

## **STANDARD BIDDING DOCUMENT FOR SOLAR WATER PUMPING SYSTEMS**

### **A. ELIGIBILITY CONDITIONS FOR ALL TENDERS UP TO 200 SOLAR PUMPS:**

I. The bidder should be :

A Registered Company with manufacturing facility in India for:

- SPV Modules OR Motor-pump Sets OR Solar Pump Controller  
(Test Certificate for any one of the above components from a MNRE accredited Test lab is mandatory)

**OR**

A PV System Integrator

- II. Bidder should not be blacklisted by any Govt. Agency.
- III. At least 10 Solar Photovoltaic Water Pumping Systems should have been installed & commissioned by the bidder.
- IV. Cumulative Experience of the Bidder in executing contracts of Off-Grid Solar Photovoltaic Systems/Power plants (Installed & Commissioned) should be at least 25% of the tender value.

**OR**

Cumulative Manufacture and supply of Motor-Pump sets / Solar Pump Controller/ Inverter (Tested & Certified by MNRE accredited lab) of the Bidder should be at least 25% of the tender value.

[Cumulative Experience may be relaxed to 15 % in case of MSMEs/ Start-ups in the field of manufacturing of Solar Pumping System components]

- V. Bidder should have Test Certificate for the tendered Model of Solar Water Pumping System from a MNRE authorized testing center at the time of bidding. Test Certificate should have been issued on or after 1 January 2014.
- VI. The Bidder should have valid CST / State VAT/ TIN registration certificate in the state. A copy of which should be enclosed.
- VII. The Bidder should have valid Service Tax Registration Certificate. A copy of which should be enclosed.
- VIII. If awarded contract, bidder will need to establish Service Centre (s) in the state of operation before supply. Till then, an undertaking to be given by the bidder.

**B. ELIGIBILITY CONDITIONS FOR ALL TENDERS FOR 201 PUMPS TO 1000 SOLAR PUMPS:**

**MINIMUM ELIGIBILITY CONDITIONS:**

- I. The bidder should be :

A Registered Company with manufacturing facility in India for:

- SPV Modules OR Motor-pump Sets OR Solar Pump Controller  
(Test Certificate for any one of the above components from a MNRE accredited Test lab is mandatory)

**OR**

A PV System Integrator with three years track record in OFF - GRID PV Systems.

**OR**

MNRE empanelled Company to Participate in Solar Pumping Programme through NABARD.

- II. Bidder should not be blacklisted by any Govt. Agency.
- III. The bidder should have ISO 9001:2008 certification.
- IV. At least 25 Solar Photovoltaic Water Pumping Systems should have been installed & commissioned by the bidder
- V. Cumulative Experience of the Bidder in executing contracts of Off-Grid Solar Photovoltaic Systems/Power plants (Installed &Commissioned) should be at least 25% of the tender value.

**OR**

Cumulative Manufacture and supply of Motor-Pump sets / Solar Pump Controllers/ Inverters (Tested & Certified by MNRE accredited lab) of the Bidder should be at least 25% of the tender value.

[Cumulative Experience may be relaxed to 15 % in case of MSMEs/ Start-ups in the field of Solar Pumping System components]

- VI. Average Annual Financial Turnover in the last 3 years, ending 31<sup>st</sup> March of the previous financial year should be at least 30% of the estimated cost/ Tender Value.(OR Rs. 10 Crores, whichever is less).

[Certified copies of the annual returns submitted to the 'Registrar of Companies' (R.O.C.) should be enclosed. For the preceding year, a summarized sheet of turnover certified by registered CA may be enclosed.

For proprietary/partnership companies, copies of Income Tax returns with full details of turnover should be enclosed. A summarized sheet of turnover certified by registered CA should also be enclosed.]

[For Rate contract/ empanelment tenders where more than one contractor is executing the tender: The average turnover requirement for eligibility should be considered based upon the quantities/ value allocated *or proposed to be allocated* to each successful bidder.]

- VII. Bidder should have Test Certificate for the tendered Model of Solar Water Pumping System from a MNRE authorized testing center at the time of bidding. Test Certificate should have been issued on or after 1 January 2014.

