

Reply to the Queries on RFQ for IPP Projects.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
1	C&C Constructions Ltd., Gurgaon	8	Bidders should have technical and financial capability to execute the projects as specified in the RFQ. In case of a Bidding Consortium, the technical experience shall be met by the Lead Member. We request that a clause which stipulates no technical criteria for the Infrastructure development/construction companies with Net Worth in excess of Rs. 500 Crores.	Not Agreed.
		8.2	<p>The bidder must fulfil the following minimum technical requirements: Bidders must have experience of developing projects (not necessarily in power sector) in last 10 years, whose aggregate capital costs must not be less than the amount equivalent to Rs 0.75 crores or equivalent US\$ per MW of the maximum capacity specified in this notice out of which minimum Rs 0.225 Crores or equivalent US\$ per MW should be from projects involving hydro-electric projects related activities and the capital cost of at least one infrastructure project should be equivalent or more than Rs 0.125 crores per MW of the capacity . "Interested Applicants are to demonstrate that they are capable of undertaking the development of the Hydro Power Project and have past experience with development, construction and operation of hydroelectric power project / other power sector project / infrastructure project experience, as also financial capability to mobilize required resources and bring in or raise their equity contribution. Further they should have good performance record of managing and completing project without unnecessary litigation."</p> <p>In this regards, it is submitted that the Uttarakhand Jal Vidyut Nigam Ltd (UJVN Ltd), during March, 2011 came out with RFQ and allotted projects to companies which do not have experience of hydro-electric projects. In this regard, please find attached herewith the detailed RFQ issued by UJVNL for your kind information, please. The relevant applicable clauses are 1.1.6 page 11 and 6.2 page 34 for your ready reference please.</p>	<p>Clause 2.1.2 is amended as under:- <b>"2.1.2 Technical Criteria:</b> - The Bidder must fulfill following minimum technical requirements. Bidder must have experience of developing infrastructure projects, not necessarily in the power sector only, in the last 15 years, whose aggregate capital costs must not be less than the amount equivalent to Rs. 0.75 Crores per MW or equivalent US\$, out of which minimum Rs.0.225 Crores per MW or equivalent US\$ should be from projects/project components of hydroelectric/river valley/power projects and the capital cost of at least one infrastructure project/project component should not be less than Rs. 0.125 Crores per MW or equivalent US\$. For this purpose, capital cost will be taken as capital expenditure incurred on projects/project components at least 7 (seven) days before the last date of submission of Bid. <u>Developing project means:-</u> Successful commissioning/operation of a project in which the Bidder/Parent/Affiliate, as the case may be, held equity stake of not less than 26% from the time of financial closure till the time of commissioning of such project.</p> <p style="text-align: center;">OR</p> <p>Project constructed / being constructed by the Bidder/Parent/affiliate holding equity stake of not less than 26% since financial closure</p> <p style="text-align: center;">OR</p>

Reply to the Queries on RFQ for IPP Projects.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
				<p>Projects/Project Components constructed / being constructed by the Bidder/Parent/affiliate on cash Contract basis.</p> <p>For the purposes of technical and financial criteria only unconsolidated audited annual accounts shall be used. However, audited consolidated annual accounts of the Bidder may be used for the purpose of financial criteria provided the Bidder has at least 26% equity in each company whose accounts are merged in the audited consolidated accounts and provided further that the financial capability of such companies (of which accounts are being merged in the consolidated accounts) shall not be considered again for the purpose of evaluation of the Bid. Bidders shall furnish documentary evidence duly certified by Managing Director/ Chief Executive Officer, being a full time director on the Board of the Company and the Statutory Auditor in support of their financial capability and technical experience as defined in clauses 2.1.1 and 2.1.2 respectively”.</p>
		General	Kindly furnish details of the G&D measurements, drilling and drifting carried out at the respective project sites	Available details are in the PFRs.
		General	Kindly inform whether an EIA/EMP studies have been initiated for these projects.	No. This shall be prepared by the successful bidder.
		General	What is the status of the land acquisition and would JKSPDCL take responsibility for the entire land acquisition. Also request you to intimate the land usage pattern.	As per <b>“J&amp;K State Hydroelectric Projects Development Policy 2011”</b> , all land for the project shall be acquired by JKSPDC and leased out to the IPP on payment of Premium and rent as determined by the Government of Jammu & Kashmir.
		General	Kindly inform about various power transmission alternatives and whether the JKSPDCL would assume responsibility for providing evacuation from project bus-bar	The provisions of <b>“J&amp;K State Hydroelectric Projects Development Policy 2011”</b> regarding power evacuation are reproduced which is self

