Tamilnadu Industrial Development Corporation Ltd. (TIDCO)

SELECTION OF CONSULTANT

For preparing Detailed Feasibility Report for establishing a Solar Thermal Hybrid Power Plant with Desalination Plant in Valinokkam, Ramanathapuram District, Tamilnadu, India

REQUEST FOR PROPOSAL
October, 2014

Chairman and Managing Director
Tamil Nadu Industrial Development Corp. Ltd,
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Chapter - I

Introduction

I.1 Background

i) The solar power market is dynamic in nature and its growth varies among the countries worldwide. India has tremendous solar potential which can be utilized to meet its fast growing electricity requirements. The Government has been instrumental in promotion & deployment of solar energy systems as India is endowed with large solar energy potential whereby about 5000 trillion kWh per year energy is incident over India’s land area with most parts receiving 4-7 kWh per sq. m. per day with almost with more than 300 sunny days.

ii) The National Solar Mission (JNNSM) was launched in January, 2010 to contend the challenges in energy security by harnessing the potentials in solar power sector. The Mission has set the ambitious target of deploying 20,000 MW of grid connected solar power by 2022 and aims at reducing the cost of solar power generation in the country. The JNNSM is divided into three phases - up to 2012-13 as Phase 1, 2013–17 as Phase 2 and 2017–22 as Phase 3. The current total grid connected capacity is 2,647 MW as of May 2014.

I.2 Development of Solar Projects in Tamilnadu


i) The Vision 2023 document released by Hon’ble Chief Minister envisions that around 5000 MW of Solar power will be generated by the year 2023, to meet the ever growing needs of energy in the State. The Hon’ble Chief Minister has also released the ambitious “TN Solar Energy Policy 2012”, with a vision of developing Tamilnadu as a world leader in solar energy. In the policy it is proposed to establish Solar Power Projects for a capacity of 3000 MW within next 3 years. This 3000 MW of solar power generation will be achieved through Utility Scale Projects, Roof tops and REC mechanism.

ii) The Policy also targets the development of utility scale Solar Parks in 24 districts to enable the investors to set up solar power generation projects and encourages the investments through Joint Ventures by State Public Sector Undertakings.
**Government's Announcement**

iii) Government also made announcement, during 2012-13 that TIDCO will promote solar power parks for setting up of around 1000 MW in phased manner in multiple locations in association with public and private organizations in 5 years and first phase will be developed in 500 acres to generate around 100 MW power in Southern Districts. The solar park will provide necessary common infrastructure facilities such as developed land plots, internal roads, water supply, power evacuation facilities common material/equipment procurement facilities, R&D lab, human resource training facilities.

**TIDCO's current Solar Power Park Project under implementation:**

iv) A Solar Power Park Project in 500 acres of land in Paramakudi Taluk, Ramanathapuram District for setting up the Solar Power PV Plants to generate upto100 MW power with an estimated investment of around Rs.920 cr in association with M/s Raasi Green Earth Energy Pvt. Ltd. This project is under implementation

v) TIDCO is also considering the proposals of few more developers for setting up Solar Parks in multiple locations in the State as envisioned in the Solar Policy

**I.3 The Project Proposal**

i) TIDCO has proposed is to establish a 50 MW Solar Thermal Hybrid Power Plant with 15 MLD desalination plant in Valinokkam Salt complex in Kadaladi Taluk, Ramanathapuram District. Around 500 acres of land for establishing this project has been identified and the site is the portion of salt production complex of Tamilnadu Salt Corporation (TNSC).

ii) The power generated from this project may be fed into the grid and supplied to the State utility company or to other consumers. The purified water from desalination plant can be supplied to commercial establishments and also to TWAD Board on specified commercial terms. The sea water intake for desalination will be taken from the nearby seashore about 2 km away. The saline water discharge from desalination plant will be utilised by TN Salt Corporation for salt production.

iii) The idea is to establish an unique & combined facility that can produce electric power, desalinated water from sea water and concentrated salt water (brine solution) using solar energy
hybridized with other renewable fuel - bio mass. Solar hybrid model may provide the solution to overcome the barriers as two renewable energy resources complementing each other with regard to availability, thereby enhancing the chance of improved PLF and so viability

I.4 Project Configuration

Solar Thermal Power

i) Solar Thermal Power Plant otherwise called Concentrating Solar Power (CSP) technology is a promising solution which can offer additional benefits compared to Solar PV technology like dispatchable power with solar thermal storage to meet peak energy demand (evening peak) and hybridization with fossil & bio mass fuel based thermal power plants.

ii) The power generation system is proposed to be so configured that the heat energy from solar radiation would be stored in storage systems so that the heat will also be utilised to produce steam during non solar hours. Also the biomass based boiler would be integrated to enable continuous power generation. The desalination facility combined with the solar thermal power generation essentially need to utilize the bleed off steam let out from the turbine.

iii) There are several technologies employed for solar thermal power generation worldwide viz. Parabolic Trough, Linear Fresnel, Power Towers and Dish Sterling. Each technology has its own merits & demerits and the specific technology is chosen depending on site specific terrain, climate, solar source data, economics, etc. Appropriate desalination technology and configuration need to be adopted for effective utilization of steam and for higher combined system efficiency keeping the economics into consideration.

I.5 Project Site Location

i) Tamil Nadu has reasonably higher solar insolation with around 300 clear sunny days per year and the solar resources are more evenly distributed across the state. As there are different sources available (METEONORM, NASA, NREL), all corresponding data have been collected & compared with one another. A weighted average was calculated to get a most probable value
of DNI (Direct Normal Irradiation). The weightages was given to METEONORM, NASA, NREL data are 0.5, 0.25 and 0.25 respectively.

**Location & Site requirements:**

ii) In general an annual solar resource (DNI) of 1700 kWh/m² is considered reasonably good for setting-up a CSP plant. However, certain compromises are normally made considering other aspects such as land availability, cost economics of land, soil conditions, construction cost, cost of creating power evacuation facilities, etc. The project site of flat terrain with rigid soil conditions with clear atmospheric and ambient conditions would be considered more ideal for setting up a solar power plant. Nevertheless, this particular project is necessarily to be established in a coastal location and adjoining to a salt producing complex as the desalination plant would necessarily consume sea water and the sea water reject should be feed to the salt producing complex.

**The Identified site**

iii) Based on the preliminary data available on solar resource data, TIDCO has identified Valinokkam in Ramanathapuram District as a suitable site for establishing this solar thermal power plant along with desalination facility. Important factors such as land availability at affordable price, terrain, existing power evacuation facility, etc. have also been considered in selecting this site. The land is Government land leased to TNSE. The proposed site is 45 km away from Ramanathapuram in south-west direction and is located on the Ramanathapuram to Tuticorin East Coast Road. The state capital Chennai is 560 km away.

| Major Highway | : East Coast Road from Ramanathapuram to Tuticorin |
| Nearest Town  | : Ramanathapuram – 45 km |
| Nearest Railway Station | : Ramanathapuram – 45 km |
| Nearest Airport | : Madurai – 120 km |
| Nearest Sea port | : Tuticorin – 90 km |
Location Map of the site w.r.t State, District, Taluk, Block
Chapter- II

Terms of Reference

II.1 Objective of the study

i) The Objective of the Study is to prepare the detailed feasibility report for developing 50 MW Solar Thermal power plant combined with a desalination project of atleast 15 MLD capacity employing thermal storage facility and hybridization with biomass fuel at Valinokkam Salt Complex in Ramanathapuram District. The proposed plant concept is challenging and complex to combine three plants in one ie. CSP with biomass Hybridisation, Thermal storage and desalination. The consultant should look into relevant aspect and submit the technical viability of this concept preferably with some industrial size reference worldwide, if any and also suggest a viable system configuration from the investment point of view (keeping it simple, manageable and effective).

