

(A Government of India Enterprise)  
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KOLKATA - 700 001 (WEST BENGAL)  
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**Expression of Interest (EOI)**

**No. BBJ/DGM(P-V)/SM-MEGHALAYA/EOI-03/2019 DATED 17.05.2019**

- 1.0 The Braithwaite Burn And Jessop Construction Company Limited (BBJ)**, a premier Public Sector Enterprise of Govt. of India engaged in construction of major Civil and Structural Engineering work invites **Expression of Interest (EOI)** applications from agencies having proven experience and ability in the area of Smart meter and associated IT infrastructure

**Name of Work – Expression of Interest For Empanelment of Technology and Manufacturing Partners with AMI Solution Integrators for Residential/Industrial Smart Meters of Electricity in the State of Meghalaya & Other States.**

**Approx. Estimated Cost of Project-** Rs.100 Crores.

**Cost of Application Document:** **Rs.10,000/-** (Rupees ten thousand only) by Demand Draft/ Banker's Cheque/ NEFT/ RTGS in favour of "THE BRAITHWAITE BURN AND JESSOP CONSTRUCTION COMPANY LIMITED" payable at Kolkata. MSME/ NSIC/ SSI units will be waived from submitting tender fee subject to submission of declaration of UDYOG AADHAR MEMORANDUM (UAM) number on CPPP.

**2.0 Objective:**

The Power industry has taken rapid strides in the past few years by traversing from manual meter reading to automated meter reading (AMR) and to smart metering, using bidirectional communication, thereby enabling greater benefits to electricity distribution companies (DISCOMs), customers and society and BECIL has suitably identified this technological advancement in the smart meter sector.

BBJ intends to enter into the business of Smart Metering and Advanced Metering and associated IT infrastructure. When there is any business opportunity with BBJ then it will be executed on competitive pricing with best quality products or products as desired by end customer. Any business opportunity generated by partners shall be executed with respective partner as per customer requirements.

To achieve the Government of India objective, BBJ would like to be part of the proposed projects of smart metering roll-out and technology advancements. Smart Metering and AMI solution offers profound benefits to all the stake holders and the deployment needs to be done in fast track mode.

BBJ wants to empanel the competent technology and manufacturing firms along with solution integrators, if any to meet following objectives;

- (a) BBJ could participate in tenders of smart metering for state Electricity Distribution Companies (DISCOMs) and EESL or any other nodal agency of smart metering in India
- (b) BBJ could approach EESL/ Nodal agency and DISCOMs/State Governments to take-up pilot or full project of smart metering roll-out on nomination basis.
- (c) In the event of any DISCOM/State Government intend to implement the smart metering projects on Build, Own, Operate and Transfer (BOOT) model, the Bidder shall have to fund, build, operate and manage the Smart Metering (AMI) Solution implementation in the project area for a defined project period and will monetize its investment on per month annuity basis.

### **Business Model**

The business model is based on a Deferred Payment Model. Under the proposed Deferred Payment Model for Smart Metering (AMI) Solution rollout, Bidder will claim payment from DISCOMs broadly based on the following costs:

Bidder will be quoting an EMI which will include the CAPEX to be invested for Smart Metering (AMI) components, Software Charges, Meter Installation, etc. (Project CAPEX) and the OPEX expenditure which will include O&M / FMS Expenses, Cloud Hosting Charges, ATS/AMC and GPRS charges during project period.

### **3.0 Scope of Work:**

Broad scope of EOI shall be-

1. Empanelment of firms working in technology and manufacturing of smart meters for residential and industrial market of electricity, water and gas supply.
2. Empaneled firms must be financially strong and should have working capital to support smart metering roll-out in India and technological advancements in the field of metrology, communication and associated software.
3. Empaneled firms shall be responsible for manufacturing, supply, installation, head-end integration, billing and building IT infrastructure, Cloud hosting for successful roll-out and working of smart metering.
4. Empaneled firms shall be responsible for field management and services.
5. Empaneled firms should have in-house NABL accredited lab or tie-up with NABL accredited lab and should have conformance to IS 16444 and IS15959 Part-2.

