

**Subject: Comments on representation of various supplier firms on EOI of Solar Invertor Charger 2021-22**

Various firms has submitted their representation for amendment in eligibility conditions and technical specifications of the subject cited EOI. The representation were considered by the HAREDA and detailed HAREDA comments are as under:

S.No	Name of Firm	Objection	HAREDA comments
1	Ritika Systems Pvt. Ltd.  Sun N Sand Exim (India) Pvt. Ltd.	Clause C(4). Due to the Covid Pandemic, the last 45 days of were under virtual lockdown with limited movement and availability of personnel. Delhi was under lockdown till 7th June 2021 ie today and Haryana is under lockdown till 14th June 2021. Government Departments including NISE-ALMM Cell and MNRE, CGO complex were wither working from home or with limited staff. Keeping a sympathetic view of the same, it is our humble submission that acknowledgement of submission of application for registration under ALMM scheme be sufficient to enable the bidder/module manufacturer to be in contention for the tender. Before supply the enlistment will be duly submitted. The inclusion of name at the time in the ALMM List of opening of tender is not in the control of the bidder as well. it depends on plant visit etc by NISE which is not happening currently on account of Covid and thus treating them as technically non eligible will go against the principals of equity and natural justice. Please also note, the applicability of ALMM is specifically for Grid Connected Solar Projects with tariff as specially mentioned in the ALMM order 2019, attached herewith and not for off grid projects.	As per MNRE,GOI vide its notification dated 12.03.2021 Solar module model included In Approved List Module Manufacturer (ALMM) are to be supplied in all Government schemes. Accordingly, the condition of enlistment of solar module to be supplied under solar Invertor Charger scheme of HAREDA is mandatory requirement. However, MNRE,GOI has clarified to the SECI vide dated 11.05.2021 that solar module should be enlisted in the ALMM at the time of invoicing. This has been confirmed from MNRE,GOI and it has been informed that this clarification is applicable to all states as well. In view of above, part of clause C (4) i.e. " If the Manufacturers of PV Modules has applied to MNRE for including their models and name in the List of Models and Manufacturers for Solar PV Modules empanelled by MNRE in its ALMM order, then the bidder has to submit the acknowledgement for application for the same. In such cases if the name is not included in the said list

			<p>as on the date of opening of financial bids/STC meeting, then the bidders will be treated as technically non-eligible (it is the responsibility of the bidder to submit the proof of inclusion of their models and name in the said list on or before the date of opening of financial bids/STC meeting)". shall be substituted as under:</p> <p>" If the Manufacturers of PV Modules has applied to MNRE for including their models and name in the List of Models and Manufacturers for Solar PV Modules empanelled by MNRE in its ALMM order, then the bidder has to submit the acknowledgement for application for the same. In such cases if the name is not included in the said list as on the date of invoicing and supply to the beneficiary, then the supplies of empaneled bidders will be treated as rejected and considering them technically non-eligible there empanelment shall be cancelled (it is the responsibility of the empaneled bidder to submit the proof of inclusion of their models and name in the said list during invoicing and supply to the beneficiary).</p>
2	Ritika Systems Pvt. Ltd	Clause C(13) It is our understanding that the availability of spares and services after warranty period of 5 years will be at additional cost prevalent at that time.	The rates to be offered by the bidders should be FOR inclusive of all charges and taxes with 5 year warranty. After expiry of 5 warranty

