

SOLAR ENERGY CORPORATION OF INDIA LIMITED

New Delhi

No. SECI/C&P/MI/00/0015/2025-26/Clarification-01

Dated:03.03.2026

Clarifications to the queries on the Request for Proposal for engagement of an Agency for establishing a Programme Management Unit (PMU) to support the National Mission on Cleantech Manufacturing (RfP No.: SECI/C&P/MI/00/0015/2025-26 dated 20.01.2026)

S. No.	Clause No.	Existing Clause	Proposed Modifications	Rationale/Remarks	SECI's response
1	3	In addition to the core sectors of solar, wind, green hydrogen, and energy storage, the PMU is expected to be equipped to support other cleantech manufacturing sectors identified under the National Manufacturing Mission. These include but are not limited to electric vehicles and advanced battery technologies, very high voltage transmission equipment, waste to energy technology & equipment and other emerging areas critical to India's energy transition.	-	Please clarify whether Hydro power project is also included under cleantech sectors	Hydropower projects are not part of the core scope under this RfP. However, if any hydro-related manufacturing component (e.g., equipment manufacturing or balance-of-plant supply chain) becomes relevant to the National Mission, MNRE may request analytical inputs on a case-to-case basis.
2	4	<u>Team Structure:</u> Minimum Academic Qualifications of Cleantech Sector Specialist- Master's degree in Engineering/ Technology / Finance/ Renewable/ Energy/ Management.	we respectfully request SECI to reconsider and amend the eligibility clause to include Bachelor's degree in Engineering / Technology or Master's degree in Finance / Renewable Energy / Management for the concerned positions.	We understand that the technical skill requirements necessary to achieve the objectives of the tender can be effectively met by candidates possessing a Bachelor's degree in Engineering / Technology, supported by relevant professional experience. The scope of work for these positions is highly technical in nature, particularly in the solar, wind energy, and GH2 sectors, where strong engineering fundamentals, practical knowledge, and field experience play a critical role. Further, it	Tender condition remains unchanged.

				is submitted that premier institutions such as the National Institute of Solar Energy (NISE) and the National Institute of Wind Energy (NIWE) also consider candidates with a Bachelor's degree in Engineering / Technology for recruitment to similar solar and wind sector specialist roles.	
3	4.3	1. The team shall be stationed at MNRE during the contract period 2. Office infrastructure at MNRE	-	1. Can you please confirm whether all the experts (including Team Leader) proposed in the RfP are required to be stationed at MNRE for the duration of 24 months, or whether a hybrid or off-site working arrangement may be permitted based on work exigencies, subject to prior approval from MNRE. Such clarification would also be essential for appropriately assessing and structuring the contract fee, considering the cost implications associated with full-time on-site deployment. 2. Seating arrangement and necessary access related approvals will be provided by MNRE. Laptops to be arranged by the team. Desktops may be made provided subject to availability and at the discretion of the Ministry.	All core PMU personnel, including the Team Leader, are expected to be stationed at MNRE on a full-time basis. MNRE will provide seating arrangements and necessary access approvals. Laptops shall be arranged by the Agency.
4	4.4	Additional manpower up to 5 persons as per MNRE approval	-	Clarify expected man-hours (FTE vs part-time) and minimum deployment duration for additional manpower	Additional manpower, if required, will be deployed on a full-time equivalent (FTE) basis for a minimum duration as determined by MNRE depending on the assignment needs

