

Sl. No.	Questions about Qualification Requirement	Reply
(1)	(2)	(3)
1	<p>Clause 4 of Section III</p> <p><i>As per clause 4 of section III related to Experience, it is mentioned here that each member as well as lead member of JV must meet the entire experience requirement. Here the question raises that if each member as well as lead member has to individually meets the entire requirement then why they will go for JV? Then, he will participate in tender as single entity. The basic theme of JV is that more than one firms having experience/expertise in different disciplines/fields (ie. Manufacturing, designing, testing, commissioning and installation etc) collaborate with each other and jointly meet the PQ requirements. Where as in the PQ document the very purpose of making JV is completely defeated.</i></p> <p><i>Also there is a contradiction that in ALT I and ALT II , at least three years experience of the applicant is required to qualify as a single entity or as JV lead partner but on the other hand to meet the PQ requirement and each JV member must have at least five years experience.</i></p> <p><i>The condition required in above said clause limits the spectrum of competition and hardly is one or two or may be three bidders/firms in this world who can meet this criteria and all others will not be disqualified. By the monopoly of these firms they will quote exorbitant price and there is no competition. It is not in the largest interest of employer because it will cause to bear huge and unreasonable cost, only due to such unreasonable & unreasonable PQ criteria. We have participated in many turnkey projects worldwide but never found such criteria which require the same qualification requirement for lead partner as well as for each JV member. We understand that this PQ criteria is design for two or three firms which can further make JV to get the whole project.</i></p> <p><i>Moreover, according to standard international tenders the EPC contractor as a single entity or as a JV, participates in a tender and procure the different equipments from different manufacturers which are the subcontractors of the EPC contractor and these sub-contractors specialized in one field, not a single firms manufacturers all the equipment and do all other things ie. Designing, testing, commissioning and installation etc) related to EPC contract at the same time.</i></p>	<p>In the General Experience section, the “must meet” criterion for an Applicant, whether as a single firm or as a member in Joint Venture member, is the relevant experience in the High Voltage Direct current transmission system business.</p> <p>In the Specific Experience section, two alternate routes have been provided for the applicants to submit their application. Further, for the other partner of the Joint Venture, alternate route as a Manufacturer of specified equipment has also been specified. Further, it is also specified that the experience of the Applicant could be as a Prime Contractor or a JV member or as a Sub-contractor.</p> <p>Thus, it is incorrect to say that each member as well as Lead Partner of JV has to individually meet the entire experience requirement. The Specific Experience requirement is always specified keeping in view the nature and complexity of the project. As such, no change is envisaged in the stipulated Qualification Requirement.</p>

All over the world except ABB/Siemens/Areva, manufacturer are not EPC contractors but according to these PQ documents the core requirement for specific experience is that EPC contractor should also be simultaneously manufacturer of following three items.

- i) HVDC transformers*
- ii) Thyristor Valves*
- iii) AC DC Harmonic Filters*

Which is no one in the world except above said three firms. Therefore it is unjustified and unfair requirement prompting them to offer manipulated prices and make JV among themselves and pool together. There will be no competition during the bidding which is against the guidelines/instructions of leading funding agencies like World Bank , ADB etc. as well as international tendering.

This PQ criteria is not meeting the requirement of “International Competitive Bidding” by the World Bank guideline, rather it is “limited international bidding” by making the specific experience criteria so strict and selective for above said firms to meet it.

Moreover, World Bank guideline emphasis to only need for economy, giving equal opportunity to developed and developing countries to compete whereas this concept has totally been neglected in this PQ document.

Therefore we request and propose as under:

- a. For Single entity, it must be manufacturer of any one equipment, civil works, designing, testing commissioning and installation etc. of HVDC system and do an EPC contract as whole.*
- b. For JV, each JV member must have the experience of manufacturing of any one equipment or civil works or designing or testing or commissioning or installation etc. Related to HVDC business is eligible to qualify and their experience may be counted in their specialized one/more than one field.*
- c. The lead member must have the experience of design or manufacturing or supply or testing, commissioning of at least one HVDC project.*

All JV members with subcontractors collectively meet the entire experience requirement and not individually.

2	<p>Clause ITA 4.2 Section II.</p> <p><i>According to this clause the maximum no. of JV members shall be three. This limitation of JV members up to three further restricts the competition. Therefore, we request and propose as under:</i></p> <p><i>The limitation of three JV members must be deleted to open the competition.</i></p>	<p>The number of JV partners has been specified based on the Technical Experience specified in the Qualification Criterion and is considered to be optimum.</p> <p>Therefore, no change is envisaged.</p>
3	<p>Clause 3.2 Sec III.</p> <p><i>As per clause 3.2 of Section III the average annual turnover for each of the other partner of the JV is 25% which is not reasonable, because a member who has been involved in HVDC project as an engineering design company, it may be difficult for it to meet this criterion, in order to attract more bidders and carry out a wide competition among the bidder we suggest that this turnover should reduce to 20%.</i></p>	<p>The requirement of annual average turnover of 25% has been considered to ensure commensurate financial position of the partner of the applicant JV.</p> <p>Therefore, no change is envisaged.</p>