			<p>period spares and services will be chargeable from beneficiary except for Solar module (which has warranty of 25 years). Hence no change is required</p>
3	Ritika Systems Pvt. Ltd	<p>Clause C(20). Please note, BGs are not issued for 25 year and Performance Guarantees are maximum issued upto a period of 5 years. Alternatively, 20% of 3% PBG for Solar Module Performance can be retained by HAREDA for 25 years and can be deducted from subsidy amount to be paid to the successful bidder.</p>	<p>In case supplier is not able to submit performance security deposit than the payment equivalent to performance security deposit shall be withheld from subsidy amount payable to the supplier. Hence no change is required</p>
4	Ritika Systems Pvt. Ltd	<p>Clause under annexure (Solar Module). PID test for solar modules has been made mandatory. Please note PID as a test is applicable for solar panels to be used in power projects and has little or no bearing on stand alone systems of 2 panels. Moreover, out of most of the manufacturers in the list, only very few have ALMM registration for 160 Wp Solar Panels and then too PID is extremely rare. Getting PID testing done for 160 Wp Solar Panel requires a minimum time frame of 2-3 months depending on functioning and availability of lab (specially exacerbated during the Covid Times) which defeats the very purpose of asking for the same in this tender. We would humbly request you to kindly reconsider this.</p>	<p>PID test of module should be as per the latest guidelines of MNRE. In case MNRE exempts off grid solar devices like Solar inverter charger, solar home light system etc then it shall be applicable under this tender also. Hence no change is required</p>
5	Ritika Systems Pvt. Ltd	<p>It is our humble submission to also allow LED Indicator for showing Solar Charging, AC Charging and Mains On</p>	<p>LCD display is required for showing solar charging, AC charging and Mains On for aesthetic view. Hence no change is required</p>
6	Ritika Systems Pvt.	<p>Please note, that since wattage and voltage of 640-watt system both are</p>	<p>There has been requirement for making provision for</p>

	Ltd	<p>doubled, the current thus remains the same. Hence the same 20A Interface Solar Charge Controller as for 320 Watt System can be used here. Similarly, the wire size can also be kept at 2.5 sq mm due to same current carrying capacity</p>	<p>increasing the wattage of modules. Hence provision has been made for additional module in the interface charge controller. Hence no change is required.</p>
7	Ritika Systems Pvt. Ltd	<p>The Past experience as asked for in the said tender is for INR 37.34 crore in past three years for Solar Home Light System/Solar Street Light System/Solar Inverter Charger/Off Grid Solar Power Plant. It is our humble submission that this is a project in market mode with no fixed order going to any of the successful bidders and no confirmed order by HAREDA to the bidder. Hence the past experience asked for is not in line with the tender requirement. Moreover, the scope of past experience should be expanded to Supply of Solar Panels/Electronics to private/government undertakings as well as that is what the project is essentially with very little contribution of installation. There have been virtually no/ Extremely less no of Off Grid tenders in the last two years including 0 in Haryana. One-One and a half years have been lost due to the Corona Pandemic and all funds for any such government tenders were diverted from providing Corona Relief. It is thus our humble submission to please expand the scope of supply in past-experience and also increase the times lines to 5 years. We humbly request for our submissions to be given due consideration and the same shall be much appreciated as explained. We sincerely hope you find merit in the same and thus allow us to be in contention in the subject tender.</p>	<p>It is agreed that the scheme of Solar Invertor charger is implemented under market mode and no work order shall be issued. Further, other Departments like Agriculture and Farmer welfare Department and Power Department are also implementing their schemes of agriculture implements and Grid connected solar power plants respectively under market mode by empanelling the supplier firms. Power Department to EOI has sought turnover of 50 lakhs to 1 crore depending upon capacity of GCRT solar power plant. But to safe guard the interest of beneficiaries for future service and spares, they have sought upfront performance guarantee of 20 lakhs (10 lakh each for UHBVNL and DHBVNL) from each empanelled supplier. Agriculture and Farmer welfare Department do not seek any turnover and experience, But they safeguarded the interest of beneficiaries by empanelling only the manufacturers of agriculture implements and not system integrators. Accordingly, every Department has its own policy for giving better</p>