5	4.5	Suppose the annual contract price to be paid to the successful Applicant is 'Z' and then 'Y' is equal to 'Z/30', then the rate for each additional manpower will be Program Manager: '(4*Y)/15'	Kindly clarify whether Z is the annual contract price inclusive or exclusive of GST. We suggest for the inclusion of indexation (e.g., annual 5–7% or WPI linked) while calculating the rate for additional manpower.	Clear definition of pricing components enables commercial planning and prevents uncontrolled scope from creeping during contract execution.	Clause has been suitably modified. Kindly refer amendments.
			While evaluating the rates for the additional manpower, we request that you consider the monthly rates considered for each technical expert while determining the financial bid, rather than calculating the rates on the annual contract price (applying 'Y' as Z/30, and the monthly rate for additional manpower is calculated as a fraction of Y; e.g., Y/15, 2Y/15, or 4Y/15, depending on the role). We kindly request the inclusion of a column for the monthly rate of sector experts in the financial bid submission.	In case there is additional support required for an expert equivalent to a Program Associate, then the reimbursement for such time can be done at the rates as proposed for a Program Associate in the proposal. This will ensure uniformity in payment with respect to the level of support sought.	Tender condition remains unchanged.
6	4.7	The Agency may also be required to provide back-end support as directed by MNRE.	-	We request you to provide clarification on the scope, nature, and extent of the back-end support required, including the specific activities envisaged, the anticipated manpower requirements. Can you please clarify whether the support required is expected to be provided on-site at MNRE or off-site.	Back-end support, if required, may include research assistance, data compilation, analytical support, documentation, and coordination tasks. This support may be provided off-site

7	5.5.3 (A)	Activities to be undertaken (WP-1)	-	Do we have clarity on any additional cleantech manufacturing-related tasks that need to be undertaken beyond those already specified?	The listed tasks in the RfP are indicative and not exhaustive. MNRE may assign additional cleantech manufacturing-related analytical or strategic tasks aligned with the Mission objectives
8	5.5.3 (C)	Develop sectoral indigenization Strategy for each focus sector	-	Can you please clarify what are the key components that need to be considered for each technology to evaluate their year wise localization targets?	The approach for determining year-wise localization targets may be aligned with the overall objectives and scope of work outlined in the RfP. The PMU is expected to consider all relevant technical, economic, supply chain, and policy dimensions, inter alia, while developing sectoral indigenization pathways.
9	5.5.3 (D)	Recommend policy and Investment frameworks	-	Could you please clarify whether the sector-specific financial models are expected to focus on setting up manufacturing plants for each technology, or whether they should instead be prepared from a project-development and power generation perspective?	The sector-specific financial models shall be developed in line with the scope and intent described in the RfP
10	5.5.3 (G)	Stakeholder Consultation to Validate Outputs	-	1. Please confirm whether the stakeholder consultations (at least 10 per sector) can be conducted through a mix of physical and virtual interactions.	1. The stakeholder consultations may be conducted through a mix of physical and virtual modes. The mode, manner, and format of such consultations

				2. Should costs for primary surveys/state visits/workshops be in fixed price or reimbursed as OPEs?	shall be decided and confirmed with prior approval of MNRE, based on the requirements of the assignment. 2. Transportation and travel related expenses for primary surveys, state visits, and official consultations shall be addressed as per the applicable provisions of the RfP and reimbursed by SECI as per approved norms, subject to necessary approvals (refer Amendments). Such surveys and related activities shall only be undertaken in consultation with and with prior approval of MNRE/SECI.
11	5.5.4	Deliverable Matrix-	-	Could you explain how the two financial models referenced in S. No. 8 and S. No. 10 differ from each other?	The financial modelling requirements shall be interpreted and delivered in accordance with the scope of work and deliverable framework provided in the RfP
12	5.5.4 & 5.6.5	Tight timelines for numerous outputs	-	Request phased prioritization or flexibility in months 1–6 due to consultations and state travel.	The timelines indicated in the RfP reflect the Mission priorities. Implementation scheduling and sequencing of activities shall be taken up in consultation and prior

