

MINUTES OF PREBID VIDEO CONFERENCE FOR PACKAGE M

MINUTES OF PRE-BID MEETING (VIDEO CONFERENCE) HELD ON:	06.10.2020
NAME OF THE PROJECT	ASSAM INTRA-STATE TRANSMISSION SYSTEM ENHANCEMENT PROJECTS
FUNDING AGENCY	ASIAN INFRASTRUTURE INVESTMENT BANK (AIIB)
NAME OF THE WORK	AUGMENTATION OF THE COMMUNICATION BACKBONE- REPLACEMENT OF THE EXISTING GROUND WIRE BY OPGW(636km)
BID NO. ICB	AEGCL/MD/AIIB/PACKAGE-M/2020/02-M(R)

NAMES OF THOSE PRESENT:

1. FROM EMPLOYER:

- 1.Sri. H. Kakati, General Manager (Projects), AEGCL, Paltanbazar, Guwahati-01.
- 2.Sri. H. Baishya, Deputy General Manager (P&E), AEGCL, Narengi.
3. Sri. B. Bordoloi, Assistant General Manager-II, O/o the MD, AEGCL, Paltanbazar, Guwahati-01.
4. Sri. D. Chanda, Assistant General Manager-I, O/o the MD, AEGCL, Paltanbazar, Guwahati-01.
5. Sri. P. Saha, Assistant General Manager, Communication Division, Guwahati.
6. Sri. Arup Sarma, Deputy Manager, Communication Division, Guwahati.

2. FROM PROSPECTIVE BIDDERS:

A. BIDDERS THAT WERE PRESENT AT THE PRE-BID MEETING:

1. STERLITE POWER TRANSMISSION LTD, Mira Corporate Suits, F-1, Mathura Rd, Ishwar Nagar, Bahapur, New Delhi, Delhi 110065, Mr. Vineet Kumar, Vice President Sales, Mr. Parikshit Roy.
2. APAR INDUSTRIES LIMITED, Regd. off & Marketing off: 301/306, Panorama Complex, RC Dutta Road, Vadodara-390007, Mr. S. K. Agarwal, Vice President_Marketing, Mr. Himanshu Anand & Chandan Gupta.

3. LS CABLE INDIA PVT LTD., 101, First Floor, Park Centre, Sector-30, Gurgaon-122002, Haryana.
4. Mr. M.Saravanan - (Deputy Manager - Tendering) & Mr. R. Vinstan Churchil - (Manager- Procurement) Teems India Towerlines Private Limited Chennai-600096. MOBILE: 08939334727 LAND LINE: 04424961779

OPENING REMARKS:

Sri. H. Kakati, General Manager (Projects), AEGCL extended a warm welcome to all the prospective bidders and introduced his team. The General Manager (Projects), AEGCL briefed on the components included in the concerned Package-M and explained the project's scope and further requested the prospective bidders to table their most prioritized queries, considering the bulk of queries already submitted and the limited time. The GM (P), AEGCL assured the prospective bidders that comprehensive reply/clarifications shall be prepared and uploaded in the AEGCL site as well as e-tender portal in response to their raised queries on the bid document.

QUERIES:

TABLE-1:

