



Request for Proposal for engagement of an Agency for establishing a Programme Management Unit (PMU) to support the National Mission on Cleantech Manufacturing

Ref: SECI/C&P/MI/00/0015/2025-26 dated 20.01.2026

GeM Bid No.: GEM/2026/B/7127977

*Solar Energy Corporation of India Limited
(A Government of India Enterprise)
6th Floor, Plate-B, NBCC Office Block Tower-2,
East Kidwai Nagar, New Delhi – 110023
Tel: 011 - 24666200, e-mail: contracts@seci.co.in*

BID INFORMATION SHEET

The brief details of the RfP are as under:

| | | | |
|------------|--|--|------------------------------|
| (A) | NAME OF WORK/ BRIEF SCOPE OF WORK/ JOB | Selection of an Agency for Establishing a Programme Management Unit (PMU) to support the National Mission on Cleantech Manufacturing | |
| (B) | RfP NO. & DATE | SECI/C&P/MI/00/0015/2025-26 dated 20.01.2026 | |
| (C) | TYPE OF BIDDING SYSTEM | SINGLE BID SYSTEM | <input type="checkbox"/> Yes |
| | | TWO BID SYSTEM | <input type="checkbox"/> |
| (D) | TYPE OF TENDER | E-TENDER | <input type="checkbox"/> Yes |
| | | MANUAL | <input type="checkbox"/> |
| (E) | COMPLETION/ CONTRACT PERIOD | As mentioned in RfP Document | |
| (F) | DOCUMENT FEE/ COST OF RfP DOCUMENT (NON-REFUNDABLE) | APPLICABLE | <input type="checkbox"/> |
| | | NOT APPLICABLE | <input type="checkbox"/> Yes |
| (G) | BID PROCESSING FEE | APPLICABLE | <input type="checkbox"/> |
| | | NOT APPLICABLE | <input type="checkbox"/> Yes |
| (H) | EARNEST MONEY DEPOSIT (EMD) | APPLICABLE | <input type="checkbox"/> Yes |
| | | NOT APPLICABLE | <input type="checkbox"/> |
| (I) | PERFORMANCE BANK GUARANTEE | APPLICABLE | <input type="checkbox"/> Yes |
| | | NOT APPLICABLE | <input type="checkbox"/> |
| (J) | DATE, TIME & VENUE OF PRE-BID MEETING | Scheduled as per NIT on GeM portal and/or SECI website. | |
| (K) | OFFLINE & ONLINE PROPOSAL- | As per NIT on SECI website | |

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| | SUBMISSION DEADLINE | |
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| (L) | PROPOSAL OPENING | As per NIT on SECI website and GeM portal |
| (M) | NAME, DESIGNATION, ADDRESS AND OTHER DETAILS (FOR SUBMISSION OF RESPONSE TO RfP) | Sh. Atulya Kumar Naik Executive Director (Contracts & Procurement) Solar Energy Corporation of India Limited 6th Floor, Plate-B, NBCC Office Block Tower-2, East Kidwai Nagar, New Delhi - 110 023 Email: contracts@seci.co.in |
| (N) | DETAILS OF PERSONS TO BE CONTACTED IN CASE OF ANY ASSISTANCE REQUIRED | 1) Sh. Pratik Prasun Senior Manager (C&P) Contact No.: 011-24666237 pratikpr@seci.co.in 2) Sh. Abhisekh Srivastav Manager (C&P) Contact No.: 011-24666260 abhisekhsri@seci.co.in |
| (O) | Contact Details of the GeM | Contact Person: GeM Helpdesk Toll Free Numbers: 1800-419-3436, 1800-102-3436 Email: helpdesk-gem@gov.in |

- Proposals must be submitted strictly in accordance with Section-2 and 3 of the RfP, depending upon Type of Tender as mentioned at Clause no. (D) of Bid Information Sheet.
- Applicants are required to quote strictly as per terms and conditions of the RfP documents and not to stipulate any deviations/ exceptions.
- Any applicant, who meets the Qualifying Requirement and wishes to submit their proposal against this RfP, may download the complete RfP document along with its amendment(s) and clarifications if any, from GeM Portal (<https://www.gem.gov.in/>) and/or SECI website (www.seci.co.in) and submit their Proposal complete in all respect as per terms & conditions of RfP Document on or before the due date of Proposal submission.
- Clarification(s)/ Corrigendum(s), if any, shall also be available on the above referred websites.

Applicants are requested to remain updated for any notices/ amendments/ clarifications etc. to the RfP document through the websites <https://www.gem.gov.in/> and www.seci.co.in. No separate notifications will be issued for such notices/ amendments/ clarifications etc. in the print media or individually. Intimation regarding notification on the above shall be updated on www.seci.co.in and the details will be available only from <https://www.gem.gov.in/>

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SECTION 1 INTRODUCTION AND INVITATION FOR PROPOSALS

1. Background and Introduction

- 1.1. Solar Energy Corporation of India Limited (hereinafter referred to as “SECI”) is a “Navaratna” Government of India Enterprise under the administrative control of the Ministry of New & Renewable Energy (MNRE). One of the main objectives of the Company is to assist the Ministry and function as the implementing and facilitating arm of the National Solar Mission (NSM) for development, promotion and commercialization of solar energy technologies in the country.
- 1.2. The National Manufacturing Mission is a strategic initiative announced by the Government of India in the Union Budget 2025 to strengthen domestic manufacturing across key industries, with a special focus on cleantech sectors. The Mission aims to enhance India’s industrial competitiveness, reduce import dependency, and drive sustainable economic growth under the broader ‘Make in India’ vision. By supporting manufacturing in critical clean technology sectors such as solar photovoltaics, electric vehicle batteries electrolyzers, wind turbines, grid-scale energy storage systems, and very high voltage transmission equipment the mission seeks to build a self-reliant and globally competitive supply chain in alignment with India’s energy transition goals.
- 1.3. The Ministry of New and Renewable Energy (MNRE) is the nodal ministry for leading and implementing this mission for four core sectors: solar, wind, green hydrogen and energy storage.
- 1.4. In order to ensure dedicated technical, strategic, and implementation support for the rollout of the Mission, SECI intends to engage a Programme Management Unit (PMU) for MNRE through a technically competent agency. The PMU will work under the guidance of MNRE leadership and in close coordination with other line ministries, states, industry stakeholders and financial institutions.
- 1.5. A dedicated support team will work under the direct guidance of the Secretary, MNRE to provide strategic, technical, and coordination support for the conceptualization and implementation of the Mission. This includes development of indigenization pathways, enabling policy and regulatory frameworks, investment facilitation, innovation and skilling strategies, stakeholder engagement across central ministries, states, industry, and financial institutions.
- 1.6. In this regard, SECI on behalf of MNRE intends to on board an agency to establish Programme Management Unit (PMU) to support the Ministry in effective implementation of National Manufacturing Mission.
- 1.7. The engagement shall be for an initial period of two (2) years, extendable by an additional one (1) year at the discretion of the SECI/MNRE, subject to satisfactory performance and mutual agreement.

2. Invitation for Proposals

- 2.1. A Single Stage, Two Envelope Bidding Procedure will be adopted and will proceed as detailed in this RfP Document. Bidding will be conducted through the competitive bidding procedures as per the provisions of this RfP. The respective rights of SECI and the Applicants shall be governed by the RfP Documents.

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- 2.2. This RfP document is neither an agreement nor an offer by SECI to the prospective Applicants or any other person. The purpose of this RfP is to provide information to the interested parties that may be useful to them in the formulation of their proposal pursuant to this RfP.
- 2.3. SECI does not make any representation or warranty as to the accuracy, reliability or completeness of the information in this RfP document and it is not possible for SECI to consider particular needs of each party who reads or uses this document. RfP includes statements, which reflect various assumptions, and assessments arrived in relation to the statement of work, such assumptions, assessments and statements do not purport to contain all the information that each Applicant require. Each prospective applicant should conduct its own investigations and analyse and check the accuracy, reliability and completeness of the information provided in this RfP document and obtain independent advice from the appropriate sources.
- 2.4. SECI will not have any liability to any prospective Applicant/Firm/ or any other person under any laws (including without limitation the law of contract, tort), the principles of restitution or unjust enrichment or otherwise for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this RfP document, any matter deemed to form part of this RfP document, the award of the assignment, the information and any other information supplied by or on behalf of SECI or their employees, any Agency or otherwise arising in any way from the selection process for the assignment. SECI will also not be liable in any manner whether resulting from negligence or otherwise however caused arising from reliance of any Applicant upon any statements contained in this RfP.
- 2.5. Interested applicants have to necessarily register themselves on the portal <https://www.gem.gov.in/> (“GeM portal”) to participate in the bidding under this RfP. It shall be the sole responsibility of the interested applicants to get themselves registered at the aforesaid portal. Contact details of GeM portal is mentioned on the Proposal Information Sheet.
- 2.6. They may obtain further information regarding this IFB from the registered office of SECI at the address given on the Proposal Information Sheet from 10:00 hours to 17:00 hours on all working days.
- 2.7. For proper uploading of the Proposals on the GeM portal, it shall be the sole responsibility of the applicants to apprise themselves adequately regarding all the relevant procedures and provisions as detailed in the portal as well as by contacting GeM portal directly, as and when required, for which contact details are also mentioned on the Proposal Information Sheet. SECI in no case shall be responsible for any issues related to timely or properly uploading/ submission of the bid in accordance with the relevant provisions of the Bidding Documents.
- 2.8. Applicants should submit their proposal complete in all aspect on or before last date and time of Proposal Submission as mentioned on GeM Portal (<https://www.gem.gov.in>), SECI website <http://www.seci.co.in> and as indicated in the Proposal Information Sheet.
- 2.9. Applicants shall submit their proposal along with non-refundable RfP Document Fee and Bid Processing Fee, complete in all respect, as per the Bid Information Sheet. Proposals received without the prescribed RfP Document Fee and Bid Processing Fee will be

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rejected, with certain exceptions as provided in the RfP. **In the event of any date indicated being declared a holiday, the next working day shall become operative for the respective purpose mentioned herein.**

- 2.10. RfP documents can be downloaded from the GeM Portal or from SECI's website. It is mandatory to download official copy of the RfP Document from GeM Portal to participate in the RfP. Any amendment(s)/corrigendum(s)/clarification(s) with respect to this RfP shall be uploaded on GeM website. The Applicant should regularly check for any Amendment(s)/Corrigendum(s)/Clarification(s) on the above-mentioned GeM website. The same may also be uploaded on SECI website also. However, in case of any discrepancy, the information available on GeM website shall prevail.
- 2.11. SECI reserves the right to cancel/ withdraw/ defer this invitation for proposals without assigning any reason and shall bear no liability whatsoever consequent upon such a decision.

2.12. Interpretations

- i. Words comprising the singular shall include the plural & vice versa.
- ii. An applicable law shall be construed as reference to such applicable law including its amendments or re-enactments from time to time.
- iii. A time of day shall save as otherwise provided in any agreement or document be construed as a reference to Indian Standard Time.
- iv. Different parts of this contract are to be taken as mutually explanatory and supplementary to each other and if there is any differentiation between or among the parts of this contract, they shall be interpreted in a harmonious manner so as to give effect to each part.

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SECTION 2 SPECIAL CONDITIONS OF CONTRACT

3. Objective of PMU

- 3.1. The specific objectives of PMU will be to support in the following broad areas for National Mission on Cleantech Manufacturing:
 - 3.1.1. Strategic & Action Plan Development
 - 3.1.2. Policy Support & Scheme Recommendations
 - 3.1.3. Private Sector & Industry Engagement
 - 3.1.4. Raw Material Security & Circular Economy
 - 3.1.5. R&D and Innovation Enablement
 - 3.1.6. Workforce & Skill Development
 - 3.1.7. Market Development & Demand Drivers
 - 3.1.8. Technology and Capital Equipment Indigenization
 - 3.1.9. Ease of Doing Business & State Support
 - 3.1.10. Investment Mobilization & Global Partnerships
- 3.2. 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.

