CENTRAL ELECTRICITY REGULATORY COMMISSION

Upper Ground Floor, Chanderlok Building, 36, Janpath, New Delhi – 110 001 Tel: 23353503/ Fax: 23753923

No. L-1/249/2019/CERC

Dated 29th October, 2019

Subject: Engagement of Corporate Consultants for providing inputs for tariff determination by the Central Electricity Regulatory Commission

In response to queries raised by the participants in the pre-bid conference and thereafter, the following clarifications/amendments are hereby issued.

a. The Srl. No. 5 of Annexure-II shall be read as under:-

"Certificate of authorization (As at Appendix-A)"

- b. Appendix-A to the TOR is amended. The revised Appendix-A is enclosed.
- c. Clause (a) of the Annexure-III to the TOR is amended as follows:-
 - "a) the Corporate Consultant has not undertaken any consultancy service or assignment or given any advice either directly or indirectly on tariff petitions that are part of the present assignment."
- d. The last date for submission of bids is extended upto 1500 hrs. on 8.11.2019. The Technical Bids will be opened by the Tender Opening Committee, CERC on 8.11.2019 at 1600 hrs. in the Conference Hall at Upper Ground Floor, Chanderlok Building, 36 Janpath, New Delhi-110001 in the presence of bidders or their representatives.
- 2. The Commission's response to the queries of the interested bidders is given in the Annexure to this letter. The interested bidders are advised to go through the clarifications given in the said Annexure.

(Sachin Kumar)

Assistant Secretary (P&A)

Encl.: as above

A.

Appendix-A

CERTIFICATE

The undersigned is authorized to sign the bid. The undersigned also agrees to abide by the conditions of the Agreements.

Signature of the authorized person of the Corporate Consultant

Name and Designation

Date

Official stamp of the Corporate Consultant



Reply to Queries to Terms of Reference for "Engagement of Corporate Consultants for providing inputs for tariff determination by the Central Electricity Regulatory Commission"

Clause Reference	Que	ery/Proposal from Pro Bidders	ospective	CERC Reply
Clause 3.1	claus petitic vary There Petitic petitic 3.1.1, in alt comp there might MYT the e consu each Cons consu type follow include	er the referred annextee, we understand ons that would be from petitioner to emight be situations oner would file ons for each aspects 3.1.2 and 3.1.3 respectate file a combinarising all the three clamight be some petition. Hence, in all ffort that would be spultant would very different that would very different that would very different that the effort ultant will be dependent of petition, we reging structure to be led in the financial of the structure of the	that the filed would petitioner. where the individuals of clause pectively or led petition cuses. Also, itioner who etition or a I the cases pent by the ifferent for a separate spent by the equest the equest the equest the	As per clause 3.4 (c) of the TOR, the bidder shall quote rate per petition for completion of work related with each petition. Separate rate will not be entertained and the offer is liable to be treated as non-responsive.
	Sr. No.	Particulars/Tasks	Fee Per Petition (Rs)	
	1	Any petition for revision of tariff for 2001-04, 2004-09, 2009-14 tariff periods	()	
	2	Any petition for True up for 2014- 19 Tariff Period		
	3	Any petition for MYT for 2019-24 Tariff Period		
	consu	e also provide a pr iltant to quote sep ration and Transmissi	arately for	



	We request the Commission to allow submission of different quotes for the 3 types of petitions mentioned in clause 3.1 of the RFP.	
	It is requested to include a clause for allowance of extra amount for multiple true-ups pending for the previous control periods	
	It is requested to add a clause for differential pricing for provisional tariff based anticipated COD for the same	
	It is requested to include a clause for allowance of 15-20% of the quoted amount for additional Writ Petition work.	As per Clause 6.5 of the TOR.
Clause 3.3 (a)	The contract period proposed in the RFP is of 1 year duration with possibility of another 1 year extension.	As per Clause 3.2.3 (e) of the TOR.
	 i. We request the Commission to clarify if the support required for the Review or Appeal or Writ Petition would be for this contract period itself. 	*
Clause 3.4 (c)	It is requested to clarify how the billing shall be carried out under the following cases. 1. Combined Petition filed seeking truing up of FY 2014-19 and tariff for FY 2019-24 for transmission asset/Generating Station — Whether it will be treated as one Petition or two Petitions.	As per Clause 3.1.2 of the TOR.
	 Whether Petition seeking computation of provisional tariff on anticipated COD shall be awarded to consultant, if yes whether the same shall be considered as Petition for billing purposes. 	It is part of the petitions mentioned at Clause 3.1.3 of the TOR.
	If a consultant is handed over an on-going Petition for which part of work has already been carried out.	No on-going petition will be allotted.
	The Commission may provide number of expected petitions under each type which could also be used for calculating weighted average quote for financial evaluation.	The expected petitions under each category are not known to the Commission at this stage. However, the



