



DIRECTORATE OF NEW AND RENEWABLE ENERGY, HARYANA

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To

The Director General,
Supplies & Disposals Department,
Haryana, Sector-16, Panchkula.


Memo No. /NRE /2021/ 6838

Dated: 23/6/2021

Subject: REPLY/CLARIFICATION ON REPRESENTATION ON INDENT FOR ARRANGING RATE CONTRACT FOR SUPPLY, INSTALLATION AND COMMISSIONING OF LED BASED SPV HOME SYSTEM (MANOHAR JYOTI) AND SOLAR HOME LIGHT SYSTEM FOR ANGANWARI CENTRES.

The point wise reply/clarifications on representations sought by various firms for amendment in above mentioned Department tenders are enclosed herewith for your information and further necessary action please.

Encl: As above


(P.K.Nautiyal) 23/6/2021
Chief Scientific Engineer
for Director General, New & Renewable
Energy Deptt. Haryana & HAREDA

S. No.	Firm Name	Amendments/Rectifications/Clarifications Sought	Office comments
1.	Sun N Sand Exim (India) Pvt. Ltd. & Ritika Systems Private Limited	<p>SUN N SAND- We have already applied for ALMM registration long back but it has not been processed by NISE as of today, even after 24 weeks past application submission. The ALMM Registration Process appears to be drastically slow due to the large number of applications coupled with the COVID Delay Factors. We have been following up rigorously with NISE as well as MNRE but they informed about unavailability of concerned NISE officials due to the COVID Pandemic. This clearly reflects from the fact that even though MNRE notification dated 12.03.2021 stated that ALMM list would be updated on monthly basis, but they have not released any updated ALMM list from last 3 months due to COVID.</p> <p>Please refer to the MNRE Clarification Letter to SECI, dated 11th May 2021, where it is clarified that module procured for projects, on which the ALMM order is applicable, should have been included in the ALMM List - I valid on the date of invoicing or supply of such modules (Copy of MNRE Clarification Letter attached here). It is clearly reflected that solar module should be enlisted in ALMM at the time of supply so same pattern may be flowed in your tender. We hereby request you to issue a amendment for ALMM to give relaxation to Panel Manufacturers to become enlisted in ALMM at the time of supply in Projects.</p> <p>RITIKA- 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.</p> <p>The inclusion of name at the time in the ALMM list of opening of tender is not in the control of the bidder as 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.</p>	<p>It has already been decided by the State Government to amend this condition and it has been decided as under:</p> <p><i>(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 at the time of bidding. The solar module must be enlisted in the ALMM at the time of invoicing. 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))</i></p> <p>Hence DS&D may be requested to issue corrigendum in the tender to amend this clause.</p>

2.	Sun N Sand Exim (India) Pvt. Ltd.	<p>Also, we would like to request to consider the concession benefits of MME/MSME to be given to the manufacturers of Solar Modules or Solar Cells or Lithium Cells only. It is to be said that even MNRE and Central PSU like SECI allowed domestic content requirements benefits to only manufacturers of Solar Panels or Solar Cell manufacturers to bid for their Tender. Integration of lithium cells to form a battery/battery bank/battery pack shall not be considered as the major component to give manufacturing MSME benefits as their integration does not require any major industries setup, equipment and manpower etc. which is diluted the true motives of Manufacturing MSME policy benefits.</p> <p>Solar Panel/Solar Cell Manufacturers ensure better quality of the products at a more competitive rates. Also their warranty continues 20 more years beyond the normal warranty requirements of 5 years mentioned in the Tender, thus giving a genuine total warranty of 25 years for the most important component of the Solar System i.e. Solar Panels.</p>	<p>It is to mention here that that the very less nos. of lithium cell manufacturers in India. So, most of the battery manufacturers are importing the lithium cells and assembling them with proposer BMS to manufacture lithium batteries. Due to this manufacturers of lithium batteries in Haryana has been considered giving MSME benefit/concessions under state policy instead of lithium cells. Manufacturers of solar modules and solar cells in Haryana shall also be eligible for MSME benefit/concessions under state policy.</p> <p>Hence no change is required.</p>
3.	Genus Innovation Ltd. & Ritika Systems Private Limited	<p>Considering COVID-19 it is requested to may kindly amend clause as follows:-</p> <p>Experience and Past Performance of having successfully completed similar contracts i.e. Solar Home Light System/Solar Street Light/Off Grid Solar Power Plant amounting to Rs. 1.54 Crores, during last 7 years to Govt./Semi Govt. Organisations.</p> <p>The Past experience as asked for in the said tender is for INR 15.36 crore in past three years for Solar Home Light System/Solar Street Light System. 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 increase the times lines of experience to 5 years. Even the CVC guidelines dictate past-experience of 7 years.</p>	<p>HAREDA has allowed both i.e. manufacturers and system integrators for increasing participation of the bidders. But have sought turnover and experience 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 the state and give after sale service and spares to the beneficiaries . In all tenders of HAREDA similar guidelines have been followed.</p> <p>Hence no change is required.</p>
4.	Genus Innovation Ltd.	<p>It is requested to may kindly allow consortium as per below:-</p> <p>i. Consortium of System Integrator with Manufacturer of both Charge Controller and Solar Module is allowed.</p>	<p>In no tender of HAREDA in present as well past, consortium is allowed. Experience and Past Performance is uniform for all the tenders of HAREDA.</p>

