

Annexure I to SCC – Payment terms

Payment Schedule

- 10% of total value of contract as (excluding FMS and Bandwidth Charges) “Mobilization Advance” after signing the contract. The following shall be ascertained before release of payment:-
 - Opening of site office in project area
 - Submission of necessary Bank Guarantee for the 110% of Initial Advance (Interestbearing)
 - Submission of the necessary Contract Performance Bank Guarantee. The same will be released on completion of contract/assignment.
 - Submission of agreed project implementation schedule
- Progressive /Milestone based payment for Each Project Area excluding DR Centre SCADA /DMS/ OMS system (Control center wise) For Group A&U towns

| S No. | Description/Milestone | % Value |
|-------|---|--|
| A | <p>Software</p> <p>1.0 Approval of Functional Design document , BOQ , DRS</p> <p>2.0 Pro-rata basis after Successful Completion of Factory Acceptance Tests (FAT as defined in MTS) and Delivery of necessary software to Utility as per Bill of Quantities for Software Installation based on certification by the Utility</p> <p>3.0 Pro-rata basis after successful completion of End to End Tests (as defined in MTS) at Site based on certification by the Utility (Pro rata payment based on 0.25(FRTU E TO E tested /TOTAL FRTU) +0.7(RTU E TO E tested /TOTAL RTU)+ 0.05 (FPI end to end tested/ Total FPI)</p> <p>4.0 After successful completion of Field Performance Tests (as defined in MTS)</p> | <p>25 % of software component of contract</p> <p>30% of software component of contract*.</p> <p>15 % of software component of contract*.</p> <p>20 % of software component of contract</p> |
| B | <p>Hardware***</p> <p>1.0 Approval of Functional Design document , BOQ , DRS</p> <p>2.0 Pro-rata basis on the receipt of equipment at site along with submission of :Detailed Packing list identifying contents of each consignment (3 copies)</p> <p>a) Manufacturer’s/contractor’s Guarantee</p> | <p>25% of Hardware component of contract</p> <p>30% of hardware component of contract*.</p> |

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|---|--|--|
| | <p>certificate of Quality Insurance Policy/certificate (3 Copies)</p> <p>b) Material Inspection Clearance or equivalent Certificate for dispatch issued by the Utility</p> <p>c) Test Certificates</p> <p>3.0 Pro-rata basis on successful completion of end to end testing at site based on certification by the Utility(Pro rata payment based on = $0.25(\text{FRTU E TO E tested} / \text{TOTAL FRTU}) + 0.7(\text{RTU E TO E tested} / \text{TOTAL RTU}) + 0.05(\text{FPI end to end tested} / \text{Total FPI})$).</p> <p>After successful completion of Field Performance Tests (as defined in MTS)</p> | <p>15 % of hardware component of contract*.</p> <p>20% of hardware component of contract</p> |
| c | <p>Installation, Testing and Commissioning Cost to Integrate Entire SCADA & IT (relevant to SCADA) Infrastructure (Please refer Form:1 Project managementcost)</p> <p>(Pro rata payment based on = $0.25(\text{FRTU E TO E tested} / \text{TOTAL FRTU}) + 0.7(\text{RTU E TO E tested} / \text{TOTAL RTU}) + 0.05(\text{FPI end to end tested} / \text{Total FPI})$).</p> | <ul style="list-style-type: none"> • 45% after successful completion of Field Installation Test (as defined in MTS)* • 45% after successful completion of end to end test (as defined in MTS)*. |
| D | <p>Training: Pro-rata payment on the basis of completion of training of required personnel as mentioned in MTS (Please refer Form F-8)</p> | <p>90% of total value of Training Cost*#.</p> |
| E | <p>Spares and Test Equipment</p> | <p>90% of receipt of material and physical verification of material by utility at the site*#.</p> |
| F | <p>Final Payment after Operational Acceptance (on successful completion of system availability tests) and Cyber security audit by CERT.IN empanelled agency proof of submission of the required number of reproducible, O&M Manuals, approved drawings, data sheets, test reports and manuals etc. of spares, maintenance & testing equipment , training etc.</p> | <p>10% software, hardware, installation, testing and commissioning.</p> <p>+</p> <p>100% of payment for Integration with legacy applications & Data Migration *#</p> <p>+</p> <p>10% payment for training</p> <p>+</p> <p>10% of spares and test equipment</p> |
| G | <p>Bandwidth Charges</p> | <p>Based on actual claim and verification by the utility based on SLA</p> |