4. Team Structure

- 4.1. To effectively deliver on the scope of work, the Agency is required to deploy a technically strong, multidisciplinary team with demonstrated expertise in clean energy manufacturing, policy design, investment facilitation, industrial development, workforce planning, and stakeholder engagement. The team must bring sector specific knowledge across photovoltaics, wind energy, green hydrogen and electrolyzers and energy storage systems.
- 4.2. Each team member must possess relevant academic qualifications and substantial domain experience to support MNRE in undertaking detailed sectoral assessments, drafting indigenization pathways, preparing policy recommendations, facilitating investment pipelines, engaging with state and central government agencies, and coordinating with financial institutions and industry stakeholders. The proposed team structure is outlined below:

| S No. | Post | Responsibility | Minimum Academic Qualifications | Minimum Relevant Experience |
|--------------|------------------------------|---|---|------------------------------------|
| 1 | Team Leader/ Program Manager | Provide technical inputs for programme/ project design, implementation frameworks, bidding guidelines, indigenization | Master's degree in Engineering/ Technology/ Renewable Energy/ | 10 Years |

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| | | strategies, taxation and international trade issues. Oversee delivery of all mission objectives and outputs; act as primary liaison with MNRE | Public Policy/ Management/ Finance | |
| 2 | Cleantech Sector Specialist (Solar) | Provide technical inputs for programme/ project and Leads strategy for solar PV manufacturing (cells/modules), DCR/ALMM design, R&D partnerships and industry consultations; supports demand creation and equipment localization | Master's degree in Engineering/ Technology / Finance/ Renewable/ Energy/ Management | 5 years |
| 3 | Cleantech Sector Specialist (Wind) | Provide technical inputs for programme/project and wind turbine localization strategy, tracks global trends, engages with OEMs, and supports policy measures for competitive manufacturing and export potential | Master's degree in Engineering/ Technology / Finance/ Renewable/ Energy Management | 5 years |
| 4 | Cleantech Sector Specialist (Green Hydrogen) | Provide technical inputs for programme/ project and leads electrolyser manufacturing roadmap, raw material strategy, international technology partnerships and cost reduction policy inputs | Master's degree in Engineering/ Technology, preferably Chemical/ Energy Engineering/ Hydrogen Tech | 5 years |
| 5 | Cleantech Sector Specialist (Energy Storage) | Provide technical inputs for programme/project and drives BESS and EV battery and EV technology manufacturing strategy; supports circular economy/recycling, raw material access, and investment enablers for energy storage infrastructure | Master's degree in Engineering/ Technology, preferably Electrical/Battery Tech/ Energy Engineering/ Management | 5 years |
| 6 | Policy, Investment & Workforce Expert | Design Policy instruments (DCR, ALMM, fiscal measures), facilitates investment mobilization (climate finance, ECBs), and leads cleantech skilling roadmap in coordination with MSDE and institutions | Master's in Public Policy/ Economics/ Finance/ Engineering/ Technology | 5 years |
| 7 | Program Associate | Support in research, analytics, documentation, M&E, and coordination for deliverables, | Bachelor's in Engineering/ Technology/ | 2 years |

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| | | convening, and stakeholder tracking across work streams | Energy/ Economics/ Public Policy/ Management | |
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4.3. The team shall be stationed at MNRE during the contract period.

4.4. In case the implementation requires deployment of additional manpower, subject to approval from MNRE, during the period of the contract, additional manpower (maximum up to five personnel) with similar qualifications and experience shall be provided at the same rates for the duration required.

4.5. The rate for additional manpower is defined below:

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 as follows:

| Post | Monthly rate |
|--|--------------|
| Program Associate | 'Y/15' |
| Cleantech Sector Specialist or Policy, Investment & Workforce Expert | '(2*Y)/15' |
| Program Manager | '(4*Y)/15' |

4.6. In case any deployed resource is replaced during the engagement, the replacement resource shall possess the same or higher relevant qualifications and experience as the outgoing resource, to the satisfaction of MNRE. No additional price shall be paid in such case.

4.7. The Agency may also be required to provide back-end support as directed by MNRE.

5. Scope of Work

5.1. The PMU will support MNRE with indigenization strategies, policy recommendations investment facilitation, and state level manufacturing plans. It will also help design skilling frameworks, circular economy approaches and enable coordination with central ministries, states, industries, and financial institutions.

5.2. The agency will carry out sectoral diagnostics, identify localization opportunities, support access to concessional/blended finance and develop implementation ready strategies aligned with Mission objectives.

5.3. To effectively deliver on the scope of work, the selected firm will be expected to undertake comprehensive sectoral diagnostics, develop detailed indigenization pathways, and provide policy and regulatory recommendations to strengthen domestic clean tech manufacturing. The engagement will also involve designing investment facilitation mechanisms, coordinating with state governments and key industry stakeholders and formulating workforce development and skilling strategies aligned with future manufacturing needs. Also, will be responsible for producing stakeholder consultation reports, and developing an output and outcome-based performance framework to guide Mission implementation.

5.4. The scope of work is structured into two integrated work packages, focussed on strategy formulation and ecosystem design, and on implementation support, investment tracking and state level strategy.

5.5. Work package 1: Strategy, Indigenization and Cleantech manufacturing Ecosystem

5.5.1. Focus on laying the strategic foundation for the National Cleantech Manufacturing Mission. The team will undertake detailed sectoral diagnostics for solar, wind green hydrogen and energy storage, analysing value chains, capacity gaps, and import dependencies. Global benchmarking will identify best practices from other nations. Based on this, the team will develop sector specific indigenization pathways, each outlining localization targets, key constraints and manufacturing potential through 2030.

5.5.2. The PMU will deliver cross cutting policy recommendations covering fiscal tools (e.g. DCR, ALMM), trade incentives, customs duty frameworks, and taxation levers. A comprehensive financing framework will be developed, identifying sources such as MDBs, Climate funds, ECBs, and blended finance structures. Sector-wise R&D and innovation roadmaps will be prepared to design enabling mechanisms line matching grants, academic linkages, and technology transfer protocols. A detailed skill development action plan will be formulated with the Ministry of Skill Development and Entrepreneurship (MSDE) including curriculum upgradation and institutional partnerships.

5.5.3. Activities to be undertaken (WP-1)

A. Conduct value chain report for each focus sector (Solar, Wind, Green Hydrogen, Energy Storage)

- Map current domestic manufacturing capacity across key components in solar, wind, green hydrogen, and energy storage
- Identify import dependencies, cost structures and existing supply bottlenecks
- Assess key stakeholders active in the value chain
- Evaluate potential for backward integration and raw material localization strategy
- Analyse entire ecosystem linkages, covering upstream raw material extraction/processing, mid-stream manufacturing, downstream assembly and deployment, and end of life reuse/ recycling pathways for each sector
- Undertake any other cleantech manufacturing related assignments as directed

B. International benchmarking of cleantech manufacturing

- Compare India's position with at least five peer economies (similar size and global leaders)
- Map differences in policy, incentives, capital access, cost of production, and exports
- Document findings for application in Indian Context

C. Develop sectoral indigenization Strategy for each focus sector

- year-wise localization targets till 2030 for key components
- specific incentive instruments and government interventions needed
- Interventions to de-risk sector & integrate PLI insights

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D. Recommend policy and Investment frameworks

- a. Analyse the effectiveness of policy instruments like DCR, ALMM, BIS standards, Anti-dumping duty
- b. Harmonization of schemes across ministries (MNRE, DPIIT, MHI, MSME etc.)
- c. Assess the viability of financing instruments such as blended finance, concessional capital
- d. Identify relevant financial institutions and platforms
- e. Develop Sector Specific Financial Model for each technology with capex/opex structures and revenue streams and cost benefit analysis.

E. R&D and innovation roadmap

- a. Gap analysis
- b. Design mechanisms for incentivizing private R&D
- c. Academic-industry collaboration modes

F. Workforce and skilling roadmap

- a. Gap Analysis
- b. Align with existing MSDE, ITIs/NSTIs, NSDC for skilling curriculum development
- c. Budgetary alignment for cleantech skilling under existing/upcoming schemes
- d. Identify skills needed for downstream O&M services and for end-of-life management such as dismantling, materials recovery, and safe disposal.

G. Stakeholder Consultation to Validate Outputs

- a. Organize consultation sessions (at least 10 per sector, industry associations, manufacturers, academia, financiers)
- b. Structured feedback and incorporate into Output Report

5.5.4. Deliverable Matrix (WP-1)

Duration: within 12 months

| S No | Deliverable | Main responsibility | Deadline |
|-----------------|---|--|-----------------|
| 1 | Sector wise Baseline Reports | Sector Specialists | Month 1 |
| 2 | International Benchmarking | Team Leader | Month 2 |
| 3 | Sector wise Indigenization Strategy with localization targets | Sector Specialists | Month 2 |
| 4 | Policy Action Note | Policy & Investment Expert | Month 2 |
| 5 | Investment frameworks & Note | Team Leader/ Policy & Investment Expert | Month 4 |
| 6 | R&D & Innovation Roadmap | Policy & Investment Expert | Month 4 |
| 7 | Skilling & Workforce Strategy | Policy & Investment Expert | Month 4 |
| 8 | An editable Financial Model for each of Clean Manufacturing Sectors | Policy & Investment Expert, along with Sector Specialists. | Month 5 |
| 9 | Sector wise Output Report & Framework | Team Leader | Month 6-7 |

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| 10 | Development of Sector Specific Financial model | Sector Specialists | Month 9 |
| 11 | Stakeholder Consultations & Feedback Compilation | Team Leader | Month 10 |
| 12 | Consolidated WP-1 Report for MNRE | Team Leader | Month 12 |

5.5.5. Expected Outcomes (WP-1)

- a. Sectoral roadmaps with clear indigenization targets, implementation pathways, and incentive recommendations
- b. Policy and regulatory recommendations covering fiscal tools, ease of doing business, and procurement mechanisms
- c. Financing strategy to unlock concessional and commercial capital
- d. Roadmap for R&D innovation and workforce skilling.
- e. A well-developed Financial Model (editable in Excel) for each of Clean Manufacturing Sectors, which should be reflective of current the industry practice.

5.6. Work Package 2: States Strategy, Investment Mobilization, and Implementation

- 5.6.1. Focus on enabling institutional coordination, state-level activation, and on-ground implementation support to translate the strategies from WP-1 into actionable outcomes. The emphasis will be on building robust partnerships with state governments, facilitating private and public investments in Cleantech manufacturing, and developing region-specific industrial growth strategies.
- 5.6.2. PMU will operationalize the sectoral roadmaps by preparing state-wise upscaling strategies, identifying and detailing priority manufacturing clusters, and mapping investor pipelines. This will include facilitation of policy asks, land and infrastructure readiness, and investment de risking instruments.
- 5.6.3. A comprehensive monitoring and reporting framework will be finalized for MNRE, with mission-aligned outcome tracking Finalize recommendations for circularity, raw material sourcing, and state-level ease-of-doing-business measures and ranking mechanism.

5.6.4. Activities to be undertaken (WP-2)

- A. Prepare State-Wise Manufacturing Upscaling Strategy
 - a. Identify 15 States/UTs with strong potential for cleantech industrial growth
 - b. Map existing incentives, infrastructure (land, power, connectivity), and industrial corridors
 - c. State-specific action plans, including policy alignment, required fiscal support, and institutional readiness
 - d. Cost Benefit Analysis, with Cost structures and revenue streams
- B. Manufacturing Cluster Facilitation Plans
 - a. Map industrial zones/parks for sector-specific manufacturing (solar, wind, GH₂, storage)

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- b. Assess site-level readiness: land parcels, grid connectivity, logistics, permits c. Interventions for quick approval, infrastructure financing, and bundled incentives for sector wise clusters

C. Investment Pipeline Tracker

- a. Key domestic and international investors across the focus sectors
- b. Assist in interactions and consultations with MDBs/FIs
- c. Mapping Sector specific outcomes from interactions

D. Circular Economy and Raw Material Procurement Strategy

- a. Map demand-supply gaps for critical raw materials across all focus sectors
- b. Assess India's current imports and identify at-risk materials, based on global supply chain concentration, price volatility, and trade dependencies
- c. Map and identify Bilateral and multilateral sourcing partnerships

E. Support State Level Ease of Doing Business (EoDB) Measures

- a. Recommend measures for States
- b. Integrate MNRE policy frameworks into state industrial policies

F. Outcomes and Output-Based Manufacturing Agenda and Roadmap

- a. Incorporate all technical and policy inputs into a mission-aligned roadmap for each sector
- b. Define measurable outputs and Map KPIs to mission objectives
- c. Finalize a results-based framework tagged to the objectives of the mission
- d. Integrate upstream, downstream and end-of-life value chain considerations into the KPI framework.
- e. Consolidated Report for Cleantech Manufacturing in India

G. State Handholding & Special Tasks

- a. Provide continuous handholding support to priority states for implementing manufacturing strategies, investment facilitation, and policy reforms
- b. Undertake any other cleantech manufacturing related assignments as directed.

5.6.5. Deliverable Matrix (WP-2)

Duration: within 24 months

| S No | Deliverable | Main responsibility | Deadline |
|-----------------|--|--|-----------------|
| 1 | State Ease of Doing Business Note | Team Leader / Policy & Investment Expert | Month 9 |
| 2 | State wise Upscaling Strategy for Manufacturing | Team Leader | Month 9 |
| 3 | Cost Benefit Analysis for Each State & Handholding Support | Team Leader/ Sector Specialists | Month 12 |

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| 4 | Cluster Facilitation Plans for Industrial Zones | Team Leader | Month 13 |
| 5 | Investor Pipeline report | Policy & Investment Expert | Month 14 |
| 6 | Circular Economy & Raw Materials Strategy | Sector Specialists | Month 15 |
| 7 | State Performance Dashboard (Ranking) | Team Leader/ Sector Specialists | Month 16-18 |
| 8 | KPI-Linked Results Framework for MNRE | Team Leader | Month 21 |
| 9 | Final Consolidated Report | Team Leader | Month 24 |

5.6.6. Expected Outcomes (WP-2)

- a. State level through finalized upscaling strategies and action plans for 15 priority states for cleantech manufacturing.
- b. Identification and facilitation of manufacturing clusters or industrial zone
- c. Cleantech investment pipeline
- d. Circular Economy and Raw Material Procurement Strategy, with clear sourcing options (domestic and international), recycling pathways
- e. 5 State-level ease of doing business environment for developers

5.7. Additional Scope of Work:

5.7.1. In addition to the above, the Agency shall also be required to provide the following:

- i. Introduction of Monthly Price Trend & Forecasting Reports across solar, wind, BESS, electrolyser, and GH2/GHD value chains.
- ii. Inclusion of a dedicated Carbon Credit Pricing & Market Intelligence Module (domestic + international markets).
- iii. Monthly updates on global and domestic policy, regulatory and technology developments impacting RE, BESS, and GH2/GHD competitiveness.
- iv. Reporting on strategic risks such as supply chain disruptions, raw material volatility, currency fluctuations, and logistics constraints.
- v. Provision of monthly advisory notes to guide policy/guideline design, pricing frameworks, qualification norms, and procurement decisions.
- vi. Quarterly thematic deep-dive assessments on technology transitions, competitiveness, raw materials, and carbon markets.
- vii. Development of standardized formats for reporting to ensure consistency, comparability, and ease of evaluation.

