



SECTION IV - PQC & EVALUATION CRITERIA

REQUEST FOR PROPOSAL (RFP) FOR EPC PACKAGE FOR DESIGN, ENGINEERING, SUPPLY, CONSTRUCTION, TESTING & COMMISSIONING OF POOLING SUBSTATION AND ASSOCIATED POWER EVACUATION SYSTEM FOR:

Group A: 300 MW (220kV ISTS) SOLAR PROJECT IN THE VICINITY OF MORENA PS, DISTRICT SHEOPUR, MADHYA PRADESH, INCLUDING 5 YEARS OF COMPREHENSIVE OPERATION AND MAINTENANCE

AND

Group B: 100 MW (66kV InSTS) SOLAR PROJECT IN THE VICINITY OF SISRANA GETCO SS, DISTRICT BANASKANTHA, GUJARAT, INCLUDING 5 YEARS OF COMPREHENSIVE OPERATION AND MAINTENANCE

RFP NO.: TeCL/CC/PSS/2026-27/03


Issued by

Terra Clean Limited

(Procurement & Contracts Section)

10th floor, Office Block 2, NBCC Commercial Complex, East Kidwai Nagar

New Delhi - 110 023


Bid No:	TeCL/CC/PSS/2026-27/03
	REQUEST FOR PROPOSAL FOR EPC PACKAGE FOR DESIGN, ENGINEERING, SUPPLY, CONSTRUCTION, TESTING & COMMISSIONING OF POOLING SUBSTATIONS AND ASSOCIATED POWER EVACUATION SYSTEMS, INCLUDING 5 YEARS OF COMPREHENSIVE O&M

1 GENERAL


Bidders participating in the RfP will be required to meet the following eligibility criteria (as applicable).

- 1.1 The Bidder shall be defined as per Definitions section of Section V - SCOPE OF WORK(SOW).
- 1.2 The Bidder or any of its Affiliates should not be a willful defaulter to any lender, and that there is no major litigation pending or threatened against the Bidder or any of its Affiliates which are of a nature that could cast a doubt on the ability or the suitability of the Bidder to undertake the Project. The Bidder shall submit an undertaking to this effect (Annexure 26).
- 1.3 Acceptance of PQC documents of related / unrelated parties shall be as follows:


SN	Scenario	Financial credentials	Techno-commercial Experience Criteria
a.	A New Entity formed as a result of merger of two entities and the earlier entity cease to exist	New Entity can use previous financial credentials of any of the merged companies till 7 years from the date of such merger or of its own.	New Entity can use experience of any of the merged companies till 7 years from the date of such merger or of its own.
b.	(i) An entity (A, which is the bidder) takes over another entity (B) and B ceases to exist	(i) Bidder can use previous financial credentials of company taken over by bidder or of its own.	(i) Bidder can use previous experience of company taken over by bidder.
	(ii) An entity (A, which is a bidder) takes over another entity (B) partially and the said part of entity (B) vertical specific business vertical of B ceases to exist.	(ii) Bidder cannot use previous financial credentials of specific business vertical of company taken over by bidder.	(ii) Bidder can use previous experience of the business vertical which has been taken over by bidder (not entire experience of entity B).

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SN	Scenario	Financial credentials	Techno-commercial Experience Criteria
c.	Parent company (bidder) using the credentials of its subsidiary/ affiliate.	Financial credentials of the bidding entity.	Parent company can use the credentials of its subsidiary. Additional surety may be taken from parent and subsidiary for joint and several responsibilities.
d.	Indian subsidiary (bidder) using the credentials of its Foreign Principals/ Foreign Parent Company	Financial credentials of only the bidding entity shall be used.	Technical Credentials of the Foreign Principals can be used. However, the foreign principal shall be required to furnish a legally enforceable undertaking that they shall be jointly and severally liable, along with the bidder, for the successful execution of the order, if awarded.
e.	Demerger of an entity B from another entity A by virtue of Corporate restructuring exercise	Demerged entity can use the credentials of original/ parent entity (based on the merit and circumstances of the cases like type of procurement, nature of demerger, number of eligible bidders available etc) to satisfy the eligibility criteria in the tender for 5 years from the date of incorporation of the new entity.	Demerged entity can use the credentials of original/ parent entity to the extent of demerger scheme as approved by the competent authority and subject to verification (based on the merit and circumstances of the cases like type of procurement, nature of demerger, number of eligible bidders available etc) to satisfy the eligibility criteria in the tender for 5 years from the date of incorporation of the new entity. (However, same experience cannot be used by the original entity).