| | | |
|--|-------------|--|
| H | FMS Charges | FMS charges shall be paid quarterly based on SLA |
| <p><i>* 50% of proportionate Mobilization Advance against corresponding component shall be adjusted while making payments of this instalment. In case of delay of project, the entire mobilization advance shall get recovered from the contractor as per contract's works completion schedule respectively.</i></p> <p><i>*# 100% of proportionate Mobilization Advance against corresponding component shall be adjusted while making payments of this instalment. In case of delay of project, the entire mobilization advance shall get recovered from the contractor as per contract's works completion schedule respectively.</i></p> <p><i>** Payment for Disaster Recovery Centre</i></p> <p>Proportionate Cost shall be paid for DR software, hardware to be paid based on achievement of corresponding milestone. The rest of DR software and hardware cost payment shall be done on basis of satisfactory completion of Operational Acceptance Test (as defined in MTS) *** Hardware also includes power supply equipment and communication equipment. And , RMU , SECT FPIs etc</p> <p><i>*** Hardware also includes power supply equipment and communication equipment. SECTIONLIZER/ RMU/FPIs /Numerical relays</i></p> <p><i>μ : As per condition in note “ μ ” If certain items items are applicable for NSRC delivery, the same shall also be separately tested for FAT/SAT by PFC / Utility before operational acceptance & apportioned payment of NSRC component shall be made separately upon achievement of respective milestone upon achievement from the awarded value</i></p> <p>In case of delay in the payment by utility beyond 45 days of receipt of complete invoice on attainment of milestone as per payment terms, penalty as per MCLR rate shall be applicable on utility. For the purpose of this clause, Employer shall ensure to communicate any shortcomings in the invoice within seven (07) days with proper observations. In that case, the corrected invoice as per milestones shall be submitted by bidder again.</p> | | |

SCADA system (Distt Control center wise) (B/C)

| S No. | Description/Milestone | % Value |
|-----------|---|---|
| A. | Software | |
| | 1.0 Approval of Functional Design document , BOQ ,DRS | 25 % of software component of contract |
| | 2.0 Pro-rata basis after Successful Completion of Factory Acceptance Tests (FAT as defined in MTS) and Delivery of necessary software to Utility as per Bill of Quantities for Software Installation based on certification by the Utility | 30 % of software component of contract* |
| | 3.0 Pro-rata basis after successful completion of End to End Tests (as defined in MTS) at Site based on certification by the Utility (Pro rata payment based = (0.9 *RTU E TO E tested /TOTAL RTU) + 0.1*FPI END TO END TESTED /Total FPI) | 15 % of software component of contract* |
| | 4.0 After successful completion of Field | 20 % of software component of contract |