5.7.2. Frequency: The frequency of the above inputs/reports shall be as follows:

- i. Monthly Comprehensive Market Report covering price trends & forecasts, carbon credit markets, policies, risks, and MNRE advisory notes.
- ii. Quarterly Deep-Dive Report on technology transitions, carbon markets, raw material dynamics, or global manufacturing competitiveness.
- iii. Ad-hoc Alerts within 72 hours of impactful geopolitical or policy developments.
- iv. Annual Outlook Report covering 3-year forward projections for costs, technologies, and market evolution.

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5.7.3. Reporting Format Requirements (Parameters, Technical, Temporal, Geographical)

Various reports should at least include the following components and parameters:

- i. Solar PV: polysilicon, wafer, cell, module pricing; MoM/YoY trends; domestic vs global comparison; forecasts in INR/Wp and USD/Wp.
- ii. Wind: Wind Turbine Package prices, rare-earth magnet trends, domestic manufacturing status; global OEM inputs.
- iii. BESS: cell/module/pack prices for LFP, NMC, sodium-ion; raw material indices (Li, Ni, Co, graphite); INR/kWh and USD/kWh.
- iv. Electrolysers: alkaline, PEM, SOEC, AEM stack/BOP pricing; catalyst (Ir, Pt, Ni) prices; manufacturing pipeline; INR/kW and USD/kW.
- v. Green & Grey Hydrogen/Derivatives: LCOH, LCOA, green methanol; domestic parity; export parity to EU, Japan, Korea; INR/kg, USD/kg, USD/MT.
- vi. Carbon Credits: spot & forward pricing; pricing by registry (Verra, GS, EU ETS); vintage/quality premiums; USD/tCO2e and INR/tCO2e.
- vii. Policy Module: structured updates for India, EU, USA, Japan, Korea, Middle East, ASEAN.
- viii. Risk Module: freight index, FX trends, geopolitical watch, raw material volatility.
- ix. MNRE Advisory: tender implications, pricing risks, recommended adjustments.

5.7.4. The Agency is required to submit the above data to MNRE with a copy to SECI as per the above-mentioned frequencies.

6. Payment Terms

- 6.1. 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.
- 6.2. No payment shall be deemed due merely by passage of time, release is subject to written acceptance by MNRE.
- 6.3. Release of payments for each work order shall be done based on the following timelines:

| Milestone | Time Period | % payment |
|------------------|--------------------|------------------|
| Q1 | T + 3 months | 12.5% |
| Q2 | T + 6 months | 12.5% |
| Q3 | T + 9 months | 12.5% |
| Q4 | T + 12 months | 12.5% |
| Q5 | T + 15 months | 12.5% |
| Q6 | T + 18 months | 12.5% |
| Q7 | T + 21 months | 12.5% |
| Q8 | T + 24 months | 12.5% |

*T is the end of month in which Contract is signed/ Work Order has been released.

- 6.4. The payment corresponding to each milestone shall be released only upon submission and acceptance of the specified deliverables. All deliverables submitted by the PMU will be examined by a Screening Committee constituted by MNRE.

6.5. The Screening Committee shall evaluate the deliverables with respect to the following criteria:

- a. Alignment with the scope of work and milestone requirements
- b. Quality, completeness and relevance of content
- c. Use of appropriate tools, data and analysis methodologies
- d. Timeliness of submission.
- e. Presence of committed numbers of manpower in MNRE with the requisite qualification.

6.6. Upon the MNRE's satisfaction and written approval, the corresponding payment for the quarter shall be processed. In case any deliverable is found to be deficient or requires revision, the PMU shall incorporate the required changes within a reasonable time frame as specified by MNRE.

7. *Performance Standards, Service Levels and Penalty Framework*

The selected agency shall ensure timely delivery, quality performance, and compliance with the contractual obligations under this engagement. The following provisions shall govern the service levels and consequences of non-compliance:

7.1. *Performance Obligation and Liquidated Damages:*

The Agency agrees to perform all services strictly in accordance with the provisions of the Work order. Failure to meet service obligations shall result in payment of liquidated damages by the agency, as specified in the Agreement or associated Schedule. Any delay in completion of work beyond the timelines mentioned in clause 5 above shall result in deduction of 0.1% of the total work order value per day as liquidated damages. These liquidated damages shall be recovered from the quarterly payments being made to the Agency or from the PBG available with SECI. These damages are not penalties but represent a genuine pre-estimate of loss incurred by MNRE due to non-performance.

7.2. *Resource Allocation and Deployment*

The agency shall submit a list of deployed resources within seven days of work order issuance. MNRE may conduct interviews to assess suitability. Absence of any resource without prior written intimation shall attract a penalty of 0.05% of the total work order value per day. This penalty shall be recovered from the quarterly payments being made to the Agency or from the PBG available with SECI. MNRE reserves the right to seek replacement of any resource at any time. The agency will also have to share declaration that the manpower deployed under this project will be independent and will not be working in any other project till the time they are deployed in this project. the applicant will have to share an agreement (Non-Disclosure Agreement) for data privacy and data security.

8. *Delay and Unsatisfactory Performance*

MNRE/SECI reserves the right to levy a penalty of up to 20% of the total project value in case of delays or unsatisfactory performance. Delays beyond the stipulated timelines may result in annulment of the contract, with MNRE/SECI entitled to engage an alternate agency at the cost and risk of the selected agency.

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SECTION 3 STANDARD CONDITIONS OF CONTRACT

9. Obtaining RfP Documents

Interested Applicants have to download the official copy of RfP & other documents after login into the GEM portal by using the Login ID & Password provided by GEM during registration. The Applicants shall be eligible to submit/ upload the Proposal document only after logging into the GEM portal and downloading the official copy of RfP.

10. Cost of Documents and Bid Processing fees

Prospective Applicants are required to submit their proposals in response to this RfP document along with a non-refundable cost of RfP document and Bid Processing Fees as mentioned in the Bid Information Sheet. An Applicant will be eligible to participate in the selection process only on submission of all the applicable financial amounts as per the Proposal Information Sheet. Payments against Cost of RfP document and Bid Processing Fee shall be done only through NEFT/RTGS (electronic transfer), and the Applicants shall submit the transaction receipt, as part of the online proposal submission.

The bank details of SECI are available at SECI's website, www.seci.co.in, under the "Financials" tab. Upon making the necessary payments, the prospective Applicants shall immediately write to SECI (mailing to finance@seci.co.in), providing the payment details along with name and registered address of the Applicant (with GSTIN of the paying entity), to enable seamless issuance of payment invoices for taxation purpose. SECI will not be liable for any delay in issuing necessary invoices in this regard.

Proposals submitted without Cost of RfP document and/or Bid Processing Fee (including partial submission of any one of the respective amounts), may be liable for rejection by SECI.

MSEs (Micro and Small Enterprises) having valid UDYAM registration on the last date of submission of proposals only are exempted from submission of Cost of RfP Document and Bid Processing Fees.

11. Earnest Money Deposit (EMD)

11.1. Earnest Money Deposit (EMD) for an amount of ***INR 12,20,000/- (Indian Rupees Twelve Lakhs Twenty Thousand only)*** in the form of Bank Guarantee according to Format 7.3A and valid for 12 months from the last date of bid submission or in the form of Demand Draft (DD) and shall be submitted by the Applicant along with their bid, failing which, the bid shall be summarily rejected. The claim period of the EMD shall be at least 30 days beyond the expiry of the validity period. The Bank Guarantees towards EMD have to be issued in the name of the Bidding Company. In the event of encashment of EMD, the encashed amount shall include all applicable taxes. Electronic Bank Guarantee (e-BG) is also acceptable against EMD under this RfP.

11.2. The Applicant shall furnish the Bank Guarantees towards EMD from an Indian branch of a Scheduled Commercial Bank as listed on the website of Reserve Bank of India (RBI),

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as applicable on the date of issuance of bank guarantee.

- 11.3. The EMD shall be valid as per the timelines stipulated above. However, shortfall in the EMD validity, if any, up to a period of seven (7) days shall be acceptable. Further, an additional shortfall only in the following cases shall be acceptable: If the Applicant has submitted the EMD with validity as per original bid submission date or as per any revised submission date and if the deadline for submission of bids has been extended further, the EMD shall be acceptable provided, the EMD is valid for more than two months from the due date of bid submission and the Applicant submits the EMD extension for the requisite period within seven days from the due date of bid submission, if required.
- 11.4. SECI has agreed to accept the EMD in the form of an unconditional and irrevocable Bank Guarantee instead of the cash deposit with the clear position intimated to the Applicant that the EMD Bank Guarantee shall be encashable for being appropriated by SECI in terms of the guarantee as in the case of appropriation of the cash deposit lying with SECI.

11.5. Forfeiture of EMD:

The BG towards EMD shall be encashed by SECI in following cases:

- a. If the Applicant withdraws or varies the bid after due date and time of bid submission and during the validity of bid;
- b. In case the selected Applicant fails to accept the work order or provide the Performance Security within the specified time limit.
- c. If an Applicant engages in a corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice as envisaged under this RfP (including the Work Order).
- d. If after issuance of Work Order, it is found that the documents furnished by the Applicants as part of response to RfP are misleading or misrepresented in any way;
- e. If the Applicant commits any breach of terms of this RfP or is found to have made a false representation to SECI/MNRE.

- 11.6. All expenditure towards execution of Bank Guarantees such as stamp duty etc. shall be borne by the Applicants. Any Bank Guarantee or amendment to be submitted as part of the bidding process, shall be effective only when the BG issuance message is transmitted by the issuing bank through SFMS to IDFC First Bank, with the following bank details:
Account Holder's Name: Solar Energy Corporation of India Ltd,
Account No.: 10070882654,
IFSC: IDFB0020101,
Bank Name: IDFC First Bank Limited,
Branch: Express Building, 2nd Floor, 9-10, Bahadurshah Zafar Marg, New Delhi-110002,
and confirmation in this regard is received by SECI.
Message Type: IFN760COV is to be used by the issuing bank.

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12. Performance Bank Guarantee

12.1. The Successful Applicant shall submit a Performance Bank Guarantee (PBG) for a **value equivalent to 10 (Ten) percent of the total price of Work Order** within 15 days of issuance of Work Order and before start of work on assignment, whichever is earlier. It may be noted that successful Applicant shall submit the Performance Guarantee according to Format 7.3B with a validity period up to (& including) the date as on 90 days after the completion period of the Contract. The claim period of the PBG shall be at least 30 days beyond the expiry of the validity period.

On receipt and after successful verification of the total PBG in the acceptable form, the BG submitted towards EMD/ amount deposited in the form of DD shall be returned by SECI to the Successful Applicant. It may be noted that SECI will not be liable to pay any interest on EMD. Electronic Bank Guarantee (e-BG) is also acceptable against PBG under this RfP.

12.2. The PBG shall be submitted in the name of the successful Applicant.

12.3. The Applicant shall furnish the PBG from an Indian branch of a Scheduled Commercial Bank as listed on the website of Reserve Bank of India (RBI), as applicable on the date of issuance of bank guarantee.

12.4. The format of the Bank Guarantee prescribed in the Format 7.3 A (EMD)/ 7.3 B (PBG) shall be strictly adhered to and any deviation from the above Formats shall result in rejection of the EMD/PBG and consequently, the bid.

12.5. SECI has agreed to accept the PBG in the form of an unconditional and irrevocable Bank Guarantee instead of the cash deposit with the clear position intimated to the Applicant that the PBG shall be encashable for being appropriated by SECI in terms of the guarantee as in the case of appropriation of the cash deposit lying with SECI.

12.6. In case, if the Selected Applicant fails to accept the work order, then the Bank Guarantee equivalent to the amount of the EMD shall be encashed by SECI from the Bank Guarantee available with SECI (i.e. EMD or PBG) as penalty, the selected Project shall stand cancelled and the selected Applicant expressly waives off its rights and objections, if any, in that respect. It is further clarified that the Penalties are genuine pre-estimate and Applicant/Applicant agrees that in case of invocation of BG, SECI is under no obligation to produce any estimate of loss in this regard.

12.7. The Bank Guarantees have to be executed on non-judicial stamp paper of appropriate value as per Stamp Act relevant to the place of execution.

12.8. All expenditure towards execution of Bank Guarantees such as stamp duty etc. shall be borne by the Applicant. Any Bank Guarantee or amendment to be submitted as part of the bidding process / contract execution, shall be effective only when the BG issuance message is transmitted by the issuing bank through SFMS to IDFC First Bank with the following bank account details:

Account Holder's Name: Solar Energy Corporation of India Ltd,

Account No.: 10070882654,

IFSC: IDFB0020101,

Bank Name: IDFC First Bank Limited,

| | | |
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Branch: Express Building, 2nd Floor, 9-10,
 Bahadurshah Zafar Marg, New Delhi- 110002
 and confirmation in this regard is received by SECI.