6. Packaging, Transportation and Warehousing in the client utility area will be the responsibility of the bidder. Manufacturing firms to submit a detailed logistics facility readiness with the EOI.
7. The manufacturer should have comprehensive quality assurance program at all stages of manufacturing for ensuring that products are reliable and trouble free.
8. Only those companies shall be empaneled as technological firms who have niche products and can support BBJ in taking-up innovation projects for pilot. Technical evaluation committee shall take decision on category of company based on documentation and demo of solution/product. Companies entitled for empanelment in technology innovation category may be given few exemptions in meeting financial qualification and technical qualification. MSME, NSIC and Start-up companies will also be given exemptions in meeting financial qualification and technical qualification if they provide the proof of technology subject to meeting quality and technical specifications.

BBJ reserves the right to reject any or all bids or cancel / withdraw the Invitation for bids without assigning any reason whatsoever and in such case no bidder / intending bidder shall have any claim arising out of such action.

BBJ will not be responsible for any delay, loss or non-receipt of Tender document sent by Post/courier.

- 4.0** Interested parties shall have to submit necessary documents in support of complying the following eligibility criteria along with their application of Expression of Interest for aforesaid work.

Consortium up to two partners is allowed with only relevant solution/ service partner to provide the complete smart metering roll-out. Technology innovation, manufacturing firms and solution integrators may create consortium for bidding.

**Eligibility Criteria:**

Sl. No.	Qualification Criteria	Supporting Documents
	<b>General Qualifying Criteria</b>	
1	Bidder shall be a Company incorporated under the Companies Act 1956/ 2013.  Bidder must be registered with appropriate authorities for all applicable statutory duties/taxes	Valid documentary proof of: i. Certificate of incorporation. ii. Certificate consequent to change of name, if applicable. GST Registration certificate
2	The bidder should not have abandoned any of their contracts for government or any other public-sector undertakings during the last five years anywhere in	Declaration in this regard by the authorized signatory of the Bidder

	the country.	
3	The Tenderer should have neither been boycotted nor blacklisted by any Government Institution/PSU for supplies desired/intended in this EOI.	Submit an undertaking (on non-Judicial stamp paper of Rs.100/-, duly notarized)
<b>Technical Qualification Criteria</b>		
1	The bidder(s) should be in the business of manufacturing of electricity/ water/ gas meters and should have state of the art facility in India. Should be in this business for at least 1 FY (2018-19).	Factory License Certificate/ MoA mentioning nature of Business/ MOU with contract manufacturer. Purchase orders / Framework agreements for this duration or other documents that prove to this aspect
2	The bidder(s) should have experience of manufacturing and supply minimum of 5,00,000 non-smart or have an order from any PSU/DISCOM for supply of 1,00,000 smart meters with communication modules (GPRS/ LTE/ RF Mesh/ LoRa WAN/ NBIOT in the last 3 FYs	Proof of Work Order OR Performance/ Completion Certificate to be submitted
3	The Bidder must give declaration that the HES and MDM used by the bidder is scalable to at least 5,00,000 consumers.	Self-Declaration
4	The bidder should have in-house developed HES and MDM software to integrate the smart meter and generate the billing or to integrate with existing billing software.	Documents to prove the same and Demonstration of Proof of concept deployed in any DISCOM in India.
5	The bidder must have meter manufacturing facility in India. International bidders must be able to set- up manufacturing in India within 3 months of empanelment	Proof of manufacturing in India for domestic bidders by self-declaration and Undertaking in case of International bidders
6	The bidder should have quality certifications for its manufacturing and services function. ISO 9001 and OHSAS18001	Copies of valid certificates
7	Bidder should have valid IS 16444 type test for their smart meter	Bidder should have valid relevant BIS 16444 type test Certification for their smart meter from any NABL accredited Lab Or give self-declaration and undertaking for submission of relevant BIS certificate for the same within 3 months from the date of issue of LOA failing

		which PBG shall be forfeited.
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8	The meter must have a communication Module that has LoRaWAN & 3G/4G/NB-IoT/WAVIoT with fall back on GPRS communication on the same smart meter.	Self-declaration and proof of technology to be submitted
<b>Financial Qualification Criteria</b>		
1	Minimum average annual turnover of previous three FYs for one of the bidder in consortium should be of INR 90 Crore and other consortium partner should have average annual turnover for previous three FYs of 50 Crore. Single bidders should have average annual turnover of 90 Crore in previous three FYs.	Copy of audited statement of account (PL account & balance Sheet) duly certified by CA along with CA certificate stating the turnover and net worth shall be submitted as proof.
2	Bidder/each bidder in consortium should have positive net worth	CA Certificate

