

# Request for Proposal

5 MW Solar PV Power Plant in the State of  
Gujarat, India

Manish Mishra

2010

**List of Abbreviation/Glossary**

The Company/Company means	Aravali Infrapower Limited
Party/Parties means	EPC and O&M Contractor
AIPL means	Aravali Infrapower Limited
RFP means	Request for Proposal
MN means	Millions
EPC means	Engineering procurement & Construction
O&M means	Operation and Maintenance
CPM	Critical Path Method
PERT	Project Evaluation & Review Technique

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## 1. Disclaimer

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- **Aravali Infrapower Limited (AIPL)** has prepared this document to solicit proposal from qualified parties to submit a Request for Proposal (RFP) for Design, Engineering, Supply, Erection, Testing, and Commissioning of 5 MW Crystalline SPV Technology Grid Interactive Solar PV Power Plant including Operation and Maintenance and Insurance with complete warranties for the entire system on turnkey basis in the State of Gujarat, India.
- While AIPL has taken due care in the preparation of information contained herein, neither AIPL, its directors, its staff, or its advisors providing assistance to AIPL gives any warranty or makes any representations, express or implied, as to the completeness for purpose or accuracy of the information contained in this document or any information which may be provided in connection therewith.
- The information contained herein is not intended to be exhaustive. Interested parties are required to make their own enquiries and Respondents must, confirm in writing that they have done so and that they do not rely only on the information provided in the RFP document in submitting their response. The information is provided on the basis that it is non-binding on AIPL, its directors, its staff, and its advisors providing assistance to AIPL. AIPL reserves the right not to proceed with the initiative as well as the right not to discuss the initiative further with any Respondent.
- No reimbursement of costs or expenses of any type whatsoever will be paid to Respondents or any other persons, or entities expressing interest in the initiative for purposes of submitting an RFP response and to this end, no Respondent shall have a claim against AIPL, its staff or its advisors providing assistance to AIPL, arising out of any matter relating to this RFP document of any nature whatsoever whether or not any circumstances arising as a result of, such claim is based on any act or omission by AIPL providing assistance to AIPL whatsoever and/or the content of this RFP
- The RFP is not an offer or a contract.
- AIPL reserve the rights to
  - Accept or reject any or all proposal
  - Waive any anomalies in proposal
  - Negotiate with any or all bidders
  - Modify or cancel the RFP
- AIPL is not required to engage in a public bidding process to solicit proposals, quotes, or statement of qualification. This process is not subjected to protest or appeal.

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## 2. Preamble

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**The Company** proposes to set up a 5 MW PV solar power plant in the state of Gujarat in India.

Company invites reputed parties from across the globe to submit their proposals for Design, Engineering, Supply, Erecting, and Testing & Commissioning of 5 MW crystalline solar PV power plant including operation and maintenance on turnkey basis for a EPC contract under the International Competitive Bidding process.

The company has already signed a Power Purchase agreement with Gujarat Urja Vidhyut Nigam Limited (GUVNL)

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### 3. General Terms and Conditions

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- I. The scope of bidding comprises of Request for Proposal (RFP) for providing EPC Contract services for the project.
- II. Parties who (individually, or in joint venture, or as a consortium) are prepared to submit the complete and comprehensive tenders for the works and services specified will be qualified to quote for the EPC contract services for the project. Joint Venture partners or consortium members shall include, as a minimum, manufacturers / trader of PV modules who meet the specified qualification requirements. One joint venture partner or consortium member shall be designated as the Leader of the consortium and will have overall responsibility of the EPC Contract execution. Companies must document their technical qualifications and pertinent experience. Individual Companies or Joint Ventures will be termed as Bidders henceforth.
- III. The bidder will have to submit a Bank guarantee with respect to the net minimum energy generated on commercial operation date of the project
- IV. The Bidder will also have to submit a performance guarantee for timely completion of the project at the time of signing of the contract. The amount of performance guarantee and other details can be mutually discussed at the time of signing of contract.
- V. The company reserves the rights to accept or reject any offer without citing any reason whatsoever.
- VI. The company reserves the right to amend the RFP at a later stage as well.