		transmission tariff and generation tariff petitions may be approximately in the range of 80:20 ratio. The said ratio is subject to change based on the filings by the stakeholders.
Clause 4.1	It is suggested that the period for providing inputs for defending Review or Appeal or Writ Petition may be limited to 3 months beyond the duration of the Contract.	As per Clause 3.2.3 (e) of the TOR.
	Please note that the RFP specifies the extension of the contract period for one more year, however, the agreement is inconsistent with this requirement. We request to amend the Agreement clause so that the extension period of maximum one more year is specified.	Clause 3 of the Agreement at Annexure IV shall prevail.
Clause 4.2	We understand the Consulting Firms are required to submit their deliverables in soft copies (excel and word copy) for consideration of the Commission. No paper printed deliverables are required to be submitted. Kindly confirm. Timeline for different activities are very stringent, kindly provide the suitable time.	The required stationery and a printer for printing deliverables (hard copy) will be provided by the Commission. The timeline shall be as per Clause 4.2 of the TOR.
	Whether different quotes can be given for generation Orders & transmission Orders? This is in context that additional efforts are already envisaged for generation Orders under Sr.1 of table in 4.2.1, wherein for initial scrutiny of Generation Petition 10 days are allowed and for transmission it is 5 days.	
Clause 4.2.1 (4)	The existing timeframe of five days is very less considering the large number of petitions to be reviewed in parallel. We request the Commission to allow a period of 14 working days for completion of the said milestone.	The timeline shall be as per clause 4.2 of the TOR.
Clause 4.2.2	It is requested to change the maximum	



	liability on account of any delay in work to 5% from present 10%. 0.5% penalty per day will be levied for value of work executed after the due date subject to a ceiling of 2 % of contracted amount. We request the Commission that the penalty clauses should trigger only if the delay is determined to be on account of reasons solely attributable to the bidder.	
Clause 4.3	It is requested to clarify the approximate number of Fresh Petitions that the consultant shall be given each month. Team mentioned in your tender documents needs to work in your office or in our office.	The number of petitions in a month would depend on listing and cannot be known upfront. As per Clause 3.4 (d) of the TOR.
Clause 5.1	It is requested to clarify how the accounting of number of assignments shall be done under the following cases: 1) If under same work order/assignment consultant has processed multiple petitions. For. e.g., if a work order has been awarded to process 100 petitions or file 100 petitions shall it be counted as 100 assignments or one assignment.	As per Clause 5.1 of the TOR. Both the cases will be considered as one assignment.
	2) If a consultant has been awarded work/Contract on retainership basis for 2 years and has carried out processed multiple petitions or filed multiple Petitions (say for eg. 2) through same Work Order/Contract. Whether the same will be considered as Single Assignment or Two assignments.	
Clause 5.2	a) It is requested that the firm should be judged on the basis of its experience and quality of manpower and not on the turnover of firm, especially being a condition of Qualification criteria. The firm may have turnover from construction business also i.e. the firm may have turnover from non-power sector business also.	The qualification criteria specified in Clause 5 of the TOR shall be applicable.
	b) Instead of turnover condition, EMD	