**OTHER TERMS & CONDITIONS:**

1. Bid will not be accepted after the date and time fixed for receipt as is set in notification or subsequent extensions if any.
2. Relevant documents in proof should be enclosed wherever required.
3. Firm should have GST, Income Tax registrations, PAN, EPF, ESI registration (furnish proof).
4. Firm should submit Income Tax returns submitted for Last three years.
5. BBJ has sole right to accept or reject any bids. If required BBJ may reject all bids received without assigning any reason.
6. In case of dispute in the MOU/agreement, decision of MD, BBJ will be binding on both parties.
7. The detailed bid must be submitted directly in the address mentioned.
8. The bid inviting authority may, at its discretion, extend the last date for submission of bid, in which case, all rights and obligations of the tendering authority and the vendors, subjected to the previous last date, will thereafter be subject to such extended last date.
9. BBJ at its discretion will select the consortium partner from the empaneled bidders on case to case basis while participating in the smart meter tenders considering the requirement of the tender qualification, chance of winning the contract, customer requirement etc.
10. The successful bidder has to pay the EMD amount for participating in any bids for Smart Meters/ Pre-Paid Electricity Meters along with BBJ.
11. Performance Guarantee, Security deposit etc. for the participated bids shall be paid by the successful bidder on behalf of BBJ or has to be submitted to BBJ for onward submission to customer. Performance Guarantee, Security Deposit etc. shall be in the form of Bank Guarantee.
12. Validity of empanelment shall be for the period of 05 years.
13. Each page of the EOI shall be signed and stamped by the authorized representative of the Bidder and shall be submitted along with the Technical Bid.



- 4.0** Following details are to be submitted along with the EOI
- (i) The Firm shall furnish General Details of their Organization in attached **Format- I**
  - (ii) The firm shall furnish list of completed work in last 7 (seven) years ending 31.03.2019 in attached **Format -II** along with Completion Certificates.
  - (iii) The firm shall furnish list of ongoing projects in hand in **Format-III**
  - (iv) The firm shall furnish list of Plant & Equipment in attached **Format-IV** showing their present Site of deployment in remarks column. Planning for deployment of Plant & Machinery is to be indicated separately.
  - (v) The firm/contractor must have sound financial standing and must submit documentary evidence of sound financial standing from any bank along with Bank Account number. The firm/contractor has to authorize BBJ to seek reference in this regard from the banker issuing the documentary evidence.
  - (vi) The firm/contractor must submit a list of key personnel employed along with their bio-data in the attached **Format-V** along with the application.
  - (vii) The firm/contractor must submit information regarding involvement in any litigation, current or during last 5(five) years along with name(s) of parties concerned and other details of the dispute in attached **Format VI**.
  - (viii) The firm/contractor must submit PAN and PF code number, ESI No. issued by appropriate Govt. authority.
  - (ix) The firm/contractor must submit GST registration number issued by appropriate Govt. authority.
  - (x) Firm should submit Income Tax returns submitted for Last three years

**Note:**

1. All the copies of documents submitted along with the application should be clear & legible and also signed by the applicant. Proper 'Power of Attorney' for the official signing bid document must be submitted.
2. BBJ reserves the right to reject any or all application without assigning any reason thereof.
3. BBJ reserves the right to physically check the original documents/ certificate, copies of which are submitted along with the application.
4. The detailed bid must be submitted directly in the address mentioned.
5. The bid inviting authority may, at its discretion, extend the last date for submission of bid, in which case, all rights and obligations of the tendering authority and the vendors, subjected to the previous last date, will thereafter be subject to such extended last date.
6. BBJ at its discretion will select the consortium partner from the empaneled bidders on case to case basis while participating in the smart meter tenders considering the requirement of the tender qualification, chance of winning the contract, customer requirement etc.
7. The successful bidder has to pay the EMD amount for participating in any bids for Smart Meters/ Pre-Paid Electricity Meters along with BBJ.
8. Performance Guarantee, Security deposit etc. for the participated bids shall be paid by the successful bidder on behalf of BBJ or has to be submitted to BBJ for onward submission to customer.
9. The date and time for opening bids will be as per the timelines specified in EOI.
10. Vendor shall watch website [www.bbjconst.com](http://www.bbjconst.com) / <https://eprocure.gov.in/epublish> and learn about the addenda and corrigenda issued to this EOI.

11. Each page of the EOI shall be signed and stamped by the authorized representative of the Bidder and shall be submitted along with the Technical Bid.