II.2 Detailed Scope of Work

A. Overview of Solar Power Scenario

i. Assess the global policy and technological scenario with specific references to the commercial scale Solar Biomass Thermal Hybrid Technologies for power generation.

ii. Mention the Indian capability in solar projects w.r.t. policy environment, technological advancements, achievements, project financing confidences, growth of local content, solar power growth prospects, etc

iii. Summarize the Potential of Tamilnadu in harnessing the solar power and ongoing initiatives of Tamilnadu government to promote solar industry.
B. **Information and Data on the solar thermal power projects**

i. Detailed case study on the benchmarked solar thermal plants and compilation of structured database of globally existing solar hybrid thermal power plants and also those with desalination plants.

ii. Information on full scale operational plants based on solar hybrid thermal technologies/models installed in the field, including performance of the plants.

iii. Details on the solar thermal projects under construction and planning in India and Globally.

C. **Site requirements & assessment of the selected site**

i. Listing the site selection criteria like techno-economic considerations, infrastructure logistics, environmental considerations; type of terrain, soil conditions, extent and other physical features of the site required for the project.

ii. Site evaluation based on the availability of land, solar insolation level and proximity to the sea coast; availability of water; and power evacuation.

iii. Suitability of the identified site for this project w.r.t its terrain, surroundings, solar radiation conditions & metrological parameters. Quantitative and qualitative evaluation of the site and recommendations of the site selection.

D. **Survey and Investigations**

i. Topographic survey using total station equipment for the identified site capturing all the features available within the site.

ii. Soil and Geotechnical investigations representing entire site as per relevant standards, required for the construction of the Project.

E. **Technology Evaluation and recommended system**

i. Overview of various technologies employed for CSP with their merits and demerits.

ii. List of leading technology providers for CSP and thermal desalination plants and their operational strengths.
 iii. Comparative evaluation and ranking of shortlisted solar thermal technologies w.r.t the selected site, proposed capacity, thermal storage, hybridization and project economics with specific requirement combining the desalination plant.

 iv. Evaluation of various solar thermal storage technology options and recommended concept and technology employed with biomass hybrid solar thermal arrangements for the proposed process configuration

 v. Study on the suitability of the preferred technology options with specific analysis on maximizing the local content on the plant and equipment supply

 vi. The optimum size of the configuration to achieve economic delivery with balancing of solar field block capacity, thermal storage capacity, hybrid boiler capacity & configuration, Turbine capacity, Electric generator capacity, desalination plant capacity, other balance of plants are to be assessed

 vii. Analyse and validate the technical feasibility of the proposed plant configuration ie.50 MW solar thermal biomass hybrid power plant with 15 MLD desalination plant.

 F. **Biomass Fuel availability & supply chain aspects**

 i. The biomass property, quality and quantity requirement for the hybrid boiler

 ii. Assessment of biomass availability in 50 km radius of the project site and competing usage of biomass in the locality

 iii. Study on the supply chain, logistics, storage aspects of the biomass in order to have uninterrupted feeding to the hybrid boiler

 G. **Project Financials, Economics- Cost estimates**

 i. The financial viability of the entire project scheme need to be assessed keeping in mind the market driven power & water tariff and their demand

 ii. The costing of the brine solution (saline water discharge from desalination plant) need to be determined in respect of the value addition to ( TNSC ) Tamilnadu Salt Corporation and financial viability of the project
iii. Assessment of the revenue streams and projections of the revenue from the sale of water, power and brine solution

iv. Detailed cost estimates for each components of the project for the selected technology option and plant configuration. The cost estimates should also cover land developments costs, start-up costs, initial cash reserve, cost of studies /approvals, technical knowhow, pre-operative costs, operating costs, investment costs, working capital requirement, O&M costs, IDC, contingencies, etc.

v. Cost estimates on the basis of available suppliers or manufacturers should also be included against all relevant equipments & components being suggested.

vi. Financial projections of the project as a whole and to estimate the financial indicators of the project eg. IRR, DSCR, payback period, etc.

vii. Recommendation for an optimal financial support/ Viability Gap Funding for establishment of this project from Government of India agencies, state government agencies/ or multilateral agencies and overseas institutions

viii. In case the proposed configuration is not economically feasible suggest alternate feasible option considering various factors including capex, etc

H. **Plant Configuration,**

i. Discuss in details plant configuration for solar field, thermal storage devices, biomass boiler and desalination unit. Discuss optimum combination and integration aspects of solar thermal storage and solar hybridization with biomass. Discuss in detail the heat and mass flow rate diagrams, water balance diagram, etc

ii. The report shall include basic technical specifications of solar equipments, balance of plant, storage concepts, desalination equipments, piping & connections etc, Preliminary designs should include following suggested information, though, party can also include any other information deemed suitable by them for the purpose:

- The list of compliant international Technical standards in a listed manner for the system and its components
• Items that can be manufactured at India and Proprietary/Patented items that needs to be imported with reasons
• Develop potential supplier resource base for each selected technology and capacity range(s).
• Also list of recommended Supplier of equipments and sub systems as well as equipments those can be sourced domestically are to be included in the Detailed Feasibility Report. Realistic cost estimates as close to actual as possible for both CAPEX and OPEX part of the plant should be indicated in the Detailed Feasibility Report.

ii) Suggest an optimum Plant layout considering the specific site and geo-technical aspects, w.r.t positioning the solar field, thermal storage plants, Main Plant Building, Boiler Structure, Switchyard, sea water intake and reject, brine utilization for salt complex, details of desalination system, Water Treatment Plant, and misc. buildings.

I. Environmental Aspects:
   General Environmental considerations w.r.t Pollution control measures, Air, Ash handling, Effluent discharge, Noise level, Thermal foot-print, carbon foot-print, CDM (clean development mechanism), Assessment of CDM eligibility, CDM project cycle.

J. Institutional structure of the project
   i. Recommended institutional structure and setup of the entity ie. Special purpose Vehicle Company to be created for the project execution

K. Approach for effective execution of the project
   i. The project implementation demands meticulous planning, systematic approach, sequencing, scheduling and other aspects in order to be successfully commissioned and operated. Discuss and suggest appropriate concepts, approach, methodology on project management, engineering management, contract management, quality management, construction management, infrastructure requirements, Environment, Health & safety aspects, Erection, commissioning, testing and O & M managements.
L. Socio Economic Benefit analysis

i. Analyse and spell out the benefits accrued to the investors, institutions, local population, local bodies and other stakeholders of this initiative. Qualitative and Quantitative analysis may be attempted to figure out the benefits

ii. The significant advantages of recommended solar thermal and biomass process, the chemical friendliness of the recommended desalination process and the purity of the distillate should be addressed.