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
				<p>explanatory:-</p> <p><b>2. GRID INTERFACE-OPEN ACCESS:</b></p> <p><b><u>Open Access</u></b></p> <p><i>10.1 On allotment of a project, the IPP will approach the appropriate utility for grant of open access, who shall analyze the system availability and grant open access, duly identifying the interconnection point, infrastructure required upto the interconnection point, specifications, evacuation voltage, etc.</i></p> <p><i>10.2 The IPP shall be responsible for developing the necessary infrastructure to facilitate the connectivity/synchronization with the Grid.</i></p> <p><b>3. DISPATCH:</b></p> <p><i>Priority will be accorded to the IPPs for dispatch into the grid ahead of merit order and any other source of supply, subject to any system constraints/grid disturbances or restrictions imposed by the State Government in the interest of the State.</i></p> <p><b>4. OPEN ACCESS CHARGES</b></p> <p><i>12.1 The infrastructural facilities of TU, as available, will be provided to IPPs for wheeling and transmitting the generated energy.</i></p>

Reply to the Queries on RFQ for IPP Projects.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
				<p><i>12.2 For supply of committed power i.e free power plus power procured by State in grid connected or isolated mode, the available transmission /distribution networks of the State's Transmission/Distribution Utilities shall be utilized and IPP will not be required to pay any wheeling/transmission charges.</i></p> <p><i>12.3 For supply of balance power (other than committed power to J&amp;K), the State Transmission/Distribution networks of transmission/distribution Utility, can be utilized for which open access charges shall be borne by the IPP as per JKSERC regulations. T&amp;D losses will also be borne by the IPP, as per JKSERC regulations.</i></p>
		General	Kindly furnish details of expenses incurred on the Projects so far	Shall be provided at the Request for Proposal (RfP) stage.
		Timelines	The timelines provided for bid evaluation and submission are very short. Given the type and size of investment, the bidder may need to evaluate its investment case, perform due diligence and financial tie-ups and the proposed timelines are very small. It is requested that the bid timeline be extended to an overall timeframe of atleast 195 days as per the Govt of India Guidelines.	Proper estimation of time has been made before fixing the timelines. However, extension would be provided if so considered necessary by JKSPDC.
			Also the Tariff based bidding guidelines for power projects notified by the Ministry of Power provide for a timeline of 195 days for single stage bid processes.	As above.
		2.1.2	The experience of execution of hydroelectric related project activities from projects that has been executed on Cash contract basis can be considered	Clause 2.1.2 (technical criteria) has been amended.
			We request that a clause which stipulates no technical criteria for	Not Agreed.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
			the Infrastructure development/construction companies with Net Worth in excess ofRs. 500 Crores.	
		Para 9.1	As per the present RFQ, para 9.1, the bidder should have experience of involving hydro-electric project of atleast 0.225 Crores per MW. As such, for a project 40 MW capacity, the experience involving hydro-electric project should be Rs. 9.0 crores.	Clause 2.1.2 (technical criteria) has been amended.
2	<b>ESSEL INFRAPROJECTS LTD.</b>	2.1.1	Financial Criteria: i. Internal resource generation: Rs. 0.3 Crs per MW iii. Annual Turnover: Rs. 1.20 Crs per MW. <b><i>Infrastructure projects typically based on BOOT/PPP model are characteristically different. Initial part of life cycle would involve undertaking capital investments were - in revenues flow later; and profits much later. Effectively this means the internal resource generation now and in near future will be minimal, especially in case of growing companies like us.Considering the above, we suggest/recommend as below-i. Internal resource generation requirement to be restricted to ONLY profit after text (PAT) during any of the last five Fys, to be positive. No minimum requirement like Rs 0.3 Crs per MW to be insisted.ii Annual Turnover requirement shall be made minimal, considering the revenue flow from infra projects will commence at a later stage only. Turnover requirement may be restricted to Rs. 0.5 Crs per Mw.</i></b>	Not Agreed.
		2.1.2:	Technical Criteria:- Experience in development of infrastructure projects and Hydro projects <b><i>we are one of the growing infrastructure company, with keen interest in energy sector. However, many of our energy projects in their early stages of development(82 Mw hydro projects in Nepal and 1320 Mw thermal projects in Madhya Pradesh to name a few) we may not have completed the construction or O&amp;M of these projects.</i></b>	Clause 2.1.2 (technical criteria) has been amended.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
			<i>Considering the above, we request to restrict the requirement of technical criteria to experience in any infra projects without insistence on working experience in hydro sector.</i>	
3	<b>MADHUCON PROJECTS LIMITED</b>	2.1.2	Technical Criteria "Bidder must have experience of developing infrastructure projects in the last 10 years, whose aggregate capital costs must not be less than the amount equivalent to Rs.0.75 Crs per MW or equivalent US \$ should be from projects involving hydro electric project related activities and the capital cost of atleast one infrastructure project should be equivalent or more than Rs.0.125 Crs per MW or equivalent US \$. for this purpose, capital expenditure incurred on projects that have been completed atleast 7(seven) days before the last date of submission of bid shall be considered". <i><b>The hydro electric project related activities consist of construction of dams/barrages/weir,spillways,open channels, tunnels,water conductor etc.Same natures of activities are also executed in irrigation projects.As such clause 2.1.2 should be amended and nomenclature of the NIT should read Hydro electric related works/irrigation works for meeting the pre-qualification criteria.</b></i>	Clause 2.1.2 (technical criteria) has been amended.
		2.2	Purchase of power by the procurer."As provided under clause 1.15 above, the bidder is required to provide free power to PDD, GOJK subject to minimum of 15% plus 1% for LADF....." <i><b>.In this context attention is drawn to the policies been adopted all over India as per Electricity Act 12 % free power for home state plus 1 % for local area development fund.The same free power i.e. 12 % to home state needs to be considered as against 15 % free power.</b></i>	Not Agreed.
		Resettlement and Rehabilitation	In R&R activities involving in the project. In case rehabilitation is involved, what type of help shall be rendered by the state government.	Relevant clause of <b>"J&amp;K State Hydroelectric Projects Development Policy 2011"</b> with regard to R&R is reproduced as under:- <i>15.4 IPP shall be responsible for all the R&amp;R activities,</i>

