

**QUESTIONS AND ANSWERS**  
**SAREP RFP-2023-019 - ENERGY PORTFOLIO MANAGEMENT SYSTEM (EPMS) FOR DISCOMS**

S.No	Reference	RFP Provision	Clarification/Suggested Changes & Rationale	RTI Response
1.	C.1.3: EPMS operations center	“This would be a set-up at the central location (preferably at central stakeholders’ premises). The EPMS operations center will be responsible for keeping the EPMS solution modules running and supporting any integration requirement from identified discoms”	<p><b>Suggested Change:</b> This would be a set-up at the central location (<del>preferably at central stakeholders’ premises</del>). The EPMS operations center will be responsible for keeping the EPMS solution modules running and supporting any integration requirement from identified discoms”</p> <p><b>Rationale:</b> It would be difficult to set-up the central database at stakeholders’ premises. The central database would require 24*7 availability of skilled experts, which would be difficult to ensure at client location.</p>	Noted Revision This would be a set-up at the central location. The EPMS operations center will be responsible for keeping the EPMS solution modules running and supporting any integration requirement from identified discoms
2.	C.2.1: Forecastin g, Point iv (a) & C.2.1.2: Price Forecastin g, Point iii(a)	Demand Forecasting & Price Forecast “2) Intraday Forecast every 15 mins”	<p><b>Suggested Change:</b> Demand Forecasting &amp; Price Forecast “2) Intraday Forecast every <del>15</del> <b>30</b> mins”</p> <p><b>Rationale:</b> Intraday forecasting for demand and price should be in sync with the RTM bidding which as of now can be punched every 30 mins. Similar considerations are a part of the other issued EPM tender documents published by states like Uttar Pradesh, Maharashtra, Uttarakhand etc. A documentary evidence of the same has been attached in the ‘Annexure B.’</p>	Intraday Price forecast update frequency can be considered every 30 mins; however Intraday Demand forecast update frequency will remain every 15 min.  Furthermore, recommendations from several reports such as NITI Ayog Report - India’s Renewable Electricity Roadmap 2030; Ministry of Power Technical Committee Report (2016); Forum of Regulators (FOR) - SAMAST Report (2016) and FOR Model Deviation settlement Regulations (2017) advocate more granular level (05 mins) scheduling, dispatch and market clearing mechanism heading towards more evolved market and operations. Hence, being mindful of sector trajectory, an update frequency of 15 min is envisaged under the scope.

3.	C.2.1.2: Price Forecasting, Point iii (c)	"Forecast performance of different models"	<p><b>Clarification:</b> Forecast Performance can be shared for various model, however an Ensemble/best result should be shared rather than sharing all the results of all the models, as various models perform efficiently under different scenarios.</p> <p>Sharing the results of multiple models will make the observations inconclusive.</p>	<p>Original scope is retained.</p> <p>The TSP shall indicate the most accurate forecast for consideration of MAPE (which could be ensemble model output). However, outputs from different models utilized to create ensemble forecast should also be indicated separately.</p>
4.	C.2.4.2: C.2 Performance Requirement, Point 2	"Price Forecast: The TSP/bidder shall ensure that forecasting error – Mean Absolute Percentage Error (MAPE) shall be in range of +/- 05% on rolling three-month basis for Day-Ahead and +/- 03% on rolling three-month basis for Intraday"	<p><b>Suggested Change:</b> Delete the clause.</p> <p><b>Rationale:</b> In most of states/Discoms where EPM services have been implemented, only Demand/Load Forecast forms a part of the performance matrix, as it helps them to optimise the overall cost. Price Forecasting is mostly used for reference point while placing the bids. Thus, it should not form a part of the performance matrix. Similar considerations are not a part of the other issued EPM tender documents published by states like Uttar Pradesh, Maharashtra, Uttarakhand etc. A documentary evidence of the same has been attached in the 'Annexure B.'</p> <p>Additionally, in spite of robust modelling techniques, it has been difficult to forecast price in India as price forecasting is function of various factors which are highly unpredictable such as:</p> <ul style="list-style-type: none"> <li>• Availability of infrastructure- for example, mines getting flooded and hence the impact on prices</li> <li>• Huge geographical expanse of DISCOM across India with varying weather, therefore, there cannot be a single vector of temperature, humidity, cloud cover, wind speed and wind direction.</li> <li>• DISCOMs, who offer to supply on the exchange procure most of their power through long/medium/short term bilateral contracts, however in some cases they prefer to do a load shedding and sell in the market. Thus their behaviour is unpredictable.</li> <li>• In order to serve power, DISCOMs may purchase in DAM (depending on their financial capability (or regulatory</li> </ul>	<p>The original performance matrix is retained with modification in the percentage value as per request received from interested parties. Please refer to the amendment</p> <p>Price forecast is an integral element of the decision making for participation in different exchange products and procurement of power from power exchange, impacting the financial performance of Discom.</p>

			<p>allowance) of arranging short term capital for the same) at irregular intervals in lieu of contracted power. Such uncertainties due to the dates of contractual agreements – which cause a change in supply/demand on the exchange by even 100 MW, will have a huge impact on prices.</p> <ul style="list-style-type: none"> <li>• Since DISCOMs are not obliged to supply always, they may shed demand</li> </ul> <p>Thus, there is no pattern. While a bottom-up engineering model of the power system – which tracks all transmission lines, nodal generation and demand and hence flows on the network may help, but the same requires considerable data – most of which is not in public domain in India.</p>	
5.	C.2.4.2: C.2 Performance Requirement, Point 3	“Basis forecasting performance, in case of deviation central stakeholder will charge TSP as per performance table ....”	<p><b>Clarification:</b> Does the table apply for both to Demand &amp; Price Forecasting?</p> <p>If yes, what would be the weightage of Demand Forecasting and Price Forecasting in the Performance Matrix. Additionally, what would be the weightage of DAM and Intraday within Demand and Price Forecasting performance matrix. Please clarify.</p>	<p>Yes, the table applies to both DAM price and demand forecasts.</p> <p>Table is modified. The maximum penalty would be 20% of discom monthly support service rate. Please refer to the amendment</p>
6.	C.2.4.2: C.3 Phase-2: User Acceptance Testing, Go-Live and Capacity Building, Point 8	“Handover of the final version of EPMS module source codes deployed, all documentations, manuals and complete intellectual property (IP) rights for the Go-live version to SAREP and central stakeholder”	<p><b>Clarification:</b> Please clarify, what would be the usage of the source code in future. If the use of source code would be limited for similar assignments being undertaken by the Central Stakeholder’s for the purpose of EPMS in India.</p> <p>Will the source code be also shared with the state Discoms.</p>	<p>The use of source code would be for similar assignments.</p> <p>The source code will not be shared with State Discoms</p>

7.	C.2.4.2: C.3,Phase-3: Support Services,	“Any kind of data collection from central, state and other government agencies will be the sole responsibility of the bidder”	<p><b>Suggested Change:</b> Any kind of data collection from central, state and other government agencies <b>which is publicly available</b> will be the sole responsibility of the bidder. <b>Any state specific data will be provided the State Discoms/the central stakeholder.</b></p> <p><b>Rationale:</b> This data is not publicly available and will not be possible for the bidder to obtain from other market sources. The state/ the central stakeholder who will be coordinating with the Discoms must be best placed to obtain this data.</p>	The central stakeholder will communicate with department for sharing of data from SLDC/DISCOM, however the responsibility of data collection remains with TSP
8.	C.2.4.2: C.3,Phase-3: Support Services,	“Furthermore, the TSP shall not engage with any discoms where central stakeholder’s interest lies in the area of EPMS services during the contract period and for next 05 years post-handover of the solution without any prior written consent from the central stakeholder”	<p><b>Suggested Change:</b> Furthermore, the TSP shall not engage with <b>the Discom(s) any discoms where central stakeholder’s interest lies for which the TSP is appointed under the current RfP</b> in the area of EPMS services during the contract period and for next 05 years post- handover of the solution without any prior written consent from the central stakeholder</p> <p><b>Rationale:</b> We understand that the TSP will be appointed for one/two Discom under the current RfP. Further, once the bidder has been appointed for a Discom, the bidder will not participate for services in the area EPMS in that particular Discom without the prior consent of the Central Stakeholder for the contract period.</p>	<p>Revision</p> <p>“Furthermore, the TSP shall not engage in the area of EPMS services with two discoms/states/power holding company/power utilities (as the case may be) engaged for this contract where central stakeholder’s interest lies during the contract period and for next 05 years post-handover of the solution without any prior written consent from the central stakeholder.</p> <p>Apart from the two discoms/states/power holding company/power utilities (as the case may be) under this contract, if any opportunity for EPMS and related services for selection of service provider arises, the Central stakeholder shall get the first right to refuse to participate. In all such cases, the TSP shall share the information on any such opportunity with the central stakeholder. In case, central stakeholder is not interested, TSP can take it forward.”</p> <p>Rationale The ‘non-compete’ clause is modified into ‘first-right-to-refuse,’ to balance the business interest of the TSPs as well as safeguard central stakeholder’s (EESL) interest.</p>