M. Clearances & approvals

i. List out the approvals, permissions, clearances, licenses, etc to be secured from various Domestic / International agencies/ institutions/ authorities for this project from concept to commissioning stage

ii. Spell out the regulatory aspects, procedures, formats, time lines, pre requisites studies, approval processes, etc

O. Projects schedule

i. Based on the past experience for developing and commissioning of such plant, realistic time lines for each of the activity should be indicated in form of a Bar Chart.

II.3 Time lines

<table>
<thead>
<tr>
<th>Sl No.</th>
<th>Activity</th>
<th>Tentative Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Advertisement – Date of Issue</td>
<td>30.10.2014</td>
</tr>
<tr>
<td>2</td>
<td>RFP document issue to eligible consultants</td>
<td>30.10.2014</td>
</tr>
<tr>
<td>3</td>
<td>Last date for receiving queries to be answered in pre-bid meeting</td>
<td>13.11.2014</td>
</tr>
<tr>
<td>4</td>
<td>Pre- bid meeting</td>
<td>14.11.2014 at 3.00 p.m.</td>
</tr>
<tr>
<td>5</td>
<td>Last date of purchase of RFP document</td>
<td>27.11.2014</td>
</tr>
<tr>
<td>6</td>
<td>Last date and time for submission of Bid</td>
<td>28.11.2014 at 3.00 p.m.</td>
</tr>
<tr>
<td>7</td>
<td>Opening of Technical Bid</td>
<td>28.11.2014 at 3.30 p.m</td>
</tr>
<tr>
<td>8</td>
<td>Letter of Award( LoA) by TIDCO</td>
<td>December 2014 (subject to the approval of TIDCO Board)</td>
</tr>
</tbody>
</table>
TIDCO will endeavour to adhere to the date indicated above. However, it reserves the right to effect changes to the above dates, if the need arises. Such changes would be uploaded in TIDCO website (www.tidco.com) or informed to the concerned bidders.

II.4 Fee Proposal

i) The consultants are required to quote a lump sum fixed fee in Indian Rupees (Rupees. words only/-) for carrying out this assignment as per the scope of work

ii) The fixed fee quote should include all applicable taxes including local taxes and exclusive of the Applicable Service Taxes.

II.5 Terms of Payment

The milestone achievement linked payment schedule as below shall be followed

<table>
<thead>
<tr>
<th>Milestone Description</th>
<th>Percentage of contract payment at each stage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upon submission of Preliminary report</td>
<td>25% of the total fees</td>
</tr>
<tr>
<td>Upon submission of Interim report</td>
<td>25% of the total fees</td>
</tr>
<tr>
<td>Upon submission of Draft Final Report &amp; Presentation to TIDCO</td>
<td>25% of the total fees</td>
</tr>
<tr>
<td>Upon Submission of Final Report</td>
<td>15% of the total fees</td>
</tr>
<tr>
<td>On approval of Final Detailed Feasibility Report by TIDCO</td>
<td>10% of the total fees</td>
</tr>
</tbody>
</table>

II. 6 Submission of Bank Guarantee

The appointed consultants shall submit a Bank Guarantee for 10% of the value of the assignment as performance guarantee from any Scheduled Bank in favour of “Tamilnadu Industrial Development Corporation Ltd” enforceable in Chennai in the Format given at Appendix V-8. The BG shall be submitted within five days of the date of acceptance of the Letter of Award. The performance security shall remain in force until the satisfactory completion of the contract and will be discharged thereafter.
II. 7 Earnest Money Deposit

i) The consultants shall furnish an Earnest Money Deposit (EMD) for an amount of Rs. 300000/- (Rupees Three Lakhs Only) in the form of Demand Draft drawn in favour of “TIDCO” from any Scheduled Bank along with the Technical Proposals as per the format Appendix V–9.

ii) Any proposal not accompanied by EMD shall be rejected as non-responsive.

iii) The EMD of the successful bidder will be retained as retention money, which will be released after the completion of the assignment. The EMD of the unsuccessful bidders will be returned after completion of the selection process.

iv) The EMD shall be forfeited if the bidder withdraws their bid during the period of bid validity or if he fails to take up the work after issue of Letter of Award (LoA).

II.8 Reports Deliverables & Timeframe

i) The consultant shall submit ten numbers of hard copies of the final reports. Two soft copies of each reports/presentations shall also be submitted to TIDCO.

ii) All data, information, analysis collection prepared for this assignment shall be the sole property of TIDCO. The consultant shall not have the rights to disclose any of the information pertaining to the project to the third parties.

<table>
<thead>
<tr>
<th>Sl No.</th>
<th>Deliverables Activity</th>
<th>Time frame (from the date of acceptance of LoA)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Preliminary report</td>
<td>Two weeks</td>
</tr>
<tr>
<td>2</td>
<td>Interim Report</td>
<td>Ten weeks</td>
</tr>
<tr>
<td>3</td>
<td>Draft of Detailed Feasibility Report &amp; Presentation to TIDCO</td>
<td>Sixteen weeks</td>
</tr>
<tr>
<td>4</td>
<td>Final Detailed Feasibility Report</td>
<td>Two weeks from date of receipt of comments from TIDCO</td>
</tr>
</tbody>
</table>
Chapter- III

Proposal Submission

III.1 Technical Proposal Submission

i) Subject to fulfillment of the other terms and conditions of tender document, the bidder/s shall meet the Qualifying Requirements and comply with the terms stipulated hereunder:

ii) The Technical proposal (Appendix V-1) should provide the following information using the attached standard format.

a. A brief description of the firm’s organization (Appendix V-2) and an outline of recent experience on assignments of similar nature. For each assignment, the outline should indicate, inter alia, the profiles and names of the staff provided, duration of the assignment, contract amount, and firm’s involvement. (Appendix V-3)

b. A description of methodology and work plan for performing this assignment. (Appendix V-4)

c. The list of the proposed staff team, the tasks that would be assigned to each staff team member. (Appendix V-5)

d. CVs recently signed by the proposed professional staff and the authorized representative submitting the proposal. (Appendix V-6)

e. Activity (work) schedule. (Appendix V-7)

Note:

a) The above should be supported by relevant documentary evidence. The certificates (work order, Work Completion Certificate) issued by the clients shall form basis for considering experience of work executed.

b) Audited Financial Statements (P&L statement and Balance Sheets) are to be submitted for indicating the financial capabilities.

III.2 Financial Proposal Submission

i) Bidders are expected to take into account the requirements and conditions of the RFP documents, in preparing the Financial Proposal.

ii) The Financial Proposal should be submitted in separate cover in the Standard Formats prescribed at Appendix V-10.
iii) Bidders must express the price of their services in lump sum amount in Indian Rupees only.

iv) During the validity period of the proposal, the consultant is expected to keep available the professional staff proposed for the assignment.

v) TIDCO will make its best effort to complete negotiations within this period. If TIDCO wishes to extend the validity period of the proposals, the consultants who do not agree have the right not to extend the validity of their proposals.
Chapter- IV

Evaluation Criteria and Methodology

IV.1 Basis for the Evaluation of Technical Proposal

i) The Selection Process is designed to select a technically strong and cost effective consultant to carry out the scope of work defined elsewhere in this document.

ii) The consultants are required to submit both technical and financial proposal. The Maximum points awarded for the technical proposal is 100 points. The financial proposals of those bidders who have scored more than 70 points in their respective technical proposal would only be considered for selection.

iii) The lowest Financial Proposal will be given the maximum financial score (FS) of 100 points. The financial scores of the other bidders will be computed as $FS = 100 \times \frac{\text{Lowest Price}}{\text{Price of the respective bidder}}$.

iv) The proposal will be ranked according to their combined technical (TS) and financial (FS) scores using the weights: 70 % to the financial proposal and 30 % to the technical proposal as Total score (S) = FS x 70% + TS x 30%. The bidder achieving the highest combined Technical and Financial score will be invited for negotiation.