Message Type: IFN760COV is to be used by the issuing bank.

12.9. After the bidding process is over, SECI may release the Bank Guarantees towards EMD of the unsuccessful Applicants within 30 days after issuance of Work order. The Bank Guarantees towards EMD of the successful Applicant shall be released subsequent to submission of PBG by them to SECI. The PBG of Applicant shall be returned to them, after 60 days of completion of the assignment, after taking into account any penalties due to delays.

13. Instructions to Applicants for Structuring of Proposals in Response to RfP

The Applicant, including its Parent, Affiliate or Ultimate Parent or any Group Company shall submit single response to RfP. Submission of proposals by Applicants in response to RfP shall be done in the manner described below:

- a. Covering Letter as per **Format 7.1**.
- b. In case of Company, Partnership Firm and LLP, a Power of Attorney in favour of the authorized signatory shall be provided in original as per format attached hereto as **Format 7.2**.
- c. Bank Guarantee against EMD as per **Format 7.3A**
- d. Board Resolutions, as per prescribed formats enclosed as per **Format 7.4** duly certified by the Company Secretary or the Director of the relevant applicant, as applicable to the applicant.
- e. Undertaking as per **Format 7.5**.
- f. Format for Financial Requirements as per **Format 7.6** along with the certificate from practicing Chartered Accountant/ Statutory Auditors showing details of computation of the financial credentials of the Applicant.
- g. Format for relevant Technical Experience as per **Format 7.7**
- h. Format for Technical Proposal as per **Format 7.8**
- i. Attachments:

| <u>In case of Company</u> | <u>In case of LLP/Partnership</u> | <u>In case of Proprietorship</u> |
|--|---|--|
| Memorandum of Association | LLP / Partnership agreement | GST registration |
| Article of Association | GST registration and PAN card | PAN card |
| Certificate of Incorporation | Certificate of Incorporation under Limited Liability Partnership Act 2008/ Indian Partnership Act, 1932 or equivalent law/act of respective state | Proprietorship registration certificate under shop and establishment act (if available). |
| certificate of shareholding duly certified by a practicing | Certificate of Partnership/Profit and Loss | - |

| | | |
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| Chartered Accountant/ Company Secretary as on a date within 30 days prior to the last date of bid submission | 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 | |
| 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. | | |

Note-SECI reserves the right to seek additional information relating to shareholding in promoter companies, their parents/ultimate parents and other group companies to satisfy themselves that RfP conditions have been complied with and the Applicant will ensure submission of the same within the required time-lines.

- j. Any other documents required for evaluation of proposals as per **Section 5**.
- k. Format for Financial Proposal as per **Format 7.9**

14. Important Notes and Instructions to Applicants

- 14.1. Wherever information has been sought in specified formats, the Applicants shall fill in the details as per the prescribed formats and shall refrain from any deviations and referring to any other document for providing any information required in the prescribed format.
- 14.2. The Applicants shall be shortlisted based on the declarations made by them in relevant schedules of RfP. The documents submitted online may be verified before the issuance of Work order in terms of Section 5 of the RfP and at any point of time during the Project implementation period.
- 14.3. If the Applicant conceals any material information or makes a wrong statement or misrepresents facts or makes a misleading statement in its response to RfP, in any manner whatsoever, SECI reserves the right to reject such response to RfP and/or cancel the Letter of Award/Work order. Applicant shall be solely responsible for disqualification based on their declaration in the submission of response to RfP.
- 14.4. Response submitted by the Applicant shall become the property of the SECI and SECI shall have no obligation to return the same to the Applicant.

Also, the confidential information/data, including but not limited to execution plan, will not be shared by SECI to any third party without prior consent of the Applicant, unless sought by the Government or required to be given under law.

- 14.5. All documents of the response to RfP (including RfP and subsequent Amendments/ Clarifications/ Addenda) submitted online must be digitally signed by the person authorized by the Board or Power of Attorney.
- 14.6. The response to RfP shall be submitted as mentioned in Clause 14 of the RfP. No change or supplemental information to a response to RfP will be accepted after the scheduled date and time of submission of response to RfP. However, SECI reserves the right to seek

additional information from the Applicants, if found necessary, during the course of evaluation of the response to RfP.

- 14.7. All the information should be submitted in English language only. In case of foreign Applicants having documents in other than English language, then the documents shall be translated in English language by certified translator and submitted.
- 14.8. Applicants shall mention the name of the contact person and complete address and contact details of the Applicant in the covering letter.
- 14.9. Response to RfP that are incomplete, which do not substantially meet the requirements prescribed in this RfP, will be liable for rejection by SECI.
- 14.10. Response to RfP not submitted in the specified formats will be liable for rejection by SECI.
- 14.11. Applicants delaying in submission of additional information or clarifications sought will be liable for rejection.
- 14.12. Non-submission and/ or submission of incomplete data/ information required under the provisions of RfP shall not be construed as waiver on the part of SECI of the obligation of the Applicant to furnish the said data/ information unless the waiver is in writing.
- 14.13. Only New Delhi Courts shall have exclusive jurisdiction in all matters pertaining to this RfP.
- 14.14. All the financial transactions to be made with SECI including any additional charges (if required), shall attract 18% GST on each transaction, irrespective of the same being mentioned in the RfP.
- 14.15. Applicant shall bear all costs associated with the preparation and submission of their proposals, and their participation in the selection process, and presentation including but not limited to postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by SECI or any other costs incurred in connection with or relating to its proposal. SECI is not bound to accept any proposal and reserves the right to annul the selection process at any time prior to grant of Work order, without thereby incurring any liabilities to the Applicants.
- 14.16. SECI requires that the Applicant hold MNRE's & SECI's interest's paramount, avoid conflicts with other assignments or its own interests, and act without any consideration for future work. The applicant shall not accept or engage in any assignment that may place it in a position of not being able to carry out the assignment in the best interests of SECI and the Project
- 14.17. It is the SECI's policy to require that the Applicants observe the highest standard of ethics during the Selection Process and execution of work/assignment. In pursuance of this policy, SECI:
 - i. will reject the Proposal for award if it determines that the Applicant has engaged in corrupt or fraudulent activities in competing for the work order in question,
 - ii. will declare an Applicant ineligible, either indefinitely or for a stated period of time. to be awarded any contract or work order if it at any time determines that the Applicant has engaged in corrupt or fraudulent practices in competing for and in executing the work order.

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15. Non-Responsive Proposal

The electronic response to RfP submitted by the Applicant along with the documents submitted **online** to SECI shall be scrutinized to establish “Responsiveness of the Proposal”. Each Applicant’s response to RfP shall be checked for compliance with the submission requirements set forth in this RfP.

Any of the following conditions shall cause the Proposal to be “Non-responsive”:

- (a) Non-submission of the requisite Cost of RfP and/ or Bid Processing Fee as mentioned in the Proposal Information Sheet.
- (b) Response to RfP not received by the due date and time of Proposal submission.
- (c) In case it is found that the Applicant including Ultimate Parent / Parent /Affiliate/Group Companies have submitted more than one response to this RfP, then all these proposals submitted shall be treated as non-responsive and rejected.
- (d) Any indication of price in any part of response to the RfP, other than in the financial bid.
- (e) Non-submission or partial submission of EMD in acceptable form along with response to RfP

In any of the above cases, the Proposal shall not be considered for opening and evaluation process.

16. Method of Submission of Response to RfP by the Applicant

16.1. Documents to be Submitted Offline

The Applicant has to submit original of following documents **offline**.

- f. Bank Guarantee/DD towards EMD as mentioned in the Bid Information Sheet (as per Format 7.3A).
- g. Power of Attorney as per Format 7.2.

No documents will be accepted in person, on or before the date of bid submission.

Bank Guarantee/DD against EMD needs to be submitted in both online and offline modes. The Applicants will be required to submit the bank guarantee, either in person or through post, at the office of SECI until the date as on 2 working days after the closing date of bid submission. The 2-day duration will be counted from the date of bid submission.

For e.g., if the bid submission deadline is 18:00 hrs on 10.01.2026, the above deadline will expire at 18:00 hrs on 12.01.2026. In case the above deadline being a holiday, the next working day in SECI will be the deadline for submission of Bank Guarantees.

Note: In all cases, the Bank Guarantee/DD against EMD (if applicable), shall be issued on or before the bid submission deadline. These instruments issued after the expiry of the deadline will be summarily rejected.

The bidding envelope shall contain the following sticker:

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**Request for Proposal for engagement of an Agency for establishing a
Programme Management Unit (PMU) to support the National Mission on
Cleantech Manufacturing**

| | |
|-----------------------------|--|
| <i>RfP Reference No.</i> | SECI/C&P/MI/00/0015/2025-26 dated 20.01.2026 |
| <i>Submitted by</i> | (Enter Full name and address of the Applicant) |
| <i>Authorized Signatory</i> | (Signature of the Authorized Signatory) (Name of the Authorized Signatory) (Stamp of the Applicant) |
| <i>Bid Submitted to</i> | Executive Director (C&P) Solar Energy Corporation of India Limited 6th Floor, Plate-B, NBCC Office Block Tower-2, East Kidwai Nagar, New Delhi-110023 Tel No. 011-24666200 Email - contracts@seci.co.in |

16.2. Documents to be Submitted Online

Detailed instructions to be followed by the Applicants for online submission of response to RfP.

All documents of the response to RfP submitted online must be digitally signed and uploaded on the website, <https://www.gem.gov.in/http://www.tcil-india-electronic-tender.com/> which should contain the following:

i. Techno-commercial Proposal

The Applicant shall upload the single proposal containing scanned copies of the following documents duly signed and stamped on each page or digitally signed by the authorized signatory as mentioned below.

- i. Formats - 7.1, 7.2 (if applicable), 7.3 (if applicable), 7.4 (if applicable), 7.5, 7.6, 7.7 and 7.8 as elaborated in Clause 12 of the RfP.
- ii. All attachments elaborated in Clause 12 of the RfP, under the sub-clause Attachments, with proper file names.
- iii. All supporting documents regarding meeting the eligibility criteria and scoring during the evaluation of proposal
- iv. Scanned Copies of NEFT/RTGS details towards Cost of RfP document and Bid Processing Fee as mentioned in Proposal Information Sheet.

ii. Financial Proposal

While preparing the Financial Proposal, Applicants are expected to take into account the various requirements and conditions stipulated in this RFP document. The Financial Proposal should be a lump sum Proposal inclusive of all the costs including but not limited to all taxes associated with the Assignment, except GST. While submitting the Financial Proposal, the Applicant shall ensure the following:

- a. All the costs associated with the Assignment shall be included in the Financial

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Proposal. These shall normally cover remuneration for all the personnel (Expatriate and Resident, in the field, office, etc.), local transportation at the location of deployment, equipment, printing of documents, secondary and primary data collection, etc. The total amount indicated in the Financial Proposal shall be without any condition attached or subject to any assumption, and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered non-responsive and liable to be rejected. The Agency will have to travel to different States/UTs at any given point of time.

- b. The Financial Proposal shall take into account all the expenses and tax liabilities and cost of insurance specified in the work order, levies and other impositions applicable under the prevailing law. For the avoidance of doubt, it is clarified that all taxes shall be deemed to be included in the cost shown under different items of Financial Proposal, except GST which will be mentioned separately. Further, all payments shall be subjected to deduction of taxes at source as per Applicable Laws.
- c. The proposal should be submitted as per Format 7.9.
- d. Applicants shall express the price of the services in Indian Rupees only.

Important Note:

- The Applicants shall not deviate from the naming and the numbering formats of envelop mentioned above, in any manner.
- In case an Applicant has paid cost of RfP document and Bid Processing Fee for this RfP and chooses not to participate in the selection process (i.e. the Applicant does not submit any Proposal to SECI), the respective amounts paid to SECI will be refunded without any interest payment, to the respective Applicant.

17. Validity of the Proposals

The Applicant shall submit the proposal which shall remain valid up to the date as on 12 months from the last date of submission of response to this RfP (“Proposal Validity”). SECI reserves the right to reject any response to this RfP which does not meet the aforementioned validity requirement.

18. Proposal Preparation Cost

The Applicant shall be responsible for all the costs associated with the preparation of the response to RfP and participation in discussions and attending pre-bid meeting(s) etc. SECI shall not be responsible in any way for such costs, regardless of the conduct or outcome of the selection process.

19. Clarifications/ Pre-Bid Meeting/ Enquiries/ Amendments

Clarifications/ doubts, if any, on RfP document may be emailed and/ or submitted through GeM portal. The format for submission of clarifications is available on the portal. A Pre-Bid Meeting shall be held as mentioned in the Bid Information Sheet (Venue to be notified later on SECI’s website). SECI will make efforts to respond to the same in the Pre-Bid Meeting. A compiled list of such questionnaire and SECI’s response will be

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uploaded in the GeM portal. If necessary, amendments, clarifications, elaborations shall be issued by SECI which will be notified on the same portal and SECI's website. No separate reply/ intimation will be given for the above, elsewhere. In the event of the issuance of any revision or amendment of the RfP documents, the Applicant shall be provided a period of at least 7 days there from, for submission of proposal.

20. Right of SECI to Reject a Proposal

SECI reserves the right to reject any or all of the responses to RfP or cancel the RfP or annul the selection process for any project at any stage without assigning any reasons whatsoever and without thereby any liability. In the event of the RfP being cancelled prior to opening of proposals, the Bid Processing Fee (excluding GST, if amount credited to SECI's account), without any interests, submitted by the Applicants shall be returned to the respective Applicants. In the event of opening of proposals, Bid Processing Fee will not be refunded, irrespective of the outcome of this selection process.