					approval of MNRE during execution.
13	5.6	Work Package-2	-	Considering that the assignment involves preparing action plans for 15 priority states, many activities outlined in Work Package 2—such as assessing and identifying manufacturing clusters, investment pipelines, and raw material procurement strategies—will require valuable inputs from state nodal agencies and other state departments. Since gathering this information through remote coordination from MNRE could be challenging, we kindly request your guidance on the possibility of facilitating part-time deployment at the state level or support from an on-ground team. This assistance would greatly help in collecting the necessary data for developing accurate and effective state-level action plans.	The PMU shall operate in accordance with the deployment structure and coordination framework outlined in the RfP. Any additional support mechanisms, if required, shall be decided by MNRE during implementation
14	5.6.4.A	<u>Scope of Work</u> a. Identify 15 States/UTs with strong potential for cleantech industrial growth b. Assess site-level readiness: land parcels, grid connectivity, logistics, permits c. State-specific action plans, including policy alignment, required fiscal support, and institutional readiness	-	1. We would request the competent authority to kindly clarify whether a state level PMU is envisaged across all the 15 states. What will be the role of PMU in assessment of site readiness? Does the PMU have to visit the sites and prepare DPR? 2. Kindly clarify if site visits are envisaged as part of the site level readiness. If yes, we would request the	1. The PMU will be primarily stationed at MNRE. No separate state-level PMU is envisaged. Site visits may be undertaken where necessary. MNRE shall facilitate coordination with State agencies.

				<p>MNRE to treat them as reimbursable OPE (out of pocket expenses) with caps. We are of the view that the seven (7) resources suggested for the team should be allowed to carry out the state level study as a desktop study.</p> <p>3. Are there any prioritization criteria—beyond cleantech industrial growth—that should be applied when selecting the 15 states? Additionally, should the sub-activities under Work Package 2 be carried out across all 15 selected states?</p> <p>4. Can you please clarify whether the assessment and preparation of manufacturing upscaling strategies are required to be conducted across the same set of 15 States/UTs for each cleantech technology (solar, wind, green hydrogen, energy storage, etc.), or whether the selection of States/UTs may be technology-specific.</p> <p>5. We understand that the state-level manufacturing suitability and competitiveness are highly technology-dependent and influenced by the factors such as demand centers, resource availability, logistics, existing industrial base, and policy alignment. Consequently, a uniform set of 15 States/UTs for all technologies may not be optimal or cost-effective, as states that are favourable for one technology may</p>	<p>2. Transportation and travel related expenses for primary surveys, state visits, and official consultations shall be addressed as per the applicable provisions of the RfP and reimbursed by SECI as per approved norms, subject to necessary approvals (refer Amendments). Such surveys and related activities shall only be undertaken in consultation with and with prior approval of MNRE/SECI.</p> <p>The conduct of workshops and stakeholder consultations shall be undertaken in a manner decided by MNRE.</p>
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				<p>not necessarily be suitable for others. Further, covering all technologies across 15 States/UTs would significantly increase the scope and associated costs, while potentially diluting the depth and quality of analysis. In this context, focusing on the top 5–7 States per sector, which typically account for the majority of the manufacturing ecosystem, may lead to more targeted, actionable, and high-impact outcomes.</p> <p>6. Will states nominate single nodal officers and share policy data to expedite?</p>	
15	5.6.4.A .b	<p><u>Scope of Work</u> Map existing incentives, infrastructure (land, power, connectivity), and industrial corridors</p>	-	<p>Can you please clarify upto what granularity the land and transmission infrastructure at the state level need to be mapped? In this regard, we seek clarification on whether physical site visits to States/industrial locations are envisaged or mandatory for carrying out this infrastructure assessment, or whether the analysis may be undertaken based on secondary research, stakeholder consultations, and publicly available data, supplemented by virtual interactions, unless specifically directed otherwise by MNRE.</p>	<p>Assessment should be undertaken at a strategic planning level sufficient for policy and investment planning. Physical site visits are not mandatory unless specifically required by MNRE.</p>
16	5.6.4.A .d	<p>Cost Benefit Analysis, with Cost structures and revenue streams</p>	-	<p>Please clarify whether the cost–benefit analysis, including cost structures and revenue streams, is pertaining to setting up RE manufacturing facilities in the state. Please let us know if our understanding is correct.</p>	<p>The cost–benefit analysis relates to establishment of cleantech manufacturing facilities at the state level as envisaged in National Manufacturing Mission</p>