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#### 4. Technical Proposal

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The technical proposal should provide the following information using the attached standard forms (Annexure 1)

- A. A brief description of the bidders organization and financials and an outline of recent experience on assignments
- B. A description of the methodology and work plan with CPM and PERT chart for performing the assignments
- C. The list of proposed staff team member (Key Personnel) with experience and qualification with estimates of total staff member (Professional and support staff)
- D. A statement duly signed by the bidder Authorized Signatory of the bidder, affirming that all the experience cited /Qualification mentioned are correct
- E. Document proof issued by the competent authority should be submitted for any experience/Qualification cited in the Proposal
- F. Technical details of the system
- G. Brief Profile of the project

The technical proposal should not include any financial information.

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## 5. Financial Proposal

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The Financial proposal should provide the following information using the attached standard forms (Annexure II)

- A. Total Project Cost
- B. Year wise minimum energy generation
- C. O&M cost including the insurance charges
- D. O&M Escalation per Year
- E. Cost of replacement of system if any year wise
- F. Project Cost Phasing
- G. Payment Terms

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## 6. How to Respond

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Interested Respondents having the requisite qualification stated above may send in their application by filling out all details mentioned in Annexure 1.

All correspondence in this regard shall be sent to:

**Mr. Manish Mishra**

**Address:**

**Aravali Infrapower Limited**

G-29 Third Floor,

Vardhman Tower,

Vikas Puri

New Delhi – 110018

(O) +91-45174000

(M) +91-9999031233

E-mail [manish.mishra@aravaliinfrapower.com](mailto:manish.mishra@aravaliinfrapower.com)

The RFP should be signed by an authorized signatory.

The RFP must be accompanied with all supporting material, only if it is salient and directly pertinent to the RFP.

The language for submission of the document shall be English.

All costs incurred by Respondents in connection with the RFP shall be borne by the respective Respondents themselves.

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**7. Time Line**

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<b>Milestone</b>	<b>Date</b>
<b>RFP Released</b>	03.01.2010
<b>Submission of Bids By Parties</b>	24.01.2011
<b>RFP Selection</b>	04.02.2011

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## 8. Queries and Response

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Respondents shall utilize the opportunity to approach the contact person in Aravali Infrapower Limited to raise their queries in writing through mail or letter

The queries will be responded by Aravali Infrapower Limited within 5 working days through mail or letter.

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## 9. Amendments

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The company may, at its sole discretion, before the last date for submission of the RFP, modify this information document by issuing an addendum thereto. The Company may extend the last date for submission of RFP responses to allow Respondents reasonable time to consider any amendment to this information document and to amend its RFP submissions in the case of such an amendment.

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**Annexure I**

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- 4A Technical proposal submission form
- 4B Bidder's reference
- 4C Project Plan
- 4D Proposed Key Personnel
- 4E Affirmation
- 4F Experience Certificates
- 4G Technical Details
- 4H Brief Profile of Project

**4A Technical Proposal Submission form**

From (Name of Bidder)

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To:

**Mr. Manish Mishra**  
Aravali Infrapower Limited  
G-29, 3<sup>rd</sup> Floor, Vardhman Tower  
Community center, Vikas Puri  
New Delhi-110018  
Telephone +91-11-44174000  
E-mail: manish.mishra@aravaliinfrapower.com

Sir

**Subject: Technical proposal for** "Design, engineering, supply, erection, testing, and commissioning of 4 MW Crystalline SPV Technology Grid Interactive Solar PV Power Plant including Operation and Maintenance and Insurance with complete warranties for the entire system on turnkey basis in the State of Gujarat, India."

We the undersigned offer to bid for the above in accordance with your Request for Proposal dated: .We are hereby submitting our proposal which includes Technical proposal (Original and one copy), and a Financial proposal (Original and one copy) sealed separately and then under a separate cover envelope.

We understand that Aravali Infrapower is not bound to accept any proposal it receives.