| | | |
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| | Performance Tests (as defined in MTS) | |
| B. | <p>Hardware***</p> <p>1.0 Approval of Functional Design document , BOQ ,DRS</p> <p>2.0 Pro-rata basis on the receipt of equipment at site along with submission of :</p> <ol style="list-style-type: none"> Detailed Packing list identifying contents of each consignment (3 copies) Manufacturer's/contractor's Guarantee certificate of Quality Insurance Policy/certificate (3 Copies) Material Inspection Clearance or equivalent Certificate for dispatch issued by the Utility Test Certificates <p>3.0 Pro-rata basis on successful completion of end to end testing at site based on certification by the Utility(Pro rata payment based on = $(0.9 *RTU E TO E tested /TOTAL RTU) + 0.1 *FPI END TO END TESTED /Total FPI)$</p> <p>4.0 After successful completion of Field Performance Tests (as defined in MTS)</p> | <p>25 % of Hardware component of contract</p> <p>30 % of hardware component of contract*</p> <p>15 % of hardware component of contract*</p> <p>20 % of hardware component of contract*</p> |
| C | <p>Installation, Testing and Commissioning Cost to Integrate Entire SCADA & IT (relevant to SCADA) Infrastructure (Please refer Form:1 Project management cost)</p> <p>(Pro rata payment based on = $(0.9 *RTU E TO E tested /TOTAL RTU) + 0.1 *FPI END TO END TESTED /Total FPI)$</p> | <ul style="list-style-type: none"> 45% after successful completion of Field Installation Test (as defined in MTS)* 45% after successful completion of end to end test (as defined in MTS)* |
| D. | <p>Training: Pro-rata payment on the basis of completion of training of required personnel as mentioned in MTS (Please refer Form F-8)</p> | <ul style="list-style-type: none"> 90% of total value of Training Cost* |
| E. | Spares and Test Equipment | 90% of receipt of material and physical verification of material by utility at the site* |
| F. | Final Payment after Operational Acceptance (on successful completion of system availability tests) and Cyber security audit by CERT.IN empanelled agency proof of submission of the required number of reproducible, O&M Manuals, approved drawings, data sheets, test reports and manuals etc. | <p>10% software, hardware, installation, testing and commissioning.</p> <p>+ 100% of payment for Integration with legacy</p> |

| | | |
|-----------|---|---|
| | of spares, maintenance & testing equipment etc. | applications & Data Migration*# + 10% # balance payment for training + 10% of spares and test equipment |
| G. | Bandwidth Charges | Based on actual claim and verification by the utility based on SLA |
| H. | FMS Charges | 100% of the annual FMS charges at the end of each year based on SLA |

** 50% of proportionate Mobilization Advance against corresponding component shall be adjusted while making payments of this instalment. In case of delay of project, the entire mobilization advance shall get recovered from the contractor as per contract's works completion schedule respectively.*

**# 100% of proportionate Mobilization Advance against corresponding component shall be adjusted while making payments of this instalment. In case of delay of project, the entire mobilization advance shall get recovered from the contractor as per contract's works completion schedule respectively.*

**** Payment for Data Recovery Centre**

*Proportionate Cost for DR software, hardware to be paid based on achievement of corresponding milestone. The rest of DR software and hardware cost payment shall be done on basis of satisfactory completion of Operational Acceptance Test (as defined in MTS) *** Hardware also includes power supply equipment and communication equipment. and FPIs*

In case of delay in the payment by utility beyond 45 days of receipt of complete invoice on attainment of milestone as per payment terms, penalty as per MCLR rate shall be applicable on utility. For the purpose of this clause, employer shall ensure to communicate any shortcomings in the invoice within seven (07) days with proper observations. **In that case, the corrected invoice as per milestones shall be submitted by bidder again.**

I) Qualifying Requirement/ Eligibility criteria

Utility may float tender individually or in any combination of towns A/B/C/U together depending upon the availability of resources such as control center infrastructure. In case tender floated in combined approach i.e. all towns A/U, B&C in same package, then QR of higher i.e. group A/U shall be followed or else QRs of respective groups to be followed

Group-A /U towns

Only those bidders which meets the below mentioned minimum Qualifying Requirements shall be considered for further evaluation of Proposal. The bidder or members of the consortium & their holding company shall not be based in prior referenced countries as notified by MHA, GoI at the time of bidding at the time of Bidding and award.

In case of consortium bid, name of lead bidder shall be mentioned in the bid. The Bidder can be a Sole Bidder or a Consortium (of not more than two members i.e. one lead and one consortium partner) who shall meet the following along with identification of lead bidder in the bid :

II. Financial (I) (turnover criteria shall be met by the sole bidder. In case of consortium, both lead & Consortium partner shall meet the criteria mentioned as given below:

QF - QR - Financial

QF1 For lead or sole bidder

Average Annual financial turnover of best 3 years in the last 5 FYs including last completed financial year , ending 31st March , should be at least 30% of the estimated cost **(to be specified by utility)**

QF2 For consortium partner

Average Annual financial turnover of best 3 years in the last 5 FYs including last completed financial year , ending 31st March , should be at least 15% of the estimated cost **(to be specified by utility).**

(Proof: Annual Audited Financial Statements for last 5 financial years or 3 best financial years considered for qualification shall be submitted. In case Audited Financial Statements for the previous year is not prepared then certificate from statutory auditor shall be submitted certifying the annual financial turnover.)