**Model Scoring -** Assuming four Bidders viz. A, B, C and D have submitted the following financial quote and secured technical scores above 70 points.

Technical score – Bidder A= 75, B= 85, C= 90 and D= 95

Financial quote - A= 220 lakhs, B= 240 lakhs, C= 230 lakh and D= 320 lakhs

Then the combined score based on the formula ; Total score (S) = FS x 70% + TS x 30 %.

<table>
<thead>
<tr>
<th></th>
<th>Technical score (TS) weightage (30%)</th>
<th>Financial score (FS) weightage (70%)</th>
<th>Combined score (S)</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>75 *0.3= 22.5</td>
<td>220/220<em>100</em>0.7= 70</td>
<td>92.5</td>
<td>2</td>
</tr>
<tr>
<td>B</td>
<td>85*0.3= 25.5</td>
<td>220/240<em>100</em>0.7= 64.16</td>
<td>89.66</td>
<td>3</td>
</tr>
<tr>
<td>C</td>
<td>90*0.3= 27</td>
<td>220/230<em>100</em>0.7=66.95</td>
<td>93.95</td>
<td>1</td>
</tr>
<tr>
<td>D</td>
<td>95*0.3=28.5</td>
<td>220/320<em>100</em>.07=48.13</td>
<td>76.63</td>
<td>4</td>
</tr>
</tbody>
</table>

v) However, TIDCO reserves the rights to relax the minimum technical qualification points depending on the response and need whatsoever.
### IV.2 Parameters for assessing the technical capabilities

The bidder / consortium is expected to possess relevant and adequate professional experience in such projects as outlined elsewhere in this document. The parameters to be considered for assessing the technical capabilities and the maximum scores to be assigned for each parameter are detailed as below.

<table>
<thead>
<tr>
<th>I.</th>
<th>Specific Experience of the bidder/bidding consortium</th>
<th>Max. Marks</th>
</tr>
</thead>
<tbody>
<tr>
<td>a</td>
<td>Experience in preparation of Detailed Project Reports/Detailed Feasibility Reports or providing consultancy services for the development of Solar Thermal Power Plants/ Solar Thermal Hybrid Power Plants in the last 5 years anywhere in the World</td>
<td>20</td>
</tr>
<tr>
<td>b</td>
<td>Experience in preparation of detailed project report/Detailed Feasibility Reports or providing consultancy services for setting up sea water desalination facility either as a standalone unit or as a combined facility of Power and sea water Desalination in the last 5 years anywhere in the World</td>
<td>15</td>
</tr>
<tr>
<td>c</td>
<td>Experience in preparation of Detailed Project Reports/Detailed Feasibility Reports or providing consultancy services for solar thermal power plant with thermal energy storage in the last 5 years anywhere in the World</td>
<td>15</td>
</tr>
<tr>
<td>d</td>
<td>Experience as PMC for any solar project( PV or CSP) or any desalination plant in the last 5 years anywhere in the World</td>
<td>10</td>
</tr>
<tr>
<td>e</td>
<td>Experience in developing( promoting)/ EPC/PMC of any solar thermal power plant and solar thermal desalination plant of any size in India</td>
<td>10</td>
</tr>
<tr>
<td>f</td>
<td>Presentation to TIDCO on the proposal covering Approach, Methodology, Action plan and schedule for completing the assignment</td>
<td>10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>II.</th>
<th>Domain Expertise and competence of the key staff for the Assignment</th>
<th>Max. Marks</th>
</tr>
</thead>
<tbody>
<tr>
<td>a</td>
<td>Experience and exposure of the Team leader(s) or key personnel of the proposed assignment to the Solar Thermal Projects</td>
<td>10</td>
</tr>
<tr>
<td>b</td>
<td>Professional qualification of the Team leader(s) or key personnel of the proposed assignment</td>
<td>10</td>
</tr>
</tbody>
</table>
## IV.3 Evaluation & Assignment of scores

### I. Specific Experience of the bidder/bidding consortium

<table>
<thead>
<tr>
<th>Experience</th>
<th>Assignment of score</th>
</tr>
</thead>
<tbody>
<tr>
<td>a</td>
<td>Experience in preparation of Detailed Project Reports/Detailed Feasibility Reports or providing consultancy services for the development of Solar Thermal Power Plants/Solar Thermal Hybrid Power Plants in the last 5 years anywhere in the World</td>
</tr>
<tr>
<td></td>
<td>➢ 5 marks for each completed assignment for preparation of Detailed Project Reports/Detailed Feasibility Reports or providing consultancy services with a minimum capacity of 5MW</td>
</tr>
<tr>
<td></td>
<td>➢ Full marks will be awarded for completed assignments for preparation of Detailed Project Reports/Detailed Feasibility Reports or providing consultancy services of two projects and above with a minimum cumulative capacity of 20 MW</td>
</tr>
<tr>
<td>b</td>
<td>Experience in preparation of detailed project report/Detailed Feasibility Reports or providing consultancy services for setting up sea water desalination facility either as a standalone unit or as a combined facility of Power and sea water Desalination in the last 5 years anywhere in the World</td>
</tr>
<tr>
<td></td>
<td>➢ 5 marks for each completed assignment for preparation of Detailed Project Reports/Detailed Feasibility Reports or providing consultancy services with a minimum capacity of 5 MLD</td>
</tr>
<tr>
<td></td>
<td>➢ Full marks will be awarded for completed assignments of two projects and above with a minimum cumulative capacity of 15 MLD</td>
</tr>
<tr>
<td>c</td>
<td>Experience in preparation of Detailed Project Reports/Detailed Feasibility Reports or providing consultancy services for solar thermal power plant with thermal energy storage in the last 5 years anywhere in the World.</td>
</tr>
<tr>
<td></td>
<td>➢ 5 marks for each completed assignment for preparation of Detailed Project Reports/Detailed Feasibility Reports or providing consultancy services with a minimum capacity of 5 MW with thermal energy storage</td>
</tr>
<tr>
<td></td>
<td>➢ Full marks will be awarded for completed assignments with a minimum capacity of 10 MW with thermal energy storage</td>
</tr>
<tr>
<td>d</td>
<td>Experience as PMC for any solar project (PV or CSP) or any desalination plant in the last 5 years anywhere in the World</td>
</tr>
<tr>
<td></td>
<td>➢ 5 marks for each completed assignment with a minimum capacity of 5 MW or 5 MLD</td>
</tr>
<tr>
<td></td>
<td>➢ Full marks will be assigned for completed assignments of two projects and above with a minimum cumulative capacity of 10 MW or 10 MLD</td>
</tr>
<tr>
<td>e</td>
<td>Experience in developing (promoting)/EPC/PMC of any solar thermal power plant and solar thermal desalination plant in India</td>
</tr>
<tr>
<td></td>
<td>➢ 5 marks for ongoing projects</td>
</tr>
<tr>
<td></td>
<td>➢ Full marks will be assigned for completed project in India irrespective of its capacity</td>
</tr>
</tbody>
</table>
Approach, Methodology, Action plan and schedule for completing the assignment

- Qualitative assessment by TIDCO based on the presentation
- TIDCO's decision assigning the score under these criteria will be final.