17	5.6.4.B.	Manufacturing Cluster Facilitation Plans	-	Is there guidance on the number of industrial zones or parks to be identified in each state for sector-specific manufacturing? Also, should this activity be conducted across all 15 selected states?	The PMU should identify viable clusters based on industrial and logistical suitability. The exercise should span the at least in the 15 identified priority states.
18	5.6.4.D (a)	Map demand-supply gaps for critical raw materials across all focus sectors	-	Can you please clarify whether the demand supply gap related to raw material procurement needs to be assessed at the state level or national level?	The assessment of demand–supply gaps for critical raw materials shall primarily be undertaken at the national level. In addition, state-level gap analysis shall also be carried out for priority states relevant to the cleantech manufacturing value chain.
19	5.5.3(G)	<u>Consultation:</u> >=10 consultations per sector (>=40 total).	We request the competent authority to allow multisector sessions to be clubbed where stakeholder overlap occurs, and such mixed sessions should be counted toward sector-wise targets, including roundtables, sector sessions to be clubbed where stakeholder overlap occurs, and such mixed sessions should be counted toward sector-wise targets, including roundtables.	Allowing clubbed sessions ensures efficient stakeholder engagement without reducing the breadth and quality of inputs.	Where there is a clear overlap of stakeholders across sectors, combined or multi-sector consultation sessions may be conducted.
20	5.7	Extensive monthly market, carbon and policy intelligence across geographies.	Kindly clarify whether commercial databases may be treated as reimbursable OPE (out of pocket expenses) with	The data intensive nature of the assignment requires clarity on cost treatment to ensure fairness, consistency, and proper budgeting across bidders.	Any cost incurred for collection of data from any commercial databases shall

			caps, or whether MNRE/SECI will specify the data sources.		be included in the financial bid submitted by the Bidder.
21	5.7	Monthly, quarterly, ad-hoc and annual reports	-	Will SECI/MNRE share reporting templates or should PMU design formats?	The draft formats for submission of the reports shall be submitted by PMU for approval of MNRE/SECI. Subsequent to finalization of draft, the PMU shall submit the reports in the approved format.
22	5.7	Ad-hoc alerts within 72 hours	-	Define working-day vs calendar-day SLA; expectation on weekends/holidays	Weekends and public holidays are not included in the timeframe.
23	5.7	Extensive datasets (polysilicon, catalysts, freight, FX, etc.)	-	Will SECI/MNRE provide access to any existing databases/subscriptions, or should the firm procure at own cost?	Any cost incurred by the agency for the access of any commercial database/subscriptions shall be included in the financial bid submitted by the bidder.
24	6	Payment shall be made on quarterly basis across all years of the engagement, linked to completion of work as per the agreed scope and its acceptance by MNRE.	We understand the payment terms, wherein payments shall be made on a quarterly basis across all years of the engagement, and that the deliverables submitted by the PMU shall be examined by a Screening Committee constituted by MNRE prior to acceptance.	In this regard, we respectfully request SECI to kindly indicate the indicative timeline for review and acceptance of deliverables post submission. As payments are linked to quarterly acceptance, early clarity on the review process would assist the Agency in planning resource deployment and managing cash flows effectively, thereby ensuring uninterrupted service delivery during the engagement period. Turnaround time for review/acceptance per quarter (e.g., 15/30 days) and deemed acceptance if no comments?	Release of payments for deliverables shall be carried out in accordance with the provisions of the RfP. The final payment for deliverables shall be linked to written acceptance and satisfaction of the Mission Directorate, MNRE.

25	6.3	Release of payments for each work order shall be done based on the following timelines:	-	Please confirm if mobilization advance (e.g., 10%) against BG is allowable to offset quarter-end acceptance-linked payments or alternatively, permit monthly invoicing within the quarterly cap.	No, there will be no advance mobilization.
26	7.1	LD 0.1% per day for delay Penalty up to 20% for delay/unsatisfactory performance	-	<ol style="list-style-type: none"> 1. We would request the competent authority to kindly outline the objective triggers and performance metrics for deeming the work as unsatisfactory to ensure there are no overlaps with LDs, and total deductions (LD + penalties). 2. Please confirm LD cap (e.g., 10% of contract value) to avoid unlimited exposure. 3. Given industry norms, can the penalty be capped/lowered? How does this interact with LDs? 4. The LD clause should be revised to 0.5% of the delayed milestone value per week, capped at 5% of the workorder value for the milestone, applicable only to Agency attributable delays. The proposed limits ensure proportionality and are aligned with typical Government of India consulting contract norms. 	Refer amendments
27	7.2	Resource Allocation and Deployment	We understand the absence-related penalty stipulated in the RFP, wherein the absence of any resource deployed without prior written intimation attracts a penalty of 0.05% of the total Work Order	We respectfully submit that such absences are generally unforeseen and beyond the reasonable control of the Agency. Accordingly, we request SECI to kindly clarify and consider excluding absences on account of duly reported sick or medical leave from the	Any leave or absence of deployed resources shall require prior approval and confirmation from the concerned officer of the Mission Directorate, MNRE.