or Security deposit may be introduce to safeguard the Hon'ble Commission interest against any kind of Non Completion or Non-performance of task by consultant. c) Putting forth such condition of Rs. 5 crore turn over will simply eliminate the competition. Despite healthy adequate experience of more than 150 ARR/MYT/Tariff Petitions/Orders, we will not eligible for aforesaid tender. Finally, in case CERC do not remove such condition from Qualification criteria. Second option is that a joint venture/ Consortium/ Joint Venture consortium may be allowed whereby is not envisaged in the TOR. we can meet the criteria of turnover. The second party shall meet the turn over requirement. We request the Commission increase the experience requirement The qualification under qualification criteria, if required, specified criteria but please remove the turnover Clause 5 of the TOR conditions, which shall eliminate the shall be applicable. healthy Competition. Alternatively, the Commission may impose a security deposit condition or joint venture may allowed to meet such condition. In Consulting Business, Experience of The qualification Company and the qualified criteria specified manpower availability is more important Clause 5 of the TOR than Turnover. We therefore request shall be applicable. the Hon'ble Commission to introduce a Security Deposit Bank Guarantee of Rs. 5 lakh as done by MERC in Maharashtra and delete the Turnover requirement.



Clause 5.3

- a. It is highlighted that the corporate consulting firms typically have engineering and management graduates for delivering the work no in-house lawyers available. In the Regulatory Advisory iobs, these firms hire external lawyers for specific legal assistance. Hence, we request that either the requirement of "one graduate in law" is removed as a RFP requirement or "external resource - lawyer or legal firm" may be allowed to be proposed by the bidders. Via our long standing experience, we feel that in the tariff assignments resource engineering and management qualifications deliver the work and negligible utilization of legal resource or lawyer is utilized.
- We request that the Hon'ble Commission to allow MBA (Finance) or equivalent apart from CA/ ICAI (Cost)/ CFA

The Corporate Consultant shall deploy at least five (5) personnel with at least one Each in areas of Finance. Engineering (Mechanical/Electrical) and Law. Such personnel should have requisite professional qualifications along with relevant experience of tariff determination. The Corporate Consultant team should consist of at least one graduate in Engineering, one graduate in Law and one having CA/ICAI(Cost)/CFA/ MBA (Finance) or equivalent qualification

It is requested to clarify whether a consultant having legal background should be deployed at the commission's office on full time basis. Legal personnel is required to vet the orders which will be provided by us as asked in the scope of work. It is expected that the requirement shall be on a part-time basis. We therefore request you to modify the requirement of deployment at Commission's office for the Legal team member to

As per clause 5.3 of the TOR.

As per Clauses 5.3 and 5.5 of the TOR.

A graduate in Law with relevant experience as per Clause 5.3 of the TOR shall be placed on full time and regular basis in the Commission as per Clause 3.4 (d).



availability on need basis. Further, since we are a professional Consortium/ subconsultancy services firm, we do not contract is not have any personnel with a law degree envisaged in the TOR. on our payroll. It is requested to clarify whether a bidder can enter into a consortium / sub-contract with Lawyer/Law Firm for the purpose of the assignment. As per Clauses 5.3 of It requested to add MBA/PGDM Finance in addition the TOR. to CA/ICAI(Cost)/CFA personnel qualification It is requested that you rate a personnel higher if he/she is a MBA/PGDM Finance with an Engineering degree, especially in Mechanical/Electrical We request the Commission to clarify if only 5 CVs would be technically evaluated or higher score would be given for submission of more number of As per Clause 5.3 of the TOR, atleast five CVs. personnel with atleast Also we believe that given the one each in Finance, significant volume of scope of work, a Engineering and Law team of at least 8 personnel should be with requisite considered and evaluated by the professional Commission. qualification and relevant experience Further a team structure should be shall be deployed in created with at least two personnel Commission having experience of more than 7 years regular basis. The team and 4 personnel having experience of of these 5 personally atleast 2 years, of working on power will evaluated. be sector related assignments. However, as per Clause 4.3, the bidder has to We also request the Commission to deploy adequate allow B.Com + MBA in finance for manpower as per the meeting the education qualification of requirement to ensure

the Finance person in the team.



timely deliverables.