		ii. Consortium partners individually or together could quality technical and financial eligibility criterion	Hence no change is required.
3.	Joonix Energy (P) Ltd. & Dynamic Powers	<p>Joonix-You have asked for bidder to be registered manufacturer of solar modules on solar batteries only. But you have excluded the major other electronics equipment which has more value than the solar module or the solar battery individually. As an explanation purpose, in this system, value of solar electronics is more than the value of the solar module. To demonstrate, the solar module may cost INR 3000-INR4000. Battery may cost approx Rs. 8000 but the major electronics may cost upwards of INR 8000-9000. These are just indicative figures to demonstrate that manufacturers of electronic items carry more share than solar module manufacturers and equal to the battery manufactures as percentage share of the system.</p> <p>Please appreciate that the tender is for a complete system and not just two items, namely solar modules and solar batteries.</p> <p>In the past 30 years, MNRE/HAREDA have been asking for the system supplier (as eligibility) to be a manufacturer of either Electronics or Solar Module or Battery (if required in the tendered system). Later on MNRE/HAREDA had included System Integrator as well to the eligibility criteria.</p> <p>We request you to have the same criteria as many of the MSMEs will not be a module manufacturer or a battery manufacturer which will result in poor participation in the tender including almost negligible MSMEs. Also whether to make or to buy decision is that of the supplier and this should not be used an eliminative criterion in eligibility.</p> <p>Please note even HAREDA in the last tender of the same item had similar criteria as the one we have requested for.</p> <p>Dynamic-Allow the manufacturer of solar charge controller including LED Luminaries shall be treated as manufacturer for getting the benefits of concession under MME.MSME policy. Solar charge controller being the brain of whole system of solar home light system is also very essential part.</p>	<p>It is wrong to say that charge controller (electronics) is major component and cost Rs.8000-9000. In solar home systems, charge controller cost is about Rs.1500-1800. Accordingly, it is not major component.</p> <p>Hence no change is required</p>

4.	Joonix Energy (P) Ltd.	<p>You have asked 6 Watt LED Bulb/Batten should have 32 lux. Please note that for the batten type and may be even for bulb achieving this Lux level may not be possible.</p> <p>We this humbly request you to please include normal LED Luminaire of 6 watt capacity to satisfy this criterion.</p>	<p>It is wrong to say that 6Watt LED bulb/batten do not give 32 lux. HAREDA has procured LED luminaries of more than 32 lux in last purchases.</p> <p>Hence no change is required.</p>
5.	Joonix Energy (P) Ltd.	<p>You have asked for the PV Modules to be Indigenously made with Indigenous Cells. Please note that there are very few solar module manufacturing companies who use indigenous cells as the availability of Indigenous Cells is hardly 10-20% of the total capacity of module manufacturing.</p> <p>Further, for using indigenous cells we have to have a fresh BIS/IEC certification which may cost upwards of INR 30 lakhs and which may not be affordable by an MSME Unit. Further, the requirement of Indigenous Cell in the Solar Module for the time being is only applicable to On Grid Systems and not the off grid systems tendered for.</p> <p>You have also asked for the Solar Module must be comply with MNE OM of even No. dated 02.01.2019 for enlistment under "Approved Models and Manufacturers of Solar Photovoltaic Modules (Requirement of Compulsory Registration) order 2019 and its subsequent amendments at the time of supply.</p> <p>Please note that there is hardly any manufacturer of solar panel enlisted under the above scheme to the best of our knowledge as on date.</p> <p>Also this enlistment has been extended upto Sep. 30 2020 as per notification date 6th April 2020. It thus may not be possible for the Tendering Authority to take any decision before this. Notification is attached for your kind reference.</p>	<p>The use BIS certified and indigenously made solar modules with solar cells is mandatory condition as per MNRE,GOI in all Government purchases.</p> <p>Hence no change is required.</p>
6.	Joonix Energy (P) Ltd.	<p>You have asked for IS 16046 part 2: 2018 certificate for the battery pack. Please note that IS 16046 stands for "Secondary cells and Batteries Containing Alkaline or Other Non-Acid Electrolytes-Safety Requirements for Portable Sealed Secondary Cells and for Batteries made from them for use in Portable Applications Part 2 Lithium Systems". This standard in turn refers to IS 16047:2018 (Part 3) for portability which is Secondary Cells and Batteries Containing Alkaline</p>	<p>In previous tender of SPV Home Lighting System (Manohar Jyoti) battery of same specification was required and suppliers supplied the same. However, it may be clarified that IS 16046 Part 2: 2018 is for Lithium systems which include both battery and cell. Accordingly, manufacturer has to use lithium cells and batteries which comply with IS</p>

