



ग्रिड-इंडिया  
GRID-INDIA

ग्रिड कंट्रोलर ऑफ इंडिया लिमिटेड  
(भारत सरकार का उद्यम)  
GRID CONTROLLER OF INDIA LIMITED  
(A Government of India Enterprise)

[Formerly-Power System Operation Corporation Limited (POSOCO)]



केन्द्रीय कार्यालय : 61, आई एफ सी आई टावर, 8वां और 9वां तल, नेहरु प्लेस, नई दिल्ली - 110019  
Corporate Office : 61, IFCI Tower, 8th & 9th Floor, Nehru Place, New Delhi - 110019  
CIN : U40105DL2009GOI188682, Website : www.grid-india.in, E-mail : grid-indiacc@grid-india.in, Tel.: 011- 40234672

Ref. No.: CC/C&M/WR/SCADA/2023/Clar-3

Date: 09.08.2023

<< TO ALL THE PROSPECTIVE BIDDERS THROUGH PORTAL >>

**Sub: Replacement/Upgradation of SCADA/EMS System at Western Region Load Despatch Centre (WRLDC) and State Load Despatch Centres (SLDCs) of Western Region;**  
**Specification No: CC/C&M/WR/SCADA/2023**

*...Reg. Clarification No. 3 to the Bidding Documents*

Dear Sir(s),

- 1.0 This has reference to the Bidding Documents for the subject package uploaded on the portal <https://eprocurement.mjunction.in> ; <https://eprocure.gov.in> and [GRID-INDIA's website](http://GRID-INDIA's website).
- 2.0 **Clarification No. 3** to the Bidding Documents enclosed herewith are uploaded on the above web-site.
- 3.0 Save and except for the changes brought-out in the above mentioned document, all other terms and conditions of the original Bidding Documents shall remain unaltered.

Thanking you,

**For and On behalf of  
Grid Controller of India Limited**

8/9/2023

X

Signed by: ABHINEET KUMAR

**Abhineet Kumar,  
Chief Manager (CS)**

**Encl: As above**

**Clarification No-3\_to Commercial Issues of the bidding documents for Replacement/Upgradation of SCADA/EMS System at Western Region Load Despatch Centre (WRLDC) and State Load Despatch Centres (SLDCs) of Western Region; Specification No.: CC/C&M/WR/SCADA/2023**

S. No	Clause	Provision of Bidding Documents	Bidder's Query	GRID-INDIA's Reply
1	04-Annexure-A (BDS) Vol-I	Cl. 1.1 & 1.2	<p><b>Restrictive QRs:</b> The RFP requires bidder to have specific experience in implementing SCADA/ EMS system which limits competition and violates basic principle of PPP arrangement. In a PPP arrangement, the private partner (financially robust large developer) undertakes all financial investments for the project, delivers solution through technically qualified consortium partner/OEM/subcontractor, assures performance by delivering well-defined SLAs and takes responsibility of overall implementation. However, the current framework expects bidders to possess specific technical expertise, including experience in designing, supplying, installing, testing, and commissioning SCADA &amp; EMS projects for power transmission systems. While technical expertise is important, it restricts competition by disallowing participation from large developers capable of delivering similar projects such as AMI. Data acquisition and supervisory control along-with remote operations are both essential components of an AMI system with similar functionalities. As a result, large developers are ineligible to participate either as sole bidder or in consortium. Hence it is suggested that the RFP should be aligned to the principles of PPP arrangement by allowing financially robust parties that can deliver desired performance through OEMs/subcontractors. Specifically, Lead Member should meet financial QR whereas the technical QR can be met by using combined strength of all members of the consortium or OEMs or subcontractors.</p>	Provisions of Bidding Document remain unchanged.

(Commercial)

8/9/2023

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Signed by: ABHINEET KUMAR

**Clarification No-3\_to Commercial Issues of the bidding documents for Replacement/Upgradation of SCADA/EMS System at Western Region Load Despatch Centre (WRLDC) and State Load Despatch Centres (SLDCs) of Western Region; Specification No.: CC/C&M/WR/SCADA/2023**

S. No	Clause	Provision of Bidding Documents	Bidder's Query	GRID-INDIA's Reply
2	04-Annexure-A (BDS) Vol-I	Note-1 to Cl. 1.1	<b>Usage of Parent Credentials should be allowed:</b> Usage of Parent credentials ensures participation from Bidders having technical expertise and investment capabilities in large scale AMI implementation. Therefore, this provision has also been allowed in AMISP SBDs notified by the Ministry of Power. In large-scale infrastructure projects undertaken through Public Private Partnership (PPP) arrangements in the country, usage of parent credentials has been allowed. It is noteworthy that PPP model based on parent credentials has seen a huge success in all infra segments of the country, be it the ports, highways, airports, power generation or power transmission. It is further informed that subsidiaries/associates are formed to provide technology specific expertise and meet project specific needs, to support the Parent in diversifying & expanding its business into other areas. Hence usage of parent credentials for meeting technical and financial QR should be allowed.	Provisions of Bidding Document remain unchanged.
3	"07-Sample Forms and Procedures" Vol.-I of bidding document	Appendix-1 Terms and Procedures of Payment	<b>Existing Implementation model should be changed from Capex to Totex:</b> The RFP covers implementation of SCADA and EMS under CAPEX mode, with ~ 100% payment towards capex component on achievement of operation acceptance. It is highlighted that Capex mode not only compels the utility to bear the burden of upfront cost, but it also has challenges such as formation of digital silos, limited scalability, low reliability, low control, and restricted ability to deliver value to large consumer base over long term. Totex mode has dominant edge over the capex mode since utilities are relieved from immediate financial burden arising after award of contract as all	Provisions of Bidding Document remain unchanged.

(Commercial)

8/9/2023

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Signed by: ABHINEET KUMAR

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S. No	Clause	Provision of Bidding Documents	Bidder's Query	GRID-INDIA's Reply
			project related & financial requirements are met by the Developer/ Service Provider. Totex model also ensures that the developer stay invested for the entire contract period ensuring delivery desired performance levels and minimising risk for the Utility. Similar Totex models have been considered in SBDs for AMISP and Billing. Therefore, it is suggested to modify the implementation from Capex to Totex model.	
4	"07-Sample Forms and Procedures" Vol.-I of bidding document	Appendix-1 Terms and Procedures of Payment	<b>Appropriate payment security mechanism shall ensure efficient price discovery:</b> Payment security provide a better surety towards payment to the Bidders. This will help in ensuring lower risks and hence efficient pricing converting into lower bid rates. A revolving, unconditional and irrevocable LC may be provided for an amount equivalent to atleast 30% of the project cost.	Provisions of Bidding Document remain unchanged.
5	"07-Sample Forms and Procedures" Vol.-I of bidding document	Appendix-1 Terms and Procedures of Payment	<b>Balanced framework should be adopted:</b> The important balancing framework like Utility event of default on failure to make payment or non-maintenance of payment security, assurance on timely payment, etc. are missing. Moreover, termination on convenience should be removed. Such conditions ensure balancing of contractual risks and ensure lowering of financial risks for the bidder. Since such conditions are well evolved in the AMISP SBD, it is suggested to be adopted in the RFP.	Provisions of Bidding Document remain unchanged.

(Commercial)

8/9/2023

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Signed by: ABHINEET KUMAR