

**SOLAR ENERGY CORPORATION OF INDIA LIMITED**  
New Delhi

**Expression of Interest for identification and empanelment of agencies for development of Electric / Transformative Mobility Space**  
SECI/SD/EOI/20-21 dated 07.10.2020

**Clarifications to the queries raised on the EOI**

Dated: 11.01.2021

Sl. No.	Page No.	Clause No	Description as per EOI Document	Queries	Clarifications
1				Is "consortium" allowed in the proposal?	Yes (if there is any foreign partner then it will be allowed as per Government Of India (GoI) regulations / guidelines). In case of Consortium, all the consortium members shall have positive net worth
2				(i) On the subject opportunity floated by SECI, we believe the same is to empanel developers (not consulting firms) with whom SECI can develop this line of business. Please confirm, if our understanding is correct	No, As per the provisions of the EOI, Consulting Firms can also participate.
				(ii) We are curious to understand whether similar Eoi would be floated in near future to hire consulting firms to develop/ assess opportunities in the transformative mobility space.	No comments, as query raised is speculative in nature.
2	2	clause 1 (iii)	Accordingly, SECI intends to empanel agencies for the identification and implementation of business opportunities in the electric / transformative mobility space in line with the national target of raising the share of Electric Vehicles (EVs) to 30 % of total no. of vehicles by 2030 along with associated infrastructure.	We need to understand the SECI's priority within the EV domain where it would like Empanelled Agencies (EA) to explore the business opportunities. There could be multiple business opportunities in EV space; it would not be feasible for EA to evaluate all such opportunities, unless SECI specify that which are the areas it aspires to enter into.	It is envisaged that business opportunities could be existing in demand creation, demand aggregation, setting up charging infrastructure, introduction of new and innovative products, market development, capacity building etc. EA can explore any areas of its interest and come up with a techno-commercially feasible proposals.
	3	clause 3 (iv) and clause 4 (j)	Empanelled agencies (EAs) would be required to identify the business opportunities in the electricity / transformative mobility and would <b>regularly provide updates</b> in this regard to SECI. It is envisaged that EAs and SECI would conduct regular monthly (or any other interval) meeting for the fulfilment of the ultimate objective of the development of Electric / Transformative Mobility ecosystem	We understand that empanelled agencies are required to provide regular update to SECI regarding business opportunities in EV domain. We further understand from EOI that SECI would not be liable to pay to empanelled agencies until signing of formal contract to pursue a business opportunity. Continuous market scanning for identification of business opportunity requires considerable time and resources. Further, development of tailor-made concept note around business opportunity for SECI would also require sizeable investment of time by the empanelled agencies. We therefore request you to suitably amend the clauses of EOI to compensate the empanelled agencies during identification of business opportunity phase.	EOI provisions remain unchanged.
	3	clause 3 (v)	(v) Business Opportunities identified by the Empanelled Agencies (EAs) will be evaluated by SECI and if found suitable SECI would endeavour to facilitate further implementation of such selected opportunities on mutually beneficial terms and conditions for which a binding agreement may be executed by SECI with EA detailing various terms and conditions.	We understand that more than one empanelled agency can identify a same business opportunity in which SECI could find interest. Request you to please specify the guidelines/ procedure/ principle based on which work shall be awarded among all eligible empanelled agencies.	Shall be finalized and communicated to all Empaneled Agencies at the appropriate time.
	3	clause 4 (i)	Miscellaneous Provisions (i) Charges & Cost: Unless otherwise agreed, all charges and cost shall be borne by the EAs in identification and implementation of the Business Opportunities. Till the signing of binding agreement as envisaged under Clause 3 (v), under no circumstances, SECI shall be liable for any cost and charges whatsoever for the activities under taken by the EAs	Continuous market scanning for identification of business opportunity requires considerable time and resources. Further, development of tailor-made concept note around business opportunity for SECI would also require sizeable investment of time by the empanelled agencies. We therefore request you to suitably amend the clauses of EOI to compensate the empanelled agencies during identification of business opportunity phase	EOI provisions remain unchanged.
			Evaluation matrix	<ul style="list-style-type: none"> <li>Deloitte have 14 offices in India, details of which are provided at our website. EOI stipulate the requirement to submit the documentary evidences as proof for the operational offices. We understand that a letter of undertaking signed by authorized signatory would be sufficient as documentary evidence. Request you to please confirm our understanding.</li> <li>We would like to understand whether the submission of ISO certification is a</li> </ul>	<ul style="list-style-type: none"> <li>Yes, it will be sufficient.</li> <li>Any third party certificate pertaining to the Quality Control which is similar ISO may be submitted..</li> <li>Quality Certificates pertaining to the Organization as well as nature of job envisaged under this EOI may be considered for</li> </ul>