			value per day, recoverable from the quarterly payments payable to the Agency or from the Performance Bank Guarantee available with SECI. However, the RFP does not explicitly specify the treatment of sick leave or medical leave of deployed resources.	applicability of the absence-related penalty. Further, we request SECI to consider specifying an allowable minimum number of emergency / medical leave days for deployed resources in the RFP, in line with applicable Indian labour laws, to ensure clarity, consistency, and equitable implementation of the penalty provisions.	
28	13.i	Certificate of Partnership/Profit and Loss sharing duly certified by a practicing Chartered Accountant/ Company Secretary as on a date within 30 days prior to the last date of bid submission	Since profit-and-loss sharing details are confidential, the Board Resolution listing all partners can be provided, and acceptance of this document is requested. We would request the competent authority to kindly accept board resolution against the said attachment.	A Board Resolution provides verified partner information while respecting confidentiality, making it an appropriate alternative to internal financial disclosures. This has been a standard practice of submission across other engagements.	The bidder is required to submit either the list of partners or profit and loss sharing certificate duly certified by practicing Chartered Accountant/ Company Secretary. Hence, in such case, the bidder is free to submit the list of partners as stated above.
29	13.i	Certified copies of annual audited accounts for the last 3 financial years, along with certified copies of Balance Sheet, Profit & Loss Account, Schedules and Cash Flow Statement supported with bank statements as on the date at least 7 days prior to the due date of bid submission (as applicable), shall be required to be submitted.	Our bank statements are highly confidential in nature and we would request the competent authority to consider only annual audited accounts for the last 3 FYs along with certified copies of Balance Sheet, Profit & Loss Account, Schedules and Cash Flow Statement. We request the competent authority to consider only financial statements as the attachment and the bank statements be	As an audit consulting firm, our bank statements are confidential as per our internal policies.	Tender condition remains unchanged.

			removed from the list of attachments.		
30	14.4	Proposal becomes property of SECI	-	Confirm that IP for firm's proprietary tools/models/databases remains with firm; PMU grants client a license to outputs	All reports, data, analyses, documents, and other outputs generated specifically under this assignment shall be the property of MNRE/SECI, which shall have sole rights over their use, reproduction, and dissemination.
31	21	In the event no amicable resolution or settlement is reached within a period of thirty (30) days from the date on which the above-mentioned dispute or difference arose, such dispute or difference shall be finally settled by Secretary, MNRE, whose decision shall be final.	We would request an amendment to the clause as follows: In the event no amicable resolution or settlement is reached within a period of thirty (30) days from the date on which the above-mentioned dispute or difference arose, such dispute or difference shall be finally settled through neutral arbitration under the Arbitration & Conciliation Act, 1996, with a sole independent arbitrator seated in New Delhi.	A neutral arbitration mechanism enhances contractual fairness and improves overall contract bankability.	Tender condition remains unchanged.
32	22	SECI will have the right to terminate the assignment by giving 30 (thirty) days written notice. In the event of termination for no fault of Applicant, SECI will reimburse all the expenses incurred by the Applicant (upon submission of proof) including closing-up of the	Kindly note that consultant does not have option to terminate. We request your confirmation on the following sub-clauses "The Consultant may suspend or terminate the Contract, by not less than thirty (30) days in case - Client	<ol style="list-style-type: none"> 1. Mirroring clause has been proposed to ensure both parties have the right of termination. 2. To uphold the principles of natural justice and to bring parity in the contract, we request client to give us the right to terminate the contract in case client breaches any of its 	Tender condition remains unchanged.