	The Corporate Consultant shall deploy atleast five (5) personnel with at least one Each in areas of Finance, Engineering (Mechanical/Electrical) and Law. Such personnel should have requisite professional qualifications along with relevant experience of tariff determination. The Corporate Consultant team should consist of at least one graduate in Engineering, one graduate in Law and one having CA/ICAI(Cost)/CFA/MBA (Finance) or equivalent qualification	
Clause 5.5	We request the Commission to allow partial deployment of legal expert in the team. To prevent Corporate Consultants from	A graduate in Law with relevant experience as per Clause 5.3 of the TOR shall be placed on full time and regular
	outsourcing key tasks involved in the assignments, we request the Commission to allow only 2 contractual staff on the team of the Corporate Consultant which would ensure quality and timely delivery of work.	Clause 3.4 (d) of the TOR.
Clause 6.0	We request the Commission to provide a period of 'deemed acceptance' post submission of draft deliverables.	The TOR does not envisage the same.
Clause 6.2	It is highlighted that the consulting firms will deploy substantial manpower and spend efforts while preparing the Tariff model/Order. During this delivery of work, there may be delays in each process such as delay in reply on queries by the Petitioner, delay in approval/disposal of the Order by the Hon'ble Commission, delay in posting the Order in the website, etc. These delays may generally not attributable to the corporate consulting firm, but the consultant remains unpaid for the effort spent. Therefore, we request that the Hon'ble Commission considers a milestone basis payment structure. The following payment milestones may be adopted:	3 536 SSSSSS 36 586
	40% of the fee after public hearing 60% on disposal and posting of	



	the Order on the website of the Commission. The above payment milestones can be per petition basis and can be billed first week of every month for the work/milestones completed in the previous month We understand that each petition would stretch for a period or 3-4 months depending on the data submissions, etc. by the utilities. However, the payment would only be done on issuance of the Order. Therefore, we request the Commission to allow a 20% advance payment for the petitions awarded in a given month.	
Clause 6.4	It is suggested that the payment be made within 30 days from the submission of Invoice complete in all respect.	As per clause 6.0 of the TOR
	Further, with regard to 10% withholding amount it is suggested to keep an end date (i.e., latest by 3 months from the end of the Contract Period) for release of withholding amount.	
(*)	Further, successful completion of the assignment may be defined to avoid any ambiguity with regard to release of 10% withholding payment.	
	It is requested that a provision of upfront advance of 10% should be included upon mobilization of the team. The mobilization advance may be secured by an Advance Bank Guarantee valid for a duration of 3 months from mobilization	
	We request the Commission to remove the provision for withholding 10% of the amount, as the total duration of assignment may extend beyond one year stipulated time due to filling of Appeals, Writ Petition etc.	As per clause 6.0 of the TOR
Clause 6.5	It is requested to clarify as to what will be the date of closure of Contract as typically the Appeal or Writ Petition gets extended beyond one or two years which is the duration of the Contract.	As per Clause 3.2.3 (e) of the TOR.



As per Clause 3.4 (d) of We request the Commission to kindly the TOR. clarify whose office premise is being referred to here. The contract period proposed in the RFP is of 1 year duration with possibility of another 1 year extension. As per Clause 3.2.3 (e) i. We request the Commission to clarify of the TOR. if the support required for the Review or Appeal or Writ Petition would be for this contract period itself. ii. Further, we request the Commission As per Clause 6.5 of the TOR. to consider additional payment of 10% of petition amount for providing this support. Clause 7.1 Conflict of interest will The Undertaking language states that be in relation with the Consultant should not be present/on-going rendering any advice, directly or assignments. However, indirectly, to those organizations whose tariff would be determined by the bidder has to disclose /notify the CERC. Professional services firms like PwC render a plethora of services Commission about to such clients which are not in the possible or potential nature of filing tariff petitions such as conflict of interest which may result from Bid Advisory, M&A, Taxation, Policy Advocacy etc. The nature of work in any of assignments/activities these assignments would not be in as per TOR. If the conflict to the work expected in tariff orders. It is therefore suggested that consultants find that any petition assigned the language be modified to restrict to them is conflicting the scope of subject consultancy with their services so rendered to only tariff ongoing/present petition filing related assignments, assignments directly or while excluding any other assignments not relevant to tariff indirectly, thev will notify the same to the petitions. Commission immediately. Further, any assignments taken up in the past, where the final deliverables have been given to the client, should be beyond the purview of this declaration. We therefore request you to change the language to ensure only current obligations are covered in the purview of this declaration.