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SN	Scenario	Financial credentials	Techno-commercial Experience Criteria
f.	If Joint Venture company is the bidder	To be considered as sole bidder.	To be considered as sole bidder.
g.	A new entity formed has taken over all the assets and liabilities of the proprietorship concern or partnership firm wherein one or more of the Directors of the new entity were the proprietor or partners and the erstwhile proprietorship concern/ partnership firm has ceased doing business after taking over of the business by the new entity.	The new entity can use the financial credentials of the erstwhile proprietorship concern/ partnership firm.	The new entity can use the experience of the erstwhile proprietorship concern/ partnership firm.
h.	The constitution of Proprietorship concern changes to partnership concern and erstwhile proprietorship concern has ceased doing business after the change of constitution.	The partnership concern can use the financial credentials of the erstwhile proprietorship concern, provided that the proprietor of the erstwhile proprietorship concern is a majority partner (having more than 50% controlling stake) in the newly formed partnership concern.	The partnership concern can use the experience of the erstwhile proprietorship concern, provided that the proprietor of the erstwhile proprietorship concern is a majority partner (having more than 50% controlling stake) in the newly formed partnership concern.


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2 PRE-QUALIFICATION CRITERIA (PQC)

- 2.1 The Pre-Qualification Criteria (PQC) applicable for this tender shall be as specified in the Notice Inviting Tender (NIT).

3 EVALUATION CRITERIA

- 3.1 This e-public tender is invited under two bid system with Reverse Auction on percentage basis.
- 3.2 Bidders may submit their offer for **Group A**, **Group B**, or for **both Groups**, depending on the Groups in which they intend to participate. If a bidder participates in more than one Group, Bidders shall be required to quote as the same bidding entity (as allowed in the tender) in both the groups, wherever they are participating. The same bidder participating as a multiple bidding entity in different groups of the same tender shall be rejected.
- 3.3 Each bidder can submit only one bid. In one Bid (BoQ), 02-line items shall be given (one for each Group). Bidders must quote in the respective BoQ line item for their opted Group/Groups.
- 3.4 Bidders are required to quote percentage above or below or not quoted as given in the rate schedule. For quoting the rate “at par” bidder to select excess option and quoted % will be “ZERO” in such case.
- 3.5 The quoted rate in percentage is applicable equally on all items of Schedule of Rates (SOR) provided for the respective Group/Groups in PDF Format in the tender document.
- 3.6 **Evaluation of Techno commercial Bids**
- 3.6.1 Evaluation of techno commercial bids shall be carried out based on the documents submitted by the bidders in their Techno commercial Bids and subsequent clarifications/documents submitted by the bidders during evaluation of bids. Such onus of providing necessary documents lies with the Bidder to sufficiently prove the requirements and experience criteria mentioned in the RfP.
- 3.6.2 Evaluation would be done based on submitted documents and in case required, only additional supporting documents/ clarifications within fixed time frame would be sought from the bidders under technical evaluation stage. Owner or its representatives reserve the right to complete the evaluation based on the details furnished by the bidder in their bid, with or without seeking any additional supporting documents/ clarifications. The evaluation of bidders shall be done based on the documents submitted
- 3.6.3 The Bidder(s) shall be declared as Techno commercially qualified provided that their bids are substantially responsive and other terms and conditions as specified in this

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RfP document. The Price Bids of only those Bidders who are techno commercially qualified as per the criteria mentioned above.

- 3.6.4 Notwithstanding any other condition / provision in the tender documents, bidders are required to submit complete documents pertaining to Pre-Qualification Criteria (PQC) along with their offer. Owner reserves the right to complete the evaluation, with or without seeking any additional supporting documents / clarifications.

3.7 Evaluation of Price Bids


- 3.7.1 Price bids shall be opened for techno-commercially qualified bidders for individual groups. Qualified bidders, quoting lowest price in each of the groups after reverse auction will be declared as L-1, L-2, L-3 and so on, in increasing order of their quoted price. Even if the bidder has quoted in multiple groups, where a bidder is individually qualifying, such bidder's price bid(s) shall be opened for all such groups, whether or not such bidder is qualifying for multiple groups in combination.