			<p>However, the bidder should be under no restriction to approach other states, whether such states are being approached by the central stakeholder or not.</p> <p>It is also important to note that, there are several states/Discoms which are already in process of appointing the consultant for the EPMS, which are at different stages such as RfP stage, under evaluation, award, etc. and Mercados is one of the prospective bidder in such opportunities. Therefore, it is requested that the central stakeholder must clearly specify the states they are planning to appoint the TSP for implementing EPMS solution/services.</p> <p>It is further submitted that the changes proposed above will enable larger participation in the current RfP which will be in the interest of the EESL and the Discoms.</p>	
9.	Attachment "B," 11.d Evaluation Criteria, Point-5	Evaluation Criteria	<p><b>Clarification:</b> We understand that as per the clause 'C.3.D. Team Composition and Expertise,' the minimum qualification requirement of the team is given. However, there is no clarity on how the marks for the team would be awarded.</p>	Please refer Attachment B, 11.d (d) EVALUATION CRITERIA
10.	Attachment "B," 11.d Evaluation Criteria, Point-6	Pricing breakup of deliverables after end of support services for identified discoms as per Annexure 2 of Para 3(f) above	<p><b>Suggested Change: Clause to be Deleted.</b> or Clearly specify as to what would be the basis for award under these criteria.</p> <p><b>Rationale:</b> If in case, the idea is that the bidder quoting the lowest price would be given the highest marks. Then, firm might do a front load of the price, considered it is an 80:20 QCBS bid. In this way, while they would be able to score a total of 10 marks under the clause 11.d(6) criteria, increasing their chances of both winning the contract, at a higher price.</p>	<p>Since we are using QCBS, the evaluation criteria and methodology shall remain unchanged.</p> <p>Furthermore, a comprehensive bid evaluation methodology is adopted which will consider the rationality of numbers quoted by bidder and value addition to the stakeholders in the long-term rather than lowest numbers.</p>
11.	N/A	Cloud Hosting	<p><b>Clarification:</b> Please clarify, if we will be hosting multiple discoms together, or will each discom be hosted independently.</p>	Architecture should be such that all data should be at central cloud, without intermingling of different

				state/discoms data while ensuring data security
12.	Pricing and Delivery Schedule	Pricing and Delivery Schedule	<p>A list of candidate states will be needed for fee estimation. The size of the state, its location, existing IT systems as well as weather conditions of the state will impact the overall costing (including travel and lodging expenses) .</p> <p>Demand forecasting accuracy also varies by the state. Hence the list will be useful to have for accuracy assessment purposes.</p>	Tentatively Discoms could be from one/two or more of SAREP states – Haryana, Assam, Gujarat, Karnataka, Madhya Pradesh or any other states. It will be mutually decided by central stakeholder and SAREP post award of contract
13.	RFP  Attachment "A", Section D: TEAM COMPOSITION AND EXPERTISE, pg 15, Point 1: Project Manager	<p>Qualification- must possess a graduate degree in engineering</p> <p>Experience: At least 15 years of experience of supporting power utilities out of which at least 05 years in power procurement function to support Discom(s) and experience with Indian distribution utility will be preferred.</p>	<p>Power procurement optimization using advanced analytics is a relatively new field and most of the work has happened within last 5 years or so. Accordingly, we propose the below qualification for Project Manager</p> <p>Qualification- must possess a graduate / post graduate or higher degree in engineering / statistics / econometrics / artificial intelligence</p> <p>Experience: At least 15 years of <b>overall</b> work experience out of which at least 05 years in power procurement function to support Discom(s) and experience with Indian distribution utility will be preferred.</p> <p>OR</p> <p>At least <b>10 years</b> of experience of supporting power utilities out of which at least 05 years in power procurement function to support Discom(s) and experience with Indian distribution utility will be preferred.</p>	<p>The RFP has been amended.</p> <p>Revision- Qualification- must possess a graduate / postgraduate or higher degree in engineering / statistics / econometrics / artificial intelligence or any relevant degree Experience: At least 12 years of overall experience preferably in power sector, out of which at least 05 years in power procurement function to support Discom(s)/State/Power holding company/ Power Utility(ies). Experience with Indian distribution utility will be preferred. Hands-on experience in implementation of service similar to EPMS services is preferred.</p>
14	RFP Attachment "A", Section D: TEAM COMPOSITION AND EXPERTISE, pg 15, Point 2: Load/ Price forecasting and dispatch expert	<p>Qualification- must possess a graduate degree in engineering</p> <p>Experience: At least 10 years of experience in load dispatch/power sector including 5 years of relevant experience in load/price forecasting and scheduling</p>	<p>Qualification- must possess a graduate / post graduate or higher degree in engineering / statistics / econometrics / artificial intelligence</p> <p>Experience: At least 10 years of overall experience including 5 years of relevant experience in load/price forecasting and scheduling</p> <p>OR Experience: At least 8 years of experience in load dispatch/power sector including 5 years of relevant experience in load/price forecasting and scheduling</p> <p>We feel that the above experience would be sufficient for this engagement.</p>	<p>The RFP has been amended. Please refer to the revised qualification</p> <p>Qualification- must possess a graduate / post graduate or higher degree in engineering / statistics / econometrics / artificial intelligence or any relevant degree</p> <p>Experience: At least 10 years of overall experience including 5 years of relevant experience in load/price forecasting and scheduling</p>

15	RFP Attachment "A", Section D: TEAM COMPOSITION AND EXPERTISE, pg 15, Point 4: Power Market expert (supporting central stakeholder)	Qualification- must possess a graduate degree in engineering  Experience: At least 10 years of experience in power sector including 5 years of experience in power markets participation for discoms	<b>Qualification- must possess a graduate / post graduate or higher degree in engineering / statistics / econometrics / artificial intelligence</b>  Experience: At least 10 years of <b>overall</b> experience in power sector including 5 years of experience in power markets participation for discoms  Some candidates may have experience in power markets, power system modeling, regulations and policy which is critical for this assignment, but they may not have a graduate degree in Engineering but in other related fields like Economics or Science.  Such people will also be well suited for the role.	The RFP has been amended. Please refer to the revised qualification  Qualification- must possess a graduate / post graduate or higher degree in engineering / statistics / econometrics / artificial intelligence or any relevant degree  Experience: At least 10 years of experience in power sector including 5 years of experience in power markets participation for discoms/State/Power holding company/Power Utility(ies)
16	RFP Attachment "A", Section D: TEAM COMPOSITION AND EXPERTISE, pg 15, Point 5(i): Operational support team at the identified discoms' premises	Manager- at least graduate degree in engineering with relevant experience of 6-8 years supporting power utilities; working knowledge of load scheduling operations, PXs bidding, co-ordination and reporting, should be able to make quick decision and excellent familiarity with proposed solution	Manager- at least graduate degree in engineering with relevant experience of <b>5 plus</b> years supporting power utilities; working knowledge of load scheduling operations, PXs bidding, co-ordination and reporting, should be able to make quick decision and excellent familiarity with proposed solution  We feel that the above experience would be sufficient for this engagement.	The RFP has been amended. Please refer to the revised qualification  Manager- at least graduate degree in engineering/ postgraduate or higher degree in engineering / statistics / econometrics or any relevant degree with experience of 6-8 years in power sector with relevant experience of at least 04 years of supporting power utilities; working knowledge of load scheduling operations, PXs bidding, co-ordination and reporting, should be able to make quick decision and excellent familiarity with proposed solution
17	RFP Attachment "B", Clause 11(d): EVALUATION CRITERIA, pg 27, Point 1.1: Experience Criteria	Evaluation Criteria: Deployment period of project > 1.5 years	The support period in the RFP is for 12 months. Accordingly, the evaluation criteria can be kept for similar duration.Evaluation Criteria: Deployment period of project of at least 1 year.	Can be taken into consideration, however the deployment period of at least 01-year post UAT/Go-live will be taken into consideration.  The RFP has been amended. Please refer to the revised criteria
18	RFP Attachment "B", Clause 11(d): EVALUATION CRITERIA, pg 27, Point 1.1:	Evaluation Criteria: Deployment period of project > 1.5 years	The support period in the RFP is for 12 months. Accordingly, the evaluation criteria can be kept for similar duration.  Evaluation Criteria: Deployment period of project of at least 1 year.	Can be taken into consideration, however the deployment period of at least 01-year post UAT/Go-live will be taken into consideration.  The RFP has been amended. Please refer to the revised criteria