II. Domain Expertise and competence of the key staff for the Assignment

a. Experience and exposure of the Team leader(s) or key personnel of the proposed assignment to the Solar Thermal Projects

- 1 mark for every year of experience in any Solar Thermal / Desalination industry (Max. 5 Marks)
- Five marks will be assigned for at least 2 solar projects handled (2.5 marks for 1 project)

b. Professional qualification of the Team leader(s) or key personnel of the proposed assignment

- PhD – 10 marks
- ME or MTech or equivalent – 7 Marks
- BE/B Tech/ Msc or equivalent – 5 marks

Note: 1. The Project experience considered for assigning marks in any one parameter will not be considered for assigning mark in other parameter.
2. The Experience of all members of the consortium will be considered for assigning marks

i) For the purpose of consultancy value of the completed assignments, the amount shall be stated in INR. For conversion of US $ to Rupees, the rate of conversion shall be RBI reference rate as on the date of issue of Advertisement for this RFP. In the case of any other currency, the same shall first be converted to US $ as on the date of issue of Advertisement for this RFP, and the amount so derived in US $ shall be converted into Rupees at the aforesaid date. The conversion rate of such currencies shall be the average of buying and selling rates prevailing in Mumbai on the relevant date.

ii) For II (a) & (b) above, the particular team member who should be evaluated for each of them can be identified by the bidder. It can be the same person in all categories or can be different people. Cumulative experience of the individual members proposed for this assignment will not be considered for assigning of this score.
CHAPTER-V

Formats

Appendix V-1

V.I Technical Proposal Submission

From (Name of the Consulting Agency)

To The Chairman & Managing Director
Tamilnadu Industrial Development Corporation Ltd
19-A, Rukmini Lakshmipathy Road
Egmore, Chennai- 600 008

Dear Sir:


We, the undersigned, offer to provide the consulting services for the above in accordance with your Request for Proposal dated [Location, Date],

2. We are hereby submitting our Proposal, which includes this Technical Proposal, and a Financial Proposal sealed under separate envelopes.

(in case of a consortium, following paragraph should be added)

This submission is made on behalf of the proposed consortium comprising of ….and…. (applicant to state the name of each member) of which…. (applicant to insert name of lead member of the consortium) has agreed to act as lead member.

3. We enclose the Demand Draft for Rs.----bearing no. xx dtd xx towards Earnest Money Deposit (EMD) for this assignment and we understand that the EMD shall be forfeited if we withdraw our bid during the period of bid validity or if we fail to take up the work in the case of the Letter of Award issued to us.

3. If negotiations are held during the period of validity of the Proposal, i.e., before [Date] we undertake to negotiate on the basis of the proposed staff.

4. Our Proposal is binding upon us and subject to the modifications resulting from contract negotiations. We understand you are not bound to accept any Proposal you receive.

We remain, Yours sincerely,

Authorized Signature:
Name and Title of Signatory:
Name of Firm & Address:
V.2 Format for the Brief description of Bidder (For each member of Consortium)

1. Name

2. Address of the office(s)

3. Date of incorporation and/or commencement of business

4. Brief description of the firm including details of its main lines of business.

5. Name, Designation, Address and Phone Numbers of Authorised Signatory of the Bidder:
   a. Name : 
   b. Designation : 
   c. Firm : 
   d. Address : 
   e. Telephone Number : 
   f. Fax Number : 
   g. Mobile Number : 
   h. E-Mail Address :

6. Details of individual(s) who will serve as the point of contact / communication for TIDCO within the firm:
   a. Name : 
   b. Designation : 
   c. Firm : 
   d. Address : 
   e. Telephone Number : 
   f. Fax Number : 
   g. Mobile Number : 
   h. E-Mail Address :

7. In case of Consortium:
   Information above (1-4) should be provided for all the members of the Consortium and information regarding role of each member should be provided as per table below:

<table>
<thead>
<tr>
<th>Sl.No.</th>
<th>Name of the Member</th>
<th>Role (Lead Member or Other Member)</th>
</tr>
</thead>
<tbody>
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</table>
Appendix V-3

V.3 Format for Submission of Experience
(To be provided separately for each evaluation parameters given in the paragraph IV-2 of Chapter IV)

Using the format below, provide information on each reference assignment for which your entity was engaged either individually as a corporate entity or as one of the consortium.

Reference Parameter for which the project experience is claimed
Name of the Assignment:
Name of the Client & Address:
Country, Location within Country
Approx. Value of Services in Indian Rupees*
Start Date, Completion Date and duration of assignment (Month/Year),
Professional Staff Provided by Your entity(profiles):
Name of Associated Consultants, if any:
Narrative Description of Project and Project cost:
Description of Actual Services Provided by Your Staff:

* For the purpose of consultancy value of the completed assignments, the amount shall be stated in INR.

The specific experience information in the above format should be provided separately for each of the parameter such as

i) Experience in preparation of Detailed Project Reports/Detailed Feasibility Reports/ Master Planning for the development of Solar Thermal Power Plants/ Solar thermal Hybrid Power Plants
ii) Experience in preparation of Detailed Project Report/Detailed Feasibility Reports for setting up Solar Thermal desalination facility
iii) Experience as PMC/EPC for any solar power project/ solar hybrid project/solar thermal desalination project
Appendix V-4

V. 4 Description of the Methodology and work plan for performing the Assignment

Description of the methodology

Please explain your understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output, and the degree of detail of such output. You should highlight the problems being addressed and their importance, and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.

Present and justify here any modifications or improvement to the Terms of Reference you are proposing to improve performance in carrying out the assignment (such as deleting some activity you consider unnecessary, or adding another, or proposing a different phasing of the activities). Such suggestions should be concise and to the point, and incorporated in your Proposal.