Without prejudice to the generality of above, SECI reserves the right to reject any proposal if:

- a. At any time, a material misrepresentation is made or discovered, or
- b. The Applicant does not provide, within the time specified, the supplemental information sought by SECI for evaluations of proposal.

Such misrepresentation/improper response by the Applicant may lead to the disqualification of the Applicant. if such disqualification/rejection occurs after the proposals have been opened and the highest-ranking applicant gets disqualified/rejected, then SECI reserves the right to consider the next best Applicant or take any other measure as may be deemed fit in the sole discretion of SECI including annulment of the selection process.

21. Dispute Resolution

If any dispute or difference of any kind whatsoever arises between the parties in connection with or arising out of or relating to or under this RFP, the parties shall promptly and in good faith negotiate with a view to its amicable resolution and settlement. 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.

22. Termination of Assignment

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 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.

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23. Acknowledgement by Applicant

- 23.1. It shall be deemed that by submitting the Proposal, the Applicant has:
 - a. made a complete and careful examination of the RFP
 - b. received all relevant information requested from SECI
 - c. accepted the risk of inadequacy, error or mistake in the information provided in the RFP or furnished by or on behalf of SECI
 - d. satisfied itself about all matters, things and information, including matters herein above, necessary and required for submitting an informed Application and performance of all of its obligations there under
 - e. acknowledged that it does not have a Conflict of Interest
 - f. agreed to be bound by the undertaking provided by it under and in term hereof
- 23.2. SECI shall not be liable for any omission, mistake, or error on the part of the Applicant in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to RFP or the Selection Process, including any error or mistake therein or in any information or data given by SECI.

24. Confidentiality

Information relating to evaluation of proposals and recommendations concerning grant of the work order shall not be disclosed to the applicants who submitted the proposals or to other persons not officially concerned with the process, until the winning firm has been notified that it has been given the work order.

25. Fraud and Corrupt Practices

- 25.1. The Applicants and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Selection Process. Notwithstanding anything to the contrary contained in this RFP, SECI will reject a Proposal without being liable in any manner whatsoever to the Applicant, if it determines that the Applicant has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice (collectively the Prohibited Practices) in the Selection Process. In such an event, SECI will, without prejudice to its any other rights or remedies, forfeit and appropriate the Earnest Money Deposit, as mutually agreed genuine pre-estimated compensation and damages payable to SECI for, inter alia, time, cost and effort of SECI, in regard to the RFP, including consideration and evaluation of such Applicant's proposal.
- 25.2. Without prejudice to the rights of SECI under this Clause, hereinabove and the rights and remedies which SECI may have under the WORK ORDER or the Agreement, if an Applicant or Agency, as the case may be, is found by SECI to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Selection Process, or after the issue of the WORK ORDER or the execution of the Agreement, such Applicant or Agency shall not be eligible to participate in any tender or RFP issued by SECI during a period of 2 (two) years from the date such Applicant or Agency, as the

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case may be, is found by SECI to have directly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.

25.3. For the purposes of this Clause, the following terms shall have the meaning hereinafter respectively assigned to them:

25.3.1. 'Corrupt practice' means

- i. the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of any person connected with the Selection Process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of SECI who is or has been associated in any manner, directly or indirectly with the Selection Process or the WORK ORDER or has dealt with matters concerning the Agreement or arising there from, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of SECI, shall be deemed to constitute influencing the actions of a person connected with the Selection Process; or
- ii. save as provided herein, engaging in any manner whatsoever, whether during the Selection Process or after the issue of the WORK ORDER or after the execution of the Agreement, as the case may be, any person in respect of any matter relating to the Project or the WORK ORDER or the Agreement, who at any time has been or is a legal, financial or technical consultant/adviser of SECI in relation to any matter concerning the Project:

25.3.2. Fraudulent practice means a misrepresentation or omission of facts or disclosure of incomplete facts, in order to influence the Selection Process.

25.3.3. Coercive practice means impairing or harming or threatening to impair or harm, directly or indirectly, any persons or property to influence any person's participation or action in the Selection Process:

25.3.4. Undesirable practice means

- i establishing contact with any person connected with or employed or engaged by SECI with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Selection Process, or
- ii. having a Conflict of Interest.

25.3.5. Restrictive practice means forming a cartel or arriving at any understanding or arrangement among Applicants with the objective of restricting or manipulating fair competition in the Selection Process.

26. Miscellaneous

26.1. SECI, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to:

26.1.1. suspend and/or cancel the Selection Process and/or amend and/or supplement the Selection Process or modify the dates or other terms and conditions relating thereto,

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- 26.1.2. consult with any Applicant in order to receive clarification or further information.
- 26.1.3. retain any information and/or evidence submitted to SECI by, on behalf of and/or in relation to any Applicant; and/or
- 26.1.4. Independently verify, disqualify, reject and/or accept any and all submissions or other information and/or evidence submitted by or on behalf of any Applicant

- 26.2. It shall be deemed that by submitting the Proposal, the Applicant agrees and releases SECI, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/or performance of any obligations hereunder, pursuant hereto and/or in connection herewith and waives any and all rights and/or claims it may have in this respect, whether actual or contingent, whether present or future.

- 26.3. All documents and other information provided by SECI or submitted by an Applicant to SECI shall remain or become the property of SECI. Applicants and the Agency, as the case may be, are to treat information as strictly confidential. SECI will not return any Proposal or any information related thereto. All information collected, analysed, processed or in whatever manner provided by the Applicant to SECI in relation to the assignment shall be the property of SECI.

- 26.4. SECI reserves the right to make inquiries with any of the clients listed by the Applicants in their previous experience record.

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SECTION 4 QUALIFICATION REQUIREMENTS FOR APPLICANTS

Short listing of Applicants will be based on the following Criteria:

27. General Eligibility Criteria

- 27.1. The Applicant shall be a Company as defined.
- 27.2. Registered Limited Liability Partnership, Partnership Firm, or Sole Proprietorship Firm (as defined under the Applicable Laws of India) are also allowed to participate under this RfP.
- 27.3. Bids must be submitted by a single legal entity.
- 27.4. A consortium or joint venture are not eligible for participation under this RFP.
- 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.
- 27.6. 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 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.
- 27.7. No Applicant shall submit more than one application/proposal.
- 27.8. Any entity which has been barred by the Central Government, any State Government, a statutory authority or a public sector undertaking, as the case may be, from participating in any project and the bar subsists as on the date of the Bid Due Date, would not be eligible to submit a Proposal.
- 27.9. The applicants against whom sanction / debarment / blacklisting for conducting business due to “poor performance” or “Corrupt / Fraudulent / Collusive / Coercive practices” or any other reason is imposed by Ministry of New & Renewable Energy (MNRE) / Government of India, are not allowed to participate. Further, neither bidder nor their allied agency (ies) should be on the current or past list of banned agencies by MNRE or SECI.
- 27.10. The Applicants should not be under any liquidation court receivership or similar proceedings on the due date of submission of bid.
- 27.11. An Applicant should have, during the last 3 (three) years, neither failed to perform on any agreement, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant or its Associate, nor been expelled from any project or agreement nor have had any agreement terminated for breach by such Applicant or its Associate.
- 27.12. The Applicant shall submit an undertaking to this effect. It shall be the sole responsibility of the Applicant to inform SECI in case the Applicant is debarred from bidding by any organisation. Concealment of the facts shall tantamount to misrepresentation of facts and shall lead to action against such Applicants.
- 27.13. Trusts, NGOs and Educational Societies are not eligible for participation under this RfP.

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28. Minimum Qualification Criteria:

28.1. Technical Eligibility criteria

- a. The Applicant should be in the field of providing similar works for not less than 03 Years as on last date of bid submission.
- b. 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".
(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)

- c. **Further,**

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.

Or

The Bidder should have successfully completed at least two similar work orders of value of **INR 3,05,00,000 (Indian Rupees Three Crore and Five Lakhs only)** or more during any of the last three years i.e. the current year and the last three years.

Or

The Bidder should have successfully completed at least three similar work order of value of **INR 2,44,00,000 (Indian Rupees Two Crore and Forty-Four Lakhs only)** or more during any of the last three years i.e. the current year and the last three years.

28.2. Financial Eligibility Criteria

- a. 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).

* MAAT shall mean Revenue from Operations as incorporated in the profit & loss account excluding other income, e.g. sale of fixed assets. This must be the individual Company's turnover and not that of any group of Companies. A summarized sheet of average turnover, certified by a practicing Chartered Accountant/Statutory Auditor should be compulsorily enclosed along with corresponding annual accounts. In case of tender having the submission deadline up to 30th September of the relevant financial year and audited financial results of immediate 3 preceding financial years being not available, the Bidder has an option to submit the audited financial results of three years immediately prior to relevant financial year. In case the bid submission deadline is after 30th September of the relevant financial year, Bidder has to compulsorily submit the audited financial results of immediately preceding three financial years.

Financial data for latest last three audited financial years have to be submitted by the Bidder in the attached Format in Forms & Formats of the tender document along with

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audited balance sheets. The financial data in the prescribed format shall be certified by Chartered Accountant with his/her stamp and signature.

- b. The net worth for the last financial year should be positive. "Net Worth" of the Bidder shall be calculated as per Company Act 2013.
- c. The bidder should have a minimum Working Capital of INR 76,25,000/- (Indian Rupees Seventy-Six Lakhs Twenty-Five Thousand only) as per the last audited financial statement. If the bidder's working capital is inadequate, the bidder should supplement this with a letter from the bidder's bank, having net worth not less than INR 500 Crores, confirming availability of the line of credit for more than or equal to INR 76,25,000/- (Indian Rupees Seventy-Six Lakhs Twenty Five Thousand only) to meet the working Capital requirement of this particular Project.

The tender submission of bidders, who do not qualify the technical eligibility criteria & Financial criteria stipulated in the clauses above, shall not be considered for further evaluation and therefore would be rejected. However, SECI may seek clarifications from the Bidders so as to ascertain the correctness of facts & documents as presented by the Bidder. The mere fact that the bidder is qualified as mentioned in the financial criteria shall not imply that its bid shall automatically be accepted. The same should contain all technical data as required for consideration of tender as prescribed.

Notwithstanding anything stated above, Owner reserves the right to assess the Bidder's capability and capacity to perform the contract should the circumstances warrant such assessment necessary in its overall interest. Bidder may have to produce originals of documents submitted to qualify against the wo, which shall be returned after verification & shall not be retained by Owner. Authenticity of documents submitted by Bidders may also be verified by Owner as deemed fit through its own sources.

IN CASE ANY DOCUMENT BY A BIDDER IS FOUND TO BE FORGED OR FAKE, OWNER RESERVES ITS RIGHT TO TAKE APPROPRIATE ACTIONS FOR SUCH MALPRACTICES INCLUDING FOREFEITURE OF EMD AND/ OR BANNING OF BUSINESS/ BLACKLISTING ETC.

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SECTION 5 PROPOSAL EVALUATION AND AWARD

29. *Proposal Evaluation:*

Bid evaluation will be carried out considering the information furnished by Applicants as per provisions of this RfP. The detailed evaluation procedure and selection of applicants are described in subsequent clauses in this Section.

30. *Techno-Commercial Evaluation of Applicants (Step-I)*

- 30.1. Bid opening will be done on the next working day after the bid submission deadline.
- 30.2. Documents (as mentioned in the previous clause) received after the Proposal submission deadline as specified by SECI, shall be rejected and returned unopened, if super-scribed properly with address, to the Applicants.
- 30.3. Subject to Clause 14 of the RfP, SECI will examine all the documents submitted by the Applicants and ascertain meeting of eligibility conditions prescribed in the RfP. During the examination of the proposal, SECI may seek clarifications/additional documents to the documents submitted etc. from the applicants if required to satisfy themselves for meeting the eligibility conditions by the applicants. Applicants shall be required to respond to any clarifications/additional documents sought by SECI within 07 (seven) days from the date of such intimation from SECI. All correspondence in this regard shall be made through email only. It shall be the responsibility of the Applicant to ensure that the email id of the authorized signatory of the Applicant is functional. The Applicant may provide an additional email id of the authorized signatory in the covering letter. No reminders in this case shall be sent. It shall be the sole responsibility of the Applicant to remove all the discrepancies and furnish additional documents as requested. SECI shall not be responsible for rejection of any bid on account of the above.
- 30.4. The response to RfP submitted by the Applicant shall be scrutinized to establish Technical-Commercial eligibility as per the RfP.
- 30.5. As part of the evaluation, the Proposal submitted shall be checked to evaluate whether the Applicant meets the prescribed Minimum Qualification Criteria. In case an Applicant does not fulfil the Minimum Qualification Criteria, the Proposal of such an Applicant will not be evaluated further.

30.6. *Technical Evaluation:*

- i. Technical proposals of only those applicants will be opened by SECI who have met the prescribed Minimum Qualification Criteria.
- ii. The Evaluation Committee constituted by MNRE and in coordination by SECI shall carry out the evaluation of the Proposals on the basis of the following criteria and points system. If required, SECI may seek Specific clarifications from any or all agencies at this stage. Each evaluated proposal will be given technical score (St) as detailed below. The maximum points/marks to be given under each of the evaluation criteria.