•It is also requested to allow the bidders to give this declaration along with another list of potential assignment conflicts (e.g. for PwC shared below). The Commission can then keep these conflicts in mind while determining the split while awarding the final assignment.

May do so.

 The undertaking format in Annexure III, which is supposed to be read with Section 7, does not give any format for disclosure of current assignments with other clients, which may please be provided.

The undertaking and the affidavit are the same as at Annexure III.

E.g.: PwC is currently engaged by PTCUL on submission of petition of UITP before the commission. Currently the tariff petition for sub-station and transmission line of UITP element of Srinagar (80/TT/2016 & 81/TT/2016) is under process with the CERC. Further, we will be submitting another petition for determination of tariff of element i.e 220kV Srinagar Baramwari line or its part there of (under UITP scheme) in the next few months.

 Whether consultant need to disclose every on-going assignment or only relevant ones which are in the nature of conflict to the CERC work.

Conflict of interest will be in relation with the present/on-going assignments. However. bidder the has to disclose /notify the Commission about possible or potential conflict of interest which may result from of the assignments/activities as per TOR. If the consultants find that any petition assigned to them is conflicting with their ongoing/present assignments directly or



		indirectly, they will notify the same to the Commission immediately.
	Will tariff Orders of Private Utilities assigned to Consultants?	Commission would decide.
	Will working with private clients on petition filing before CERC or other Commissions be treated as conflict.	It will be considered as conflict of interest.
Clause 9.1	On pre-mature termination of the assignment, CERC shall pay the Corporate Consultant, full remuneration, for the work performed by the Corporate Consultant till the date of termination of the Contract.	[[15] 15 [[15] [15
Clause 10.4	We request the Commission not to take soft copy of Financial Bid.	Soft copy of the Financial Bid need not be submitted.
Clause 10.5	 It is requested that the 'Qualification and experience of key staff', which carries a weightage of 40%, should be sub divided into defined Key Positions of varied experience i.e. allocation of marks for the defined 5 team members should be segregated; this would help us in demonstrating commensurate profiles for the said positions It is also requested that the 'Corporate Consultant's relevant experience for the assignment', which carries a weightage of 30%, should be rated based on number of petitions handled as one assignment may comprise multiple Utilities' tariff orders; however we do not suggest 	As per Clause 10.5 and 10.6 of the TOR.



MIT.	changing the interpretation of number of assignments in minimum Qualification Criteria in Clause 5.1 Considering that significant manpower resources would be required from the Corporate Consultant, we request the Commission to consider the total employee strength of the Corporate	
Clause 11.1	It is requested to clarify out of approximately 200-250 Petitions which the consultant is expected to process what would be approximate break up of petitions with regards to Petitions of Generation Company(s) and Petitions of Transmission Company(s).	The expected petitions under each category are not known to the Commission at this stage. However, the transmission tariff and generation tariff petitions may be approximately in the range of 80:20 ratio. The said ratio is subject to change based on the filings by the stakeholders.
	Further, owing to the scale of the assignment with close to 500 Tariff Orders to be issued as stipulated in the tender, it is suggested that the Commission engages atleast 4 no. of consultants for the assignment. How much is the duration of the work i.e. all 200 petitions will be provided to us in 3 months or it will be evenly	As per Clause 11.1 of the TOR.
Clause (11.2, 11.3)	distributed during the entire year? It is requested to change the evaluation criteria for selection of a consultant. It is requested that selection criteria be based on QCBS with a weightage of 80:20(Technical: Financial). QCBS is a traditionally followed method amongst SERCs/Utilities for similar assignments QCBS system allows for best quality at competitive costs. QCBS based selection helps in ensuring right mix of technical capacities and financial cost for appropriate execution of the engagement. We therefore request the	As per Clauses 10 and 11 of the TOR.