		project. If the assignment is terminated due to the fault of the Applicant or in case of termination of the assignment by the Applicant for reasons not attributable to SECI, SECI will forfeit the PBG of the Applicant.	does not make the payment to the Consultant - Does not adhere to the arbitration judgement - if Bidder determines that a law, regulation or anything having similar import, or a circumstances (including cases where client's ownership or constitution has changed), makes Bidder's performance of the Contract impermissible or in conflict with independence or professional rules applicable to Bidder."	material obligations under the contract, provided a notice for such breach is given to client along with a rectification period of 30 days.	
33	27.5	The selected Agency shall not engage any other external agency, NGO, or third party for the delivery of the PMU activities, except for individual experts or staff employed directly under the contract.	-	Clarify that short-duration part-time SMEs are permitted and contractual structure acceptable	The PMU team structure and deployment requirements shall remain as defined in the RfP. Any engagement of additional experts or short-term specialists, if required, shall be subject to prior approval of MNRE,
34	27.6	Technical eligibility criteria: Given the nature of the assignment, which involves policy formulation, strategic recommendations, and handling of sensitive/confidential data with associated financial implications, the selected Agency shall not utilise external funding sources, including grants or funding from NGOs, multilateral/bilateral	-	A consortium structure may be permitted, wherein multiple technically qualified firms jointly bid and collectively fulfil the eligibility, confidentiality, and performance obligations prescribed under the RfP - Given that many of the cleantech technologies in the RfP such as next-generation solar PV, advanced storage chemistries, and green	Tender condition remains unchanged.

		agencies, or philanthropic entities, for delivering the scope of work under this contract. All activities required for execution of the assignment shall be funded solely by the selected Agency.		hydrogen/electrolyser systems are still emerging, the specialised global expertise needed for them is often spread across multiple organisations in more mature markets.	
35	28.1	The Applicant should be in the field of providing similar works for not less than 03 Years as on last date of bid submission. The Bidder should have rendered satisfactory services and successfully executed contracts of “Similar Works” in any of the last three years (ending month of March prior to the bid submission). “Similar Works” means the services rendered as service provider for the “large scale assistance programs covering strategy and Governance, Policy formulation/ knowledge partnership services for Centre/ State Governments”.	Projects across the power sector are implemented through implementing agencies (state/ central) in nature. We have carried out multiple assignments of similar nature with implementing agencies (both central and state government) and are not directly contracted by the Central ministry or the state government. The contracts are with the with the state/ central agencies. We are of the understanding that such projects are acceptable under the "Similar Works" definition. Kindly clarify.	Power sector implementation is typically executed through implementing agencies, and many comparable assignments are contracted this way; hence, eligibility clarity is essential. - sector implementation is typically executed through implementing agencies, and many comparable assignments are contracted this way; hence, eligibility clarity is essential.	Tender condition remains unchanged.
36	28.1	The Applicant should be in the field of providing similar works for not less than 03 Years as on last date of bid submission. The Bidder should have rendered satisfactory services and successfully executed contracts of “Similar Works” in any of the last three years (ending month of March prior to the bid submission). “Similar Works” means the services	The Bidder should have rendered satisfactory services and successfully executed contracts of “Similar Works” in any of the last three years (ending month of March prior to the bid submission). “Similar Works” means the services rendered as service provider for the “large scale assistance programs covering	Experience under large-scale assistance programs focused on clean energy (solar, wind, green hydrogen, and energy storage) is to ensure that bidders possess demonstrated domain-specific expertise relevant to scope outlined in the RfP. Clean energy sectors involve unique policy, regulatory, market, and system-integration challenges that differ significantly from generic strategy or governance advisory work. Experience	Tender condition remains unchanged.