a) **QUERIES ON BID DOCUMENT**

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
1	VOL-I Section:3: Evaluation and Qualification Criteria 2.4.2 Specific Experience (a) Contracts of Similar Size and Nature	<p>Participation as Contractor or Joint Venture Partner in at least 1 (One) contract that have been successfully or substantially completed within the last 5 (five) years and that are similar to the proposed contract, where the value of the Tenderer's participation under each contract ₹ 3.00 Crore (Rupees Three Crore).</p> <p>The similarity of the Tenderer's participation shall be based on:</p> <p>1. (Turnkey execution of OPGW stringing on 220/132 kV lines; each project shall consist of at least 100 Route kms of lines and SDH/PDH equipment). The similarity shall be based on the physical size, complexity, methods and technology.</p> <p>2. In case of JV, one partner must be a manufacturer and the other partners must have experience in erection, testing and commissioning of above works.</p>	<p>As per the requirement, we have successfully completed 1 (one) contract with a value of more than ₹ 3.00 Crore (Rupees Three Crore).</p> <p><u>Similarity of the contract:</u> Turnkey construction of OPGW Live Line stringing on 132 kV lines for a route length of 137.5 KM. The above Lines were successfully commissioned before 1 year and trouble free in operation till date. The Lines were handed over to AGECL.</p> <p>But, Supply & Installation of SDH/PDH Equipment is not part of the contract.</p> <p>Kindly confirm, the above experience will be considered and sufficient for Meeting the clause "2.4.2 Specific Experience (a) Contracts of Similar Size and Nature" as Single Entity. Contract Ref: TW04 PKG-</p> <p>1. Dhemaji -N.Lakhimpur Existing 132kV OPGW Live</p>	<p>For SDH/PDH the bidder shall furnish manufacturer's authorization for supply erection testing commissioning of terminal OPGW Telecom equipment i.e SDH/PDH equipment etc. of similar nature for qualifying in tender participation.</p> <p>Refer to the addendum</p>	1

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
			Line - 60.802 KM 60.802 KM 2.N.Lakhimpur - Gohpur Existing 132 KV OPGW Live Line - 76.721 KM		
2	2.4.2 Experience in Key Activities	<p>The tenderer must have designed, manufactured; type tested, supplied the following listed equipment, which is in successful operation for at least 3 (three) years as on the date of the Tender opening. The Tenderer should list such works executed to substantiate the requirement of this clause.</p> <p>(a)OPGW under live line conditions (b) HV Transmission Towers /Members Loading & OPGW loading & Sag/ Tension / Stringing Calculations (c) SDH network on STM-1/4 level Note: If the tenderer is not a manufacturer, he must meet requirement of Section 3, clause 2.5.</p>	<p>Since we are EPC contractor, we only have erection /installation experience.</p> <p>As per Clause 2.5, We can Submit Manufacturers Authorization (for OPGW & SHD Equipment) to Meet the Clause " 2.4.2 Experience in Key Activities"</p> <p>Kindly Confirm, can we participate as single entity with above condition.</p>	Confirmed. Bidder can participate as single entity provided, they submit Manufacturers Authorization for SDH/PDH and telecom equipment etc.	

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
3	2.5 Manufacturers/ Subcontractors	<p>i. OPGW 24/48 fibres</p> <p>ii. Fibre Optic Network (SDH STM-4 and higher) on at least 3 (three) HV lines of 132 kV and above.</p> <p>iii. If bidder is not a manufacturer, the bidder or erection contractor can submit manufacturer's authorization using the form provided in section 4 (Tender forms), showing that the bidder has been duly authorized by the manufacturer or producer of the related plants and equipment or component to supply and installed that item in the employer's country to meet clause 2.4.2.</p> <p>The manufacturer or supplier must have designed, manufactured, type tested and supplied listed equipment, which are in successful operation for at least 2 (two) years as on the date of Tender opening. The Tenderer should list such works executed to substantiate the requirement of this Clause.</p>	<p>Please confirm, can we buy OPGW cables & Fittings manufactured from china factory?</p> <p>Can we tie up with Chinese manufacturers?</p>	<p>Bidder should strictly follow clause 2.5</p> <p>Manufacturers/Subcontractors</p>	

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4	ITT 21.1	The Tenderer shall furnish a Tender security in the amount of: INR 1.25 Crore(Rupees One Crore and Twenty-Five Lakhs) only in the form of Bank Guarantee / RTGS/ DD / FIXED DEPOSIT from Nationalised Bank (India) in favour of ASSAM ELECTRICITY GRID CORPORATION LIMITED, AEGCL payable at Guwahati, Assam. The tender security in the form of Bank Guarantee or Fixed Deposit shall be valid for a period of 210 days from the last day of bid submission.	Since we are MSME bidder, we are requesting to kindly waive off the Tender Security for our tender participation. Kindly Confirm.	Bidder should strictly follow clause ITT 21.1 in regards to submission of bid security	
5			Bidder has to be an Indian manufacturer (100% Indian shareholding pattern) having manufacturing capability and NABL accredited routine test facility for OPGW at his own plant operational in India for last 3 years or shall procure OPGW from eligible reputed Indian manufacturer accordingly with suitable supply experience of at least 500 KM of OPGW in Indian Power utilities during last 1 Year. (Notified in the amendments to the General Financial Rules 2017 to ensure that henceforth goods and	Bidders shall strictly follow bid clauses	

