

**Prebid Queries Response**

**Tender Ref: RC for Field Force Automation Services for TPSODL, TPNODL, TPWODL & TPCODL (TPCODL/CCG/2023-24/626)**

<b>Sr. No.</b>	<b>Document. Please specify Document No /</b>	<b>Description as per Bid Document</b>	<b>Remarks - Query / Clarification</b>	<b>TP Odisha DISCOM Response</b>
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
1	Change Request mentioned in SOW(1.1).		What do you mean by CR? CR count is monthly or yearly? Are these system level configuration changes or new custom build expectation from the bidder?	CR means Change Request.  CR will be raised as and when required.  CR is custom build changes requested after Go Live acceptance. System Level configuration changes has been considered as intrinsic part of scope.
2	2.0 Pre- Qualification Criteria -- SR No. 1	Relevant order copies in respect of the above must be submitted along with the bid by the bidder.	Locus is a SAAS vendor. We do not have a concept of order copies. Alternatively we can share the case studies.	Performance Certificate from clients mentioning necessary parameters as per RFP should be submitted
3	2.0 Pre- Qualification Criteria -- SR No. 1	The performance certificate and contact details of the client need to be submitted	Locus can share the case studies. Also we can share the name of the customers. The contact details can be shared on request basis at the time of evaluation.	Performance Certificate from clients mentioning necessary parameters as per RFP should be submitted
4	2.0 Pre- Qualification Criteria -- SR No. 1	Self- Undertaking/MAF certificate to be submitted.	Locus will be submitting the bid in form of presentation, will that be suffice or we have to submit another document with self attestation	Pls refer revised Tender document and follow as per requirement/ mnetioned above in queries.
5				
6				
<b>Sr. No.</b>	<b>Detailed Reference to Technical Document. Please specify Document No / Clause No / Page No</b>	<b>Description as per Bid Document</b>	<b>Remarks - Query / Clarification</b>	<b>TP Odisha DISCOM Response</b>
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
1	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 1.1/Page 4	Bids are invited from interested Bidders to award Rate Contract (RC) for Procurement of Battery & Battery Charger	How does the RC relate to procurement of Battery and Battery Charger?	This is typos. Pls refer the revsied document (already shared)
2	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 2.0 Section A Point 1/Page 6	Relevant order copies in respect of the above must be submitted along with the bid by the bidder	Can you please specify what you mean by "Order Copies" as our commercial agreement terms with our customers are company confidential and can not be shared. whereas the documents to be submitted against this says "The performance certificate and contact details of the client need to be submitted", which we can provide	Performance Certificate from clients mentioning necessary parameters as per RFP should be submitted
3	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 2.0 Section A Point 2/Page 6	The bidder should be an OEM of the proposed product with minimum 10 implementations with Indian clients having a total of 30000 user base.	Along with the Indian clients, can we add our global clients as well while submitting our bid?	Minimum 10 implementations should be with Indian clients having a total of 30000 user base.
4	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 3.0 Point 4/Page 7	In case the bidder has a previous association with Odisha DISCOM for similar products, the performance feedback for that bidder from Odisha DISCOM's User Group shall only be considered irrespective of performance certificates issued by any third organization. However, Odisha DISCOMs reserve the right to scrutinize and reject any of such existing vendors without assigning reason whatsoever may be	Since we have an existing relationship with Tata Power Odisha DISCOMs, does this mean, we do not have to provide a performance certificate of any third organization given the required scope of work is larger than what is currently deployed? Help us with better interpretation of this clause.	Each document as sought in PQR needs to be furnished. This clause for evaluation purpose by Tata Power.

5	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 3.0 Point 5/Page 8	Based on latest / previous years experiences of Tata Power / Tata Power group companies with BA, Odisha DISCOM reserves the right to disqualify the bidders during techno-commercial evaluation of the bid.	What's the motivation for this clause and how does it apply to us?	This clause for evaluation purpose by Tata Power.
6	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 5.1.2 /Page 10	Index Stating Document name & Page No./Document No. in bid. As illustrated below: **The type tests specified in technical specifications should have been carried out within five years (unless otherwise explicitly stated) prior to the date of opening of technical bids and test reports are to be submitted along with the bids. If type tests carried out are not within the five years prior to the date of bidding, the bidder will arrange to carry out type tests specified, at his cost. The decision to accept/ reject such bids rests with DISCOM	How does this apply to this RC and what is a type test?	This is part of standard document. Doesn't apply on this tender.
7	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 5.3 Point III /Page 11	Requisite Documents for compliance to Qualification Criteria mentioned in Clause 1.7	There is no clause 1.7 in the document, feedback needed here.	Pls refer revised document. (clause 2.0 is for qualification criteria).

