

SOLAR ENERGY CORPORATION OF INDIA LIMITED						
New Delhi						
No. SECI/C&P/MI/00/0022/23-24/Clarifications-01						Date:13/05/2024
RIS for Selection of Electrolyser Manufacturers (EM) for Setting up Manufacturing Capacities for Electrolysers in India under Strategic Interventions for Green Hydrogen Transition (SIGHT) Scheme (Tranche-II) : Clarifications to the queries on the RIS (RIS No. SECI/C&P/MI/00/0022/2023-24 dated 16.03.2024)						
S. No.	Documents	Clause No.	Existing Clause	Proposed Modifications	Rationale/Remarks	SECI's response
1	RIS	6.1	The Guaranteed Life of Electrolyser shall be at least 60,000 hrs with end-of-life efficiency not falling below 80%. The EM shall be required to submit certification from UL/NABL accredited laboratories for the guaranteed life along with the End of Life efficiency of not less than 80% of the initial value.		Please clarify on the impact of incentives that are already disbursed/ would be disbursed (during the balance tenure of 5 years) if the life of the electrolyzers didn't reach 60,000 hours post sales	If the bidder is unable to demonstrate the required life of the electrolyser then the bidder will not be eligible for incentive under this RIS.
2	RIS	8.3	An inspection team comprising members from SECI and/or its authorized agencies will visit the Manufacturing Facility at the time of commissioning or immediately after its commissioning to verify manufacturing capacity and performance of Electrolysers, as promised at the time of bid submission. If required, MNRE/SECI may also designate National Accreditation Board for Testing and Calibration Laboratories (NABL) accredited labs, etc. for such verification. The EM will be required to provide information/documents to the satisfaction of SECI/MNRE or any of their authorized representatives to the extent of their satisfaction, as necessary for verification of claims of the EM.	Prior to LOA, EM shall be required to provide information/documents relating to the commissioning procedure of the manufacturing facility. The testing procedure will be discussed and mutually agreed between SECI and the EM. In the event that the testing procedure cannot be mutually agreed, the EM shall be allowed to withdraw the bid at no risk to the EM.	The manufacturing facility capacity is a factor of the total available space and the number of people available on the shop floor. Based on our experience from setting up international manufacturing facilities, we know the space and people requirements for one Electrolyzer unit, based on our internal standards. Hence, depending on the number of shifts and the overall available space, we can calculate the nameplate capacity of the manufacturing facility. Such a calculation and inspection procedure can be discussed and mutually agreed between SECI and EM. We would request that such an inspection plan is fully aligned and notified prior to the bidding date. In the event this is not possible and notification of the testing procedure will be done only after the final bidding date, the EM would be allowed to withdraw the bid at no risk to the EM.	Tender conditions remain unchanged.
3	RIS	8.3	An inspection team comprising members from SECI and/or its authorized agencies will visit the Manufacturing Facility at the time of commissioning or immediately after its commissioning to verify manufacturing capacity and performance of Electrolysers, as promised at the time of bid submission. If required, MNRE/SECI may also designate National Accreditation Board for Testing and Calibration Laboratories (NABL) accredited labs, etc. for such verification. The EM will be required to provide information/documents to the satisfaction of SECI/MNRE or any of their authorized representatives to the extent of their satisfaction, as necessary for verification of claims of the EM.	Prior to LOA, EM shall be required to provide information/documents relating to the specific energy consumption (SEC). The testing procedure including test tolerances will be discussed and mutually agreed between SECI and the EM. In the event that the testing procedure cannot be mutually agreed, the EM shall be allowed to withdraw the bid at no risk to the EM.	The quantity of hydrogen production is a function of the DC current of the stack, the number of cells in the stack and the current efficiency. Such a methodology and testing procedure including test tolerances can be discussed and mutually agreed between SECI and EM. We request that such an inspection plan is fully aligned and notified prior to the bidding date. In the event this is not possible and notification of the testing procedure (including test tolerances) will be done only after the final bidding date, the EM would be allowed to withdraw the bid at no risk to the EM.	Tender conditions remain unchanged.
4	RIS	10.2 (b)	In this case, the above site visit will take place within the last 2 weeks of the end of the corresponding quarter. While the cost of site visit each inspection will be borne by SECI, transportation of chosen samples to and from the testing facility, will be the responsibility of the EM, at its own risk and cost. The methodology of sampling and testing procedure will be issued in due course.			Tender conditions remain unchanged.