- 3.7.2 Price bid evaluation shall be done on the overall landed cost basis to the Owner. After e-Reverse Auction (e-RA) is concluded, a cost-matrix will be prepared based along with the Price Comparative Statement (PCS) on techno-commercially eligible bidders i.e. identification of bidders as L-1, L-2 etc. in the following manner:

- a. If a bidder is L-1 in only one group, it will be considered for being awarded the said group.
- b. If it is observed that a bidder is L-1 for more than one group (i.e., both Group A & B) for which the bidder is also techno-commercially eligible when taken together, those groups will be considered for being awarded to the bidder. If a bidder is L-1 in both groups but does not meet the pre-qualification criteria for both groups taken together or cannot be awarded for both groups due to restrictions as per tender conditions; L-2 (or even L-3) shall become deemed L-1 for such groups. The bidders to be considered for award of such groups will be decided based on least cost combination to Owner from such groups. A detailed matrix considering the L-1/ deemed L-1 bidders (where L-1 becomes ineligible) for both groups shall be prepared to arrive at the least cost.
- c. In consonance with the above, while placing orders, for offer(s) on the least cost option from multiple groups, the work of any group may be awarded to L-1/ deemed L-1 bidder in the group.


- 3.7.3 Bidders are informed that Reverse Auction will be conducted for each Group separately for finalizing this Tender.

- 3.7.4 If there are more than three (3) techno-commercially acceptable bids in an individual group, a bidder having the highest quote (H1 bidder) in such particular group shall be rejected.

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- 3.7.5 In case of more than one H1 bidders (H1 tie), latest bid received (bidder whose bid is received at the last) out of all H1 bidders will be rejected as per provisions mentioned above.
- 3.7.6 An intimation by mail/SMS shall be provided to the eligible bidders for Reverse Auction.
- 3.7.7 The lowest price as well as bidder's latest price shall be available on the Reverse Auction screen at any point of time during the Auction process. This displayed price is the evaluated price based on which the lowest bid is determined as per evaluation criteria of BOQ / Tender Terms & conditions. Accordingly, the bidder will put his quote in the Auction window if he wants to offer the reduced price considering the evaluation criteria as per Price Bid (BoQ) / Tender Terms & Conditions.
- 3.7.8 Wherever required, the Evaluation factor/criteria shall be informed to the bidders before start of RA. In other cases, the bidder shall calculate his final evaluated price as per BOQ or evaluation criteria mentioned in the tender document and quote accordingly.
- 3.7.9 The lowest quote after end of Reverse Auction shall be considered for further processing for each Group.
- 3.7.10 For the purpose of extending any preference /benefit as per guidelines, the latest quote of respective bidder(s) during the tender-cum-auction process shall be considered.
- 3.7.11 TeCL reserves the right to conduct price negotiation with overall L1 bidder based on outcome of RA.
- 3.8 **Illustrative Example**
- 3.8.1 For illustration purposes, the minimum requirement of Annual Turnover for various group (s) are as follows:

Description	Group A	Group B	Group A & B
	(A)	(B)	(A + B)
Annual Turnover (₹ Cr)	24	15	39

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3.8.2 Step 1: Assessment of Bidder Qualification Criteria

SN	Bidders	PQC - Commercial (Details submitted by Bidders satisfies Clause 11.1 of NIT)	PQC - Technical (Details submitted by Bidders satisfies Clause 11.2 of NIT)		Qualified Group (s)	Remarks
		Highest Annual turnover in preceding three (3) financial years (in ₹ Cr)	Group A	Group B		
1.	Bidder B1	50	Yes	auto qualified as per tender conditions*	A & B (i.e., A + B) Combined	Bidder technically and commercially qualifies both groups. Hence, bidder's price bid for both Group A & Group B shall be opened.
2.	Bidder B2	25	-	Yes	Only B	Bidder technically qualifies for only group B but commercially qualifies for either Group A or Group B individually. Hence, bidder's price bid for only Group B shall be opened.
3.	Bidder B3	35	Yes	auto qualified as per tender conditions*	A or B individually	Bidder technically qualifies for both groups but commercially qualifies for either Group A or Group B individually. Hence, bidder's price bid for both Group A & Group B shall be opened.
4.	Bidder B4	30	Yes	auto qualified as per tender conditions*	A or B individually	Bidder technically qualifies for both groups but commercially qualifies for either Group A or Group B individually. Hence, bidder's price bid for both Group A & Group B shall be opened.


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SN	Bidders	PQC - Commercial (Details submitted by Bidders satisfies Clause 11.1 of NIT)	PQC - Technical (Details submitted by Bidders satisfies Clause 11.2 of NIT)		Qualified Group (s)	Remarks
		Highest Annual turnover in preceding three (3) financial years (in ₹ Cr)	Group A	Group B		
5.	Bidder B5	14	-	Yes	Nil	Bidder technically qualifies for only group B, but commercially did not qualify for any group. Hence, bidders price bid shall not be opened.

