company or to experts</p>	<p>Here, we are focusing upon experience of bidder agency on implementation of Energy Efficiency projects. Here, the preparation of DPRs or energy audit will not be considered. After preparing the DPRs, bidder should have experience in implementing the Energy Efficiency projects.</p>	-
<p>7. In Clause 6.4, the final evaluation of the consultant will be from all the bidders who scored more than 35 marks in technical evaluation. Evaluation will be based on the total lump sum cost quoted by the bidder. The financial bid with the lowest cost among all bids will be awarded as L1 bidder order to get quality bids, we request evaluation criteria to be set on QCBS methodology (70:30)</p>	<p>Here, BEE has revised the evaluation criteria to QCBS methodology.</p>	<p>Clause 6.4 shall be read as out as “Financial bids of those bidders shall be opened who scored 35 marks and above (i.e. 70% and above) in technical evaluation. Final Evaluation shall be based upon QCBS (Quality Cost Basis Selection) in which there will be 70:30 ratio for technical and financial score respectively. Proposals are ranked according to their combined technical and financial scores using the above ratios. The bidder with the highest score (H1) shall be awarded the work.”</p>

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<p>8. In Clause 3.1 (VIII), the number of participants should be 100 for Physical workshop and 50 for VCs. In case of COVID, atleast 6 feet of distance should be maintained. Hence, mostly no halls can accommodate 100 participants with 6 feet of distance. Thus, the number of participants can be reduced.</p>	<p>In existing RfP, more than 1000 participants are targeted through VCs and Physical workshops. Hence, by reducing the number of participants to 50 in the physical workshop and increasing the number of participants to 60 in VCs, still total number of participants is coming more than 1000 participants.</p>	<p>Clause3.1 (VIII) shall be read as Out of 18 workshops at least 4 workshops should be organized physically. In each meeting at least 60 officials should be present in case of VC and in physical workshops there should be at least 50 participants. Here, total number of participants should be atleast 1000 in 18 workshops.</p>
<p>9. In clause 4.2, in payment terms, for 2 -6, there is no payment linked to work assigned to bidder. In case of mobilisation amount percentage can be increased to compensate the deliverable mentioned from 2-6 in deliverable table</p>	<p>In clause 4.2, BEE has added 10% of payment against the deliverable 2-6 and reduced the payment % from 20% to 10% against deliverable no. 7</p>	<p>a) Against 2-6 Deliverable 10% of payment shall be released to bidder b) Against 7th deliverable 10% of payment shall be released</p>
<p>10. In clause 3.1(II), To prepare the list EE technologies that shall be uploaded on BEE's website. Whether the overlapping of the list can be done or not. Is bidder required to prepare the fresh list besides the list available with BEE?</p>	<p>BEE is currently having a list of more than 200 EE technologies, but bidder needs to further update it. However, as per RfP this list should include the financial parameters such as proposed energy savings in percentage as well as in monetary terms, average cost of investment and payback Period.</p>	<p>-</p>
<p>11. In Clause 3.1(VI), to recommend BEE whether the proposal is energy efficient or not. Is bidder required to prepare the pipeline of projects from which the recommendation can be sent to BEE</p>	<p>By conducting various workshops and field work, bidder shall submit its recommendation to BEE regarding the energy efficient projects/loans. BEE shall further share the proposals with financial</p>	<p>-</p>

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	<p>institutions. Hence, the bidder shall be capable of identifying whether the project/proposal is energy efficient or not. It was further clarified that proposals shall be in the form of willingness form, which is already available on BEE's website. Loan applications shall be separately filled up by borrowers directly on FI's website or through physical mode, which is not a role of Facilitation Centre.</p>	
<p>12.In Clause 3.1(VI) to recommend BEE whether the proposal is energy efficient or not.</p> <p>Whether financing done by other financial institution other than FI mentioned on the online platform can be counted as number of EE proposals target given by BEE</p>	<p>BEE's primary focus is to accelerate financing of EE projects. Facilitation Centre shall recommend energy Efficiency projects/loans in way of filled up willingness form which will be further submitted to FIs available on BEE's portal. In case of those projects self-financed or not financed by the FIs available on IT portal the FC shall still be eligible for payment towards that quarter and FC has to try to expand the range of FIs available on BEE's IT portal. FC shall also track regularly implementation of identified projects.</p>	-
	<p>In RfP, the role of bidder is required only to recommend the EE project to BEE and BEE shall further share the proposal to FIs.</p>	-

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<p>13.In Clause 3.1(VI) to recommend BEE whether the proposal is energy efficient or not.</p> <p>Whether only after the bank finance the project, it will be considered as one of the projects recommended by bidder to BEE.</p>	<p>Once bidder has achieved the specified target of recommending EE projects in particular quarter, BEE shall release the payment, which is not related to projects actually financed.</p> <p>It is hereby clarified that the agency has to collect/identify energy efficiency project for which willingness form (already available on BEE's website) need to be submitted to BEE. It was clarified that it is not necessary that 100% of EE projects/loans will be converted into actual loans financed by FIs. FC shall also track regularly implementation of identified projects Facilitation Centre will also collect the data borrower that those identified projects have been implemented through which mode i.e., either by self-financing or by seeking loans through any FI.</p>	
<p>14.In Clause 3.1(V), Facilitation Centre shall be responsible for developing the online platform/ portal for BEE's financing schemes as well as approved list of EE technologies.</p>	<p>Here, bidder shall develop a separate online platform wherein the details of FIs as well as financing of EE projects will be available. That platform shall be linked with Energy Efficiency Financing Facility scheme on BEE's official website. Facilitation Centre will be responsible to</p>	-