Work Plan

You should propose the main activities of the assignment, their content and duration, phasing and interrelations, milestones (including interim approvals by the Client), and delivery dates of the reports. The proposed action plan should be consistent with the technical approach and methodology, showing understanding of the TOR and ability to translate them into a feasible working plan. A list of the final documents, including reports, drawings, and tables to be delivered as final output, should be included here.
V. 5 Team Composition and Task Assignments

1. **Technical/ Managerial Staff**

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Name</th>
<th>Position</th>
<th>Task</th>
<th>Proposed Number of Man days</th>
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</thead>
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</table>

2. **Support Staff**

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<thead>
<tr>
<th>Sl. No.</th>
<th>Name</th>
<th>Position</th>
<th>Task</th>
<th>Proposed Number of Man days</th>
</tr>
</thead>
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</table>
V. 6 Format of Curriculum Vitae (CV) for submission of details on the Domain Expertise and competence of Key staff

1. Proposed Position:
2. Name of Firm:
3. Name of Staff:
4. Profession:
5. Date of Birth:
6. Years with Firm/Entity: Nationality:
7. Membership in Professional Societies:
8. Detailed Tasks Assigned:
9. Key Qualifications:
   [Give an outline of staff member’s in-depth and successful experience and training most pertinent to tasks on assignment. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations, Reference projects, Client’s acknowledgments of successful completion of projects. Use about half a page.]
10. Education:
   [Summarize college/university and other specialized/management/professional education of staff member, giving names of schools, dates attended, and degrees obtained. Use about one quarter of a page.]
11. Employment Record:
   [Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments. For experience in last ten years, also give types of activities performed and Client references, where appropriate. Use about three quarters of a page.]
12. Languages:
   [For each language indicate proficiency: excellent, good, fair, or poor; in speaking, reading, and writing]
13. Certification:
I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.
   [Signature of staff member and authorized representative of the Firm]Day/Month/Year
Full name of staff member:__________________________________
Full name of authorized representative: ___________________________

The information should cover for each parameter as below
i) Exposure of the Key staff(s) to Global Solar Power Sector/Desalination
ii) Experience in Financial advisory/EPC/PMC on Solar Power projects.
iii) Ability to drive
## V.7 Activity (Work) Schedule

### A. Activity schedule:

The assignment to be carried out may be broken up into several activities/components sequencing in relation of the Scope of Work.

<table>
<thead>
<tr>
<th>Sl No</th>
<th>Name of the work</th>
<th>1st week</th>
<th>2nd</th>
<th>3rd</th>
<th>4th</th>
<th>5th</th>
<th>6th</th>
<th>7th</th>
<th>8th</th>
<th>9th</th>
<th>.....</th>
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</tbody>
</table>

### B. Completion and Submission of Reports:

<table>
<thead>
<tr>
<th>Reports</th>
<th>Program: (Date)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Preliminary Report</td>
<td></td>
</tr>
<tr>
<td>2. Interim report</td>
<td></td>
</tr>
<tr>
<td>3. Draft Report</td>
<td></td>
</tr>
<tr>
<td>4. Final Report</td>
<td></td>
</tr>
</tbody>
</table>
V.8 Format of Bank Guarantee for Performance Security
(To be stamped in accordance with Stamp Act)

(Name of Bank) ........hereby agree unequivocally and unconditionally to pay at Chennai within 48 hours on demand in writing from the Tamilnadu Industrial Development Corporation Limited (TIDCO) or any Officer authorized by it in this behalf, of any amount upto and not exceeding Rs. ...(Rupees........only) (an amount equivalent to 10% of the awarded Lump sum Fees) to the said Tamilnadu Industrial Development Corporation Limited on behalf of ......., (hereinafter referred to as Bidder) who have undertaken to TIDCO for preparing Detailed Feasibility Report for Solar Thermal Hybrid Power Plant with desalination facility Project.

This guarantee is irrevocable and shall be valid and binding on this Bank upto and including (date corresponding to three months from the date of execution of the Agreement) and shall not be terminable by notice or any change in the constitution of the Bank or the form 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, concerned or agreed with or without our knowledge or consent, by or between parties to the said within written contract.

In case any dispute arising out of or in connection with the encashment of Bank Guarantee, the courts in Chennai will have jurisdiction.

We ............(name of the Bank) do hereby irrevocably undertake to, without any reference to the Bidder or any other person and irrespective of the fact whether any dispute is pending between TIDCO and the Bidder before any court or tribunal or arbitrator relating thereto, pay the amount due any payable under this guarantee without any demur, merely on a demand from TIDCO stating that the amount claimed is due by way of loss suffered by reason of any breach by the said Bidder of any the terms and conditions contained in the said RFP and other communications or by reason of the said Bidder’s failure to perform the covenants of the same. Any such demand made on the Bank shall be conclusive, absolute and unequivocal as regards the amount due and payable by the Bank under this guarantee.

Place:
Date: 

Signature

For

Banker’s Rubber Seal and Full Address
V. 9 Format for Earnest Money Deposit

(in the letter head of the bidder/ lead member of the Consortium)

To
The Chairman & Managing Director
Tamil Nadu Industrial Development Corporation Ltd
19- A, Rukmini Lakshmipathy Road
Egmore, Chennai – 600 008.

Tamil Nadu

Sub: Proposal for Preparing Detailed Feasibility Report for Solar Thermal Hybrid power plant with desalination facility project – Earnest Money Deposit

Ref: Request for Proposal issued by TIDCO.

We herewith enclose the Demand Draft for the value of Rs 3,00,000/. (Rs. Three lakhs only) bearing number. ******* dtd ****** drawn from ******* Bank towards Earnest Money Deposit (EMD) for the selection of Consultant for Preparing Detailed Feasibility Report for Solar Thermal Hybrid power plant with desalination facility project

2. We understand that
   i) The EMD of the successful bidder will be retained as retention money which will be released after the completion of the assignment.
   ii) The EMD of the unsuccessful bidders will be returned after completion of the selection process
   iii) The EMD shall be forfeited if we withdraw our bid during the period of bid validity or if we fail to take up the work after issue of Letter of Award, in the case of we become successful bidder
   iv) TIDCO will not accept any proposal received without the EMD as prescribed

Yours Sincerely
by the hand of Mr.-------------------(name of authorized signatory)
V.10 Financial Proposal Submission- Format

From: (Name & Address of the Consulting Agency)

To: The Chairman & Managing Director
Tamilnadu Industrial Development Corporation Ltd
19-A, Rukmini Laksmipathy Road
Egmore, Chennai- 600 008

Dear Sir,

Sub: Appointment of consultant for preparing Detailed Feasibility Report for establishing 50 MW solar Thermal power plant with 15 MLD desalination project- Financial Proposal submission

1. We, the undersigned offer to provide the consulting services for the above in accordance with your Request for Proposal dated xxxxx and our proposal (technical and financial proposal) dated xxxxx. Our attached financial proposal is for the sum of Rs. (Figs) (Rupees. Words only/-). This amount includes all applicable taxes including local taxes (Rupees. words only/-) and exclusive of the Applicable Service Taxes.

2. Our financial proposal is binding upon us and subject to the modifications resulting from contract negotiations, up to expiration of validity period of the proposal, i.e. date xxx.

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

4. We understand you are not bound to accept any proposal you receive.

| Lump sum fee for providing services including out of pocket expenses and all other expenses, net of taxes complete but excluding service tax. | Fee in Rs. figure. (Rupees in words) |

Yours sincerely,

Authorized Signature:
Name and Title of Signatory:
Name of the Firm:
Address:
V.11 Format for Consortium Agreement

THIS CONSORTIUM AGREEMENT is executed on this _____day of _____at ______(hereinafter referred to as the “Agreement”).

By and Between

----------, a legal entity incorporated under the laws of India or Abroad and having its registered office at --------- (hereinafter called the “Lead Consortium Member”, which expression shall include its successors, executors and permitted assigns) of the First Part;

AND

----------, having its registered office at --------- (hereinafter called the “Consortium Member”, which expression shall include its successors, executors and permitted assigns) of the Second Part. (Members to insert names of all other members of the group)

(Lead Consortium Member and Consortium Member shall hereinafter be collectively referred to as the “Members” and individually as the “Member”, as the context may require)

WHEREAS the Members have agreed to enter into this Agreement for forming a Bidding Consortium to participate in the Bid invited by TIDCO for Selection of Consultant for Preparation of Detailed Feasibility Report for establishing Solar Thermal Power Plant with Desalination Facility hereinafter referred to as “Assignment”) and execute the Assignment on being selected as the Successful Bidder;

AND WHEREAS the Members wish to record herein their terms and conditions governing their mutual cooperation to coordinate their efforts for the aforesaid purposes and record their broad understanding in this Agreement.