- VIII. The Bidder should have valid CST / State VAT/ TIN registration certificate in the state. A copy of which should be enclosed.
- IX. The Bidder should have valid Service Tax Registration Certificate. A copy of which should be enclosed.
- X. If awarded contract, bidder will need to establish Service Centre (s) in the state of operation before supply. Till then, an undertaking to be given by the bidder.

**OTHER ELIGIBILITY CONDITIONS**

The “Financial bids” of only those bidders shall be opened, who qualify in “Minimum Eligibility Conditions” as above and score at least 50 Points in “technical evaluation”. The “Points” for the “technical evaluation” shall be assigned as under:

SN	Criteria	Points
1	<p>A Registered Manufacturing Company/Firm/ Corporation in India of:</p> <p>Solar PV Modules</p> <p><b>OR</b></p> <p>Motor-pump Set</p> <p><b>OR</b></p> <p>Solar Pump Controller (Conforming to relevant National / International Standards)</p> <p>[ Test Certificate from a MNRE accredited lab is mandatory]</p> <p><b>OR</b></p> <p>MNRE empanelled Company to Participate in Solar Pumping Programme through NABARD.</p>	10

2	<p>Bidder's cumulative experience in supply and installation/commissioning of total number of Solar Water Pumping Systems:</p> <p>&gt; 50 nos.</p> <p>&gt;100 nos.</p> <p>&gt; 150nos.</p> <p>&gt;200 nos.</p>	<p>5</p> <p>10</p> <p>15</p> <p>20</p>
3	<p>Value of a "Single Order" executed by the Bidder of :</p> <p><b>Solar Water Pumping Systems</b></p> <p><b>OR</b></p> <p><b>Indigenous</b> Motor-Pump sets /Solar Motor Pump Controllers/ Inverters</p> <p>Valued more than Rs. 1.0 Crore</p> <p>Valued more than Rs. 2.0 Crores</p>	<p>5</p> <p>10</p>
4	<p>The bidder has service centers:</p> <p>At least two in the state for which tender is issued</p> <p>At least four in the state for which tender is issued</p>	<p>5</p> <p>10</p>

5	<p>Track Record of the Bidder (in <b>Manufacturing</b> Off-grid PV components):</p> <p><b>Number of years</b>, bidder is in the Manufacturing of Off-grid PV components (PV modules/ Pumps / controllers), and has not been blacklisted by any Govt. Agency[for not honoring the order after bidding OR not supplying in time OR not providing after sales service]:</p> <p>More than 3 years</p> <p>More than 5years</p> <p>More than 7years</p>	<p>5</p> <p>10</p> <p>15</p>
6	<p>Track Record of the Bidder (in the installation/commissioning of Solar Pumps):</p> <p><b>Number of years</b>, bidder is in the installation/commissioning of Solar Pumps and has not been blacklisted by any Govt. Agency[for not honoring the order after bidding OR not supplying in time OR not providing after sales service]:</p> <p>More than 3 years</p> <p>More than 5years</p> <p>More than 7 years</p>	<p>5</p> <p>10</p> <p>15</p>
7	<p>The bidder has ISO 14001 certification</p>	<p>10</p>
8	<p>The bidder employs more than 20 people in India ( as per its PF return)</p> <p>The bidder employs more than 50 people in India ( as per its PF return)</p> <p>( A copy of the PF return should be enclosed as proof)</p>	<p>5</p> <p>10</p>

**C. ELIGIBILITY CONDITIONS FOR ALL TENDERS MORE THAN 1000 PUMPS:**

**Minimum Eligibility Conditions:**

I. The bidder should be :

A Registered Company with manufacturing facility in India for:

- SPV Modules OR Motor-pump Sets OR Solar Pump Controller  
(Test Certificate for any one of the above components from a MNRE accredited Test lab is mandatory)

**OR**

A PV System Integrator with three years track record in OFF - GRID PV Systems.

**OR**

MNRE empanelled Company to Participate in Solar Pumping Programme through NABARD.