QF3

The bidder (Sole or lead ad consortium both) should have a net worth not less than paid-up equity, in each of the best 3 years in the last 5 FYs incl last completed financial year

(Proof: Annual Audited Financial Statements for last 5 financial years or 3 best financial years shall be submitted. In case Audited Financial Statements for the previous year is not prepared then certificate from statutory auditor shall be submitted certifying the net

worth)

II. Technical

The following qualifying requirements QT1 shall be met by the sole bidder. In case of consortium bidding, QT1 to be met by one partner & QT2 to be met by another consortium partner (QR- Technical)

QT1) - The bidder shall provide evidence of previous experience in the design, engineering, supply/integration, installation, testing and commissioning of at least one or cumulatively in multiple projects of SCADA & DMS/EMS (Supervisory Control and Data Acquisition System & Distribution Management System Projects for Power Distribution /Transmission/ (11KV or above) meeting the following requirements or Power distribution Utility or its subsidiary which has successfully awarded , operationalized the solution meeting the following requirements for its own organization in the last Ten (10) years from the bid submission date :-

The above project(s) should consist of cumulative of all projects, at least 15 RTUs or Data Concentrator (DC or distributed RTUs) or Bay controller Unit (BCU or in combination of these items and 20 FRTUs. In case of multiple projects, each project shall have minimum 5 RTUs or Data Concentrator (DC) or Distributed RTU or Bay controller Unit (BCU or in combination of these items and above projects should have been awarded in last 10 Years & have been in operation for at least one year after completion during last 10 years from the bid submission date

QT2)- For other consortium partner (QT2A or QT2B)

The bidder shall provide evidence of previous experience in the design, engineering, supply/integration , installation, testing and commissioning of at least one project or cumulatively in maximum 5 projects for Power Distribution /Transmission (11KV or above) Generation/ railways/ Oil /Gas sector in the last Ten (10) years . The projects meeting the following, should have been awarded in last 10 Years & have been in operation for at least one year after completion during last 10 years from the bid submission date

QT2A) - Electrical Infrastructure

- Minimum cumulatively 750 CKM of HT line(11KV or above), 5 nos of new 33/11 KV S/S & 50 nos remote controllable Sectionlizer/ RMUs/ /Communication gateways or DCUs

Or

QT2B SCADA or Substation Automation system Projects

- At least 15 RTUs or Data Concentrator (DC or distributed RTUs) or Bay controller Unit (BCU or IED (Intelligent Electronic device) or in combination of these items.

(Proof: i) LoA from the owners/client and ii)certificates of Acceptance/ successful completion for work done, in support of the qualifying requirements, clearly establishing – a) the start and end date, b) operation of at least 1 year of the project, c) brief scope of work and d) cost of project, on client letterhead. Power distribution Utility or its subsidiary which has successfully operationalized the solution for its own organization shall provide certificate /test report of acceptance of the system alongwith certification of successful running by company secretary .

The supporting proof document must be labeled as original/true copy/translation, as the case may be, and the same shall necessarily be signed and authenticated by the Authorized Signatory of bidder. The owner/client contact details shall be provided against each project experience proof being submitted.

The proof documents available in any language other than English shall be translated to English and authenticated by Authorized Signatory of bidder for submission. In such cases, the original language copies shall also be submitted along with the translated proof documents)

Further, multiple participation of any bidder as sole or part of consortium partner in the

Group-B&C towns

Only those bidders which meets the below mentioned minimum Qualifying Requirements shall be considered for further evaluation of Technical Proposal.