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| S.no. | Technical proposal evaluation parameters | Marking Criteria | Maximum marks | | | | | | | | |
|---------------------------------|--|------------------|--|---------------------------------|---------|-------------------------|----------|---------------------------|----------|------------|----------|
| A | Project Experience | | 25 marks | | | | | | | | |
| A1 | <p>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)</p> <p>Should include advisory/ PMU assignments for Central/ State Ministries or agencies related to clean energy, RE manufacturing, industrial development or energy transition</p> | | <table border="1"> <tr> <td>One assignment</td><td>5 marks</td></tr> <tr> <td>Two assignments</td><td>10 marks</td></tr> <tr> <td>Three or more assignments</td><td>15 marks</td></tr> </table> | One assignment | 5 marks | Two assignments | 10 marks | Three or more assignments | 15 marks | | |
| One assignment | 5 marks | | | | | | | | | | |
| Two assignments | 10 marks | | | | | | | | | | |
| Three or more assignments | 15 marks | | | | | | | | | | |
| A2 | <p>Experience of designing and executing initiatives to promote technology programmes/ innovations on behalf of Central/State Government.</p> <p>Must relate to national or state-level programs supporting RE technologies, manufacturing policy, industrial innovation, or startup/R&D ecosystems.</p> | | <table border="1"> <tr> <td>One assignment</td><td>5 marks</td></tr> <tr> <td>Two or more assignments</td><td>10 marks</td></tr> </table> | One assignment | 5 marks | Two or more assignments | 10 marks | | | | |
| One assignment | 5 marks | | | | | | | | | | |
| Two or more assignments | 10 marks | | | | | | | | | | |
| B | Team Composition and Expertise | | 45 marks | | | | | | | | |
| B1 | <p>Programme Manager/ Team Leader</p> <p>Should have led RE/manufacturing/ transition strategy engagements across solar, wind, GH2 and energy storage sectors.</p> <p>Must demonstrate capability in managing multidisciplinary teams and delivering strategic outputs.</p> | | <table border="1"> <tr> <td colspan="2">Relevant Work Experience</td></tr> <tr> <td>10 years</td><td>5 marks</td></tr> <tr> <td>10-12 years</td><td>10 marks</td></tr> <tr> <td>> 12 years</td><td>15 marks</td></tr> </table> | Relevant Work Experience | | 10 years | 5 marks | 10-12 years | 10 marks | > 12 years | 15 marks |
| Relevant Work Experience | | | | | | | | | | | |
| 10 years | 5 marks | | | | | | | | | | |
| 10-12 years | 10 marks | | | | | | | | | | |
| > 12 years | 15 marks | | | | | | | | | | |
| B2 | <p>Sector Specialists (Solar, Wind, GH2, Storage)</p> <p>Each expert must demonstrate at least 5 years of experience in the relevant cleantech domain, with exposure to manufacturing value chains, policy instruments technology localization, or project implementation</p> | | <table border="1"> <tr> <td colspan="2">Relevant Work Experience</td></tr> <tr> <td>5 years</td><td>5 marks</td></tr> <tr> <td>5-7 years</td><td>10 marks</td></tr> <tr> <td>> 7 years</td><td>15 marks</td></tr> </table> | Relevant Work Experience | | 5 years | 5 marks | 5-7 years | 10 marks | > 7 years | 15 marks |
| Relevant Work Experience | | | | | | | | | | | |
| 5 years | 5 marks | | | | | | | | | | |
| 5-7 years | 10 marks | | | | | | | | | | |
| > 7 years | 15 marks | | | | | | | | | | |
| B3 | <p>Policy, Investment & Workforce Expert</p> <p>Should have experience in:</p> <ol style="list-style-type: none"> Designing policy frameworks (DCR, ALMM, indigenization support), Facilitating investment (MDBs, climate funds, concessional finance), | | <table border="1"> <tr> <td colspan="2">Relevant Work Experience</td></tr> <tr> <td>5 years</td><td>4 marks</td></tr> <tr> <td>5-7 years</td><td>7 marks</td></tr> <tr> <td>> 7 years</td><td>10 marks</td></tr> </table> | Relevant Work Experience | | 5 years | 4 marks | 5-7 years | 7 marks | > 7 years | 10 marks |
| Relevant Work Experience | | | | | | | | | | | |
| 5 years | 4 marks | | | | | | | | | | |
| 5-7 years | 7 marks | | | | | | | | | | |
| > 7 years | 10 marks | | | | | | | | | | |

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| | c. Drafting skilling strategies aligned with MSDE/NSDC/ITI systems, d. Engagement with government on financing, PPPs and industrial policy. | | |
| B4 | Program Associate Should support coordination, analytics, reporting, documentation & output tracking. Strong preference for candidate with experience in government-facing technical teams. | Based on qualifications & experience | 5 marks |
| C | Approach & Methodology (including technical presentation) | | 30 marks |
| C1 | Conceptual Clarity & Understanding of Assignment Clear articulation of scope and context. Proposal must demonstrate understanding of the PMU's role in supporting MNRE's National Cleantech Manufacturing Mission across strategy, indigenization, state engagement and investment facilitation. | | 5 marks |
| C2 | Approach & Methodology Should include detailed methodology aligned with Work Package 1 and Work Package 2, showing how deliverables will be achieved across sectors. Must define use of sector specialists, sequence of actions, and how outputs will be quality controlled. | | 20 marks |
| C3 | Work Plan Clearly aligned with deliverables and staffing plan. Work plan should be milestone-based activity. Must show team deployment by Phase, timeline for key reports, convening and cluster/state level actions. | | 5 marks |
| Total Marks (A+B+C) | | 100 marks | |

iii. Each evaluated Proposal will be assigned a technical score (St) based on the parameters outlined in the Technical Evaluation table. In order to be declared technically qualified, an Applicant must fulfil the following criteria:

- Obtain a minimum of sixty percent (60%) marks in each of the individual evaluation sections (viz. Project Experience, Team Composition and Expertise and Approach & Methodology),

and

- Secure an overall technical score of at least seventy-five percent (75%) of the total marks available under the Technical Evaluation.

iv. Applicants failing to meet either of these thresholds shall be deemed non-responsive and will not be considered for further evaluation. A Proposal will be considered unsuitable and will be rejected at this stage if it does not respond to important aspects of RfP document and the Terms of Reference.

31. Least Cost Selection:

- 31.1. All Applicants meeting the technical qualification thresholds stipulated in this RFP shall be considered for Financial Evaluation. SECI shall adopt the Least Cost Selection (LCS) method for final selection of the successful Applicant.
- 31.2. Under LCS, the technically qualified Applicant quoting the lowest total evaluated cost for the assignment shall be ranked first (L1) and considered for award of contract. This is to ensure that the services are procured at the most competitive price from among the technically competent Applicants.

31.3. Financial Bid Evaluation

- a. The Financial Bids of all technically qualified Applicants will be opened at the date and time notified by SECI, in the presence of the Applicants authorized representatives who may choose to attend.
- b. The Financial Bid shall indicate the total price for completion of all deliverables and services described in the Scope of Work, inclusive of all taxes and levies, but excluding GST, which shall be quoted separately.
- c. The price quoted shall be firm and inclusive of all costs such as professional fees, accommodation, printing, equipment, data procurement, and any other expenses required for the successful execution of the assignment.
- d. Conditional bids, bids quoting "NIL" charges, or bids not conforming to the prescribed format shall be treated as non-responsive and rejected.
- e. The lowest evaluated total price among all technically qualified Applicants shall be ranked as L1. No further consideration shall be given to technical scores obtained beyond the minimum qualifying criteria.
- f. In case of a tie between two or more technically qualified Applicants quoting the same lowest evaluated price, the Applicant with the higher overall technical score shall be ranked higher.
- g. If the technical scores are also tied, the Applicant with higher marks in the "Team Composition and Expertise" section of the Technical Evaluation shall be ranked higher.
- h. Only fixed price financial bids indicating total price for all the deliverables and services specified in this bid document will be considered.
- i. The bid price will include all taxes and levies and shall be in Indian Rupees, excluding GST which will be mentioned separately.
- j. Errors & Rectification: Arithmetical errors will be rectified on the following basis:

If there is a discrepancy between the unit price and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail and the total price shall be corrected. If there is a discrepancy between words and figures, the amount in words will prevail.

32. Grant of Work order

- 32.1. After selection, a Work Order will be issued, in duplicate, by SECI to the successful Applicant and the Successful Applicant shall, within 3 (three) days of the receipt of the work order, sign and return the duplicate copy of the work order in acknowledgement

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thereof. In the event the duplicate copy of work order duly signed by the successful Applicant is not received by the stipulated date, SECI may, unless it consents to extension of time for submission thereof, encash the EMD available with SECI and the next highest-ranking Applicant may be considered for grant of Work Order.

32.2. In all cases, SECI's decision regarding selection of Applicant or annulment of tender process shall be final and binding on all participating Applicants.

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SECTION 6 DEFINITIONS

33. Definitions of Terms:

Following terms used in the documents will carry the meaning and interpretations as described below:

- 33.1. **“AFFILIATE”** shall mean a company that, directly or indirectly,
 - a) controls, or
 - b) is controlled by, or
 - c) is under common control with, a company developing a Project or a Member in a Consortium developing the Project and control means ownership, directly or indirectly, of more than 50% (fifty percent) of the voting shares of such company or right to appoint majority Directors.
- 33.2. **“BID”** or **“PROPOSAL”** shall mean the documents submitted by the Applicant towards meeting the qualifying requirements, along with the other supporting documents submitted by the Applicant as part of its response to the RfP issued by SECI.
- 33.3. **“APPLICANT”** shall mean the Company/ Proprietorship/ Partnership/ LLP submitting the Proposal.
- 33.4. **“CONSORTIUM”** shall refer to a group of Companies that collectively submit the response in accordance with the provisions of this RfP under a Consortium Agreement.
- 33.5. **“RfP”** or **“RfP DOCUMENT”** or **“BIDDING DOCUMENT(S)”** or **“TENDER DOCUMENTS”** shall mean the “Request for Proposal” document issued by SECI along with subsequent clarifications and amendments thereof, vide RfP No. SECI/C&P/MI/00/0015/2025-26 dated 20.01.2026
- 33.6. **“CHARTERED ACCOUNTANT”** shall mean a person practicing in India or a firm whereof all the partners practicing in India as a Chartered Accountant(s) within the meaning of the Chartered Accountants Act, 1949.
For Applicants incorporated in countries other than India, “Chartered Accountant” shall mean a person or a firm practicing in the respective country and designated/ registered under the corresponding Statutes/ laws of the respective country.
- 33.7. **“CHARTERED ENGINEER”** shall mean a person practicing in India or a firm whereof all the partners practicing in India is/are registered as “Professional Engineer(s)/ Chartered Engineer(s)” under the Indian Institute of Engineers or other recognized institution in India.
- 33.8. **“COMPANY”** shall mean a body corporate incorporated in India under the Companies Act, 2013 or any law in India prior thereto relating to Companies, as applicable.
- 33.9. **“CONTROL”** shall mean the ownership, directly or indirectly, of more than 50% (fifty percent) of the voting shares of such Company or right to appoint majority Directors.
- 33.10. **“DAY”** shall mean calendar day.
- 33.11. **“EQUITY”** shall mean Net Worth as defined in Companies Act, 2013.

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33.12. “**GROUP COMPANY**” of a Company means

- i. a Company which, directly or indirectly, holds 10% (Ten Percent) or more of the share capital of the Company or;
- ii. a Company in which the Company, directly or indirectly, holds 10% (Ten Percent) or more of the share capital of such Company or;
- iii. a Company in which the Company, directly or indirectly, has the power to direct or cause to be directed the management and policies of such Company whether through the ownership of securities or agreement or any other arrangement or otherwise or;
- iv. a Company which, directly or indirectly, has the power to direct or cause to be directed the management and policies of the Company whether through the ownership of securities or agreement or any other arrangement or otherwise or;
- v. a Company which is under common control with the Company, and control means ownership by one Company of at least 10% (Ten Percent) of the share capital of the other Company or power to direct or cause to be directed the management and policies of such Company whether through the ownership of securities or agreement or any other arrangement or otherwise;

Provided that entities which have Government shareholding, financial institution, scheduled bank, foreign institutional investor, Non-Banking Financial Company, and any mutual fund, pension funds, sovereign funds and funds managed by National Investment and Infrastructure Fund Limited shall not be deemed to be Group Company, and its shareholding and the power to direct or cause to be directed the management and policies of a Company shall not be considered for the purposes of this definition unless it is the Project Company or a Member of the Consortium developing the Project.

33.13. “**INTERESTED PARTIES**” shall mean a situation where control is equally distributed among interested parties in the Group Company;

33.14. “**JOINT CONTROL**” shall mean a situation where a company has multiple promoters (but none of the shareholders has more than 50% of voting rights and paid up share capital).

33.15. “**JOINT VENTURE**” or “**JV**” shall mean a joint agreement, whereby the parties that have joint control of the arrangement have the right to its net assets, which collectively submit the response in accordance with the provisions of this RfP under a JV Agreement.

33.16. “**LETTER OF AWARD**” or “**LoA**” shall mean the letter issued by Solar Energy Corporation of India Limited (SECI) to the selected Applicant(s) for award of the Project.

33.17. “**LIMITED LIABILITY PARTNERSHIP**” or “**LLP**” shall mean a Company governed by Limited Liability Partnership Act 2008 or as amended.

33.18. “**LLC**” shall mean Limited Liability Company.