II. The bidder should have ISO 9001:2008 certification.

III. At least 10% of the tendered quantity (subject to maximum of 500 nos.) Solar Photovoltaic Water Pumping Systems should have been installed & commissioned by the bidder by the date of date of submission of technical bid.

IV. Cumulative Experience of the Bidder in executing contracts of Off-Grid Solar Photovoltaic Systems/Power plants (Installed &Commissioned) should be at least 20% of the tender value.

**OR**

Cumulative Manufacture and supply of Motor-Pump sets / Solar Pump

Controller/ Inverter (Tested & Certified by MNRE accredited lab) of the Bidder should be at least 20% of the tender value.

- V. Average Annual Financial Turnover during the last 3 years, ending 31<sup>st</sup> March of the previous financial year should be at least 30% of the estimated cost/ Tender Value. (OR Rs.50 Crores, whichever is less).

[Certified copies of the annual returns submitted to the 'Registrar of Companies' (R.O.C.) should be enclosed. For the preceding year, a summarized sheet of turnover certified by registered CA may be enclosed.

For proprietary/partnership companies, copies of Income Tax returns with full details of turnover should be enclosed. A summarized sheet of turnover certified by registered CA should also be enclosed.]

[For Rate contract/ empanelment tenders, where more than one contractor is executing the tender: The average turnover requirement for eligibility should be calculated based upon the quantities/ value allocated *or proposed to be allocated* to each successful bidder.]

- VI. Bidder should have Test Certificate for the tendered Model of Solar Water Pumping System from a MNRE authorized testing center at the time of bidding. Test Certificate should have been issued on or after 1 January 2014.
- VII. The Bidder should have valid CST / State VAT/ TIN registration certificate in the state. A copy of which should be enclosed.
- VIII. The Bidder should have valid Service Tax Registration Certificate. A copy of which should be enclosed.
- IX. If awarded contract, bidder will need to establish Service Centre (s) in the state of operation before supply. Till then, an undertaking to be given by the bidder.

### **OTHER ELIGIBILITY CONDITIONS**

The “Financial bids” of only those bidders shall be opened, who qualify in “Minimum Eligibility Conditions” as above and score at least 60 Points in “technical evaluation”.

The “Points” for the “technical evaluation” shall be assigned as under:

<b>SN</b>	<b>Criteria</b>	<b>Tender for &gt;1000 pumps</b>	<b>Tender for &gt;5000 Pumps</b>
1	A Registered Manufacturing Company/Firm/ Corporation in India of: Solar PV Modules <b>OR</b> Motor-pump Set <b>OR</b> Solar Pump Controller (Conforming to relevant National / International Standards) [ Test Certificate from a MNRE accredited lab is mandatory] <b>OR</b> MNRE empanelled Company to Participate in Solar Pumping Programme through NABARD.	10	10
2	Bidder’s cumulative experience in supply and installation/commissioning of total number of Solar Water Pumping Systems:  > 250 nos.  > 500 nos  >750 nos.  > 1000 nos.	5  10  15  20	-  5  10  15

	> 2500 nos.	20	20
3	Value of a "Single Order" executed by the Bidder of : <b>Solar Water Pumping Systems OR Indigenous Motor-Pump sets / Solar Motor Pump Controllers/ Inverters</b>  Valued more than Rs. 2.0 Crore  Valued more than Rs. 5.0 Crores  Valued more than Rs. 10.0 Crores	5  10  10	-  5  10
4	The bidder has service centers:  At least two in the state for which tender is issued  At least four in the state for which tender is issued  At least five in the state for which tender is issued	5  10  10	-  5  10
5	Track Record of the Bidder (in <b>Manufacturing</b> Off-grid PV components):  <b>Number of years</b> , bidder is in the Manufacturing of Off-grid PV components (PV modules/ Pumps / controllers), and has not been blacklisted by any Govt. Agency [for not honoring the order after bidding OR not supplying in time OR not providing after sales service]:  More than 3 years  More than 5 years  More than 7 years  More than 10years	5  10  15  15	-  5  10  15