		rendered as service provider for the “large scale assistance programs covering strategy and Governance, Policy formulation/ knowledge partnership services for Centre/ State Governments”.	strategy and Governance, Policy formulation/ knowledge partnership services related to clean energy focusing on solar/wind/Green Hydrogen/ energy Storage for Centre/ State Governments/GoI patronized/backed inter-governmental organizations (Document Required: Proof of documentation conforming above experience details/ Client work order/ LOI/ PO/ Recommendation letter/ Successful Order execution confirmation from client side and summary of work)	in sector-agnostic policy support may not adequately capture the technical, institutional, and market complexities associated with scaling these technologies for Centre/State Governments. The requirement therefore ensures that advisory support is actionable, context-specific, and implementation-oriented, aligned with national and state clean energy missions. This enhances the quality, relevance, and effectiveness of outcomes expected from the assignment.	
37	28.1	The Applicant should be in the field of providing similar works for not less than 03 Years as on last date of bid submission. The Bidder should have rendered satisfactory services and successfully executed contracts of “Similar Works” in any of the last three years (ending month of March prior to the bid submission). “Similar Works” means the services rendered as service provider for the “large scale assistance programs covering strategy and Governance, Policy formulation/ knowledge partnership services for Centre/ State Governments”.	We understand that, to demonstrate documentation for projects submitted to meet the technical eligibility criteria under the category of ‘similar works,’ a signed work order will be sufficient.	Can you please confirm whether the projects/credentials of last 5 years (as mentioned in 30.6 (A – project experience) at page 33) will be considered or the ones carried out in the last 3 years (ending month of March prior to bid submission) as mentioned in clause 28.1 (b) at page 30? We Request you to make this criteria uniform and can you please relax this criteria to 10 years to evaluate the projects under the technical eligibility criteria?	The applicant is required to meet the minimum qualification criteria mentioned in clause 28 in order to be qualified for the technical evaluation and scoring as per clause 30.6. Hence the supporting documents submitted by the applicant shall be evaluated first to meet the minimum qualification criteria and then for the scoring purpose. In case an Applicant does not fulfil the Minimum Qualification Criteria, the Proposal of such an

					Applicant will not be evaluated further.
38	28.1	The Bidder should have successfully completed at least one single similar work order of value of INR 4,88,00,000 (Indian Rupees Four Crore and Eighty-Eight Lakhs only) or more during any of the last three years i.e. the current year and the last financial years	Kindly confirm whether the specified value of INR 4,88,00,000 is to be considered inclusive of GST or exclusive of GST for the purpose of technical eligibility criterion.	Clarification is crucial because eligibility thresholds can vary significantly depending on whether values are taken inclusive or exclusive of GST, affecting bidder compliance.	The amount stated in the said clause shall be considered as inclusive of GST.
39	28.1	(Document Required: Proof of documentation conforming above experience details/Client work order/LOI/PO/Recommendation letter/ Successful Order execution confirmation from client side and summary of work)	Clarification is requested on whether any one of the listed documents would suffice as proof.	Allowing any one acceptable document is sufficient for reliable verification of past work.	The applicant is required to submit proof of award and completion along with the summary of work.
40	28.2	The Minimum Average Annual Turnover (MAAT) of the Bidder in the last three financial years (i.e. FY 2022-23, 2023-24 & 2024-25) should be INR 2,44,00,000 (Indian Rupees Two Crore and Forty-Four Lakhs only).	The Minimum Average Annual Turnover (MAAT) of the Bidder in the last three financial years (i.e. FY 2022-23, 2023-24 & 2024-25) should be INR 100-125 Cr. INR 2,44,00,000 (Indian Rupees Two Crore and Forty-Four Lakhs only).	A large-scale Project Management Unit (PMU) assignment involves high financial volume, multi-year implementation, complex program governance, and significant operational risk. In such cases, demanding a higher Minimum Average Annual Turnover (MAAT) is essential to ensure that only financially stable, capable, and adequately resourced firms participate. A higher MAAT ensures only firms with proven operational capacity and financial depth participate. Market precedence also indicates similar trend: • In a PMU bid (with 5 resources) floated by MNRE in 2023 under National Green Hydrogen Mission (NGHM), a MAAT of INR 100 Cr. was specified. • REC Ltd.	Tender condition remains unchanged.