33.19. “**MONTH**” shall mean calendar month.

33.20. “**NET-WORTH**” shall mean the Net-Worth as defined in section 2 of the Companies Act, 2013.

33.21. “**PAID-UP SHARE CAPITAL**” shall mean the paid-up share capital as defined in Section 2 of the Companies Act, 2013.

33.22. “**PARENT**” shall mean a Company, which holds more than 50% voting rights and paid up share capital, either directly or indirectly in the Project Company or a Member in a Consortium developing the Project.

33.23. “**PROMOTER**” shall mean Promoter as defined in the Companies Act, 2013.

33.24. “**SECI**” shall mean Solar Energy Corporation of India Limited.

33.25. “**SELECTED APPLICANT**” or “**SUCCESSFUL APPLICANT**” shall mean the Applicant selected pursuant to this RfP as per the terms of RfP/LoA.

33.26. “**STATUTORY AUDITOR**” shall be as defined in the Companies Act, 2013.

33.27. “**TOE**” shall mean Tender Opening Event.

33.28. “**ULTIMATE PARENT**” shall mean a Company, which owns more than 50% (Fifty Percent) voting rights and paid up share capital, either directly or indirectly in the Parent and Affiliates.

33.29. “**WEEK**” shall mean calendar week.

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SECTION 7 SAMPLE FORMS & FORMATS FOR PROPOSAL SUBMISSION

The following formats are required to be submitted as part of the RfP. These formats are designed to demonstrate the Applicant's compliance with the Qualification Requirements set forth in Section 4 and other submission requirements specified in the RfP.

Format 7.1

COVERING LETTER

(The Covering Letter should be submitted on the Letter Head of the Applicant)

Ref. No. _____ Date: _____

From: _____ *(Insert name and address of Applicant)*

Tel.#:

E-mail address#

To,

Solar Energy Corporation of India Limited
6th Floor, Plate-B, NBCC Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110 023

Sub: Response to RfP No. dated for(Insert title of the RfP)

Dear Sir/ Madam,

We, the undersigned [insert name of the 'Applicant'] having read, examined and understood in detail the RfP including the Qualification Requirements in particular, terms and conditions, hereby submit our response to RfP.

We confirm that we, including our Ultimate Parent Company/ Parent Company/ Affiliate/ Group Companies, directly or indirectly, have not submitted response to RfP for 'Engagement of an Agency for establishing PMU to support the National Mission on Cleantech Manufacturing, other than this response to RfP.

We are submitting the proposal against this RfP for establishing PMU to support the National Mission on Cleantech Manufacturing.

1. We give our unconditional acceptance to the RfP, dated [Insert date in dd/mm/yyyy], issued by SECI. In token of our acceptance to the RfP document along with the amendments and clarifications issued by SECI, the same have been digitally signed by us and enclosed with the response to RfP. We shall ensure that provisions of RfP shall be binding on us.
2. We will provide all the information/ documents as requested by SECI/MNRE or its representative (individual or firm) during the period of execution of the contract. We shall make available to SECI any additional information it deems necessary or require for supplementing or authenticating the Proposal.
3. We have submitted our response to RfP strictly as per Section 7 (Sample Forms and Formats) of this RfP, without any deviations, conditions and without mentioning any

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assumptions or notes in the said Formats.

4. We acknowledge the right of SECI to reject our proposal without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
5. We certify that in the last 3 (three) years, we have neither failed to perform on any assignment or contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, nor been expelled from any project, assignment or contract by any public authority nor have had any assignment or contract terminated by any public authority for breach on our part.
6. We undertake that the decision of SECI/MNRE would be final and binding upon us with respect to execution of the contract and release of payments.
7. We do not have any conflict of interest in accordance with the terms of the RFP
8. We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in the RFP document, in respect of any tender or request for proposal issued by or any agreement entered into with SECI or any other public sector enterprise or any government, Central or State; and
9. We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
10. We understand that you may cancel the selection process at any time and that you are neither bound to accept any Proposal that you may receive nor to select the Agency, without incurring any liability to the Applicants.
11. We declare that we are not a member of any other Consortium/JV applying for selection as an Agency.
12. We certify that in regard to matters other than security and integrity of the country, we or any of our affiliates have not been convicted by a court of law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the Project or which relates to a grave offence that outrages the moral sense of the community.
13. We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a court of law for any offence committed by us or by any of our affiliates. We further certify that neither we nor any of our consortium members have been barred by the central government, any state government, a statutory body or any public sector undertaking, as the case may be, from participating in any project or bid, and that any such bar, if any, does not subsist as on the date of this RFP.
14. We further certify that no investigation by a regulatory authority is pending either against us or against our affiliates or against our CEO or any of our Directors/ Managers/ employees.
15. We hereby irrevocably waive any right or remedy which we may have at any stage at low or howsoever otherwise arising to challenge or question any decision taken by SECI in connection with the selection of Agency or in connection with the selection process itself in respect of the above-mentioned Project.

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16. Acceptance:-

We hereby unconditionally and irrevocably agree and accept that the decision made by SECI in respect of any matter regarding or arising out of the RfP shall be binding on us. We hereby expressly waive and withdraw any deviations from the provisions of the RfP and all claims in respect of this process.

We also unconditionally and irrevocably agree and accept that the decision made by SECI in respect of award of contract in line with the provisions of the RfP, shall be binding on us.

17. Familiarity with Relevant Indian Laws & Regulations:-

We confirm that we have studied the provisions of the relevant Indian Laws and Regulations as required to enable us to submit this response to RfP and execute the project, in the event of our selection as Successful Applicant.

18. We are submitting our response to the RfP with formats duly signed as desired by you in the RfP online for your consideration.
19. It is confirmed that our response to the RfP is consistent with all the requirements of submission as stated in the RfP, including all clarifications and amendments and subsequent communications from SECI.
20. The information submitted in our response to the RfP is correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our response to the RfP.
21. We confirm that all the terms and conditions of our proposal are valid up to 12 months from the last date of submission under this RfP.

22. Contact Person

Details of the representative to be contacted by SECI are furnished as under:

Name :
Designation :
Company :
Address :
Phone Nos. :
Mobile Nos. :
E-mail address :

23. We have neither made any statement nor provided any information in this proposal, which to the best of our knowledge is materially inaccurate or misleading. Further, all the confirmations, declarations and representations made in our Proposal are true and accurate. In case this is found to be incorrect after our selection as Successful Applicant, we agree that the LoA/Work order will be terminated and PBG shall be encashed.

Dated the _____ day of _____, 20....

Thanking you,

We remain,

Yours faithfully,

Name, Designation, Seal and Signature of Authorized Person in whose name Power of Attorney/ Board Resolution/ Declaration.

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FORMAT FOR POWER OF ATTORNEY

(To be stamped in accordance with Stamp Act, the Non-Judicial Stamp Paper of Appropriate Value)

KNOW ALL MEN BY THESE PRESENTS THAT, we[insert name and registered address of Applicant] do hereby constitute, nominate, appoint and authorize Mr/Ms.[insert name of signatory of proposal], son/daughter/wife of[insert name] , and presently residing at.....[address], who is presently employed with/retained by us and holding the position of[designation] as our true and lawful attorney (hereinafter referred to as the Authorized Representative), with power to sub- delegate to any person, to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Proposal for and selection as Agency for[name of RfP] issued by SECI including but not limited to signing and submission of all applications, proposals and other documents and writings, participating in pre-bid and other conferences and providing information/ responses to the Authority, representing us in all matters before the Authority and undertakings consequent to acceptance of our proposal and generally dealing with the Authority in all matters in connection with or relating to or arising out of our Proposal for the said work and/or upon award thereof to us until accepting the work order with the Authority.

AND, we do hereby agree to ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Authorized Representative pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Authorized Representative in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE..... [name of organization], THE ABOVE-NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS..... [date in words]

DAY OF [month] [year in yyyy format].

For (name and registered address of organization)

[Signature]

[Name]

[Designation]

Place:

Date:

Accepted

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(Signature, Name, Designation and Address
of the person authorized)

Attested

(Signature of the executant)

(Signature & stamp of Notary of the place of execution)

Place: -----

Date: -----

Witnesses:

- 1.
- 2.

Note:

1. The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under seal affixed in accordance with the required procedure.
2. Wherever required, the Applicant should submit for verification the extract of the charter documents and other documents such as a resolution/power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.
3. For a Power of Attorney executed and issued overseas, the document will also have to be legalized by the Indian Embassy and notarized in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Applicants from countries that have signed The Hague Legislation Convention, 1961 are not required to be legalized by the Indian Embassy if it carries a conforming Apostille certificate.

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FORMAT FOR BANK GUARANTEE TOWARDS EARNEST MONEY DEPOSIT
(EMD)

(To be stamped in accordance with Stamp Act, the Non-Judicial Stamp Paper of Appropriate Value)

Reference:

Bank Guarantee No.:

Date:

In consideration of the _____ [*Insert name of the Bidder*] (hereinafter referred to as 'Bidder') submitting the response to RfP inter alia for establishing PMU to support the National Mission on Cleantech Manufacturing, in response to the RfP No. _____ dated _____ issued by Solar Energy Corporation of India Limited (hereinafter referred to as SECI) and SECI considering such response to the RfP of [*Insert the name of the Bidder*] as per the terms of the RfP, 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 SECI*] forthwith without demur on demand in writing from SECI or any Officer authorized by it in this behalf, any amount up to and not exceeding Rupees _____ [*Insert amount not less than that derived in line with Clause 10 of the RfP*], only, on behalf of M/s _____ [*Insert name of the Bidder*].

This guarantee shall be valid and binding on this Bank up to and including _____ [*insert date of validity in accordance with Clause No. 10 of this RfP*] and shall not be terminable by notice or any change in the constitution of the Bank or the term of contract or by any other reasons whatsoever and our liability hereunder shall not be impaired or discharged by any extension of time or variations or alternations made, given, or agreed with or without our knowledge or consent, by or between parties to the respective agreement.

Our liability under this Guarantee is restricted to INR _____ (Indian Rupees _____ only). Our Guarantee shall remain in force until _____ [*insert date of validity in accordance with Clause No. 10 of this RfP*].

The Guarantor Bank hereby agrees and acknowledges that SECI shall have a right to invoke this BANK GUARANTEE in part or in full, as it may deem fit.

The Guarantor Bank hereby expressly agrees that it shall not require any proof in addition to the written demand by SECI, made in any format, raised at the above-mentioned address of the Guarantor Bank, in order to make the said payment to SECI.

The Guarantor Bank shall make payment hereunder on first demand without restriction or conditions and notwithstanding any objection by _____ [*Insert name of the Bidder*] and/ or any other person. The Guarantor Bank shall not require SECI to justify the

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invocation of this BANK GUARANTEE, nor shall the Guarantor Bank have any recourse against SECI in respect of any payment made hereunder.

This BANK GUARANTEE shall be interpreted in accordance with the laws of India and the courts at New Delhi shall have exclusive jurisdiction.

The Guarantor Bank represents that this BANK GUARANTEE has been established in such form and with such content that it is fully enforceable in accordance with its terms as against the Guarantor Bank in the manner provided herein.

This BANK GUARANTEE shall not be affected in any manner by reason of merger, amalgamation, restructuring or any other change in the constitution of the Guarantor Bank.

This BANK GUARANTEE shall be a primary obligation of the Guarantor Bank and accordingly SECI shall not be obliged before enforcing this BANK GUARANTEE to take any action in any court or arbitral proceedings against the Bidder, to make any claim against or any demand on the Bidder or to give any notice to the Bidder or to enforce any security held by SECI or to exercise, levy or enforce any distress, diligence or other process against the Bidder.

This BANK GUARANTEE shall be effective only when the Bank Guarantee issuance message is transmitted by the issuing Bank through SFMS to IDFC First Bank and a confirmation in this regard is received by SECI.

Notwithstanding anything contained hereinabove, our liability under this Guarantee is restricted to INR _____ (Indian Rupees _____ Only) and it shall remain in force until _____ [*Date to be inserted on the basis of Clause No. 10 of this RfP*]. SECI shall be entitled to invoke this Guarantee till _____ [*Insert a date which is at least 30 days beyond the expiry of the validity period on the basis of Clause No. 10 of this RfP*].

We are liable to pay the guaranteed amount or any part thereof under this Bank Guarantee only if SECI serves upon us a written claim or demand.

Signature: _____

Name: _____

Power of Attorney No.: _____

For

_____ [*Insert Name and Address of the Bank*] _____

Contact Details of the Bank:

E-mail ID of the Bank:

Banker's Stamp and Full Address.

Dated this _____ day of _____, 20 _____

FORMAT FOR PERFORMANCE BANK GUARANTEE (PBG)

(To be stamped in accordance with Stamp Act, the Non-Judicial Stamp Paper of Appropriate Value)

Reference:

Bank Guarantee No.:

Date:

In consideration of the _____ [*Insert name of the Bidder*] (hereinafter referred to as 'selected Applicant' or 'Agency') submitting the response to RfP inter alia for establishing PMU to support the National Mission on Cleantech Manufacturing, in response to the RfP dated..... issued by Solar Energy Corporation of India Limited (hereinafter referred to as SECI) and SECI considering such response to the RfP of [*Insert name of the Bidder*] (which expression shall unless repugnant to the context or meaning thereof include its executors, administrators, successors and assignees) and selecting the Proposal of the Agency and issuing Letter of Award/Work Order No. _____ to _____ (*Insert Name of selected Applicant*) as per terms of RfP and the same having been accepted by the selected Applicant.