6	<p>Track Record of the Bidder (in the installation/commissioning of Solar Pumps):</p> <p><b>Number of years,</b> bidder is in the installation/commissioning of Solar Pumps and has not been blacklisted by any Govt. Agency. [for not honoring the order after bidding OR not supplying in time OR not providing after sales service]:</p> <p>More than 3 years</p> <p>More than 5years</p> <p>More than 7 years</p> <p>More than 10years</p>	<p>5</p> <p>10</p> <p>15</p> <p>15</p>	<p>-</p> <p>5</p> <p>10</p> <p>15</p>
7	The bidder has ISO 14001 certification	10	10
8	<p>The bidder employs more than 20 people in India ( as per its PF return)</p> <p>The bidder employs more than 50 people in India ( as per its PF return)</p> <p>( A copy of its PF return should be enclosed as proof)</p>	<p>5</p> <p>10</p>	<p>5</p> <p>10</p>

## **GENERAL TERMS AND CONDITIONS**

- Bidder's experience should be in supply/ installation/commissioning (contracts executed, completed and handed over) for MNRE supported Schemes / Programmes, (including Projects executed by channel partners availing MNRE support) OR any Government Organisation / Agency/ SNA/PSU in India.
- The above experience may be anywhere in India and should not be restricted to any particular state only.
- The total experience of solar pumping systems should be taken into account irrespective of the experience being in AC or DC Motor pump sets and surface or submersible Pump sets.
- Consortium agreements, joint ventures and assignment of the project are NOT permitted to seek eligibility in the projects/tenders below 5000 nos. of Solar Pump Tenders.
  - Consortium agreement/ joint venture is Permitted in the projects/tenders above 5000 no of Solar Pumps. However, the joint venture partners have to be only among the manufacturers of Solar PV Modules / Motor-pump Sets / Solar Motor Pump Controllers/ Solar Pump Inverters and/or the PV System Integrator.
- The same make of Solar Panels, pumps, inverter / controller for which the test report is submitted in the bid document should be supplied by the bidder.
- Bidders who are black-listed in any state would not be eligible to bid in other states till they remove the cause of their being black listed.
- No Brands or makes of any component of "Solar Pump" to be listed in the tenders.
- Any specific type of pump or internal constructional details of Motor pump set should not be mentioned.
- MNRE specifications for irrigation pumps as well as drinking water pumps should be followed as it is for respective application, without any modifications or intermixing of specifications.

e.g. The drinking water specifications are to be followed only in case, the application or the usage of the Solar Pumping System is for providing drinking water (and the PV array capacity is up to 900Watts).

- In case the tender has PV ratings , other than 'Indicative ratings/models' specified in MNRE specifications, then the performance norms / requirements (i.e. water output per day per watt peak of PV capacity) must be appropriately specified, without compromising or enhancing the specifications .
- Remote monitoring should not be a complex system involving flow and pressure sensors and transducers. Detailed specifications of any particular make to be avoided.
- In case, the tenderer wishes to procure both AC and DC pumps, then separate quantities may be indicated and separate prices should be taken for AC and DC pumps from the bidder.
- Payment terms: Minimum 60% on supply of material, 30% on installation and balance 10% to be released against Bank Guarantee (BG) from a nationalized bank of equivalent value. This BG can be in 5 equal parts respectively valid for 1, 2, 3, 4 and 5 years from the date of installation and the expired BG should be released every year. In case if "Bidder" does not provide service during the warrantee period, BG should be forfeited and "Bidder" be blacklisted ( in case of "Consortium": all the partners be blacklisted)
- In case if "Bidder" does not execute the awarded quantity, "Bidder" should be blacklisted (in case of "Consortium": all the partners be blacklisted)
- O &M / CMC requirements should Be defined clearly in the "Scope of Work".
- Procurement should be preferably done through e-Tendering.
- In case of a requirement for more than 1000 Pumps, not less than two bidders (maximum Five) and in case of more than 5000 Pumps, not less than five bidders (maximum ten) to be awarded the contract, subject to their matching the L1 price.
- In case the "Tendering Agency" so desires, some quantity (max. of 10%) may be considered for local small and medium entrepreneurs subject to their meeting all the specifications and terms / conditions (except the experience and turnover) and

matching the L1 price of the respective model. (This is to promote local expertise and ensure that more bidders gain experience).