**Subject to submission of valid bids as per tender conditions.*

Notes:

- i. The total number of technically and commercially qualified bidders for Group A is three (3), namely Bidder B1, Bidder B3, and Bidder B4. Since the number of valid bids are not more than three, the H1 bidder shall not be eliminated prior to Reverse Auction, in accordance with the tender provisions.
- ii. The total number of technically and commercially qualified bidders for Group B is four (4), namely Bidder B1, Bidder B2, Bidder B3, and Bidder B4. Since the number of valid bids are more than three, the H1 bidder shall be eliminated prior to Reverse Auction, in accordance with the tender provisions. For the purpose of this illustration, Bidder B1 is assumed to be the H1 bidder for Group B. Hence, B1 shall be eliminated from participation in the Reverse Auction for Group B.

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3.8.3 Step 2: e-Reverse Auction Conclusion

Group	L1 Bidder	L1 Price	L2 Bidder	L2 price	L3 Bidder	L3 price
A	Bidder 3	₹ 48 Cr	Bidder 1	₹ 50 Cr	Bidder 4	₹ 55 Cr
B	Bidder 3	₹ 25 Cr	Bidder 2	₹ 28 Cr	Bidder 4	₹ 30 Cr

3.8.4 Step 3: Least cost Combination Analysis considering Bidder B3 can be awarded only one Group based on the qualification table.

Option	Group A	Group B	Cumulative cost
1	Bidder B3 (L1)	Bidder B2 (L2)	48 + 28 = ₹ 76 Cr
2	Bidder B1 (L2)	Bidder B3 (L1)	50 + 25 = ₹ 75 Cr

3.8.5 Step 4: Final Award Summary

Group	Awarded to	Award price	Basis
A	Bidder B1	₹ 50 Cr	Deemed L1
B	Bidder B3	₹ 25 Cr	L1


Note:

- (i) Since Bidder B3 does not commercially qualify cumulatively in both Group A & Group B, even though the price bids have been opened for both groups, for the purpose of award of job, only one group has been considered.

4 Issuance of LoA:

- 4.1 At the end of selection process, Letters of Acceptance (LoA) will be issued to the Successful Bidders for each group.

5 Methodology:

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5.1 The entire methodology for awarding work to the Contractor is tabulated below

SN	Process	Responsibility
a)	Release of RfP for selection of bidders for power evacuation package for setting up of RE projects in various locations as defined in the respective RfP.	Terra Clean Ltd
b)	Raising queries/ Clarifications on the RfP (if any) during pre-bid meeting.	Bidders
c)	Response to queries and clarifications to interested party(ies).	Terra Clean Ltd
d)	Submission of bids along with requisite documents as per tender requirements.	Bidders
e)	Opening of technical bids.	Terra Clean Ltd
f)	Evaluation of the bids received based on documents submitted as per respective provisions specified in the tender document.	Terra Clean Ltd
g)	Response to queries/ clarifications, if raised by TeCL/ Owner on the bids received/ submitted.	Bidders
h)	Techno-commercial evaluation of bids, opening of price bids, conducting e-reverse auction.	Terra Clean Ltd
i)	Issuance of LoA to bidders based on conclusion of e-reverse auction.	Terra Clean Ltd

Note: The Owner (TeCL) may carry out its responsibilities with or without the assistance of Project Management Consultant (PMC), as deemed necessary.

5.2 Right to reject any or all Bids

- (a) Notwithstanding anything contained in this Bid document, the Owner reserves the right to accept or reject any Bid and to annul the RfP and reject all bids, at any time without any liability or any obligation for such acceptance, rejection

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or annulment, and without assigning any reasons thereof.

- (b) Without prejudice to the generality of the above Clause, the Owner reserves the right to reject any Bid if:
 - i. at any time, a material misrepresentation is made or discovered, or
 - ii. the Bidder does not provide, within the time specified by the Bid Inviting Authority, the supplemental information sought for evaluation of the Proposal.
- (c) Misrepresentation/ improper response by the Bidder may lead to the disqualification of the Bidder. If such disqualification / rejection occurs after the Bids have been opened and the successful Bidder gets disqualified / rejected, then the Owner reserves the right to consider the next Bidder or take any other measure as may be deemed fit, including annulment of the RfP.