As per the terms of the RfP, 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 Applicant*]

This guarantee shall be valid and binding on this Bank up to and including and shall not be terminable by notice or any change in the constitution of the Bank or the term of contract or by any other reasons whatsoever and our liability hereunder shall not be impaired or discharged by any extension of time or variations or alterations made, given, or agreed with or without our knowledge or consent, by or between parties to the respective agreement.

Our liability under this Guarantee is restricted to INR _____ (Indian Rupees only).

Our Guarantee shall remain in force until..... SECI shall be entitled to invoke this Guarantee till

The Guarantor Bank hereby agrees and acknowledges that SECI shall have a right to invoke this BANK GUARANTEE in part or in full, as it may deem fit.

The Guarantor Bank hereby expressly agrees that it shall not require any proof in addition to the written demand by SECI, made in any format, raised at the above-mentioned address of the

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Guarantor Bank, in order to make the said payment to SECI.

The Guarantor Bank shall make payment hereunder on first demand without restriction or conditions and notwithstanding any objection by _____ [*Insert name of the selected Applicant*] 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

This BANK GUARANTEE shall be interpreted in accordance with the laws of India and the courts at New Delhi shall have exclusive jurisdiction.

The Guarantor Bank represents that this BANK GUARANTEE has been established in such form and with such content that it is fully enforceable in accordance with its terms as against the Guarantor Bank in the manner provided herein.

This BANK GUARANTEE shall not be affected in any manner by reason of merger, amalgamation, restructuring or any other change in the constitution of the Guarantor Bank.

This BANK GUARANTEE shall be a primary obligation of the Guarantor Bank and accordingly SECI shall not be obliged before enforcing this BANK GUARANTEE to take any action in any court or arbitral proceedings against the selected Applicant, to make any claim against or any demand on the selected Applicant or to give any notice to the selected Applicant or to enforce any security held by SECI or to exercise, levy or enforce any distress, diligence or other process against the selected Applicant.

This BANK GUARANTEE shall be effective only when the Bank Guarantee issuance message is transmitted by the issuing Bank through SFMS to IDFC First Bank and a confirmation in this regard is received by SECI.

The Guarantor Bank acknowledges that this BANK GUARANTEE is not personal to SECI and may be assigned, in whole or in part, (whether absolutely or by way of security) by SECI to any entity to whom SECI is entitled to assign its rights and obligations under the Work Order.

Notwithstanding anything contained hereinabove, our liability under this Guarantee is restricted to INR _____ (Indian Rupees _____ only) and it shall remain in force until We are liable to pay the guaranteed amount or any part thereof under this Bank Guarantee only if SECI serves upon us a written claim or demand. SECI shall be entitled to invoke this Guarantee till _____ [*Insert a date which is at least 30 days beyond the expiry of the validity period on the basis of Clause No. 11 of this RfP*].

Signature: _____

Name: _____

Power of Attorney No.: _____

For

_____ [*Insert Name and Address of the Bank*] _____

Contact Details of the Bank:

E-mail ID of the Bank:

Banker's Stamp and Full Address.

Dated this ____ day of ____ , 20 ____

Witness:

1.

Signature

Name and Address

2.

Signature

Name and Address

Notes:

1. The Stamp Paper should be in the name of the Executing Bank and of appropriate value.
2. The Performance Bank Guarantee shall be executed by an Indian branch of a Scheduled Commercial Bank as listed on the website of Reserve Bank of India (RBI), as applicable on the date of issuance of Bank Guarantee.

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FORMAT FOR BOARD RESOLUTIONS

The Board, after discussion, at the duly convened Meeting on [Insert date], with the consent of all the Directors present and in compliance of the provisions of the Companies Act, 1956 or Companies Act 2013, as applicable, passed the following Resolution:

1. RESOLVED THAT Mr/ Ms....., be and is/are hereby authorized to do on our behalf, all such acts, deeds and things necessary in connection with or incidental to our response to RfP vide RfP No. _____ for _____ (*Insert title of the RfP*), including signing and submission of all documents and providing information/ response to RfP to Solar Energy Corporation of India Limited (SECI), representing us in all matters before SECI, and generally dealing with SECI in all matters in connection with our proposal for the said Project.

Certified True Copy

(Signature, Name and Stamp of Company Secretary)

Notes:

1. This certified true copy should be submitted on the letterhead of the Company, signed by the Company Secretary/ Director.
2. The contents of the format may be suitably re-worded indicating the identity of the entity passing the resolution.
3. This format may be modified only to the limited extent required to comply with the local regulations and laws applicable to a foreign entity submitting this resolution. For example, reference to Companies Act, 1956 or Companies Act, 2013 as applicable may be suitably modified to refer to the law applicable to the entity submitting the resolution. However, in such case, the foreign entity shall submit an unqualified opinion issued by the legal counsel of such foreign entity, stating that the Board resolutions are in compliance with the applicable laws of the respective jurisdictions of the issuing Company and the authorizations granted therein are true and valid.

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FORMAT 7.5

UNDERTAKING

(To be submitted on the letterhead of the Applicant)

We, hereby provide this undertaking to Solar Energy Corporation of India Limited, in respect to our response to RfP vide RfP No. _____ dated _____, that as on the last date of proposal submission, M/s _____ (insert name of the Applicant), or any of its Affiliates is not a wilful defaulter to any lender. We further undertake that as on the last date of proposal submission, M/s _____ (Insert name of the Applicant) & any of its Affiliate, their directors have not been barred or included in the blacklist, by any government agency or authority in India, the government of the jurisdiction of the Applicant or Members where they are incorporated or the jurisdiction of their principal place of business, any international financial institution such as the World Bank Group, Asian Development Bank, African Development Bank, Inter-American Development Bank, Asian Infrastructure Investment Bank etc. or the United Nations or any of its agencies.

We further declare that the above statement is true & correct. We undertake that if at any stage it is found to be incorrect, SECI will be entitled to cancel our work order, put the Agency in negative list without prejudice to any other civil/criminal action under the law and we agree to pay any charges towards penalties/recoveries as imposed by SECI including forfeiture of the EMD/PBG.

(Signature, Name & Designation of the Authorized Signatory)

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|---|---|----------------------|

Format 7.6

FORMAT FOR FINANCIAL REQUIREMENT

(This should be submitted on the Letter Head of the Applicant)

Ref. No. _____ Date: _____

From: _____ (*Insert name and address of Applicant*)

Tel.#:

E-mail address#

To

**Solar Energy Corporation of India Limited
6th Floor, Plate-B, NBCC Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110 023**

Sub: Response to RfP No. [REDACTED] dated [REDACTED] for [REDACTED] .

Dear Sir/ Madam,

We certify that Applicant is meeting the financial eligibility requirements as per the provisions of the RfP.

We have considered the Annual Turnover by Applicant as per following details:

| S.No. | Financial Year | Revenue from Services |
|-----------------------------------|----------------|-----------------------|
| 1 | 2022-23 | |
| 2 | 2023-24 | |
| 3 | 2024-25 | |
| Cumulative Annual Turnover | | |

(Signature & Name of the Authorized Signatory)

(Signature and Stamp of CA)

Membership No.

Regn. No. of the CA's Firm:

UDIN:

Date:

Note: (i) Along with the above format, in a separate sheet on the letterhead of the Chartered Accountant's Firm, provide details of computation of Annual Turnover duly certified by the Chartered Accountant.

(ii) Certified copies of Balance sheet, Profit & Loss Account, Schedules and Cash Flow Statements are to be enclosed in complete form along with all the Notes to Accounts.

Format 7.7

FORMAT FOR TECHNICAL REQUIREMENT

(This should be submitted on the Letter Head of the Applicant)

Ref. No. _____ Date: _____

From: _____ (*Insert name and address of Applicant*)

Tel.#:

E-mail address#

To

**Solar Energy Corporation of India Limited
6th Floor, Plate-B, NBCC Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110 023**

Sub: Response to RfP No. dated for .

Dear Sir/ Madam,

We certify that Applicant is meeting the technical eligibility requirements as per the provisions of the RfP.

We are submitting the experience documents as per following details:

| S. No. | Name, address and contact details of Client | Name and description of Work | Contract Value | Duration of contract (months) and completion date | Name of Project Manager and other staff |
|-----------|---|------------------------------------|-------------------|--|--|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |

(Signature & Name of the Authorized Signatory)

Date:

Note

1. Kindly provide supporting documents such as Contract/Work Order, Completion certificate, etc.
2. The experience will not be counted if the relevant supporting documents are not attached

Format 7.8

FORMAT FOR TECHNICAL PROPOSAL

(This should be submitted on the Letter Head of the Applicant)

Ref. No. _____ Date: _____

From: _____ *(Insert name and address of Applicant)*

Tel.#:

E-mail address#

To

Solar Energy Corporation of India Limited
6th Floor, Plate-B, NBCC Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110 023

Sub: Response to RfP No. _____ dated _____ for _____.

Dear Sir/ Madam,

We are submitting the following as part of our response to this RfP:

1. Brief Profile of Agency:
2. Number of offices with locations in India:
3. Understanding of the project and proposed methodology: Appendix I attached
4. Team Composition:

| S. No. | Post | Name of Professional staff proposed | CV attached as per Appendix II (yes/no) |
|---------------|--|--|--|
| 1 | Team Leader/ Program Manager | | |
| 2 | Cleantech Sector Specialist (Solar) | | |
| 3 | Cleantech Sector Specialist (Wind) | | |
| 4 | Cleantech Sector Specialist (Green Hydrogen) | | |
| 5 | Cleantech Sector Specialist (Energy Storage) | | |
| 6 | Policy, Investment & Workforce Expert | | |
| 7 | Program Associate | | |

(Signature & Name of the Authorized Signatory)

Appendix-I of Format 7.8

1. Understanding of the project:
2. Technical approach and methodology:
3. Case study of similar type of engagement:
4. Impact of the engagement and enablement of startups:
5. Work plan:

Appendix-II of Format 7.8

Format of CV of each professional staff proposed

1. Name:
2. Position:
3. Date of Birth:
4. Education:
5. Employment record:

| From | To | Company | Position held | Brief profile | Years of experience |
|------|----|---------|---------------|---------------|---------------------|
| | | | | | |

6. Countries of work experience:
7. Languages:
8. Work undertaken that best illustrates capability to handle task assigned:

| Year | Location | Client | Position held | Main features | Activities performed |
|------|----------|--------|---------------|---------------|----------------------|
| | | | | | |

9. Certifications:

I, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any wilful misstatement described herein may lead to my disqualification or dismissal, if engaged.

Date:

(Signature & Name of the Staff proposed)

(Signature & Name of the Authorized Signatory)

| | | |
|---|---|----------------------|
| RfP for engagement of an Agency for establishing PMU to support the National Mission on Cleantech Manufacturing | <u>RfP No. SECI/C&P/MI/00/0015/2025-26</u> <u>dated 20.01.2026</u> | <u>Page 55 of 57</u> |
|---|---|----------------------|

FORMAT FOR SUBMISSION OF FINANCIAL BID

(This should be submitted on the Letter Head of the Applicant)

Ref. No. _____ Date: _____

From: _____ *(Insert name and address of Applicant)*

Tel.#:

E-mail address#

To

**Solar Energy Corporation of India Limited
6th Floor, Plate-B, NBCC Office Block Tower-2,
East Kidwai Nagar, New Delhi - 110 023**

Sub: Response to RfP No. _____ dated _____ for _____.

Dear Sir/ Madam,

I/We, _____ *(Insert Name of the Applicant)* enclose herewith the Financial Proposal for selection of my/ our firm for establishing PMU to support the National Mission on Cleantech Manufacturing.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from arithmetic correction, if any, up to expiration of the validity period of the Proposal.

We undertake that, in competing for (and, if the award is made to us, in executing) the above assignment, we will strictly observe the laws against fraud and corruption in force in India namely Prevention of Corruption Act 1988.

I/We agree that this offer shall remain valid for a period of 12 months from the due date of submission of the response to RfP.

Dated the _____ day of _____, 20 ____.

Thanking you,

We remain,

Yours faithfully,

Name, Designation, Seal and Signature of Authorized Person in whose name Power of Attorney/ Board Resolution/ Declaration.

| | | |
|--|---|-----------------------------|
| RfP for engagement of an Agency for establishing PMU to support the National Mission on Cleantech Manufacturing | <u>RfP No. SECI/C&P/MI/00/0015/2025-26</u> <u>dated 20.01.2026</u> | <u>Page 56 of 57</u> |
|--|---|-----------------------------|

Summary of Price

| Item | Annual Price | |
|--|-----------------|-------------------|
| | Amount in Words | Amount in Figures |
| Price (including all taxes except GST) | | |
| GST | | |
| Total annual prices | | |
| Total price for 2 years | | |

(Signature & Name of the Authorized Signatory)

Note:

1. GST would be payable at the applicable rates as may be in force from time to time or the GST amount quoted, whichever is lower.
2. For Financial Evaluation, total price for the 2 years will be considered.
3. This fixed price will cover costs/expenses of the agency for undertaking work as detailed in the scope of work.
4. Price shall be quoted as a fixed amount in Indian Rupees only. Conditional proposal shall be summarily rejected
5. In the event of any discrepancy between the values entered in figures and in words, the values entered in words shall be considered
6. Prices should be in Indian Rupee up to decimal places only.