<p>Om Solar Solutions, Lucknow.</p> <p>M/s Sunglow Electric Power Pvt. Ltd. Mahendergarh</p> <p>Daylight Solar Solutions, Alwar</p> <p>Sunglow Electric Power Pvt.Ltd. Mahendergarh</p> <p>Balaji Builders,Vpo-Mahendergarh</p> <p>Sunshine solar, Mahendergarh</p> <p>Bharat soar urjakandera, Jhajjar</p> <p>Sungrid Inverter Battery agency, Mahendergarh</p> <p>Anu sales and service trading company, Jhajjar</p> <p>Himalayan</p>	<p>Department of New &amp; Renewable Energy Haryana, Panchkula has Invited EOI No. DNRE/Solar Inverter Chargers / 2021 -22/01 for Supply and Installation of 320 watt &amp; 640 watt Solar Inverter Charger on dated 27.05.021 for Empanelment of firms.</p> <p>In empanelment process your department has asked turnover of amounting Rs 28.0 Crore and Past Experience is equal to 37.34 Crore. In this regards it is submitted that in the last EOI (EOI No-HAREDA/Solar Inverter Charger/2018-19/01 Dated 25.04.2019) of solar inverter charger of Haryana State, your department has asked only Rs 1.0 Crore as turnover. While in current empanelment your department has asked forRs 28.0 Crore turnover and Rs 37.34 Cr as experience, which is multiple times more than last year's EOI ( EOI No-HAREDA/Solar Inverter Charger/2018-19/01 Dated 25.04.2019). Therefore the conditions of such a large amount turnover and experience is included intentionally so that Small Firms/System Integrators may be restricted for participation in empanelment process.</p> <p>It is also informed this empanelment of solar inverter charger is not purchase. In empanelment process Govt. Department never issues any work orders to Empanelled firms. The Empanelment of firms is for supply Solar Inverter Charger system in market mode as per Customer choice. As per EOI turnover &amp; Experience conditions is not</p>	<p>services to beneficiaries.</p> <p>HAREDA has allowed both i.e. manufacturers and system integrators and has sought very less performance security for increasing the participations of bidders, But have sought turnover and experience for empanelling the suppliers to ensure that suppliers firms having good foot fall and experience in supplying the smaller solar devices, so that they are capable of establishing service center throughout State and give after sale service and spares to the beneficiaries. In all the tenders of HAREDA, similar guidelines have been followed. Further, the interface Solar Charge controller is made optional in this system so system integrator will have either limited role (in case of inverters not having inbuilt Solar Charge Controller or no role (in case of inverter having inbuilt charge controller) as maximum inverters in market these days have inbuilt charge controller for solar charging compatibility.</p> <p>Hence no change is required</p>
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infavourable for Small firms / System Integrators. Hence, asking for turnover and experience in the current EOI is not logical and included intentionally.

Further it is also informed that Uttar Haryana BijliVitrان Nigam Limited (UHVBNDHVBND) a Power Distribution utility of Government of Haryana makes their Empanelment against Expression of Interest (EOI No:- 2/CE/C-2019) Dated- 12-09-2019 for Empanelment of agencies for Design, supply, installation, of 1kWp to 500kWp Grid Connected Rooftop Solar system in residential premises under the jurisdiction of UHVBNDHVBND Under Subsidy Schemes. In their empanelment UHVBNDHVBND department Panchkula, Haryana asked turnover amounting Rs 50 lacs only 500 Kwp Solar past experience only for 1 kwp – 500 Kwp Solar Power plants. As compare to Solar Inverter Charger Scheme ( HAREDA) , and UHVBNDHVBND departments. The UHVBNDHVBND departments provides more subsidy to customers. But as per EOI for 320 Watt & 640 Watt Small Solar Inverter Chargers Invited By HAREDA Department asked for turnover Rs 28.0 Crore & Past Experience Rs 37.34 Crore , and provided less subsidy to Customer. Hence, asking for turnover and experience in the current EOI is not logical and included intentionally.

It is also informed that Agriculture & Farmers welfare department, Haryana, Panchkula makes their empanelment for farm implement ( Ex- Rotavator , Cultivator etc) every year. In their empanelment Agriculture department Haryana,

Panchkula never asked for turnover & experience. Hence in a single State Govt. two processes cannot be adopted by departments for empanelment process.

Therefore you are requested to withdraw the turnover and experience conditions from this tender and also provides MSME benefits to System Integrator so that many small domestic firms are may be Eligible for participation in this EOI so that scheme benefits may be delivered at ground level in rural area.

Clause of turnover and experience defined by the your department (HAREDA) appears to be intentional in some aspects. If proper consideration not given by HAREDA. We would seek judicial support for the same.