Reply to the Queries on RFQ for IPP Projects.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
				<i>including cost of implementation plan, as approved by GoJK.</i>
		Forest land	How much of forest land is coming under the project.Has the JKPDD sought the clearance of project from the forest department.	Actual land requirement including forest land shall be known only after preparation of DPR by IPP. The onus of obtaining clearances is on the IPP. However, JKSPDC shall facilitate the same.
		1.14 of RFQ	"The successful bidders would be required to pay an upfront premium of Rs 4.00 Lacs per MW for 2-25 MW projects, Rs 6.0 Lacs per MW for projects above 25MW and upto 50MW ..... "Clause 1.14 has clearly indicated as Upfront payment to be paid after declaration of successful bidder.	Yes.
		1.14,1.15 of RFQ, 6.6 of J&K HEP Policy 2011	<p>Clause 1.15 "Proposals shall be invited from the qualified bidders on the basis of the following variables, as may be specified in the detailed RFP document to be issued separately to qualified bidders:-</p> <p>(i) Free Power to J&amp;k subject to a minimum of 15% throughout the Concession Period, apart from 1% for LADF.</p> <p>(ii) Tariff for Power (only in respect of projects above 25MW projects), to be procured by J&amp;K, the quantum of which shall be not less than 30% (after netting off free power and LADF.</p> <p>(iii) Terminal value to be paid to the IPP at the time of transfer of the Project to the State, which shall be not more than 10% of the estimated cost of the project indicated in the bidding document.</p> <p>6.6 of J&amp;K HEP Policy 2011</p> <p>"The bids will be evaluated on the principle of net payment to the developer i.e outflow to the developer minus inflow to the State. While upfront premium and free power would be the inflow to the State, cost of power procured by J&amp;K and terminal value would be outflow to the developer. Net Present Value (NPV) shall be worked out for all cash streams on CERC approved discounting rates as on Scheduled COD. Projects will be allotted to the bidder with the lowest NPV".</p> <p><b>Clause 1.14 has clearly indicated as Upfront payment to</b></p>	Bidding variables shall be specified in the RfP document.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
			<p><i>be paid after declaration of successful bidder. Clause 1.15 it appears that bidders are to quoted for all the three variable conditions stipulated in its sub-clause (i), (ii) &amp; (iii). In view of above clauses 1.14, 1.15 of RFQ document &amp; clause 6.6 of J&amp;K HEP Policy 2011, it will be difficult for the owner to evaluate the tender on three variable parameters given above at the time of evaluation &amp; finalization of tenders which may vary after the preparation of DPR and also during the operation of the projects after commissioning. Therefore it is proposed that only one variant should be asked to be quoted so that there is no ambiguity at a later stage date.</i></p>	
		1.17 of RFQ	<p>The Capacity of the project indicated above is based on Pre-feasibility studies/report. In case the capacity is revised on framing of DPR and accord of TEC by JKSPDC, the upfront premium to be paid by IPP shall be as per the revised capacity. Further, all percentages (Free power, LADF, power procured by J&amp;K etc.) shall be as per the revised capacity and not the capacity indicated herein.</p> <p><b>Clause 1.17 stipulates that upfront payment and free power will be enhanced in case the project capacity reduced from PF value indicated in the Tender document, will the J&amp;K Govt. refund back the excess amount paid to the successful bidder?</b></p>	<p>Yes. Please refer clause 6.4 &amp; 6.5 of, <b>"J&amp;K State Hydroelectric Projects Development Policy 2011"</b>.</p>
		1.18 of RFQ	<p>Subject to necessary approvals, Projects awarded under this policy shall be exempted from water usage charges imposed under the "J&amp;K Water Resource Regulation and Management Act 2010" for the first 10 years if operation reckoned from Scheduled Commercial Operation Date. Other incentives shall be as per the Policy.</p> <p><b>Clause 1.18 provides exemption of Water Usaged Charges for 10 years operation of the project. Can you please tell us water usage charge rate and type of usage of water that attracts charges?</b></p>	<p>At present Rs 0.25 per cum is the water usage charges. The rates are fixed by J&amp;K water regulatory authority from time to time.</p>
4	HCC	1.3 Pg	"Lead member of the Bidding Consortium" or "Lead Member"	Yes. This is a typing error. Technical criteria is