		<p>or Other Non-Acid Electrolytes-Secondary Lithium Cells and Batteries for Portable Applications Part 3 Prismatic and Cylindrical Lithium Secondary Cells, and Batteries made from them.</p> <p>The key operative word in both these standards is Portable. IS 16047 excludes any battery for Energy Storage Systems and UPS above 500 wh.</p> <p>Thus technically it is not possible to have IS 16046 certification for power packs greater than 12.8V 40ah. Thus to provide IS 16046 certification for 12.8V 100 ah battery pack would not be possible.</p>	<p>16046 Part 2: 2018.</p> <p>Hence no change is required.</p>
7.	Ritika Systems Private Limited	<p>Please note that for already received test reports of the above systems, there may be a case wherein the photographs of the components to be submitted may not be there as this was not an earlier format for the report. The final product to be submitted must be the exact same to as the sample submitted at time of the tender unless exceptional circumstances arise not limiting to breakage of the die for Aluminum PDC body etc. However, even the changed physical dimensions of the product must comply to the tender specs and the bidder will have to ensure the same. We would request you to please consider this submission.</p>	<p>HAREDA have to procure the Solar Home System exactly same as provided by the supplier in its sample and test report. Hence to verify it, photograph is required in the test report.</p> <p>Hence no action is required</p>
8.	Ritika Systems Private Limited	<p>It is our submission that the Luminaire is different from batten and bulb. This can be in an Aluminium PDC Body or otherwise. This should also be allowed if meeting the tender technical specs.</p>	<p>Luminaries with any shape is allowed, provided that it meets the technical specifications of luminary mentioned tender.</p> <p>Hence no change is required.</p>
9.	Ritika Systems Private Limited	<p>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 1 panel. Moreover, out of most of the manufacturers in the list, only one Manufacturer has ALMM registration for 150 Wp Solar Panel and PID testing for the same.</p> <p>Getting PID testing done for 150 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. In our opinion, the PID Testing thus for 150 Wp Solar Panel be thus removed in interest of equity, fairness and justice.</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.</p> <p>Hence no change is required</p>

10.	Ritika Systems Private Limited	Please note rating of LiFePO4 Battery Packs are at C/5 or .2 C and not 2C. We request you to please correct the same.	It is wrong to say that there no rating of 2C in Lithium battery. Lithium battery of 100AH can be discharged with high currents upto 200 Amp. Hence no change is required
11.	Ritika Systems Private Limited	Please note the tender only asks for positive net worth of the bidder and not mandatory profitability for last three years. Loss can be due to various reasons including depreciation and is a part of business cycles. If the bidder has sufficient net worth, enough solvency and excellent past track record to execute the project at hand, it is our humble submission that the same should be duly considered. We thus humbly submit you to remove the line of "it is certified that the bidder not suffered losses for any reasons whatsoever in last three Financial Years" from the Performa.	Performa of net worth is as per requirement in the tender document. Hence no change is required.
12.	Okaya Power Pvt. Ltd. & Fujikawa Power	Against last year tender we have submitted test report of complete system by MNRE/BIS/IEC/NABL accredited laboratory as per the tender specifications. We request you to kindly consider these test reports against this tender also.	Test report should be issued by any of the MNRE/BIS/IEC/NABL accredited laboratory on or after 01.04.2018 provided that all the parameters required in tender are being tested and included in test report. Hence no change is required.
13.	Okaya Power Pvt. Ltd. & Fujikawa Power & Ishaan Solar Pvt. Ltd.	Experience and Past Performance of having successfully completed similar contracts i.e. Solar Home Light System/Solar Street Light of single order costing not less than the amount equal to 40% of the estimated value of the bid quantity amounting to Rs. 1536 lakhs, during last three years ending 31 st March of the previous Financial Year (2020-21), to Govt./Semi Govt. Organization. Experience and Past Performance of having successfully completed similar contracts i.e. Solar Home Light System/Solar Street Light/ Lithium Batteries of costing not less than the amount equal to 40% of the estimated value of the bid quantity amounting to Rs. 1536 lakhs, during last three years ending 31 st March of the previous Financial Year (2020-21), to Govt./Semi Govt. Organization. Request to accept the Grid Solar Water Pump experience.	The bidder should have cumulative experience of similar items in last three years. Lithium battery is not a similar item but, component of solar Home system. Grid Solar Water Pump is not a similar item. Hence no change is required
14.	Okaya Power Pvt. Ltd.	We request you to kindly amend this clause as: Technically qualified bidder is to submit a sample of the quoted product before opening of financial	A bidder shall be technically qualified provided that their sample is as per the test report.