	Commission to use QCBS methodology for evaluation of Consultants. Subsequently, the Financial Quote of H1 and H2 bidders may be compared and Bidders may be asked to match the lower of the two financial quotes. We request the Commission to remove	
	this clause as both the selected Consultants are required to undertake the tasks at the same rate.	
Annexure -1, Il Technical Specifications (5)	We request the Commission to remove this requirement as full time deployment of personnel is required.	As per TOR.
Annexure III and Annexure VI	The language of the Annexures requires the Contract Award Date/ Date of Non-Disclosure Agreement to be filled by the Bidder. We request the Commission to clarify if these undertakings are to be given along with the Bid or after signing of the agreement. If these undertakings are to be provided along with the Bid, the language should be suitably amended to not take the date of Contract Award Date/ Date of Non-Disclosure Agreement.	At the time of signing of the agreement.
	The Corporate Consultant has shall not undertaken/undertaking any consultancy service or assignment or given any advice on the matters that would be in conflict with this assignment or place the Commission in a position of not being able to carry out this assignment objectively and impartially, either directly or indirectly to those organizations whose tariff petitions are part of the present assignment	Annexure III of the TOR is amended as
Annexure IV, 6 (iv) and (v)	We request the Commission to delete this clause or replace it with the suggested language. Proposed Amendment: CERC shall not recover from the Corporate Consultant, in contract or tort, under statute or otherwise, any amount with respect to	



	loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated. CERC shall not recover from the Corporate Consultant, in contract or tort, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement or otherwise relating to the Services.	
	We understand that this is also limited to the value of the contract as mentioned in clause 6 (iv). Request an addition of this point here as well.	As per TOR.
Annexure V, 2 b)	We request the Commission to add 'Sub-Contractors' along with employees, with whom information can be shared	As per TOR.
Annexure V, 3.2	We request the Commission to delete the said para.	As per TOR.
Annexure V, 5.1	We request the Commission to reduce the time for which the contract shall remain valid to two years, with deletion of the provision for extending it further.	As per TOR.
Annexure V, 5.2	The expiry of the agreement dated (Insert Date) does not give liberty to Corporate Consultant to disclose any information shared/disclosed by CERC and available with the Corporate Consultant and/or their employees and the Corporate Consultant shall indemnify CERC to the extent of the breach of confidentiality and affecting the interests of CERC	As per TOR.
Annexure V, 6	We request the Commission to delete the said para.	As per TOR.
Annexure V, 8	We request the Commission to delete the said para.	As per TOR.
Appendix A	Please clarify the requirement of the Appendix A content/declaration as the manpower deployed have access to all facilities as per the company policy of	Appendix-A is amended.



	the Consulting Firms. Please provide the purpose and intent of this declaration.	
OTHERS	It is requested to extend the date of submission of Bid by 2 weeks. The last date of submission of bids by corporate consultant shall be November 8, 2019 We request to extend the bid submission date by at least a week, i.e., by 8th November 2019, as the present submission date falls in the week following the Diwali holidays.	hrs. on 8.11.2019. The Technical Bids will be opened at 1600 hrs. on
New Clause suggested by Bidders	It is requested that consultant's liability may be limited to 1X of the total contract value. It is the normal industry practice. A clause may be inserted as — "Consultant's total liability for all claims connected with the services or this agreement (including but not limited to negligence), whether in contract, tort, statute, indemnities or otherwise, is limited to one-time professional fees paid / payable for the services. Purchaser/Client agrees that Consultant will not be liable for (i) loss or corruption of data from client systems, (ii) loss of profit, goodwill, business opportunity, anticipated savings or benefits or (iii) indirect or consequential loss." It is requested to include a clause to state that the consultant will not be liable for any indirect and consequential losses or damages as result of execution of the assignment.	
	It is requested that the financial quotes be sought for a Generation Tariff Order and Transmission Tariff Order separately. Further, it is requested that the Commission ensures that a consistent mix of Generation and Transmission Tariff Orders be awarded to a particular consultant.	As per clause 3.4 (c) of the TOR, the bidder shall quote unit rate per petition for completion of work related with each petition. Separate rate will not be entertained



and the offer is liable to be treated as nonresponsive. The Corporate Consultant As per Clause 7(c)(iii) may terminate this Agreement, or any of Annexure-IV to the Agreement. particular Services, immediately upon written notice to NTA if the bidder reasonably determines that it can no provide longer the Services accordance with applicable law or professional obligations. In the event of the sale or transfer by The TOR does not IMaCS of all or substantially all of its envisage the same. assets related to this Agreement to an affiliate, whether by sale, merger, or change of control, IMaCS would have the right to assign any or all rights and obligations contained herein.