				has also tendered a PMU bid for Rooftop Solar Scheme in 2025 with 20 resources and has specified a MAAT of INR 400 Cr.	
41	30.6 A1	Experience of managing large scale PMUs for at least one year for Govt. Agencies (minimum contract value of INR 2 Crores in last 5 years in India) Should include advisory/ PMU assignments for Central/ State Ministries or agencies related to clean energy, RE manufacturing, industrial development or energy transition	Experience of managing large scale PMUs for at least one year for Govt. Agencies (minimum contract value of INR 2 Crores in last 5 years in India) Should include advisory/ PMU assignments for Central/ State Ministries/ GoI patronized/ backed inter-governmental organizations or Govt. agencies related to clean energy, RE manufacturing, industrial development or energy transition.	Similar experience with central-state Govt/Govt Backed agencies/Govt backed inter-governmental organisations should be considered PMU experience gained under IGOs shall be deemed relevant as such programs typically involve adoption of international best practices, global benchmarking, multi-stakeholder management, and adherence to rigorous governance and results-based management frameworks. The scope of work as outlined in the bid document also has similar ask. Client certification/email for ongoing engagements may be considered for submission as proof of ongoing work.	Tender condition remains unchanged.
42	30.6 A2	Experience of designing and executing initiatives to promote technology programmes/ innovations on behalf of Central/State Government. Must relate to national or state-level programs supporting RE technologies, manufacturing policy, industrial innovation, or startup/R&D ecosystems. One assignment: 5 marks Two or more assignments: 10 marks	Cleantech manufacturing projects with the MHI/ MNRE/ MoP (directly or through implementing agency) should be provided higher weightage compared to general manufacturing projects supporting RE technologies, manufacturing policy, industrial innovation, or startup/R&D ecosystems. We request the marking criteria to be amended as follows: One assignment: 3 marks	Projects aligned with MoP and MHI priorities reflect directly relevant experience; giving additional weightage encourages higher-quality participation.	Tender condition remains unchanged.

			<p>One assignment with MHI/ MoP/ MNRE (directly or through IA): 5 marks</p> <p>Two or more assignments: 7 marks</p> <p>Two or more assignments (directly or through IA): 10 marks</p>		
43	30.6.C	Approach & Methodology (including technical presentation)	-	We request SECI to provide clarification regarding the technical presentation, including the duration of the presentation and the mode of conduct (whether virtual or offline). Additionally, we seek clarification on whether the technical presentation is required to be submitted as part of the bid or will be called for separately at a later stage during the technical evaluation.	The technical presentation will be conducted in person before the Selection Committee at stage of evaluation. Detailed instructions regarding the presentation will be communicated to the technically qualified bidders at the appropriate stage (Refer Amendments).
44	31	Least Cost Selection (LCS).	We propose a QCBS approach (e.g., 75:25 or higher technical-to-financial ratio) is appropriate considering the strategy-heavy nature of the scope.	A higher weight to technical evaluation safeguards quality for complex, outcome driven assignments where strategic depth is critical. -driven assignments where strategic depth is critical.	Tender condition remains unchanged.
45	Format 7.4	Fresh board resolution	-	We humbly request that, notwithstanding the requirement under Format 7.4 for a specific board resolution authorizing an individual to submit the bid, bidders should be permitted to submit a certified true copy of an existing board resolution that authorizes named individual(s) to sign and submit RFPs/bids and to execute all related documents on behalf of the	The bidder may submit a general Board Resolution authorizing designated individual(s) to participate in the RfP process, and to sign and submit the corresponding bids.

				bidder, and that such resolution will be deemed as full compliance with Format 7.4 ; and, accordingly, that no separate, bid-specific board resolution will be required in such cases. Further, where such a board resolution is furnished, we request that the requirement to submit a separate Power of Attorney (PoA) in favor of the authorized signatory as required under Format 7.2 at Page 44 shall also stand be waived.	
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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 RfS, it shall be construed in such cases, tender conditions shall prevail.