5	RIS	10.2 (b)	The testing of the samples will be carried out in the factory premises/end consumer premises, as identified by the EM. It will be the responsibility of the EM to calibrate the testing bench, equipment, etc. for testing. The EM shall be required to submit valid calibration certificates from UL/NABL accredited laboratories against performance certification of the Electrolysers. The traveling and lodging costs of officials from SECI/its designated agencies for each visit will be borne by SECI. All other costs pertaining to the inspection procedure will be borne by the EM.		Clarification We understand that testing of the samples whether at factory / end consumer premises will be at discretion of the EM. Scenario 1 - lets assume EM import the stack and package the electrolyzer along with other BOP at the factory location in India (meeting the quoted LVA requirements), can EM select the testing of the stack location (since SEC quoted is for the stack) at its parent company premises which might be outside of India. Scenario 2 - lets assume that EM makes a sale to a company who is developing a project outside of India, EM can select the testing location to be end consumer location. We understand that both these scenarios would be acceptable, pls clarify.	If the testing is carried out in India, then the travelling and lodging costs of officials from SECI/its designated agencies will be borne by SECI. However, in case a bidder wishes to get the testing of its sample to be carried out in foreign country, then the traveling, lodging and boarding costs of the committee (up to 4 officials) from SECI/MNRE/its designated agencies for each visit will be borne by the EM.
6	RIS	Form 7.3 C	As per the terms of the RIS, the _____ [Insert name & address of Bank] hereby agrees unequivocally, irrevocably and unconditionally to pay to SECI at _____ [Insert Name of the Place from the address of the SECI] forthwith on demand in writing from SECI or any Officer authorised by it in this behalf, any amount up to and not exceeding Indian Rupees _____ [Total Value] only, on behalf of M/s _____ [Insert name of the selected EM]. The Guarantor Bank shall make payment hereunder on first demand without restriction or conditions and notwithstanding any objection by _____ [Insert name of the selected EM] and/ or any other person. The Guarantor Bank shall not require SECI to justify the invocation of this BANK GUARANTEE, nor shall the Guarantor Bank have any recourse against SECI in respect of any payment made hereunder.	As per the terms of the RIS, the _____ [Insert name & address of Bank] hereby agrees unequivocally, irrevocably and unconditionally to pay to SECI at _____ [Insert Name of the Place from the address of the SECI] forthwith on demand in writing from SECI stating therein that the Supplier has failed to perform its obligations under the Contract or any Officer authorised by it in this behalf, any amount up to and not exceeding Indian Rupees _____ [Total Value] only, on behalf of M/s _____ [Insert name of the selected EM]. The Guarantor Bank shall make payment hereunder on first written demand without restriction or conditions and notwithstanding any objection by _____ [Insert name of the selected EM] and/ or any other person. The Guarantor Bank shall not require SECI to justify the invocation of this BANK GUARANTEE, nor shall the Guarantor Bank have any recourse against SECI in respect of any payment made hereunder.	pls consider the highlighted changes	Tender conditions remain unchanged.
7	Clarification				Will procurement of stack and local assembly with the rest of balance of plant & system qualify for manufacturing incentive (same was allowed in Tranche 1)	Yes, subject to meeting the requirements for disbursement of Incentive stipulated in the RIS and Guidelines.
8	Clarification				Kindly confirm if bidder can split the quoted capacity into two or more than 2 projects and develop the manufacturing facility at different places (same was allowed in Tranche 1)	Yes, the same is allowed under the RIS.
9	RIS	6			How is LVA considered/calculated on imported products? Is it calculated on stack level or electrolyser level?	Kindly refer the "Procedure for LVA Certification for EM-T-II" issued along with the RIS document.
10	RIS	14.1	INR 14,80,000/MW		Are MSME required to pay PBG?	Yes.
11	RIS	14.1	INR 14,80,000/MW		Can PBG payment happen in phases? two/three Phases. This relaxation will help the bidders bidding for indigenous technology focus on the R&D without worrying about the capital.	No.
12	RIS	6.1	The Net Worth of the Bidder, as on the last date of previous Financial Year, i.e. FY 2022-23 should be greater than or equal to INR 1 Crore per MW of quoted annual manufacturing capacity for Bucket 1 or 2A.	We request SECI to consider the Net Worth criteria to be fulfilled "as on date (bid submission date)", provided, the EM should produce Net Worth certificate from CA.	-	Tender conditions remain unchanged.