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
			services valued less than Rs 200 crore are being procured from domestic firm and global tenders will be disallowed in government procurement up to Rs 200 crore, as announced in the #AatmanirbharBharat Package)		
6			As per the latest amendment brought in the GFR rules vide office memorandum of ministry of Finance, DOE - F No. 6 /18/2019-PPD Dated 23rd July 2020 , we request AEGCL to kindly incorporate the same in the tender conditions and evaluate the eligibility of the bidders in light of the same. This notification/memorandum clearly specifies that bidders & suppliers from any countries sharing land border with India or whose beneficial owner is an organization who is registered , incorporated in such a country should abide by certain prerequisite and acquire enlistment from competent authority to qualify	Bidders shall strictly follow bid clauses.	

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
			as an eligible bidder and supplier /manufacturer while participating in any tender for supplying any product to an Indian Public sector entity. (Circular attached)		

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
7			<p>Request you to kindly incorporate the Local content clause – The firm has to be a ‘Local Supplier’ as defined under Public Procurement (Preference to Make in India) Order, 2017 (PPP-MII Order) issued by Department of Industrial Policy and Promotion (DIPP), Ministry of Commerce and Industry, Government of India vide order dated 15/06/2017, its revision dated 04/06/2020 read in conjunction with ‘Public Procurement (Preference to Make in India) Order 2017- Notification of Telecom Products, Services or works’ issued by Department of Telecommunications (DOT), vide notification dated 29/08/2018 and subsequent modifications/amendments if any. In line with the aforesaid orders for the above purpose. Would like to inform that Power Grid Corporation of India Limited has also adopted the same in the recent tenders of OPGW for evaluating and arriving at the eligibility of the bidders.</p> <p>‘Local Supplier’ means a supplier or service provider whose product or services offered for procurement meets the Minimum Local Content.</p>	Bidders shall strictly follow bid clauses.	

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
			<p>‘Local Content’ shall mean the amount of value added in India which shall be the total value of the item procured (excluding net domestic indirect taxes) minus the value of imported content in the item (including all customs duties) as a proportion of the total value, in percent.</p> <p>Bidder has to show min 65% of process value addition in the concerned factory in India from where the product is offered. Audit during tech evaluation to see machine outputs as per capacity declared for offered product.</p>		
8			Bidder has to show valid type test results from NABL accredited labs only for their OPGW product as on the date of the bid. Even routine test reports should be from NABL	Bidders shall strictly follow bid clauses.	

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
			accredited lab of the manufacturer only.		
5			Under “Make in India” initiative PGCIL introduced Minimum Local Content clause – On Fiber Optic (FO) Cable (OPGW Cable) ~ 55%. PGCIL Tender enclosed.	Bidders shall strictly follow bid clauses.	
6			Steel tube design of OPGW for robust strength and intensified protection of enclosed optical wire. This design is preferred for applications in hilly terrains and locations critical wind zones. We are attaching a typical specification for the same.	Bidder shall follow the technical specification given in the bid document. Any better specifications will be welcomed.	
7			Early completion of project brings early monetization benefit to utility and early revenue accrual; hence bidders should be encouraged for early completion. As a motivation for such scope we would propose including Early Commissioning incentive of up to 0.5% per month up to a max of 5%.	As per bid clauses.	
8			Would like to notify that the availability of audited balance sheets for FY 19-20 will be getting a little bit delayed due to the challenges inflicted by the Covid Scenario. Request your kind acceptance on	Accepted	