NOW, THEREFORE, IN CONSIDERATION OF THE PREMISES, THE AGREED MUTUAL COVENANTS OF THE MEMBERSRecorded herein, and for other good and valuable consideration, the Members record their agreed terms and understanding as follows:

1. PURPOSE

The Members have entered into this Agreement to form the Bidding Consortium and to submit their Bid to TIDCO in relation to the assignment and execute the assignment on
being declared as the Successful Bidder as per for the terms and conditions, specifications and other obligations to be agreed with TIDCO.

2. **ROLES AND RESPONSIBILITIES OF MEMBERS**

   a) **Role and Responsibilities of Lead Member is as under:**

   1. The Lead Member shall act as Bidder under this Invitation of Bid.

   2. The Lead Member shall be fully competent and authorized on behalf of the consortium to sign and submit the bid, offer any clarification to the bid as & when required by TIDCO, discuss and negotiate any aspect of the bid including the price and structure of the assignment.

   3. Lead Member of the consortium shall be fully competent and authorized to enter into and sign any agreement with TIDCO for any aspect under Tender The Lead Member shall also be fully authorized to nominate a person to sign the bid and all related documents.

   4. The Lead Member shall be responsible for all financial aspects of the Bid including furnishing securities (EMD/ Bid Security & Performance Security) for execution, etc under above mentioned Tender.

   5. The Lead Member shall also be responsible for all liaison activities with all agencies including TIDCO, Government of Tamilnadu and Government of India, etc.

   6. The Lead Member shall be fully competent and authorized to incur liabilities and receive instructions on behalf of the consortium and its members. The Lead Member shall also be fully authorized and competent for entire execution of the agreement including to receive payments there under. All such actions of the Lead Member shall be deemed to be on behalf of the consortium.

   7. The Lead Member shall also be liable and be responsible for all financial, legal, environmental, technical, etc aspects, liabilities and consequences of the assignment on behalf of the consortium in their capacity as Lead Member of the Bidding Consortium.

   b) **Responsibilities and Role of Consortium Members is as under:**

   1. The Consortium Members shall provide all technical input. The Consortium member shall ensure the satisfactory performance of all the activities for TIDCO w.r.t this assignment.
2. The Consortium members shall lend and allow its experience and support for TIDCO to meet its desired requirement. However, the Consortium members are indemnified from any Liabilities arising from the mentioned Tender and the Lead Member shall ensure and meet all the liabilities/executions.

3. The role of Consortium members shall be further refined and mutually discussed and decided.

3. AUTHORISED REPRESENTATIVE
   Lead Consortium Member shall nominate the authorized representative in its dealing with TIDCO and to perform all tasks including but not limited to providing information, responding to enquiries, signing of bid, etc.

4. AMENDMENTS
   This Agreement sets forth the entire understanding of the Members hereto with respect to the subject matter hereof and may not be amended or modified except in writing signed by each of the Members.
   All capitalized words and expressions used in this Agreement but not defined herein shall have the same meaning as ascribed to them in the Bid Documents.

IN WITNESS WHEREOF, the Members to the Agreement have, through their authorized representatives, executed these present on the day, month and year first mentioned above.

1. For
   (Lead Consortium Member)
   Signature
   Name :
   Designation :
   Date :

2. For
   (Consortium Members)
   Signature
   Name :
   Designation :
   Date :

3. For
   (Consortium Members)
   Signature
   Name :
   Designation :
   Date :

WITNESS:
1.
2.
Chapter- VI

Instructions to Bidders

VI.1 General

i. This Request for Proposal (RFP) document is issued for the purpose of selection of a reputed and capable Consulting Agency / consortium for preparing Detailed Feasibility Report (DFR) for establishing Solar Thermal Hybrid Power Plant with Desalination Facility.

ii. TIDCO invites the Consulting Agencies/ consortium of Consulting Agencies to submit a Technical Proposal and a Financial Proposal in the prescribed formats as specified elsewhere in this RFP document for the services required.

iii. The name, address and telephone numbers of TIDCO official is: Thiru. B. Elangovan, General Manager, Tamilnadu Industrial Development Corporation Limited, 19-A, Rukmini Lakshmipathi Salai, Egmore, Chennai - 600 008; Phone: +91-044-28553933; Fax: 91-044-28553729; email: cmd.tidco@nic.in

iv. The Bidder may form a consortium in their respective areas of expertise and render the consultancy to prepare/submit a Detailed Feasibility Report.

Requirements for a Consortium

v. Proposals submitted by a Consortium should comply with the following additional requirements:

a. The number of members in a Consortium would be limited to four members including the Lead Member. The Lead member should be a legal entity and should have completed assignments w.r.t preparation of feasibility study/ DPR or providing Advisory / Project Management services / project execution of solar thermal power project or solar desalination project.

b. The proposal should contain the information on the members required and also include a description of the roles and responsibilities of the members;

c. A Bidder who has applied for a Project in its individual capacity or as part of a Consortium cannot participate as a member of any other Consortium applying for the project;
d. The consortium may be led by a Leader (Bidder) having done an Agreement with all their associates as set out in the format given as Appendix V-11 and submit the same with the Proposal.

e. TIDCO shall only deal with the Leader, while all associates with the Leader as per submitted agreement shall be liable towards the leader for the assignment/s as awarded.

vi. TIDCO will select a Consulting Agency among those who submitted the proposals in accordance with the selection criteria indicated in this RFP document.

vii. The Proposal will be the basis for contract negotiations and the Letter of Award (LoA).

viii. The Consultants must familiarize themselves with local conditions and take them into account in preparing their Proposals. To obtain first-hand information on the Assignment and on the local conditions, consultants may interact the official named above to obtain any relevant / additional information on the assignment before submitting a Proposal.

VI.2 Cost of Preparation of the Proposals

i. The costs of preparing the proposal and of negotiating the contract, including visits to TIDCO, are not reimbursable as a direct cost of the Assignment; and TIDCO is not bound to accept any of the Proposals submitted.

ii. TIDCO reserves the right to accept or reject any bid, and to annul the bidding process and reject all bids, at any time prior to the award of Contract, without thereby incurring any liability to the affected bidder or bidders or any obligation to inform the affected bidder or bidders of the grounds for TIDCO’s action.

iii. TIDCO also reserves the right to terminate the contract on the grounds of negligence of obligations as per the accepted bid conditions or any other reasons not attributable to TIDCO and on account of any Force Majeure events that may be decided solely at the discretion of TIDCO. In such cases the compensation shall be restricted up to the amount paid by TIDCO and no claim whatsoever for any compensation shall be entertained by TIDCO.
VI.3 Cost of RFP document

i. The cost of this RFP document is Rs.10000/- (Rupees Ten Thousand only). This RFP document can be obtained from TIDCO on payment of non-refundable fee of Rs. 10000./-(Rupees Ten Thousand Only) by way of demand draft drawn in favour of TIDCO in any scheduled bank payable in Chennai.

ii. Alternately, the RFP document can be downloaded from www.tidco.com and in such cases, the bidders will be required to pay the non-refundable fee as mentioned above at the time of submission of proposals.

iii. Any proposal not accompanied by the DD towards the cost of the RFP document shall be rejected as non-responsive

VI.4 Pre- Bid Meeting

i. A pre- bid meeting will be held on 14.11.2014 at 3 PM at TIDCO office. Any change in date and venue of the pre-bid meeting will be duly intimated to the bidders or uploaded in TIDCO website.