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
	Power Ltd.	5	there shall be only one Lead Member, who commits atleast 26% equity stake in the Bidding Consortium, meets the technical requirement as per Clause 2.1.3 and cannot be changed till five years of the Commercial Operation Date(COD) of the Power Station. <b>We could not find clause 2.1.3 in the RFQ document. We presume that it is a type error. Please clarify.</b>	specified in clause 2.1.2.
		1.6 Pg 7. 1.7 page 7	JKSPDCL will acquire land strictly as per component wise project requirement and lease the same to the IPPs till the expiry of Concession Period on the payment of premium/ rentals to be determined by the Government. 1.7 Pg 7. Construction of Project infrastructure including approach roads, arrangement for water supply, power for construction purposes, etc. shall be the responsibility of the IPP and the cost thereof shall be borne entirely by the IPP. <b>We understand that land required for approach road and other infrastructure facilities eg. Workshop, stock yard, fabrication yard, quarry, dumping yard colony, etc. are also considered as project components for acquisition of land by JKSPDC. Please confirm.</b>	The land requirement shall be worked out by the IPP and shall be part of DPR. The same shall be examined by the JKSPDC while according TEC and process for land acquisition shall be initiated thereafter based on optimum requirement.
		1.16 Pg 8	The IPP shall, after allowing for J&K's share of power including free power, be free to sell the balance power as it deems fit, within or outside the state after right of refusal has been exercised by GoJK. It's, the supply shall be metered at interconnection point in respect of projects upto 25MW. <b>It seems like typographical error in the underlined portion. Please clarify it.</b>	Yes. The same be read as under:- The IPP shall, after allowing for J&K's share of free power and power procured by J&K is free to sell the balance power as it deems to fit, within or outside the State after right of refusal has been exercised by GoJK. The supply shall be metered at interconnection point. In respect of projects upto 25 MWs J&K shall procure 30% of power at the tariff determined by the Regulator. In respect of projects above 25 MW, J&K shall procure quantum of power as indicated in the RfP bid document which shall not be less than 30% of residual capacity at the tariff determined through Competitive Bidding Process.
		1.15 Pg	Proposals shall be invited from the qualified bidders on the basis	Kindly refer clause 6.5 of " <b>J&amp;K State Hydroelectric</b>