The bidder or members of the consortium & their holding company shall not be based in prior referenced countries as notified by MHA, Gol at the time of bidding.

In case of consortium bid, name of lead bidder shall be mentioned in the bid. The Bidder can be a Sole Bidder or a Consortium (of not more than two members) who shall meet the following:-

I) Financial (I) (turnover criteria shall be met by the sole bidder. In case of consortium , both lead & Consortium partner shall meet the criteria mentioned as given below

QF - QR - Financial

QF1 For lead or sole bidder

Average Annual financial turnover of best 3 years in the last 5 FYs incl last completed financial year , ending 31st March , should be at least 30% of the estimated cost **(to be specified by utility)**

QF2 For consortium partner

Average Annual financial turnover of best 3 years in the last 5 FYs incl last completed financial year , ending 31st March , should be at least 15% of the estimated cost

(Proof: Annual Audited Financial Statements for last 5 financial years or best 3 financial years considered for qualification shall be submitted. In case Audited Financial Statements for the previous year is not prepared then certificate from statutory auditor shall be submitted certifying the annual financial turnover.)

QF3

The bidder (Sole or lead and consortium both) should have a net worth not less than paid-up equity, in each of the best 3 years in the last 5 years incl last one financial year.

(Proof: Annual Audited Financial Statements for last 5 financial years or best 3 financial years considered for qualification shall be submitted. In case Audited Financial Statements for the previous year is not prepared then certificate from statutory auditor shall be submitted certifying the net worth.)

II) Technical

The following qualifying requirements QT1 shall be met by the sole bidder. In case of consortium bidding QT1 shall be met by one partner & QT2 by another consortium partner (QR- Technical)

The bidder shall provide evidence of previous experience in the design, engineering, supply/ integration , installation, testing and commissioning of at least one project or cumulatively in maximum 5 projects in Distribution /Transmission/Generation/ railways/ Oil /Gas sector/water/process control meeting the following requirements or by Power distribution Utility or its subsidiary meeting the following requirements has successfully awarded , operationalized the solution for its own organization in the last Ten (10) years meeting from the bid submission date the following:-which has successfully operationalized the solution for its own organization.in the last Ten (10) years . The projects meeting the following requirement's should have been awarded and have been in operation for at least one year after completion during last 10 years from the bid submission end date .

For one consortium partner

QT1

SCADA (Supervisory Control and Data Acquisition Projects or RT-DAS for Power Distribution /Transmission/Generation/ railways/ Oil /Gas sector/water/process control should consist of at least one project or cumulatively in maximum 5 projects with at least

15 RTUs or/Data Concentrator (DC) or Bay controller Unit (BCU) or Distributed RTU or IED (Intelligent Electronic Devices) or in combination of these items with each project having minimum 5 quantities of such items. The SCADA project must be using IEC-870-5-104/101/DNP3.0/MODBUS/IEC61850 protocol.

For another consortium partner

QT2

Minimum cumulatively 500 CKM of HT line(11KV or above) & 5 nos of new 33/11 KV Sub-Station or above in the above project & should be in operation for at least one year after completion during last 10 years from the bid submission end date.

Proof: i) LoA from the owners/client and ii)certificates of Acceptance/ successful completion for work done, in support of the qualifying requirements, clearly establishing

– a) the start and end date, b) operation of at least 1 year of the project, c) brief scope of work and d) cost of project, on client letterhead. Power distribution Utility or its subsidiary which has successfully operationalized the solution for its own organization shall provide certificate /test report of acceptance of the system alongwith certification of successful running by company secretary .

The supporting proof document must be labeled as original/true copy/translation, as the case may be, and the same shall necessarily be signed and authenticated by the Authorized Signatory of bidder. The owner/client contact details shall be provided against each project experience proof being submitted.

The proof documents available in any language other than English shall be translated to English and authenticated by Authorized Signatory of bidder for submission. In such cases, the original language copies shall also be submitted along with the translated proof documents)

Further, multiple participation of any bidder as sole or part of consortium partner in the same bid is not allowed. However, product /solution can be offered by multiple bidders