	Experience Criteria			
19	RFP Attachment "B", Clause 11(d): EVALUATION CRITERIA, pg 28, Point 1.2: Experience Criteria	Experience of 24×7 operational support and capacity building to Discom on EPMS  deployment period of each project > 1.5 years	Experience of <b>technical / maintenance / operational</b> support and capacity building to <b>Discom / SLDC / State System Operator / Generation / Transmission utility on EPMS</b>  Deployment period of project of <b>at least 1 year</b> . ---- The support period in the RFP is for 12 months. Accordingly, the evaluation criteria can be kept for similar duration.  In many states, power procurement function is not owned by the discom.	Revision-  Relevant experience of operational support/ technical / maintenance support and capacity building to Discom / SLDC / State System Operator / Power holding company/Generation / Power utility(ies) on EPMS services  Deployment period of project of at least 1 year post UAT/Go-live. Please refer to amendment
20	RFP Attachment "A", Section C.2, Clause 4.1 Model Specifications: 'Optimization', pg 11, 10th point	Solution codes should be developed in open-source languages such as Python or Julia and integrated with commercial solvers such as CPLEX, GUROBI, FICO etc. for efficiently solving complex equations	Some commonly used best in class commercial software such as GAMS (Integrated with solvers like CPLEX) should also be allowed for the development of solution codes. These software are not exclusive to any party and are available to all. GAMS provides perpetual license. The bidder can take care of the licensing requirements during the term of the project.	Entire EPMS solution should be hosted in cloud.  If GAMS based proposed solution can be hosted in cloud based architecture, then it will be considered.
21	RFP Attachment "B", Clause 11(d): EVALUATION CRITERIA, pg 28, Point 1.2: Experience of 24×7 operational support and capacity building to Discom on EPMS	Supporting Documents: Completion certificates/ Work order/ Capitalization certificate of expenditure from Statutory auditor of firm	Operational support and capacity building is typically included in power portfolio optimization projects. However, an explicit mention of the same may not necessarily be present in the completion certificate or work order (even though it was covered in the engagement). So, kindly suggest how to deal with this issue.  Additionally, with regards to the existing engagement, it would be useful to bring in the certificates of accuracy of load forecasting as an important evaluation criteria.	Bidder to submit supporting documents with scope details, evidences, and justifications. The documents will be evaluated on the basis of their merit.  Additionally, a snapshot of dashboard to be shared
22	RFP Attachment "A", Section C.2: PERFORMANCE REQUIREMENT	Development of modules: T+12 weeks	The timeline of 12 weeks for development of modules is quite aggressive. There will be dependency on discom such as for data provisioning. Also some modules such as demand forecasting need significant state specific customization. Finalizing / sign off on the requirements of web interface may take long time, and may impact overall timelines of web interface development. Further, this timeline is	The central stakeholder will communicate with concerned departments (SLDC/Discoms etc.) for sharing of data from SLDC/DISCOM, however the responsibility of data collection remains with TSP.



	CRITERIA , pg 12, Point 2: Price Forecast		for system development for 2 states.	Furthermore, the issue highlighted, and several other issues have been taken under due consideration while developing the timelines. Hence the timeline is to be retained.
23	RFP Section C.3 E: Timeline pg 15	Price Forecast: The TSP/bidder shall ensure that forecasting error – Mean Absolute Percentage Error (MAPE) shall be in range of +/- 05% on rolling three-month basis for Day-Ahead and +/-03% on rolling three-month basis for Intraday	How will MAPE be determined on a rolling basis? Would the rolling three-month average for Day Ahead and Intraday be considered to be the MAPE averaged across all 96 blocks on each day spanning over the three months? Would this three month average be required to fall under the specified range?	<ol style="list-style-type: none"> <li>1. As per the requirements specified in the RFP, the MAPE will be determined using a 3-month rolling window. For example, to calculate the MAPE for month of June, the average MAPE of April, May and June will be calculated. This approach shall ensure that MAPE is evaluated based on continuous assessment, considering the three most recent months.</li> <li>2. Yes, the rolling three-month average for Day Ahead is to be considered for the MAPE averaged across all 96 blocks on each day spanning over the three months.</li> <li>3. Yes, this three month average be required to fall under the specified range.</li> </ol>
24	RFP Attachment "A", Section C.2: PERFORMANCE REQUIREMENT CRITERIA , pg 12, Point 2: Price Forecast	Demand Forecast: The TSP/bidder shall ensure that forecasting error – Mean Absolute Percentage Error (MAPE) shall be in range of +/- 05% on rolling three-month basis for Day-Ahead and +/-03% on rolling three-month basis for Intraday	For getting clarity with respect to the accuracy, kindly specify the list of states (for solution deployment)	Tentatively Discoms could be from one/two or more of SAREP states – Haryana, Assam, Gujarat, Karnataka, Madhya Pradesh or any other states. It will be mutually decided by central stakeholder and SAREP post award of contract
25	RFP Section C.2 3: PERFORMANCE REQUIREMENT CRITERIA Page 12	MAPE and Charges Table	Please confirm that the penalty is only on demand forecasting accuracy.	Penalty will be for both Price and Demand forecast
26	RFP Section C3: Phase 2. #8Page 14	Handover of the final version of EPMS module source codes deployed, all documentations,manuals and complete intellectual property (IP) rights for the Go-live	Given the timelines, only vendors with existing IP of such solutions would be able to deliver (with customizations). The solution(s) are being provided to other clients and hence the IP needs to be jointly owned by the vendor and RTI (along with central stakeholder) as the	The IP rights to remain with central stakeholder. The TSP can continue with any ongoing existing engagement, however, for any renewal of the contract please refer to the response to Q 8.

		version to SAREP and central stakeholder	vendor's ongoing work with existing clients cannot be stopped	
27	RFP Attachment "B", Clause 11(c): ELIGIBILITY CRITERIA, pg 26, Point 2	The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR 25 crores and a positive net worth as on March 31, 2022	The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR 100 crores and a positive net worth as on March 31, 2022  This will ensure that only serious bidders get to participate in the tender	Original criterion is retained
28	RFP Attachment "B", Clause 11(c): ELIGIBILITY CRITERIA, pg 26, Point 3	The lead firm should have a minimum of 25 resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/ business intelligence/ dashboard solution/ software solution for PXs participation for Indian DISCOM in last five years from bid submission date.	The lead firm should have a minimum of 100 resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/ business intelligence/ dashboard solution/ software solution for PXs participation for Indian DISCOM in last five years from bid submission date.  This will ensure that only serious vendors get to participate in the tender	Original criterion is retained with modification in cost of project  Revision-  The lead firm should have a minimum of 25 resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/business intelligence/dashboard solution/Integrated Resource Planning/Resource Adequacy/Price Forecasting for PXs participation for DISCOM/ distribution utility/State/Power holding company/Power Utility(ies) in last five years from bid submission date. The solution should be utilized in DISCOM for more than one year and total cost of all such projects should be at least INR 05 Crores
29	RFP Attachment "A", A. Background	Subsequently, all the obligations of TSP with regard to providing support services shall get transferred to Central Stake holder who will have exclusive rights to enter business with DISCOMS and other third parties. Contract value will be decided through supplementary agreements for each such party or DISCOMS.	<ol style="list-style-type: none"> <li>1. The contract can be only for the two (or three) discoms in scope. Engagement for any other Discom in future needs to be on mutually acceptable terms and conditions.</li> <li>2. The clause asks for one-sided exclusivity (where the vendor is not allowed for work for any other Discom in future), but reciprocal exclusivity doesn't apply to the central agency. Please amend this clause to remove the exclusivity condition.</li> </ol>	<ol style="list-style-type: none"> <li>1. T&amp;C of this RFP will prevail.</li> <li>2. There is no change</li> </ol>
30	RFP	TEAM COMPOSITION AND EXPERTISE  1. Project manager Qualification- must possess	<p><b>Query:</b></p> <ol style="list-style-type: none"> <li>1. Project Manager experience of 10 years is suitable with an expertise of 05 years in EPM services, because the domain has been relevant in</li> </ol>	Please refer to response to Q 13.

		<p>a graduate degree in engineering Experience: At least 15 years of experience of supporting power utilities out of which at least 05 years in power procurement function to support Discom(s) and experience with Indian distribution utility will be preferred. Hands-on experience in implementation of EPMS software solution is required</p> <p>Pg: 15</p>	<p>the last decade only.</p> <p>2. Hands on experience in the implementation of EPMS software is restrictive to the credentials of the assignment as implementation of Integrated Resource Planning, Resource Adequacy &amp; Price Forecasting tools and services also serve the same purpose mentioned in the scope of work of the assignment.</p> <p><b>Suggestion:</b></p> <p>1. Project manager Qualification- must possess a graduate degree in engineering Experience: At least 10 15 years of experience of supporting power utilities out of which at least 05 years in power procurement function to support Discom(s) and experience with Indian distribution utility will be preferred. Hands-on experience in implementation of EPMS/Integrated Resource</p> <p>2. Planning/Resource Adequacy/Price Forecasting software solution is required</p>	
31	RFP	<p><b>ELIGIBILITY CRITERIA</b></p> <p>The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR 25 crores and a positive net worth as on March 31, 2022</p> <p>Pg: 26</p>	<p><b>Query:</b></p> <p>Considering the gravity of the project and project credential of worth 7 Crore INR as a Qualification Criteria, a firm with a turnover of 25 Crore in last Three FYs is inadequate to serve for the project.</p> <p><b>Suggestion:</b></p> <p>The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR <del>25</del> 100 crores and a positive net worth as on March 31, 2022</p>	Original criterion is retained
32	RFP	<p><b>Technical Evaluation</b></p> <p>The lead firm should have a minimum of 25 resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/business intelligence/dashboard solution/software solution for PXs participation for Indian DISCOM in last five years from bid submission date. The solution should be utilized in DISCOM for more than</p>	<p><b>Query:</b></p> <p>It is inappropriate to ask for the project value of at least 07 Crore INR as an eligibility criterion because:</p> <p>1. This clause supports only one organization as project of value 07 Crore INR are executed by a specific firm in India with said credentials.</p> <p>2. The project value with 07 Crore INR seems to be very high because such projects are allotted for 3 years or more and projects related to Integrated Resource Planning/Resource Adequacy/Price Forecasting are short term and quick to grant solutions to the DISCOMs, therefore the value of 07 Crore INR is difficult to execute</p>	Please refer to response to Q 28

		<p>one year and total cost of all such projects should be at least INR 07 Crores</p> <p>Pg: 26</p>	<p>for short durations.</p> <p><b>Suggestion:</b> The lead firm should have a minimum of 25 resources on payroll and should have experience of successful deployment of minimum one <del>software</del> solution on advanced analytics/ business intelligence/ dashboard solution/software solution/<b>Integrated Resource Planning/Resource Adequacy/Price Forecasting</b> for PXs participation for Indian DISCOM in last five years from bid submission date. <del>The solution should be utilized in DISCOM for more than one year and total cost of all such projects should be at least INR 07 Crores</del></p>																			
33	RFP	<p>Pg: 27</p> <p>Technical Evaluation: Experience Criteria: The lead firm designed and implemented advanced short-term EPM solutions to forecast demand, Xs price, optimize power procurement cost for power distribution utilities</p> <table border="1"> <thead> <tr> <th>Criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>One project (deployment period of project &gt; 1.5 years)</td> <td>05</td> </tr> <tr> <td>Two or more project (deployment period of each project &gt; 1.5 years)</td> <td>10</td> </tr> </tbody> </table>	Criteria	Score	One project (deployment period of project > 1.5 years)	05	Two or more project (deployment period of each project > 1.5 years)	10	<p><b>Query:</b> This clause is inappropriate and supports select organization(s) for meeting the QR because a project with a duration of &gt;1.5 years makes no relevance in deciding the credibility of the participating and qualifying firm.</p> <p>The term EPM solution should be replaced with more advanced solutions like Integrated Resource Planning (IRP) and Resource Adequacy (RA) which are mandated by MOP to be deployed at various utilities in India.</p> <p><b>Suggestion:</b> Technical Evaluation: Experience Criteria: The lead firm designed and implemented advanced short-term <del>EPM IRP/RA</del> solutions to forecast demand, PXs price, optimize power procurement cost for power distribution utilities</p> <table border="1"> <thead> <tr> <th>Criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>One project (<del>deployment period of project &gt; 1.5 years</del>)</td> <td>05</td> </tr> <tr> <td>Two or more projects (<del>deployment period of each project &gt; 1.5</del>)</td> <td>10</td> </tr> </tbody> </table>	Criteria	Score	One project ( <del>deployment period of project &gt; 1.5 years</del> )	05	Two or more projects ( <del>deployment period of each project &gt; 1.5</del> )	10	<p>Deployment period of project of at least 1 year post UAT/Go-live. Also for participating firms, experience in services relevant to EPMS such as demand forecast, price forecast and portfolio optimization is must.</p> <p>Revision Experience Criteria: The lead firm designed and implemented advanced short-term EPM solutions to forecast demand, PXs price, optimize power procurement cost for power distribution utilities/State/Power holding company/ Power Utility (ies)</p> <table border="1"> <thead> <tr> <th>Criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>One project (deployment period of project &gt; 1 years)</td> <td>05</td> </tr> <tr> <td>Two or more project (deployment period of each project &gt; 1 years)</td> <td>10</td> </tr> </tbody> </table>	Criteria	Score	One project (deployment period of project > 1 years)	05	Two or more project (deployment period of each project > 1 years)	10
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34	RFP	<p>Pg: 28</p> <p>Technical Evaluation:</p>	<p><b>Query:</b> This clause is again suited to select organization(s) in the sector as there are only a couple of utilities in the Indian power sector that have deployed a 24X7 Operational Solution and the select organization has</p>	<p>Revision-</p> <p>Relevant experience of operational support/ technical /</p>																		

		<p>Experience of 24×7 operational support and capacity building to Discom on EPMS:</p> <table border="1" data-bbox="432 329 970 561"> <thead> <tr> <th>Criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>One project (deployment period of project &gt;1.5 years)</td> <td>05</td> </tr> <tr> <td>Two or more project (deployment period of each project &gt; 1.5 years)</td> <td>10</td> </tr> </tbody> </table>	Criteria	Score	One project (deployment period of project >1.5 years)	05	Two or more project (deployment period of each project > 1.5 years)	10	<p>been deployed by those utilities. This clause should not be retained in the tender at all.</p> <p><b>Suggestion:</b> Technical Evaluation: <del>Experience of 24×7 operational support and capacity building to Discom on EPMS:</del> Experience of working on projects with support related to Resource adequacy/Integrated Resource Planning/Price Forecasting/Power Exchanges with Multilateral Agencies, Ministry of Power, Power Exchanges, State Utilities, Central Agencies, etc.</p> <table border="1" data-bbox="1034 605 1572 737"> <thead> <tr> <th>Criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>One project</td> <td>10</td> </tr> <tr> <td>Two or more projects</td> <td>20</td> </tr> </tbody> </table>	Criteria	Score	One project	10	Two or more projects	20	<p>maintenance support and capacity building to Discom / SLDC / State System Operator / Power holding company/Generation / Power utility(ies) on EPMS services</p> <p>Deployment period of project of at least 1 year post UAT/Go-live.</p> <table border="1" data-bbox="1956 464 2534 703"> <thead> <tr> <th>Criteria</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>One project (deployment period of project &gt; 1 years)</td> <td>05</td> </tr> <tr> <td>Two or more project (deployment period of each project &gt; 1 years)</td> <td>10</td> </tr> </tbody> </table> <p>Please refer to amendment</p>	Criteria	Score	One project (deployment period of project > 1 years)	05	Two or more project (deployment period of each project > 1 years)	10
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35	RFP	<p>Pricing breakup of deliverables after end of support services for identified discoms as per Annexure 2 of Para 3(f) above</p> <p>Pg: 29</p>	<p><b>Query:</b> Since the evaluation criteria gives 20% weightage to the financial quote in the final evaluation then including price break-up in the technical evaluation seems inappropriate.</p> <p><b>Suggestion:</b> <b>Complete Removal of the Clause</b></p>	<p>Since we are using QCBS, the evaluation criteria and methodology shall remain unchanged.</p> <p>Furthermore, a comprehensive bid evaluation methodology is adopted which will consider the rationality of numbers quoted by bidder and value addition to the stakeholders in the long-term rather than lowest numbers.</p>																		
36	RFP	<p>Attachment “A” Statement of Work: Provide support services to two Discoms/Discoms’ holding company for a period a one year on the EPMS</p>	<p>a. Based on our experience of implementing similar solutions in Indian Power Utilities, we would like to suggest that a standard (plug and play model) EPMS solution will be ineffective in achieving the desired outcome (cost optimization) for a Discom. The power purchase portfolio of each Discom is distinct and unique in terms of sources of power purchase, consumer mix of the Discom and RE penetration in the state. Further, a EPMS solution implemented in a private Discom having minuscule agricultural consumers and nil intra-state RE generators cannot be plug and play in a Discom having high share of agricultural consumers and RE generators. Hence, we would like to suggest that the customized model for identified DISCOM shall be provided on a Software as a Service (SaaS) basis for a specific duration to optimise software application and ICT infrastructure maintenance, management, upgradation etc.</p>	<p>a. EPMS is envisaged as a centralized integrated system with customizable modules as per state/discoms</p> <p>b. Tentatively Discoms could be from one/two or more of SAREP states – Haryana, Assam, Gujarat, Karnataka, Madhya Pradesh or any other states. It will be mutually decided by central stakeholder and SAREP post award of contract.</p>																		

			<p>and associated costs.</p> <p>b. We also suggest identifying the Discoms during the RFP stage to enable TSP to factor in appropriate cost towards weather forecast and customization efforts of the solution as standard solution will not fit the specific power portfolio of each Discom. For instance, to perform Day-Ahead Demand Forecasting for a Discom, the weather forecasts to be procured for the identified Discom area, the no. of locations for weather forecast will vary on the geographical area of each Discom. The cost of weather forecast service will fluctuate hugely depending on the area of the Discom. The cost of weather forecast will not be same for a Discom in Mumbai and for the Discom of Rajasthan.</p>	
37	RFP	Attachment "A" C.3. Phase-3: Support Services and Pricing and Delivery Schedule Table A (Handover of EPMS modules, all code versions, documentations, manual and services to SAREP and the central stakeholder***)	<p>a. We would like to state that the EPMS solution is not a COTS product which can be offered to Discoms for their usage. The modules of EPMS require customization by the TSP at regular intervals to incorporate dynamic changes in the power markets (such as introduction of new product in Power Exchanges, change in DSM regulations etc.) and such customization cannot be done by Discoms considering the availability of skilled IT resources in the Discom. We, therefore, suggest that EPMS solution should not be supplied as a freeware to Discoms and should be offered on a SaaS basis enabling Discoms to focus on output of the solution rather than indulging into development and maintenance of the solution.</p> <p>b. Further, we suggest that to increase the competition and giving fair chance to all TSPs, the restriction of approaching the other Discoms for EPMS solution during the contract period and for next 5 years to be removed as this clause is against the principles of natural justice for all TSPs.</p> <p>c. We also suggest that the intellectual property right (IPR) of the EPMS solution should remain with the TSP as the models/algorithms developed for modules are exclusive to each TSP.</p>	<p>a. Under the scope of work, EPMS is envisaged as a centralized integrated system with customizable modules as per state/discoms, where the TSP is expected to perform continuous development/integration as the market and sector evolve, and as per utility needs under the duration of contract. Please refer to section C.3.PHASE-1: DEVELOPMENT PHASE point 4.</p> <p>b. Please refer to responses to Q 8 and Q 26</p> <p>c. Please refer to responses to Q 8 and Q 26</p>
38	RFP	Proposal Due Date	Given that the RFP caters to a wide scope, which involves competencies in multiple areas, appropriate collaborations with suitable firms are required, to provide a comprehensive proposal. All this may take time to firm up, and request to <u>extend the submission due date</u> by a month, day by July 15, 2023.	Please see the amendment

39	RFP	Statement of Work: EPMS for Discoms	<p>Please note that there are commercial firms in India who are already offering the said EPMS services to Discoms. As such, please note that this project appears to compete with existing commercial service providers of EPMS in India, and support EESL to do the same.</p> <p>On similar lines, suggest SAREP to also take up Solar &amp; Wind Forecasting services also, as these services are more in need for qualitative improvement, given that existing commercial players are falling short to manage new DSM regulations.</p>	Solar & Wind Forecasting services can be considered at later stage on mutually agreed term. It is not envisaged as of now.
40	RFP	Scope of Work	There are commercial technology service providers in Indian market who are providing similar EPMS services to discoms. Can SAREP take those off-the- shelf products for EPMS (on SaaS basis), which are already deployed at Indian Discoms, which may be cost effective, tested and take less time to deploy.	EPMS is envisaged as per the scope of work in RFP
41	RFP	C.1. Overall Architecture	<ol style="list-style-type: none"> <li>1. Does EPMS modules need to be web-based software?</li> <li>2. Can EPMS software be segregated into smaller software segments, which are isolated? Say different software for scheduling optimisation, another for bidding, etc., Or is it required to be integrated at the front-end into single module?</li> <li>3. With regards to scalability to support multiple Discoms, is there a specific number or limit (how many</li> <li>4. Discoms at max)?</li> </ol>	<ol style="list-style-type: none"> <li>1. Yes</li> <li>2. No, EPMS is envisaged as a centralized integrated system with customizable modules as per state/discoms.</li> <li>3. The solution should be scalable, there is no such limit on numbers.</li> <li>4. At least 05 discoms/ power utilities are the intended target going forward.</li> </ol>
42	RFP	C.1. Overall Architecture (Solution Modules-b)	<p>Module b) "Unit Commitment" is specified. Is it Unit Commitment or Economic Dispatch?</p> <p>Usually, when we are talking about day-ahead and intra-day horizon, Unit Commitment problems are not solved, but Economic Dispatch, as start-up &amp; shut- down decisions are not taken in that short horizon.</p> <p>May please use appropriate technical module names.</p>	Kindly read unit commitment as UC/economic dispatch as appropriate for the problem solution.
43	RFP	Scope of Work (1.1. Demand Forecasting)	<ol style="list-style-type: none"> <li>1. To achieve good accuracy for demand forecasting, it is essential that <u>Discom provides granular (load-center/ area wise) load data</u> which is reliable and for a period of at least 2-3 years, and</li> </ol>	<ol style="list-style-type: none"> <li>1. The central stakeholder will communicate with relevant department for sharing of data from SLDC/DISCOM, however the responsibility of data collection remains with TSP</li> </ol>