**Clarifications to Queries raised during Pre-Bid Meeting on 31.08.2018**

3	5	clause 5 (i)	<p>General &amp; Financial Parameters</p> <ul style="list-style-type: none"> <li>Operational Office in India</li> <li>Manpower Strength / Quality (educational qualification)</li> <li>Quality Certification like ISO etc</li> </ul>	<p>'mandatory' condition to qualify</p> <ul style="list-style-type: none"> <li>We understand that there are many certifications possible under ISO family. Request you to please specify the particular ISO certification SECI is looking at</li> <li>Deloitte have 2000+ employees in India, working across multiple sectors. We understand that CVs and documentary evidences for educational qualification is required to be submitted only for the resources proposed to work with SECI. Request you to please confirm our understanding</li> </ul>	<p>submission. .</p> <ul style="list-style-type: none"> <li>CVs and documentary evidences for educational qualification is required to be submitted only for the resources proposed to work with SECI.</li> </ul>
	6	clause 5 (ii)	<p>Evaluation matrix</p> <p>Operational Experience- Electric Mobility / Transformative Mobility</p> <ul style="list-style-type: none"> <li>Year of Operations</li> <li>Projects undertaken</li> </ul>	<p>EOI specify "operational experience" as a yardstick to measure qualification. We understand that the EOI would consider consulting/advisory projects as eligible for qualification under the definition of "operational experience". Request to please confirm.</p>	<p>Consulting / Advisory Projects wherein role of consultant was substantial in nature (say inception to the implementation) and project has been implemented or under implementation would also qualify under Operation Experience under EOI.</p>
	6	clause 5 (iii)	<p>Evaluation matrix</p> <p>Proposed Technology</p> <ul style="list-style-type: none"> <li>Operational History</li> <li>Suitability for Indian Context</li> <li>Commercial Viability</li> <li>Scalability &amp; Reliability</li> <li>Requirements &amp; Cost involved during O &amp; M / after sales / delivery phase</li> </ul>	<p>We request you to please elaborate the stipulated qualification condition. Detailed meaning conferred to the term "proposed technology" needs to be provided for consultants to prepare note/ presentation before SECI.</p>	<p>As there could be many competing technologies inf different domains of EV space, you may like to propose any of scuh technologies along with business model which could be cost effective, scalable, implementable on large scale etc. and could be integrated with the RE Source of Power.</p>
	6	clause 5 (iv)	<p>Evaluation matrix</p> <p>Business Model / Plan</p> <ul style="list-style-type: none"> <li>Approach &amp; Methodology</li> <li>Resource Requirements</li> <li>Implementation Timeline</li> <li>Requirements of stakeholders</li> <li>engagement</li> <li>Financial Implication</li> <li>Funding Arrangement</li> <li>Sources of Revenue &amp; Expenditure</li> <li>Profitability &amp; sharing</li> <li>SECI's assistance</li> </ul>	<p>We understand that preparation of business model/plan is a detailed exercise. Estimation of resource requirement, financial requirements, funding arrangements etc. requires detailed analysis and deliberation with the stakeholders (SECI). Further, as we have pointed out earlier, there could be numerous business opportunities/ model may exist, but it is not feasible to analyse all such model unless the SECI specifies its target area of interest. In this backdrop, we request you to please elaborate the requirement consultant would needs to fulfil against the specified evaluation criteria to qualify.</p>	<p>EOI provisions remain unchanged.</p>
4	2	clause 3 (ii)	<p>As per clause 3 (ii), it is mentioned that "business opportunities could be existing in demand creation, demand aggregation, setting up charging infrastructure, introduction of new and innovative products, market development, capacity building etc."</p>	<ul style="list-style-type: none"> <li>Which type of agencies is envisaged to apply under this EOI?</li> <li>Can advisory/consulting firms apply under this EOI?</li> </ul>	<ul style="list-style-type: none"> <li>Any agency including advisory / consulting firms, who wishes to qualify as per the requirements of EOI can apply under this EOI.</li> </ul>
	6	clause 5 (2)	<p>As per clause 5 (2), the agency is required to provide "brief of operations in Electric Mobility/Transformative Mobility."</p>	<ul style="list-style-type: none"> <li>Advisory or business consulting related projects would be considered under this or projects related to only operations would be considered?</li> </ul>	<p>Please refer above clarifications in this regard.</p>
	6	clause 5 (3)	<p>As per clause 5 (3), the agency is required to provide "brief note" on Proposed Technology (operational History, suitability for Indian context, commercial viability, scalability &amp; reliability and Requirements &amp; Cost involved during O &amp; M / after sales / delivery phase along with presentation before SECI</p>	<ul style="list-style-type: none"> <li>What would be the date of presentation before SECI?</li> </ul>	<p>It shall be notified subsequent to the receipt of responses under this EOI.</p>
	7	clause 6(c)	<p>As per clause 6(c), "based on interest received, all interested parties shall be required to make a comprehensive presentation (around of 20 minutes) through video-conferencing for its evaluation."</p>	<ul style="list-style-type: none"> <li>Do we have to submit presentation at the time of EOI submission or presentation would be submitted later as and when communicated by SECI?</li> </ul>	<p>Breif of IDEA / proposal can be submitted along with the response to the EOI. However, detaied presentation would be required to be submitted prior to the days specified before the date of presentation communicated by the SECI.</p>
				<p>Is consortium of two or more agencies allowed under this EOI?</p>	<p>Yes (if there is any foreign partner then it will be allowed as per Government Of India (GoI) regulations / Guidelines)</p>
			<p>In case consortium is allowed, can an advisory firm submit response to this EOI in collaboration with a firm which deals in operations in Electric Mobility space?</p>	<p>Yes</p>	