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	coordinate with banks and bring them on online platform to provide the relevant information.	
<p>15. In Clause 3.1(V), If required, they can prepare scheme guidelines/documents for BEE's financing schemes and can also get them legally vetted.</p> <p>BEE can give a rough ideas list of new financing schemes so that the level of participation from legal consultant can be determined</p>	<p>Here, bidder should have a legal consultant for preparing as well as for legal vetting of documents. BEE is in process of coming out with various new EE financing schemes. In that case bidder shall be capable of preparing the scheme documents, guidelines, process mapping and documents.</p> <p>BEE is in process of launching new schemes such as capital subsidy scheme for EE technologies, Financing to low-income groups through MFIs, partial tax reimbursement for HT consumers, any demo projects for accelerating EE financing, EE financing cell, grading of EE projects, reimbursement of transaction cost to FIs.</p>	-
<p>16. In Clause 3.1(VIII), during the meeting it was asked to clarify the venue for organizing workshops</p>	<p>It was clarified that venue shall be common facilities like IHC, IIC or any hotel below 5 star.</p>	<p>Replacement of "Venue should be and conventional centres such as IHC/IIC or any 3 star and above Hotel" with "venue shall be common facilities like IHC, IIC or any hotel below 5 star".</p>

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<p>17.In Clause 6.3 (D), Experience of organization in preparing /identifying the Energy Efficiency Technology</p> <p>Here, whether bidder may have prepared the DPRs, carryout the energy audit, assessment of DPRs etc. shall be included in the technical evaluation or not</p>	<p>Here, BEE focus is on whether bidder should have prepared/reviewed DPRs, energy audit and carryout loan appraisal for Energy Efficiency technologies. Hence, bidder should have past experience in identifying the EE technologies.</p>	-
<p>18.In Clause 4.2, to recommend certain Energy Efficient projects/loans and organize certain stakeholders' workshops.</p> <p>In that case, if bidder is not able to recommend the targeted energy efficient loans/projects and successfully organised specified workshop what shall be payment term. How BEE shall release the payment in specified quarter.</p>	<p>The prime objective for organizing the workshops is to spread the awareness of BEE's financing schemes as well as attract the potential borrowers to send the proposal to bidder for recommendation of EE projects/loans to BEE. Hence, bidder shall organize the workshops where there is great potential of receiving the EE proposals by borrowers.</p> <p>Merely organizing workshop and not able to achieve the specified target shall attract the penalty mentioned in the clause 6.6.</p>	-
<p>19.In Clause 6.3, can there be overlapping of the qualifying criteria between A and rest of criteria?</p> <p>has Bidder to be given the distinct project in each category?</p>	<p>Yes, it may be allowed in case of (A) with B/C/D/E</p>	-
<p>20.In Clause 3.1, Sector Experts (in different sectors) – Team Members</p>	<p>Here, bidder shall try to include the sector experts which may look into the technologies of MSMEs, large industries,</p>	-

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Whether the sector expert has to be very specific to any particular sector or not	buildings etc. so that sector experts may easily assist bidders in recommending the EE technologies covering most of feasible areas in Energy Efficiency.	
<p>21. In Clause 3.1 (I) for Business Development and stakeholder engagements-Team member should be MBA in marketing with experience in business development and customer engagement.</p> <p>Here, the MBA in general can be minimum qualification of the business development and customer engagement. It is difficult to find the BDA having energy sector experience.</p>	BEE agreed for this request	For Business Development and Stakeholder Engagements-Team Member should be MBA with experience in business development and customer engagement
22: In Clause 4.4: EMD of Rs. 1Lakh	As per recent government guidelines no bidders are required to submit EMD and in place of it they are required to submit “EMD Declaration Form” which shall be attached as a Form with RfP.	<p>Under Clause 4.4</p> <p>The clause shall be read as</p> <p>As per General Financial Rule 2017, in order to safeguard against a bidder’s withdrawing or altering its bid during the bid validity period in the case of advertised or limited tender enquiry, Bid Security The successful bidder would be required to submit the EMD Declaration Form as given in Form no-9 of this RfP.</p>

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23. In view of amendments in RfP bidders requested to extend the last date for submission of proposal	BEE agreed for this request.	Last date for submission of proposal has been extended from 15 th Feb 2021 to 8 th March 2021 by 4 PM. Opening of bids has been extended from 16 th Feb 2021 to 8 th March 2021 at 4:30 PM.

Annexure-A

List of Participants

Pre-Bid Meeting on RfP for hiring agency for setting up Facilitation Centre for BEE's financing schemes

S. No.	Name of Official	Name of Organization	Email ID
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