			<p>also on real-time basis. Load shedding and T&amp;D Outage data should be provided reliable. Does SAREP ensure the same (though its mentioned in section C- 3 that the responsibility of data collection is on TSP, there are limitations to what extent confidential/secured data a third party can get from government discoms), given that stringent performance targets are set?</p> <p>2. <u>Discoms to be pre-specified by SAREP</u>, given that weather forecasts have varying costs across geographic region, and the technology/ approached deployed for demand forecasting may vary based on the location, demand mix, topography, etc. As such, it is not scientifically &amp; commercially not feasible for a good service provider to commit the service without knowing the Discom.</p>	<p>2. Tentatively Discoms could be from one/two or more of SAREP states – Haryana, Assam, Gujarat, Karnataka, Madhya Pradesh or any other states. It will be mutually decided by central stakeholder and SAREP post award of contract</p>
44	RFP	Scope of Work (1.2. Price Forecasting)	<p>SAREP may re-check the viability &amp; technical feasibility of price forecasting for illiquid or one-to-one continuously traded market segments like TAM, G- DAM, HP-DAM. Based on our experience, it is not technically feasible to forecast prices for illiquid market segments, and no such technique is developed yet by anyone till date.</p>	<p>This is required under current scope of work.</p>
45	RFP	Scope of Work (2.2 Optimisation – Unit Commitment)	<p>1. Please change the title of this module from “Unit Commitment” to “<u>Economic Dispatch</u>,” as the same is apt given that the horizon is day-ahead and intraday, with no need for start-up and shut-down decisions.</p> <p>2. Real-time optimization module needs generation availability data from RLDC/SLDC. This required real-time data integration with RLDC/SLDC. Does SAREP provide <u>API or other real-time data interface with Scheduling websites of RLDC/SLDC?</u></p>	<p>1. Kindly read unit commitment as UC/economic dispatch as appropriate for the problem solution.</p> <p>2. The central stakeholder will communicate with relevant department for sharing of data from SLDC/DISCOM, however the responsibility of data collection remains with TSP</p>
46	RFP	C.2 Performance Requirement Criteria	<p>1. It is not technically justified to specify a blanket MAPE for Demand Forecast, without even specifying the Discom, data availability &amp; its quality. SAREP may re-evaluate the performance criteria, given scientific feasibility for the unknown.</p> <p>2. Is the MAPE specified for Price Forecast pertaining to DAM? What does it mean by Intraday Price Forecast?</p> <p>3. Price Forecast error for DAM should be +/-8%, given that prices</p>	<p>1. Amendment regarding MAPE is done, however the amended MAPE will be taken into consideration for performance evaluation</p> <p>2. MAPE is for DAM. Intraday implies RTM here.</p> <p>3. The price forecast – Mean Absolute Percentage Error (MAPE) shall be in range of +/- 08% on rolling three-month basis for Day-Ahead</p> <p>4. Existing charges/penalty will prevail</p>



			<p>are highly volatile (fare more than Demand, or any other commodity), and is the most difficult technically to forecast. Existing experiences in the sector may be assessed before finalizing the criteria.</p> <p>4. Charges/Penalty for Forecast Error should logically be linked to the fee/charges pertaining to respective Forecast service only. Specifying penalty on overall support service change is a wrong-incentive for any service provider, as there are software modules also being provided, and those services to be billed separately.</p>	
47	RFP	C.3 Phase-2 (Point-8)	<p>Handover of <u>EPMS Module Source Codes and Intellectual Property</u> to SAREP and Central stakeholder is not a beneficial scheme of procurement for SAREP, given that <u>similar competing EPMS services are already commercially available in Indian market</u>. Any competitive &amp; qualitative service provider will not forego the commercial potential of such software, if the same is competitive &amp; qualitative in nature. Only sub-standard service providers will resort to such step.</p>	Please refer to responses of Q 8 and Q 26.
48	RFP	C.3 Phase-3 (Non-Compete with Central Stakeholder)	<p>Please note that there are commercial service providers in Indian market, providing similar EPMS services. It is not commercially &amp; strategically feasible for any good service provider to sign a <u>non-compete clause</u>, given that Discoms are not specified beforehand. Such a non-compete clause is akin shutting EPMS business for any commercially operating TSP, unless one is planning to.</p>	Please refer to responses of Q 8 and Q 26.
49	RFP	E. Timeline	<p>Given the extent of deliverables, and software development involved, may consider the following timelines, based on our practical experience in delivering EPMS services in India:</p> <ul style="list-style-type: none"> <li>• Development Phase -&gt; T+16 weeks (subject to data made available by Discom)</li> <li>• UAT &amp; Go-live -&gt; T+28 weeks</li> </ul>	Existing timeline is retained
50	RFP	Annual Maintenance Cost (Page-65)	<p>Given that EPMS involves a lot of customisation/changes from time-to-time on continuous basis, like change of losses, addition of plants, feature changes, regulatory changes, mgmt. decisions, etc., the</p>	Existing AMC is retained

			maintenance cost is very high. As such, <u>AMC is to be kept at 35% of software cost.</u>	
51	RFP	Eligibility Criteria	<ol style="list-style-type: none"> <li><u>Annual Turnover limit</u> should not be a criteria for experienced Startups, as startups have started providing innovative software tools in Indian market for EPMS, and the same to be allowed for participation. <u>Govt. of India registered startups</u> with revenue &gt; 1 Crore in last 2 years should be allowed to participate.</li> <li><u>Manpower criteria</u> of 25 resources on payroll is specified. This should be <u>reduced to 10</u>, given that there are highly competitive startups providing such EMPS services, with even less than 10 resources. Existing criteria will hamper genuine and competitive players in Indian market.</li> </ol>	Considering the requirement of the project, there would be no change.
52	RFP	Evaluation Criteria (Technical Evaluation Point-2)	<u>24x7 Operations support</u> even for <u>RE(Solar/Wind) Scheduling &amp; Forecasting services</u> should be considered, as both are similar in nature.	It may be considered if scope of operations support is similar to EPMS service. Scope of operations support may be shared
53	RFP	General	<ol style="list-style-type: none"> <li>Are consortiums allowed</li> <li>How many partners are participating in the Tender?</li> </ol>	<ol style="list-style-type: none"> <li>Yes. Please refer to the Eligibility Criteria on Page 26 of the RFP</li> <li>This is not known since the bids are yet to be received. Also, this will be procurement sensitive information that cannot be made public</li> </ol>
54	RFP	Attachment "B" Clause No.11 Evaluation and Award process sub clause -C (Eligibility Criteria) Criteria -2  The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR 25 crores and a positive net worth as on March 31, 2022	In case of Consortium, can this clause be met jointly by consortium partners	No. The entity identified as the lead partner of the consortium must meet this criterion. The total turnover of the consortium members cannot be clubbed as one. If a consortium's bid is successful, the subcontract will be awarded to this lead entity and there will be no privity of contract between RTI and the lower tier subcontractors/other consortium members.
55	RFP	Attachment "B" Clause No.11 Evaluation and Award process sub clause -C (Eligibility Criteria) Criteria -2	<p><b>Existing language:</b> The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR 25 crores and a positive net worth as on March 31, 2022</p> <p><b>Our observation:</b> As per CVC Tender guideline, the average annual Turnover should be minimum 30% of the project estimated valued. Hence, we request you to kindly reduce Annual Turnover as per suggested clause. This will also</p>	This is to be retained.