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
		8	<p>of the following variables, as may be specified in the detailed RFP document to be issued separately to qualified bidders.</p> <p>i. Free power to J&amp;K subject to a minimum of 15% throughout the Concession Period, apart from 1% for LADF. ii. Tariff for power (only in respect of projects above 25MW projects), procured by J&amp;K, the quantum of which shall be not less than 30% (After netting off free power and LADF). iii. Terminal value have to be paid to the IPP at the time of transfer of the project to the state which shall be not more than 10% of the estimated cost of the project indicated in the bidding document.</p> <p><b><i>Selection criteria of the Bidder is said to be specified in the detail RFP documents to be issued separately to qualified Bidders. This is an important factor for the bidders to decide about the participation in the Tendering process. We would request to indicate the selection criteria in the RFQ stage itself. Please confirm.</i></b></p>	<p><b>Projects Development Policy 2011”</b> which is reproduced as under:-</p> <p><i>6.5 The bids will be evaluated on the principle of net payment to the developer i.e outflow to the developer minus inflow to the State. While upfront premium &amp; free power would be the inflow to the State, cost of power procured by J&amp;K and terminal value would be the outflow to the developer. Net Present Value (NPV) shall be worked out for all cash streams on CERC approved discounting rates as on Scheduled COD. Projects will be allotted to the bidder with the lowest NPV.</i></p>
		2.1.2 pg 11	<p>Technical Criteria:-</p> <p>The bidder must fulfil following minimum technical requirements:</p> <p>“Bidder must have experience of developing infrastructure projects in the last ten years, whose aggregate capital costs must not be less than the amount equivalent to Rs. 0.75 crores per MW or equivalent US \$, out of which minimum Rs. 0.225 crores per MW or equivalent US\$ should be from projects involving Hydro electric project related activities and the capital cost of at least one infrastructure project should be equivalent or more than Rs. 0.125 crores per MW or equivalent US\$. For this purpose</p> <p>.....</p> <p>Developing project means .....</p> <p><b><i>The experience of developing infrastructure projects with "..... minimum Rs. 0.225 crores per MW or equivalent US \$ from projects involving hydro electric project related activities....." would reduce the competitiveness of this tender as it will bar many leading Developer and Construction company who has pioneered in hydro</i></b></p>	<p>Clause 2.1.2 has been amended.</p>