13	RIS	6.1	The Net Worth of the Bidder, as on the last date of previous Financial Year, i.e. FY 2022-23 should be greater than or equal to INR 1 Crore per MW of quoted annual manufacturing capacity for Bucket 1 or 2A.	In case there is shortfall in the Net Worth criteria, we request SECI to consider Net Worth of direct or indirect Promoter of the bidder.	-	Kindly refer Clause 29.1.(ii) of the RIS.
14	RIS	29.1	In the case of a Bidder ...	Net worth needs to be demonstrated for cumulative capacity won in Tranche I and proposed capacity in Tranche II. In the case of a Bidder....	Similar to bid capacity being cumulative in the two tranches, Net worth Calculation should also be cumulative. This ensures that only serious manufacturers who have the financial capability to setup large-scale manufacturing units participate in the tranche 2	Tender conditions remain unchanged.
15	RIS	NA	NA	What all components have to be considered as a part of the BOP system?	A standardised list of components for BOP such as purification system, gas liquid separator, power system & auxiliaries, etc should be included which are essential for the production of Green Hydrogen.	Kindly refer the clause 36.41 of the RIS document.
16	RIS	10.2.a	For verification of Electrolyser performance, there will be maximum 4 quarterly visits carried out at the Manufacturing Facility, in an Incentive Year. Samples will be chosen by the inspection team during each visit, and testing of the same shall be conducted. The results obtained on the batch being sampled during each visit, will be applicable for the total production considered for Incentive disbursement in between last visit and present visit. The results for the batch with the lowest performance during the incentive year will be considered for calculation of incentive for the complete year.	For verification of Electrolyser performance, there will be maximum 4 quarterly visits carried out at the Manufacturing Facility, in an Incentive Year. Samples will be chosen by the inspection team during each visit, and testing of the same shall be conducted. The results obtained on the batch being sampled during each visit, will be applicable for the quarterly production considered for Incentive disbursement in between last visit and present visit. The results for the batch based on quarterly performance during the respective quarter of the Incentive year will be considered for calculation of incentive.	Quarterly performance of batch samples should be considered for verification of electrolyser performance.	Tender conditions remain unchanged.
17	RIS	NA		Can the manufacturing capacity under PLI Tranche - I and Tranche - II be clubbed together?		Yes, subject to meeting all the requirements under the respective RIS and Guidelines.
18	RIS	NA		Can the incentive disbursement for Tranche - I and Tranche - II be clubbed if the manufacturing capacity awarded in Tranche - II is pre-commissioned?		Already commissioned projects are not eligible for incentives under this RIS. Please refer to clause 7.4 of the RIS.
19	RIS	29	29.1 Net-Worth i. The Net Worth of the Bidder, as on the last date of previous Financial Year, i.e. FY 2022- 23 should be greater than or equal to INR 1 Crore per MW of quoted annual manufacturing capacity for Bucket 1 or 2A.	Since the bidding is almost a month after completion of FY2023-34, we request to consider the Net-worth as on last date of previous FY, i.e., 2023-24.		Clause has been suitably amended. Kindly refer amendments.
20	General				We understand 2A or 2B is for indigenously developed technologies. While originally our technology was acquired through a JV with Canada, over more than 20 years of its commercial manufacture, many changes in the design as well as processes have been undertaken and completed in India. There are many working systems on this technology, both in India and internationally, that have been deployed after the JV has finished and that too with technical changes instituted in India itself (designed, manufactured, supplied, installed and commissioned as an Indian manufacturer). The Technology Readiness Level is at its highest. - Given the scenario above, what would we need to submit to qualify under 2A/2B?	Kindly refer to the Clause 36.15 of the RIS for definition of indigenously developed stack technology. The bidder qualifying the above criteria can participate under Bucket 2A and/or 2B.

21	RIS	14.1			Request SECI to consider reduction in Performance Bank Guarantee(PBG) Rs. 14,80,000 per MW since we are in MSME category.	Tender conditions remain unchanged.