VI.5 Clarification and amendment to RFP documents

i. Consultants may request clarifications on the RFP document. Any request for clarification must be sent in writing by paper mail, cable, telex, facsimile, e-mail to TIDCO’s address. TIDCO will respond by cable, telex, facsimile, or e-mail to such requests and will send copies of the response (including an explanation of the query, but without identifying the source of inquiry) to all bidders.

ii. In case the bidders want the queries to be answered in pre-bid meeting, the queries/clarification should be sent to TIDCO before 13.11.2014.

iii. At any time before the submission of Proposals, TIDCO may, for any reason, whether at its own initiative or in response to a clarification requested by an invited Consulting Agency, modify the RFP documents by amendment. Any amendment shall be issued in writing through addenda. Addenda shall be sent by mail, cable, telex, facsimile, or electronic mail to all bidders.

iv. TIDCO may at its discretion extend the deadline for the submission of Proposals.
VI.6 Preparation of Proposal

i. Consultants are requested to submit a Proposal written in the English language.

ii. Consultants are advised to visit the proposed project location in Vallinokkam salt complex, Ramanathapuram district before submission of a proposal. The location maps, is available with TIDCO for reference. The costs and liabilities if any and arising out of such visits by the consultants are not reimbursable by TIDCO.

iii. Proposals must remain valid for 90 days after the submission date.

iv. Consultants must submit one original and one additional copy of their proposal. Each Technical Proposal and Financial Proposal should be marked “Original” or “Copy” as appropriate. If there are any discrepancies between the original and the copies of the Proposal, the original governs.

v. The outer envelope should be super scribed as: “Proposals for consultancy assignment for preparing Detailed Feasibility Report for establishing Solar Thermal Power plant with Desalination project”.

vi. The completed Technical and Financial Proposal must be put in separate sealed covers and both together in an outer cover and submitted before due date and time. Any Proposal received after the closing time for submission of proposals shall be returned unopened.

vii. After the deadline for submission of proposals, first the Technical Proposal shall be opened immediately by TIDCO.

VI.7 Proposal Evaluation

i. The committee constituted by TIDCO would evaluate the proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria, sub criteria and point system specified. -From the time the bids are opened to the time the contract is awarded, if any consultant wishes to contact TIDCO on any matter related to its proposal, it should do so in writing. Any effort by the Consulting Agency to influence TIDCO in TIDCO’s proposal evaluation, proposal comparison or contract award decisions may result in the rejection of the consultant’s proposal.

ii. Evaluators of Technical Proposals shall have no access to the Financial Proposals until the technical evaluation is concluded.
iii. TIDCO would evaluate the proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria, sub criteria and point system specified. Each responsive proposal will be given a technical score. A proposal shall be rejected at this stage if it does not respond to important aspects of the Terms of Reference or if it fails to achieve the minimum technical score.

iv. The Financial Proposals of only those consultants who have scored the minimum marks in the technical proposals shall be opened.

v. The Financial Proposals will be opened publicly in the presence of the consultants’ representatives who choose to attend. The name of the consultant, the quality scores, and the proposed prices will be read aloud and recorded when the Financial Proposals are opened.

vi. Once the financial proposals are evaluated, a combined evaluation of the technical and financial proposals is carried out by weighting and adding the quality and the cost scores. Thereafter, the consultant receiving the highest combined score is invited for negotiations.

VI.8 Negotiations

i. Negotiations will be held at TIDCO. The aim is to reach agreement on all points and sign a contract. Negotiations will include a discussion of the Technical Proposal, the proposed methodology (work plan), staffing and any suggestions made by the Consulting Agency to improve the Terms of Reference. TIDCO and Consulting Agency will then work out final Terms of Reference, staffing, and bar charts indicating activities, staff, periods in the field and in the home office, staff-months, logistics, and reporting. The agreed work plan and final Terms of Reference will then be incorporated in the “Description of Services” and form part of the contract. Special attention will be paid to getting the most the Consulting Agency can offer within the available budget and to clearly defining the inputs required from TIDCO to ensure satisfactory implementation of the Assignment.

ii. Having selected the Consulting Agency, TIDCO expects to negotiate a contract on the basis of the experts named in the Proposal. Before contract negotiations, TIDCO requires assurance that the experts will be actually available. TIDCO will not consider
substitutions during contract negotiations unless both parties agree. If this is not the case and if it is established that key staff were offered in the proposal without confirming their availability, the Consulting Agency may be disqualified. If negotiations fail, TIDCO will invite the next ranked bidder to negotiate the contract.

VI.9 Award of Contract

i. A Letter of Award (LOA) will be issued followed by the negotiations. After issuance of LOA is completed, the consultant is expected to commence the Assignment immediately after acceptance of the LOA.

VI.10 Confidentiality

i. Information relating to evaluation of proposals and recommendations concerning awards shall not be disclosed to the consultants who submitted the proposals or to other persons not officially concerned with the process, until the winning Consultant has been notified that it has been awarded the contract.
ii. Disclaimer

The information contained in this Request for Proposal (“RFP”) document or subsequently provided to Bidders, whether verbally or in documentary form by or on behalf of the Tamil Nadu Industrial Development Corporation Ltd (TIDCO) or any of their employees or advisors (collectively referred to as “TIDCO Representatives”), is provided to the Bidders on the terms and conditions set out in this RFP document and any other terms and conditions subject to which such information is provided. This RFP document is not an agreement and is not an offer or invitation by TIDCO Representatives to any other party. The purpose of this RFP document is to provide interested parties with information to assist the formulation of their Proposal.

This RFP document does not purport to contain all the information each Bidder may require. Certain Bidders may have a better knowledge of the proposed assignment and project than others. Each Bidder should conduct its own due diligence, investigations and analysis and should check the accuracy, reliability and completeness of the information in this RFP document and obtain independent advice from appropriate sources. TIDCO Representatives make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the RFP document and concerned with any matter deemed to form part of the RFP Document, the award of the assignment, the information and any other information supplied by or on behalf of TIDCO or otherwise arising in any way from the selection process.

The prospective Bidder will be responsible for all obligations to its staff, their payments, complying with the labour laws, minimum wages Act and any other Act relevant for the working of the Bidder’s staff. Under no circumstances, TIDCO will be responsible for any non-compliance with statutory requirements of the bidder’s staff.

TIDCO may in their absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this RFP document from time-to-time, after intimating the same to the Bidders. TIDCO reserve the right to accept or reject any or all proposals without giving any reasons. The bidding process shall be governed by the laws of India and courts at the State of Tamil Nadu will have jurisdiction over the matter concerning and arising out of RFP document.