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
			<p><i>project construction (like us) joining the competition. We request you to modify the clause as per the Standard Bidding Document issued by Ministry of Power, Govt. Of India for development of power projects under case-2 Bidding guidelines as below "Bidders must have experience of developing infrastructure projects (not necessarily in the power sector) in the last ten years, whose aggregate capital cost must not be less than the amount equivalent to Rs. 0.75 crores or equivalent US \$ and the capital cost of at least one infrastructure project should be equivalent or more than Rs. 0.125 crores per MW or equivalent US \$.</i></p> <p><i>For this purpose..... Developing projects means ....."</i></p> <p><i>Please confirm.....</i></p>	
		1.6	<p>JKSPDCL will acquire land .....</p> <p><i>Please advise Premium / Rental amount to be paid by the developer per acre / hectare. As the land acquisition is in the scope of JKSPDCL, this amount should be included in the RFP.</i></p>	JKSPDC shall examine the matter at the appropriate time.
5	Patel Engineering Ltd.	1.6	<p>JKSPDCL will acquire land .....</p> <p><i>Please advise Premium / Rental amount to be paid by the developer per acre / hectare. As the land acquisition is in the scope of JKSPDCL, this amount should be included in the RFP.</i></p>	JKSPDC shall examine the matter at the appropriate time.
		1.12	<p><i>the RFQ shall also be accompanied by a refundable EMD.....</i></p> <p><i>This is RFQ stage and as per clause 1.11, bidder has to deposit processing fee. The EMD should be at the RFP stage. Please remove the condition of submission of EMD at RFQ stage.</i></p> <p><i>In case EMD is insisted by JKSPDCL, please confirm the status of EMD if a bidder after qualification, decides not to proceed further with bidding for the project.</i></p>	Not Agreed.
		1.14	Upfront Premium	No.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
			<b><i>Is the upfront premium negotiable depending upon the commercial viability of the project.</i></b>	
		1.15	Iii Terminal Value .... Estimated cost of the project. <b><i>Please advise the estimated costs of the project to be considered. Is it same as given in the PFR.</i></b>	Yes.
		1.16	GOJK has the right of refusal for purchase of balance power. <b><i>The Right of Refusal of GOJK needs to be quantified at the time of RFP since the bidder / developer will be required to make long term commitments with other buyers for sale of balance power.</i></b>	The spirit behind the right of refusal is that J&K may like to procure power in excess of the quantum specified in the RfP. Such purchase by J&K shall be made at market rates.
			<b><i>Please advise the current status / future plans of JKSPDC for evacuation of power for ANS-I and Bichlari Projects.</i></b>	Interconnection point shall be intimated at RFP stage.
		2.1.2	Technical Criteria <b><i>Please include the experience of construction of various components of Hydro Electric Power projects for Technical Qualification Criteria. The documentary proof of such construction experience should be the completion certificates given by the clients.</i></b>	Clause 2.1.2 has been amended.
		Formats	<b><i>Please provide editable formats for the forms and data to be submitted.</i></b>	Shall be provided.
6	<b>GVP Infra Projects Pvt. Ltd.</b>	8.2	Technical Criteria <b><i>In this aspect, we would like to inform that we have been awarded hydro electric power project of 37 MW across Swarna River, Udipi district, Karnataka stste. The work under one HEPP of 12 MW is in progress and the other are at different stages. Will it be possible to consider the request for Qualification (RFQ) from the bidder who are in the field of developing HEPPs?</i></b>	Clause 2.1.2 has been amended.
			<b><i>What is the buying rate of power by Govt. of J&amp;K from the IPP?</i></b>	The information is available on the JKSERC website <a href="http://www.jkserc.nic.in">www.jkserc.nic.in</a>
			<b><i>We have successfully executed and commissioned one barrage cum bridge costing Rs. 41.00Cr in the year 2008 which involved hydro mechanical gates, hydromechanical equipment and the electromechanical equipment. Will it</i></b>	Clause 2.1.2 has been amended.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
			<i>be possible to consider this as a similar project as the power projects also involve hydro mechanical gates, hydromechanical equipment, electromechanical equipment and hoist mechanism?</i>	
			<i>What is the water usage charges imposed under the "J&amp;K Water Resource Regulation and Management Act,2010"?</i>	At present Rs 0.25 per cum is the water usage charges. The rates are fixed by J&K water regulatory authority from time to time.
			<i>Will it be allowed to pay an upfront premium in shape of bank guarantee?</i>	No.
			<i>What is the amount of lease per acre per year if the land is released out to IPP?</i>	JKSPDC shall examine the matter at the appropriate time
			<i>Please clarify the phrase "Right of Refusal" to be exercised by the GOJK wrt selling the balance power after allowing of J&amp;K share of power including free power.</i>	The spirit behind the right of refusal is that J&K may like to procure power in excess of the quantum specified in the RfP. Such purchase by J&K shall be made at market rates
7	<b>Rash Builders India Pvt Ltd.</b>	2.1.2 of RFQ (Technical Criteria )Second Para	This clause pre-supposes that prospective bidders shall have executed projects on BOOT system. It needs to be brought out here that in the state of Jammu and Kashmir, the BOOT system is just being contemplated for introduction by state government and P.S.Us and it will be after quite sometime that the executors shall have completed projects on BOOT basis and making them eligible to tender for projects with that experience.As such we request you to consider the experience gained as "Contractors" in developing of projects for prospective bidders eligible to tender for the small power projects,and not restrict to those who have executed projects on BOOT basis only.The local participants of J&K who have gained vast experience in developing of projects of J&K State Govt. and PSU's, as "Contractors" shall be able to participate and contribute in development of J&K State only by widening of the scope as suggested above.	Clause 2.1.2 has been amended
		1.10 of RFQ	This clause provides the procedure for evaluating the Financial Capacity of the bidders, but the formula for working out this capacity has not been indicated. However the following formula for working out the available financial/bid capacity, is being	The financial capability indices are IRG, Net worth, Annual turnover. The existing commitments of the IPP would be netted off for each of these indices. For Example, in respect of Annual turnover:

Reply to the Queries on RFQ for IPP Projects.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
			<p>adopted by other departments, executing the major projects.                      Financial/Bid Capacity = <math>2A*N-B</math>                      wherein                      A=Annual Turnover derived from of any of the past 5 yrs' audited annual accounts.                      N=Number of yrs in which the subject contract/project is to be completed                      B=the existing commitments with the bidder.                      It may be pointed out here that this formula stands incorporated by FIDIC as well,in their standard bidding document.                      If approved, this formula may be adopted in the tender document.</p>	<p>(1) Annual Turnover of the Company = X Crores                      (2) Eligibility for MWs = <math>X/1.20 = Y</math>                      (3) MWs already in execution = Z                      (4) MWs the bidder is eligible to bid now = Y-Z                      Similar calculation shall be adopted for IRG &amp; Net worth.</p>
8	<b>A2Z Group.</b>	Clause 8.2 (2.1.1 of RfQ)	<p>On going through the technical criteria i.e clause no 8.2 of Notice Inviting RFQ, we find that there is a contradiction in the required technical criteria, In the starting of the paragraph you have allowed any bidder who have the capability of any Infrastructure project, however later in the paragraph you have asked out of which Rs.0.225 Crores or equivalent US\$ per MW should be from projects involving hydroelectric project related activities. Here we wish to mention that we are one of the leading EPC/Infrastructure development company and have worked in infrastructure projects worth hundreds of crores (Annual turnover for FY-11 is INR 1106 crores) and are putting 4 no's of Biomass power projects and are fully capable of developing such hydro projects mentioned in your RFQ document. Also, we wish to mention that we have executed more than Rs.1000 crores of EPC projects, accordingly we request you to kindly delete the condition of having experience in hydroelectric project related activities, which is not adding any value to the project qualification of the bidder. We are sure this will ensure competitive bidding from various infrastructure companies who have capabilities to execute such projects, Alternatively you may put condition of having experience in EPC projects in Jammu &amp; Kashmir.</p>	Clause 2.1.2 has been amended

Reply to the Queries on RFQ for IPP Projects.

S. No	Name of the Company	Clause No.	Query	JKSPDC Response
		Clause 2 of Notice inviting RfQ	Also we request you to please clarify the clause no 2 of Notice Inviting RFQ wherein it is mentioned that Projects upto 10MWs shall be reserved for execution by IPPs that are permanent residents of J&K. This would include such IPPs in which permanent residents of J&K hold majority stake. It is not clear that IPPs who are non J&K residents can bid for 10MWs project (i.e Erin & Mawar) or not, is it upto or including 10MWs. We request you to kindly provide clarification/understanding of the above points as well as on the Technical Criteria in order to have a competitive as well as fruitful bidding. Look forward to your positive response & thanking you in anticipation.	Projects upto 10 MW imply that projects which have capacity of $\leq 10$ MWs.

The revised schedule of activities is given as under:-

Date	Time	Event
31-10-2011	Between 1100 to 1400 Hrs	Commencement of Sale of RfQ documents
22-11-2011	PWD Guest House, Gandhi Nagar, Jammu.	Pre-bid conference
10-12-2011		Reply to Queries including issue of amended RfQ.
04-01-2012	1400 Hrs	Closure of sale of RfQ documents
05-01-2012	1400 Hrs	Submission of Responses to RfQ
05.01.2012	1500 Hrs	Opening of RfQ responses.
20.01.2012		Qualifying of bidders based on responses to RfQ and issuance of RfP Documents to qualified Bidders.
06.02.2012		Bid clarification, conferences etc
20.02.2012		Final clarification and revision of RfP
20.03.2012		Submission of response to RfP.
07.05.2012		Declaration of Successful Bidder and issue of LOI.
17.05.2012		Signing of Agreement.