Yours Sincerely

Authorized Signature  
Name and Title of Signatory  
Name of Bidder  
Address

Signature of the Bidder

**4B Bidders Reference**

1. History of company, Key management personnel. Employee strength
2. Alliance and partnership
3. Nature of business
4. Contact details
5. Financials

S.No	Financial Year	Annual Turnover	Factor	Annual Turnover at present price levels	Average of 3 years
(i)	(ii)	(iii)	(iv)	(v)={(iii)*(iv)}	(vi)=Total sum at column (V)/3
1	2009-10		1.00		
2	2008-09		1.10		
3	2007-08		1.21		

<b>Assignment Name</b>	
Country and Location under Country	
Name of Client	
Address	
Start Date	
Completion Date	
Name of Senior Staff	
Narrative Description of project	
Description of Actual services provided	
Total Capacity in terms of MW	

<b>Total experience in terms of MW</b>	
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**4C Project Plan**

Provide here a detailed project plan and which describes the time period wise activities, showing sequencing and dependencies. Given below is a general format.

S.no	Activity	Deliverables	Duration	Weeks in the form of bar chart													
				1	2	3	4	5	6	7	8	9	10	11	12		
1																	
2																	
3																	
4																	

Signature-----  
 (Authorized Representative)

Full Name, Title and Address

**4D Proposed Key Personnel**

Proposed Position -----

Name of Bidder -----

Name of Staff -----

Profession -----

Date of Birth -----

Total Experience -----

Relevant Experience -----

Years with Firm/Entity -----

Nationality -----

**4E Affirmation**

Provide statement on company/Firm letter head duly signed by authorized signatory, affirming that all the experience cited/Qualification mentioned/statements made in the proposal are true and correct

**4F Attach a copy of Experience certificates if any**

**4G Technical Details**

<b>Particular</b>	<b>Description/Make</b>
<b>Location</b>	
<b>Land Size</b>	
<b>Solar Modules (Type &amp; No)</b>	
<b>Technology</b>	
<b>Ground mounting structures</b>	
<b>Grid Inverters</b>	
<b>LT panel</b>	
<b>HT Panel</b>	
<b>Meters</b>	
<b>Any other relevant information</b>	

**4H Brief Profile of Project**

<b>Brief Profile of the Project</b>	
<u><i>Name of Bidder</i></u>	<u>To be specified by bidder</u>
<u><i>Installed Capacity</i></u>	<u>5 MW</u>
<u><i>Project Site</i></u>	<u>To be specified by bidder</u>
<u><i>Geographical Coordinates</i></u>	<u>To be specified by bidder</u>
<u><i>Nearest Railhead</i></u>	<u>To be specified by bidder</u>
<u><i>Nearest Town</i></u>	<u>To be specified by bidder</u>
<u><i>Nearest Airport</i></u>	<u>To be specified by bidder</u>
<u><i>Nearest Port</i></u>	<u>To be specified by bidder</u>
<u><i>Seismic Zone</i></u>	<u>To be specified by bidder</u>
<u><i>Climatic Conditions</i></u>	<u>To be specified by bidder</u>
<u><i>Annual Average Rainfall</i></u>	<u>To be specified by bidder</u>
<u><i>Average Temperature</i></u>	<u>To be specified by bidder</u>
<u><i>Local Language</i></u>	<u>To be specified by bidder</u>

_____	_____
<b>Contact Person with Mobile No, Land Line Number, email and complete address.</b> _____	To be specified by bidder _____

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**Annexure II**

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- 5A Total Project cost
- 5B Year wise minimum energy generation
- 5C O&M Cost including the insurance charges
- 5D O&M Escalation per year
- 5E Cost of replacement of system if any year wise
- 5F Project Cost Phasing
- 5G Payment Terms

**5A Total Project Cost**

S.No	Particular	Cost (INR MN)
1	Plant and Machinery	-----
2	Civil Services	-----
3	Land and site development	-----
4	Contingency @-----	-----
4	Preliminary and Pre Operative	-----
	Total Cost	-----

**5B Year Wise Minimum Energy Generation**

Year	Net Minimum Energy Generation in Kwh
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

**5C O&M Cost including Insurance Charges**

Year	O&M cost Including insurance charges
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

**5D Cost of escalation of O&M per year**

The cost of escalation of O&M per year is -----%

**5E Cost of replacement of system/part if any**

The cost of replacement of the (mention the name of part) is Rs.....INR MN every..... Year.

**5F Project Cost Phasing**

<b>Project Phasing- Construction</b>							
		Month 1	Month 2	Month 3	Month 4	Month 4	Month 6
Modules		%	%	%	%	%	%
Invertes		%	%	%	%	%	%
EPC		%	%	%	%	%	%

**5G Payment Terms**

Please specify your payment Terms