	& Fujikawa Power	bid.	Hence no change is required.
15.	Okaya Power Pvt. Ltd. & Fujikawa Power & Dynamic Powers	<p>Okaya-Please amend the clause as under:</p> <ol style="list-style-type: none"> 60% payment will be released within one month time on submission of material receipt of physical delivery of inspected/accepted goods in physically good condition at consignee go down on submission of bill of material supported by material receipt duly signed by PO/APO of the department/office. 40% will be released after satisfactory installation/working of the items on submission of Joint Commissioning Report (JCR) in the attached format duly signed by the user & PO/APO of the consignee department/ office with countersignature of head of the office. <p>Dynamic-please release 80% payment after receipt of material as after receipt of material the distribution of material to concerned beneficiary will take lots of time in which process our 40% payment being held for long time and balance 20% payment can be released after installation and verification of systems. please release complete payment as BG is deposited for performance guarantee of the system. Sir we would like to update you that 25 years of performance security is very very long time our 1% payment will get permanently held, please edit this.</p> <p>Fujikawa-70% payment will be released within one month time on submission of material receipt of physical delivery of inspected/accepted goods in physically good condition at consignee go down on submission of bill of material supported by material receipt duly signed by PO/APO of the department/office.</p> <p>30% will be released after satisfactory installation/working of the items on submission of Joint Commissioning Report (JCR) in the attached format duly signed by the user & PO/APO of the consignee department/ office with countersignature of head of the office.</p>	<p>Payment terms has been made to ensure proper after sale service to the beneficiaries.</p> <p>Hence no change is required.</p>
16.	Okaya Power Pvt. Ltd. &	Kindly consider the battery of 12.8V/100AH and 12.8V/80AH as per bidder design & choice so that they can choose the cells as per the availability to meet tender requirement.	As per tender, the lithium battery of 100AH and 80 AH in model 1 and model 2 respectively, capacity should have lithium cells of minimum 20AH capacity.

	Fujikawa Power		Hence no change is required.
17.	Dynamic Powers	To be amend-Sir ISO certification is the international standard certification which is to be given by the IAF body so please allow also the ISO certificate as per international standard as per NABCB accredited certification body.	ISO requirement in tender is as per state policy. Hence no change is required.
18.	Ishaan Solar Pvt. Ltd.	We would like to avail the benefits of MSME for other states also, currently, it is optioned for Haryana, request to amend for the all Indian States	MSME benefits is only for manufacturers of Haryana state as per State policy.
19.	Ishaan Solar Pvt. Ltd.	Kindly provide the District wise break up for both models	District wise breakup shall be provided during issue of work order to successful bidders.
20.	Ishaan Solar Pvt. Ltd.	Request to accept the private/subcontract experience.	In all the tenders of HAREDA experience of Govt./Semi Govt. Organization is required.
21.	Ishaan Solar Pvt. Ltd.	Request to provide 2 months additionally, due to the lockdown in various parts of the state, we facing difficulties in shipping.	The target for quoted item is for current financial year . Any further delay will lapse the budget of State Government.
22.	Ishaan Solar Pvt. Ltd.	Request to release the 1% against 1% BG.	It has been reported that no bank gives BANK GUARANTEE FOR 25 YEARS.
23	Ishaan Solar Pvt. Ltd.	We are unable to submit the samples for testing as test centers are not functioning full-fledged due to Lockdown. So requesting to allow us to participate and we will submit the rest reports against LOA.	The test report and sample are required for technical eligibility.
24.	Ishaan Solar Pvt. Ltd.	Need to submit the test certificate for Model 1 & 2. Kindly clarify.	Test certificate and sample has to be given for both models for technical eligibility.
25.		Need to submit the sample for Model 1 & 2. Kindly clarify.	
26.		Request you remove the clause, due to the COVID situation & lockdown imposed by different State Governments.	
27.	Ishaan Solar Pvt. Ltd.	Kindly provide the point contact name, phone number, mail address & sample submission address.	Directorate of Supplies & Disposals Address: SCO No. 9, Sector 16, Panchkula Haryana Email: supplies@hry@nic.in 0172-2584125
28.	Ishaan Solar Pvt. Ltd.	Request to include JV to bid the tender.	JV and subcontracting not allowed
29.		Subcontracting is available, kindly clarify.	
30.	Ishaan Solar Pvt. Ltd.	Kindly clarify on L1, L2 allocation.	To be decided by High Power Purchase Committee during finanlization of rates