Sr. No.	Detailed Reference to Tender Document. Please specify Document No / Clause No / Page No	Description as per Bid Document	Remarks - Query / Clarification	TP Odisha DISCOM Response
1	2	3	4	5
2	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 2.0 Section B Point 1/Page 7	The bidder should have Average Annual turnover of at least Rs. 2 Cr. for any of last 3 Financial Year (FY) out of FY 18-19, FY 19-20, FY 20-21, FY 21-22 & FY 22-23. Qualification Requirement of Financial Turnover for MSME registered in the State of Odisha shall be reduced to 20% of the existing criteria	This is only available to our board of directors as per company by-laws, and at best can provide an undertaking that our turnover has been more than INR 2 Cr for the last 3 financial years, additionally we can provide last month's bank statement as well.	Bidder shall submit a CA certified document / certificate converting USD to INR meeting 2 Crs. criteria.
3	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 2.0 Section B Point 2/Page 7	The prospective Bidder(s) should be have following certificates a. Valid GST Registration Certificate. b. Valid PAN No. c. Odisha State MSME Certificate (if applicable)	We are a US entity, having FEIN (Federal Employer Identification Number) We have TRC (Tax Resident Certificate), Form 10 F, and No PE (Permanent Establishment) Certificate. Will these documents listed fulfill statutory compliances as outlined? These documents are already shared with TPCODL for our existing RC	TRC, Form 10F and No PE is acceptable for tax compliance if bidder don't have valid GST PAN.
4	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 6.2 /Page 12	Prices shall be quoted in Indian Rupees Only unless otherwise stated explicitly	As an US entity, we would prefer to quote in US Dollars instead of INR. is it acceptable? This is owing to the fact that our existing relationship with Tata Power Odisha allows us to do that.	Quote is accepted in INR only for comparative and further processing.
5	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 13.1 Point 1/Page 15	Rate Contract shall be valid for a period of 12 months from the placement of the Contract. Release Order (RO) shall be placed as per the requirement of respective TP Odisha DISCOM. Rates shall remain firm throughout the RC period.	The requirement of respective TP Odisha DISCOM are clearly indicated in the Annexure II Scope of Work under the heading Existing Volumetric (For the Month of January, 2024), is this the baseline requirement or its subject to change or can even go down when the contract is awarded by respective DISCOMs to the chosen partner?	Volumetric mentioned in Scope of Works under RFP is the current volumetric. It is likely to increase with time.
6	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 13.1 Point 3/Page 15	BA shall submit applicable PBG as per GCC within 30 days of issuance of RC. PBG applicable shall be 5% of contract value. PBG submitted, shall be released after completion of the applicable guarantee period plus one month. Performance Bank Guarantee for MSME registered in the State of Odisha shall be 25% of the value normally prescribed.	Please explain the terms BA & PBG. and help us with the definition of GCC, in regards to this RC.	BA stands for Business Associate (i.e. Successful Bidder) & PBG- Performance Bank Guarantee. GCC stands for " General Conditions for Contract" and shall be guidelines for applicable for relevant clauses against the tender.
7	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 13.1 Point 4/Page 15	Pre-dispatch inspection, MDCC and LD shall be applicable as per GCC	Please clarify and elaborate on Pre Dispatch Inspection, MDCC and LD also help us with its relevance in relation to this RC.	This is not applicable on this tender.

8	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 13.1 Point 6/Page 15	Commencement of Services shall be made as per directives of TP Odisha DISCOMs.	What is the estimated time taken after awarding the RC to commence services for DISCOMS. A clear timeline would help	The services should be commenced within 8 (eight) weeks of award of RC
9	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Clause 13.3 /Page 16	100% Payment shall be made within 30 days after submission of error free and verified invoice. Invoices shall be submitted on a monthly basis as per the actuals.	By when (timeline) after the RC is awarded, a partner can start billing?	Partner can start billing after successful completion of one month of operations and after Release Order is issued by the concerned Discom
10	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Annexure I /Page 18	Price Schedule	By when (timeline) it is expected to touch the total requirement across all DISCOMs as outlined in the Price Schedule table during the tenure of this RC which is one year?	By the 5th month w.e.f. award of RC
11	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Annexure I "Note" Point 4 /Page 18	Issuance of Release Orders (RO) shall be done by respective Discoms as per their requirement	will this be as per and FOR the total requirement outlined under every DISCOMs in the Price Schedule Table?	Every Discom will issue release order as per it's own consumption of services
12	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Annexure I "Note" Point 5 /Page 18	The material shall be delivered as per the location captured in the Release Order.	Relevance in relation to this RC.	This is not applicable on this tender. However, RO shall be issued by respective vendor.
13	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Annexure I "Note" Point 9 /Page 18	The quantity mentioned above are for evaluation purpose only and may vary as per actual site requirement.	What will be the degree of variance from the quantity mentioned?	Volumetric mentioned in Scope of Works under RFP is the current volumetric. It is likely to increase with time.
14	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Annexure I Price Schedule /Page 18	Price Schedule Table	Is there a possibility to add line item in the price schedule to cover for time & effort spent during the implementation and intergration process for all existing applications as "Set Up fee"? The reason why we ask this, as there is no clarity by when and of what volume we would be able to bill for.	No
15	Tender Document_Field Force Automation Services_TP Odisha DISCOMs/ Annexure I Price Schedule /Page 18	Price Schedule Table	Instead of CR as a line item, can this be replaced with AMC covering services & support request which is eqvilent to % of annual RC value?	No