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
			submission of balance sheets for FY16-17,17-18 &18-19 and evaluation of the financials in line with that.		
9		As per Vol-II, format of DRS for 48F OPGW is not given in tender.	Provide format of DRS for 48F OPGW	Refer to the addendum	3
10		As per Section-1: Instruction to Tenderer (Clause No-11.1) it is stated that we have to submit price bid part also in a separate envelope, but in Section- 2: Tender Data Sheet (Clause No-ITT 23.1 a) it is stated that the price bid shall be submitted online only.	Please clarify.	Price-Bid shall be submitted online only.	
11		As per Section-3: Evaluation & Qualification criteria, Clause No-2.4.2(a), The tenderer must have designed, manufactured; type tested, supplied the following listed equipment, which is in successful operation for at least 3 (three) years as on the date of the Tender opening. Please specify as this clause is for JV only or for both lead partner and JV.	Consider and Amend 3 years successful operation to 2 years as on the date of the Tender opening.	Successful operation of 2 years will be accepted. Refer to the addendum.	2

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
12		As per Section-3: Evaluation & Qualification criteria, Clause No-2.4.2, Participation as Contractor or Joint Venture Partner in at least 1 (One) contract that have been successfully or substantially completed within the last 5 (five) years and that are similar to the proposed contract, where the value of the Tenderer's participation under each contract ₹ 3.00 Crore (Rupees Three Crore).	Please elaborate the definition of substantially completed. As discussed during the meeting, we are executing a turnkey order of 2700kms of OPGW along with communication equipment covering 27no. Links. We have completed & commissioned 1no. 400kV link in all respects for 152km and 1no. 765kV link of 290kms for 90% approx. So, kindly clarify, does this cover under definition of substantially completed.	Bidders to submit successful completion of 100Km OPGW link only and provide documentary evidence for the same for qualifying tender participation.	
		Turnkey execution of OPGW stringing on 220/132 kV lines; each project shall consist of at least 100 Route kms of lines and SDH/PDH equipment. The similarity shall be based on the physical size, complexity, methods and technology.			
13		As per Section-4: Tender Forms, Letter of Price Tender format is given in which we have to prepare same on our company's letter head but, in that format, it is also stated that it is not required for tendering- Please specify whether we have to submit online or in hard copy.	Please clarify and Amend whether we have to prepare and submit or it is not applicable to submit online as well as in hard copy.	Letter of price tender is not required to be submit in e-tender portal.	

Sl. No	Clause No	Tender Clause/Description	Bidder Queries	Response	Reference to Sl. No. of Addendum [Table 2] wherever applicable
14		As per Tender requirement, Bidder have to submit Notarized Power of Attorney for JV, but format is missing in tender.	Please provide format for Power of Attorney for JV.	Registered joint venture agreement from sub-registrar's office shall be submitted by the bidder in their own format	
15		In Tender nowhere is mentioned to submit Integrity Pact with JV. Please specify whether we have to submit or not and if need to submit format is missing in Tender.	Please clarify whether we have to submit Integrity Pact or not and if we have to submit then please provide Integrity Pact format.	Bidder may submit integrity pact with JV in their own format.	
16		In Tender format for undertaking with JV is missing. Please specify whether we have to submit or not and if need to submit format is missing in Tender.	Please specify whether we have to submit or not and if need to submit format is missing in Tender. Amend the same if require in Bid.	Bidder may submit in their own format.	
17		As per BOQ in OPGW TL Erection section, Clause No-1.01, 1.02 & 1.03 for Tower material.	The link wise quantity for the tower material is not provided. Kindly provided the same.	A minimum quantity of tower material is given in the BOQ. However, link wise requirement for the same will be materialised only after detail survey by the successful bidder.	
18		As per BOQ in OPGW TL Erection section, Clause No-1.04 for GSW recovery.	Kindly elaborate, what does this item is required for?	Refer Clause 1.2.1 of Volume -II	
19		As per BOQ in OPGW TL Erection section, Clause No-1.06 & 1.07 for Travelling & Accommodation.	As in Covid-19 situation it is quite difficult to travel and inspect the tower link. Please specify whether it is Compulsion to travel and if not please amend the same.	Bidder shall follow the respective bid clauses	