			<p>encourage maximum participation.</p> <p>Tender will be awarded in FY 2023-24. Hence, Please add same year for considering for average annual turnover i.e. as on March 31, 2023. Otherwise, we suggest the following language</p> <p><b>Suggested language:</b> The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR 20 crores or 30% of estimated project value whichever lesser and a positive net worth as on March 31, 2022</p>	
56	RFP	<p>Attachment "B" Clause No.11 Evaluation and Award process sub clause -C (Eligibility Criteria) Criteria -3</p>	<p><b>Existing language:</b> The lead firm should have a minimum of 25 resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/ business intelligence/ dashboard solution/ software solution for PXs participation for Indian DISCOM in last five years from bid submission date. The solution should be utilized in DISCOM for more than one year and total cost of all such projects should be at least INR 07 Crores</p> <p><b>Our observation:</b> We have extensive experience of successful implementation of software solution on advanced analytics/ business intelligence/ dashboard solution/ software solution for PXs participation in various power utilities and industries which includes SLDC, Power Holding company, DISCOM, PSU, Industries etc. Also in India, Energy portfolio management services are provided to Power holding companies in case of having multiple DISCOMs in state which managed all activity related to Power procurement activities and Market participation for portfolio optimization. Similar kind of solution has been implemented also at SLDC level which includes Load forecasting, schedule optimization for the managing the energy portfolio of the state and short term and Long term planning for efficiently managing the demand of the state. Hence, we request you to kindly consider the experience of the similar solution which has been implemented for SLDC , Power holding company, Generator and DISCOM across PAN India. Hence, recommending amendment as per the language suggested below</p> <p><b>Suggested language:</b> The lead firm should have a minimum of 25 resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/ business intelligence/</p>	Please refer to response of Q 28.

			dashboard solution/ software solution for PXs participation for Indian <del>DISCOM</del> <b>Power Utility and Industries</b> in last five years from bid submission date. The solution should be utilized in <del>DISCOM</del> <b>Power Utility and Industries either executed and delivered successfully OR Under operational phase for more than one year or six Months and total cost of all such projects should be at least INR 07 Crores</b>	
57	RFP	Technical Evaluation criteria	In-case of bid being submitted by a Consortium, can this criteria be met jointly by consortium partners?	The lead firm submitting the bid must meet the criteria. Then can however propose subcontracts/teaming arrangements with other entities (only from Geo-Code 937 compliant countries. The bidder can also propose individual consultants from other entities along with the required accompanying information. All of this will be considered.  Please refer to Section 11 (c) in Attachment B of the RFP for technical submission requirements
58	RFP	Attachment "B" Clause No.11 Evaluation and Award process sub clause -D (Evaluation Criteria), Technical Evaluation, Particular -1	Experience Criteria:  <b>Existing Language:</b> The lead firm designed and implemented advanced short-term EPM solutions to forecast demand, PXs price, optimize power procurement cost for power distribution utilities  <b>Our observation:</b> We have extensive experience of successful implementation of advanced short-term EPM solutions to forecast demand, PXs price, optimize power procurement cost in various power utilities and industries which includes SLDC, Power Holding company, DISCOM, PSU, Industries etc. Also in India, Energy portfolio management services are provided to Power holding companies in case of having multiple DISCOMs in state which managed all activity related to Power procurement activities and Market participation for portfolio optimization. Similar kind of solution has been implemented also at SLDC level which includes Load forecasting, schedule optimization for the managing the energy portfolio of the state and short term and Long term planning for efficiently managing the demand of the state. Hence, we request you to kindly consider the experience of the similar solution which has been implemented for SLDC, Power holding company, Generator and DISCOM across PAN India. Hence, recommending amendment as per the language suggested below	Please refer to the response to Q 33 and amended RFP

			<p><b>Suggested language:</b> The lead firm designed and implemented advanced short-term EPM solutions to forecast demand, PXs price, optimize power procurement cost for power <del>distribution</del> utilities and Industries</p>	
59	RFP	"Attachment ""B"" Clause No.11 Evaluation and Award process sub clause -D (Evaluation Criteria), Technical Evaluation, Particular -2"	<p><b>Existing language:</b> Experience of 24×7 operational support and capacity building to Discom on EPMS</p> <p><b>Our observation:</b> As explained above, please consider the same and amend the clause as suggested below</p> <p><b>Suggested language:</b> Experience of 24×7 operational support and capacity building to Discom Power Utility and Industries on EPMS</p>	Please refer to the response to Q 19 and amended RFP
60	RFP	Attachment "B" Clause No.11 Evaluation and Award process sub clause -D (Evaluation Criteria), Technical Evaluation, Particular -1 & 2	<p><b>Suggestion:</b> EPMS Project which are executed on Pro-Bono basis for more than 1 year should be considered under the Technical experience criteria clause no. 1 &amp; 2</p> <p>For Supporting documents submission, subcontractor should submit MoU/experience Certificate from Utility</p>	Only commercially deployed EPMS project will be considered.
61	RFP	Clause no: 2 of Eligibility Criteria Page No: 26	<p>The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR 25 crores and a positive net worth as on March 31, 2022</p> <p><b>We request you to modify this as follows:</b></p> <p>The average annual turnover from the past 03 years <b>(as on March 31, 2023)</b> should be at least INR 25 crores and a positive net worth as on March 31, 2023.</p>	Please refer to the response to Q 27
62	RFP	Clause no: 3 of Eligibility Criteria Page No: 26	The lead firm should have a minimum of 25 resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/ business intelligence/ dashboard solution/ software solution for PXs participation for Indian DISCOM in last five years from bid submission date. The solution should	Please refer to the response to Q 28 and amended RFP

			<p>be utilized in DISCOM for more than one year and total cost of all such projects should be at least INR 07 Crores</p> <p><b>We request you to modify this as follows:</b></p> <p>The lead firm should have a minimum of 25 resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/ business intelligence/ dashboard solution/ software solution for PXs participation for <b>Indian DISCOM/ Central or State Government utilities</b> in last five years from bid submission date. The solution should be utilized in DISCOM or <b>any Central/ State government</b> for more than one year and total cost of all such projects should be at least INR 7 Crores.</p>	
63	RFP	Clause no: 1 of Technical Evaluation Page No: 27	<p><b>Experience Criteria:</b> The lead firm designed and implemented advanced short-term EPM solutions to forecast demand, PXs price, optimize power procurement cost for power distribution utilities</p> <p><b>We request you to consider as follows:</b></p> <p>The lead firm designed and implemented advanced short-term EPM solutions to forecast demand, Price, Optimise in any energy resource like Power/Water/Solar/Hydropower Etc.</p>	Please refer to the response to Q 33 and amended RFP
64	RFP	Clause no: 2 of Technical Evaluation Page No: 28	<p>Experience of 24×7 operational support and capacity building to Discom on EPMS</p> <p><b>We request you to consider as follows:</b></p> <p>Experience of 24×7 operational support and capacity building.</p>	Please refer to the response to Q 34 and amended RFP
65	RFP	Date Proposal Due: June 12, 2023	<p>It is requested that the bid timelines are extended and thus provide suppliers' time for considering responses by SAREP on clarifications/ suggestions raised.</p> <p>We request for extension of last date of submission by 3 weeks and should be moved to June 30, 2023.</p>	Please see the amended RFP
66	RFP	Selection of DISCOMs/ DISCOMs Holding Company:  Provide support services to two Discoms/ Discoms' holding company for a period a one year on the EPMS.	<p>We understand that the two DISCOMs/ DISCOMs Holding Company will be finalized with discussion with EESL (Central Stakeholder) and at present there is no lock in for DISCOM/ State. In this regard, we would like to propose/ shortlist DISCOMs/ DISCOMs holding company basis pre-identified criteria. Thereafter, final decision can be made together with EESL and SAREP team.</p>	<ol style="list-style-type: none"> <li>1. Please refer to the response to Q 36 and amended RFP.</li> <li>2. Tentatively Discoms/holding company could be from one/two or more of SAREP states – Haryana, Assam, Gujarat, Karnataka, Madhya Pradesh or any other states as mutually agreed with central</li> </ol>

		<i>Note: Two Discoms or the Discoms' holding company(ies) (hereinafter "identified discoms"), as the case maybe, for the deployment of EPMS and support services will be finalized in consultation with the central stakeholder.</i>	Further, we understand that only two Discoms will be shortlisted within a State and in case of number higher than 2, separate contracting will be done with EESL/ Central Stakeholder. Kindly confirm.  In addition to above, kindly clarify that any state/ DISCOM/ DISCOM's holding company can be selected and there are no off- limits states/ DISCOMs.	stakeholder. 3. In event of more than Two DISCOMS getting finalized during the sub-contract performance period as mentioned at Section F, the payments to TSP for support services for the 3rd DISCOM shall be made by the Central Stakeholder by Signing a supplementary (separate) agreement with Central Stakeholder at the discovered rates from this RFP for 3rd DISCOM onwards.
67	RFP	Scope of work:  The TSP shall provide customization, integration, and operational support to central and state stakeholder for a period of at least one year post go-live of selected discom. The central stakeholder or SAREP will decide whether to maintain the continuity of the operational support after end of one year support services.  ...The TSP shall indicate cost of operational support per state in the budgetary proposal.	We understand the financial quote is to be submitted for Two discoms for 22 months i.e. 10 months development and 12 months of AMC support. This will be funded through this sub-contract.  In addition, we have to submit AMC cost for 2 Discoms for 5 years and cost of development and AMC for 3 <sup>rd</sup> Discom onwards for 5 years as separate cost component to be approved by Central Stakeholder/ EESL. Kindly confirm the above understanding.  Also confirm that the additional works will be contracted separately by EESL.  In addition, it is not clear what is meant by Per state cost of operational support in budgetary proposal. As per above understanding, quote is for 2 Discoms and then 3 <sup>rd</sup> Discom onwards in case of more than 2 Discoms. Kindly clarify this requirement in RFP.	Please refer to the timeline in table which is to be adhered.  AMC cost to be submitted for next 05 years on per Discom/State/ Power holding company basis for 02 Discoms after the end of warranty period. For any additional Discom, a separate contract to be signed with central stakeholder basis the cost discovered in this contract.  Please read per state cost as per Discom /State/ Power holding company cost wherever appropriate
68	RFP	Scope of work:  Furthermore, the TSP shall not engage with any discoms where central stakeholder's interest lies in the area of EPMS services during the contract period and for next 05 years post- handover of the solution without any prior written consent from the central stakeholder	We believe this is restrictive and would not benefit other DISCOMs. Further it's not clear what is meant by where central stakeholder's interest lies in the area. We suggest this clause be removed and joint development can be done in future for other Discoms also for scalability and replicability.	Please refer to response to Q 8 and Q 26
69	RFP	Team composition :  Project manager Qualification- must possess a graduate degree in engineering Experience: At least 15 years of experience of supporting power utilities out of which at least	As EPMS solution is relatively new in Indian context, the requirement - Hands-on experience in implementation of EPMS software solution is required; is restrictive. We suggest this line be removed.	Please also refer to response to Q 13.

		05 years in power procurement function to support Discom(s) and experience with Indian distribution utility will be preferred. Hands-on experience in implementation of EPMS software solution is required		
70	RFP	<p>Unique Entity ID (UEI) in SAM.Gov:</p> <p>You can get a Unique Entity ID for your organization without having to complete an entity registration. If you only conduct certain types of transactions, such as reporting as a sub-awardee, you may not need to complete an entity registration. Your entity may only need a Unique Entity ID.</p>	We understand that we need get an UEI for participation. However, as mentioned in the referred clause, it seems that it's not mandatory to complete registration and only an UEI will be sufficient. Kindly confirm the same.	<p>Only the UEI number is required. SAM registration is not a mandatory requirement.</p> <p>If a bidder has applied for the UEI number but not received it by the time they submit the bid, they can mention in the cover note of their bid that a UEI number has been applied for, and attach a screenshot of the SAM acknowledgement of receipt of application</p>
71	RFP	Eligibility Criteria	<p>The average annual turnover from the past 03 years (as on March 31, 2022) should be at least INR 25 crores and a positive net worth as on March 31, 2022</p> <p><b>Suggestion:</b> The average annual turnover for the past three years can be increased to at least 100 crores to ensure Tier 1 firms are shortlisted for development and implementation of EPMS.</p>	Original criterion is retained
72	RFP	<p>C.2. Performance requirement criteria – Page 12/65</p> <p>The criteria mentions:  “- Between 05% to 10% on 03 months rolling basis Day-Ahead 10% of discom monthly support service rate*  - Greater than 10% on 03 months rolling basis Day-Ahead 20% of discom monthly support service rate*....”</p>	Q.1 The role of the consultant is to develop a state of the art solution to help Discoms make decisions. The MAPE accuracy depends a lot on external factors and not the solution alone per-se. Discom's ability to provide quality data and node-wise granularity is difficult. Many discoms do not have sophisticated operational technology data on real time basis. Such factors will impact the MAPE accuracy adversely. There are no provisions in the RFP to account for MAPE inaccuracy for factors not attributable to the consultant. It will be unfair for the consultant to assume such risks in its price bid. We request you to remove the performance requirement criteria clause for both DAM and IDM	Please refer to the amended table in RFP
73	RFP	<p>C. ELIGIBILITY CRITERIA Page 26/65 – 3.0</p> <p>“The lead firm should have a minimum of 25</p>	Q1. It is difficult to establish whether the proposed solution will be used for PXs participation. The criteria is too restrictive. Request you to confirm if any software solution on analytics, business intelligence shall	1. Any software solution on analytics, business intelligence with similar scope of work as EPMS services can also be considered for the purpose of meeting the criteria. Entire coverage of proposed



		resources on payroll and should have experience of successful deployment of minimum one software solution on advanced analytics/ business intelligence/ dashboard solution/ software solution for PXs participation for Indian DISCOM in last five years from bid submission date. The solution should be utilized in DISCOM for more than one year and total cost of all such projects should be at least INR 07 Crores”	also be considered for the purpose of meeting the criteria. Q2.Request you to permit international experience instead of restricting to only Indian Discom. Q3. The software architecture and deployment has nothing to do with who is the owner of the solution. Request you to confirm if experience of providing similar software for Generators in India/ abroad may be also considered. Q4. Many pilots of lower contract value have been successful deployed in the Indian discoms. The cost of the project INR 07 crores is restrictive and may not consider smaller value assignments. Request you to delete the value of the assignment.	EPMS services is not envisaged. 2. Can be considered, however experience in Indian Discoms is preferable. 3. Can be considered. 4. Revised cost of the project INR 05 Crore
74	RFP	D. Evaluation criteria – Technical evaluation: - page 27 and page 28  Criteria 1 “- The lead firm designed and implemented advanced short-term EPM solutions to forecast demand, PXs price, optimize power procurement cost for power distribution utilities – 2 projects – 10 marks”	Q1. Criteria mentions deployment period > 1.5 years. Request you to delete the requirement of 1.5 years as it is difficult to justify 1.5 years  Q2. Request you to consider any advance analytics / IT project as well instead of restricting it to only EPM solutions.	1. Please refer to response of Q 17. 2. The services should be relevant to EPMS services
75	RFP	D. Evaluation criteria – Technical evaluation: - page 27 and page 28  Criteria 1 “- The lead firm designed and implemented advanced short-term EPM solutions to forecast demand, PXs price, optimize power procurement cost for power distribution utilities – 2 projects – 10 marks	Q1. Experience of 24x7 operational support and capacity building to Discom on EPMS is quite restrictive. It will discourage firms to leverage our teams’ experience in US and other developed markets. Q2. Request you to consider operational and capacity building support on other IT / Digital aspects instead of restricting it to EPMS only Q3. Often operational support is not required for 24x7. Request to delete this requirement.	1. Please refer to response of Q 34. 2. Support relevant to services which are relevant to EPMS is to be considered. 3. Please refer to response of Q 34.