22	RIS	29.1	Net-worth	Nil	<p>If a bidder has been awarded certain capacity in tranche-I, whether net-worth corresponding to the capacity allocated under tranche-I should be excluded to compute the eligible net-worth for tranche-II?</p> <p>For example - if a bidder was awarded 100 MW capacity in tranche-I on the basis of net-worth of FY 2022-23, whether INR 100 cr. is to be excluded from the total net-worth of FY 2022-23 for computation of eligible net-worth for tranche-II.</p>	The financial eligibility for award of the Electrolyser Manufacturing capacity under Tranche-II is independent of the capacity already awarded under Tranche-I, if any, and will be calculated based on the Net-worth of the bidder as per criteria laid down in the RIS for Tranche-II.
23	RIS	6.1	LVA (Local Value Addition)	Nil	<p>How LVA should be computed if a bidder has been awarded capacity in both the tranches if the manufacturing plant is common?</p> <p>In other words, if a bidder has been awarded certain capacity in tranche-I and also in tranche - 2 but the manufacturing plant is same, then whether LVA should be computed on the basis of weighted average of LVA pertaining to capacity awarded in both the tranches; or LVA should be computed separately for both the tranches on an allocation basis.</p> <p>Illustration: If company A was awarded tranche - 1 and LVA was 70% and capacity of 100 MW, and in tranche - 2 it is 80% with capacity of 200 MW, then the LVA should be considered under which methodology:</p> <p>a. Weighted average i.e. $\{(100 \times 70\%) + (200 \times 80\%) / 300\}$; or</p> <p>b. Simple average i.e. $(70\% + 80\%) / 2$</p> <p>c. Allocation by the Company A by themselves i.e. procurements with LVA 70% are allocated to tranche 1 and LVA with 80% to Tranche 2.</p>	The LVA will be computed independently for individual capacities awarded under both the tranches of Electrolyser Manufacturing based on the values quoted by the bidder at the time of respective bid submissions. If in case the bidder is awarded capacity under both the tranches, the Bidder has to show the cumulative Electrolyser Manufacturing capacities awarded. Further, to be eligible for incentive, the bidder will be required to demonstrate the quoted values of LVA, SEC and sales of electrolyzers separately under each tranche.
24	General	NA	NA	NA	We are bidding for Bucket No. 2B with Maximum bid capacity of 30MW. Kindly confirm if we can bid with two different technology Electrolysers 15 each. (E.g. 15 for Alkaline Electrolyser and 15 for Proton Exchange Membrane).	Yes, the same is allowed under the RIS.
25	Ris	8.5	Penalty beyond SCD	Nil	<p>In case a bidder has been awarded capacity in Bucket 2A i.e. indigenous technology, then whether any penalty will be applicable if the commissioning is done in accordance with the scheduled timelines by the patent for indigenous technology is pending? If no penalty is applicable, then it is understood no incentive can be claimed till the issuance of patent. Please clarify.</p> <p>For example : In case the Scheduled commissioning date is 1st April 2026, but and commissioning is January 2026 but the patent gets issued in December 2026. So whether any penalty shall be applicable for the delay until December 2026? If no, whether any incentive can be claimed during this period?</p>	Kindly refer Clause 36.15 of the RIS.
26	Ris	N.A	N.A	Nil	<p>This query is with respect to the successful awardees of Tranche 1 who had bid in a consortium and have established the Project Company. Now in this case, if bidder wants to continue operations in Tranche 2 with the same Project Company, then whether bidding is to be done in Tranche 2, as a consortium only or individually by the Principal Bidder.</p> <p>For example: ABC and XYZ have created a consortium by the name of ABX Ltd in Tranche I for 50 MW, but in Tranche II only ABC is bidding for 250 MW. Is ABC allowed to start commissioning from ABX for total capacity of 300 MW or a new Project Company has to be set up ABC separately to commission for capacity of 250 MW.</p>	<p>Both the bidders, who have participated as a Consortium in Tranche-I, are allowed to bid separately under this Tranche. However, both of them are required to mention the total awarded Manufacturing Capacity to the Consortium in Tranche-I, if any, in the Covering Letter of their respective bids.</p> <p>The Bidder is required to meet the shareholding criteria in line with Clause 18 and Clause 28 of the RIS.</p>

Note: All the queries received from various prospective bidders have been scrutinized and have been tried to be answered comprehensively. In case of any query not published here and is not covered under the Amendments issued to the RIS, it shall be construed in such cases, tender conditions shall prevail.