**Clarifications to Queries raised during Pre-Bid Meeting on 31.08.2018**

				In case consortium is allowed, can an advisory firm become the lead member in consortium?	Yes
	5	clause 5(1)	As per clause 5(1), agency is required to submit quality certification like ISO etc.	<ul style="list-style-type: none"> <li>• Can an agency not having quality certification like ISO apply under this EOI.</li> <li>• In case any agency is submitting response to this EOI under consortium and only one agency is having quality certification. Will it be considered?</li> <li>• In case of consortium, is it mandatory for a firm having quality certification or experience in operations to be a lead member?</li> </ul>	<ul style="list-style-type: none"> <li>• Agencies having quality certificate other than but similar to ISO certification, can also apply.</li> <li>• Any of the consortium member preferably lead member of consortium should have quality certification.</li> </ul>
5		clause 6(B)		I would like to participate in the above EOI, due to some client visits around 1st week of November, I miss the meeting. If I can get some info regarding the discussion or MOM, that will be helpful on my future participation in SECI EOI.	The meeting was on to only clarify the queries raised by participants.
6	7	clause 6(B)	The document states under clause 6.B. An e-consultation meeting with all prospective participants is scheduled on 06.11.2020 at SECI's office/ online platform.	But since the date has already passed and we are on date 23.11.2020, is there still an opportunity to submit the application before 07.12.2020 as mentioned in clause 6.D. without attending the above said meeting?	Bfore last date of submission, You may participate in the EOI irrespective of your participation in the consultation meeting called by SECI.
8	5	clause 5		Regarding the Eoi there is one clarification is needed i.e. CA certificate for Net Worth (1) Is there any specific format for that certificate? If yes, kindly provide the format. (2) How many financial years CA certificate required?	<ul style="list-style-type: none"> <li>• You can use any format.</li> <li>• Applicants should have a positive net-worth as on 31.03.2020 or 31.03.2019 as per EOI provisions.</li> </ul>
9				<ol style="list-style-type: none"> <li>1. Post empanelment, What would be the Project allocation process and Criteria?</li> <li>2. What support SECI will provide to empanelled agencies?</li> <li>3. Is SECI will provide any financial support/Do an investment for the projects comes under EOI?</li> <li>4. EV Motors is a DIPP and MSME certified firm, Will it get MSME and Start-up benefits as per GOI guidelines</li> <li>5. What Type of Business Model will SECI follow i.e. Revenue Sharing based Model or other?</li> </ol>	<ol style="list-style-type: none"> <li>1. Please refer above clarifications in this regard.</li> <li>2. SECI wishes to facilitate techno-commercially feasible business proposals brought by EA. Modalities and further terms and conditions would be mutually agreed between EA and SECI through a binding agreement on case to case basis.</li> <li>4. EAs would be eligible to claim benefits (if any) as per the GOI Guidelines from the agencies concerned.</li> <li>5. Proposal in regard to the Business model is to be provided by the EA for SECI to choose.</li> </ol>
10			Entities eligible to participate in the EOI		It is hereby clarified that the entities eligible to participate in the EOI include legal entities such as Companies, organizations, firms etc. incorporated under relevant Acts / laws such as the Companies Act etc. Individual consultants/advisors are not eligible to participate in the EOI.