**PROCEDURE FOR SUBMISSION OF TENDER:**

The applicant should submit complete set of EOI duly signed & stamped along with the application documents. The application indicating the applicant's name/ address and telephone/ mobile number with details of information as mentioned above/ below with a processing fee of Rs.10,000/- (Rupees ten thousand only) and should reach **on or before 15:00 Hrs. on 30.05.2019 & the same shall be opened on same day (i.e. 30.05.2019) at 16:00 Hrs.** The application should be addressed to:

**Deputy General Manager (Project - V)  
The Braithwaite Burn And Jessop Construction Company Limited  
27, RAJENDRA NATH MUKHERJEE ROAD  
(A Government of India Enterprise)  
KOLKATA - 700 001 (WEST BENGAL)  
PHONE NO. (033) 2248 5841-44; FAX: (033) 2210 3961  
E-MAIL: [info@bbjconst.com](mailto:info@bbjconst.com)  
Website: [www.bbjconst.com](http://www.bbjconst.com)**

Documents can be downloaded ([www.bbjconst.com](http://www.bbjconst.com)) from 17.05.2019 to 29.05.2019. The EOI document can also be downloaded from CPP Govt. Portal at [eprocure.gov.in](http://eprocure.gov.in).

If, however the above date happens to be a Holiday/Bandh, it will be received up to the next working day till the same time. Application may be sent by post. However, of the delay in receipt or non-receipt of the same, BBJ will not be responsible.

The firm/contractor must certify that all the information and documents provided in the application are true and correct.

The following Formats to be filled and submitted along with the application.

**FORMAT - I**

<b>GENERAL DETAILS OF THE ORGANIZATION</b>
Name of organization
Nature of the legal status in India
Legal status reference details
Nature of business in India
Date of Incorporation
Date of Commencement of Business
Address of the Headquarters
Address of the Registered Office in India
Other Relevant Information
Mandatory Supporting Documents: a) Certificate of Incorporation from Registrar Of Companies( ROC) b) Relevant sections of Memorandum of Association of the company or filings to the stock exchanges to indicate the nature of business of the company

**Format - II**

**(Details of work performed in last 7(seven) years ending 31.03.2019)**

Project Name	Client *	Description of work (including place & state)	Contract No	Value of Contract	Date of issue of Work Order	Stipulated period of completion	Actual date of completion *	Remarks Reasons for delay

\* attach certificate(S) from appropriate authority

**Format - III**

**(Existing commitment and Ongoing works)**

Project Name	Client *	Description of work	Contract No	Value of Contract	Date of issue of Work Order	Value of work executed*	Place & state	Remarks (Expected date of completion)

\* attach certificate(S) from appropriate authority

**Format - IV**

**(List of equipment owned by the firm/contractor)**

Item of Equipment	Capacity	Nos	Age/condition	Remark

\* attach document(S) showing proof of ownership

**Format - V**

**(List of key personnel employed by the firm/contractor)**

Position	Name	Qualification	Years of experience	Remark

**Format - VI**

**(Information of Litigation history in which firm/contractor is involved)**

Other party(ies)	Client	Cause of Dispute	Amount Involved	Remark showing present status

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**SELF DECLARATION FOR THE CODE OF INTEGRITY**

(on Bidder's Letter Head)

I/We shall maintain a high degree of integrity during the course of my/our dealings business/contractual relationship with BBJ. If it is discovered at any stage that any business/ contract was secured by playing fraud or misrepresentation or suppression of material facts, I/We authorize BBJ to term such contract as voidable at its sole option.

Place:

Signature of Authorized Signatory  
on behalf of Agency

Date :

Address :

Mobile :

Email ID:

**UNDERTAKING & ACCEPTANCE LETTER BY THE BIDDER  
(On Bidder's Letter Head)**

I/ We have carefully gone through the various terms & conditions and Scope of Work listed in the EOI for "The empanelment of technology and manufacturing firms for Smart Meters (Electricity/Water/Gas) for residential and industrial markets". I/We agree to all these conditions and offer to provide our services/product for BBJ and submitting this EOI after carefully reading the conditions and understanding the same without any kind of pressure or influence from any source whatsoever. I/We hereby sign this undertaking in token of our acceptance of various conditions listed in the EOI document.

Place:

Signature of Authorized Signatory  
on behalf of Agency

Date :

Address :

Mobile :

Email ID: