



GOVERNMENT OF INDIA  
MINISTRY OF POWER

## Capacity Building Workshop on Asset Monetization and Tariff Based Competitive Bidding

**Date:** October 30, 2023, 2023; **Time:** 11:00 – 16:00 IST

### Background:

The South Asia Regional Energy Partnership (SAREP) is a five-year program of the U.S. Agency for International Development (USAID) which aims to improve access to affordable, reliable, and sustainable energy in India and South-Asian countries. SAREP is a key initiative under USAID's bilateral engagement with the Ministry of Power and the Ministry of New and Renewable Energy (MNRE), Government of India. Through the SAREP program, USAID partners with six states to support wide-scale deployment of clean energy and modernization of power utilities through technical assistance and capacity building. Madhya Pradesh (MP) was identified as one of the partner states in consultation with MOP for technical assistance across multiple interventions.

Based on discussion with senior management of Madhya Pradesh Power Transmission Corp. Ltd. (MPPTCL), the following areas were identified for collaboration with USAID's SAREP Program:

- Capacity building for Asset Monetization
- Capacity building for participation in Tariff Based Competitive Bidding (TBCB)
- Capacity gap assessment and handholding of State Transmission Utility and State Load Dispatch Center

### Objective:

The interactive orientation workshop on October 30, 2023 will

- Introduce officials of MPPTCL to the concept of asset monetization, existing models, major challenges, framework for selection of assets and way forward.
- Provide brief overview of tariff-based competitive bidding - policy and regulatory structure, bidding and procurement framework, valuation methodology, compliance with qualification and other legal requirements.

Post the knowledge sharing workshop, SAREP will assess the overall understanding of MPPTCL officials on these topics, identify topics that would need in-depth handholding, and curate detailed training program. This workshop will also help in bringing consensus and a common understanding on the asset monetization and tariff-based competitive bidding.

This in-person workshop shall take place at Jabalpur, Madhya Pradesh as per the agenda below.

**Agenda:**

Time	Session	Speaker
11:00 - 11:15	Welcome Address and introduction	Sunil Tiwari, Managing Director, MPPTCL
11:15 - 11:30	Context Setting	Monali Zeya Hazra, Regional Energy and Clean Energy Specialist, USAID
11:30 - 12:45	<b>Session 1: Asset monetization</b> <ul style="list-style-type: none"> <li>- Introduction to Asset Monetization</li> <li>- Asset Valuation</li> <li>- Major challenges</li> <li>- Legal and Regulatory Framework</li> <li>- Negotiation and Deal Structuring</li> <li>- Way forward for MPPTCL</li> </ul>	Vishal Tiwari, Transaction and Finance Specialist, SAREP
12:45 - 13:00	Q&A	
13:00 - 14:00	<i>Lunch Break</i>	
14:00 - 15:15	<b>Session 2: Tariff-based competitive bidding</b> <ul style="list-style-type: none"> <li>- Introduction to TBCB Models in India</li> <li>- Regulatory Framework and Policies</li> <li>- Tariff Calculation and Evaluation</li> <li>- Bidding Strategies and Risk Assessment</li> <li>- Way forward for MPPTCL</li> </ul>	Mayank Bhardwaj, Procurement and Private Sector Lead, SAREP
15:15 - 15:30	Q&A	
15:30 - 15:45	Vote of Thanks	Rakesh Kumar Goyal, Chief of Party, SAREP
15:45 onwards	<i>Tea/Coffee</i>	