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DETAILED NOTICE INVITING EXPRESSION OF INTEREST

EOI NO.: GAIL/VIJAIPUR/EOI/OPEN ACCESS/2018-19/01

**EXPRESSION OF INTEREST FOR SUPPLYING POWER (CONVENTIONAL/ SOLAR/  
WIND) UNDER SHORT/ MEDIUM TERM OPEN ACCESS TO GAIL, VIJAIPUR,  
MADHYA PRADESH**

**GAIL (India) Ltd. (GAIL)** was incorporated in August 1984 as a Central Public Sector Undertaking (PSU) under the Ministry of Petroleum & Natural Gas (MoP&NG), Government of India (GoI), with the mission of accelerating and optimizing the effective and economic use of Natural Gas and its fractions for the benefit of the national economy. As a Public Sector Undertaking, the President of India holds more than 57% of the shares the company. GAIL (India) Limited, India's largest Natural Gas Company is one of the seven Maharatna Public Sector Undertakings (PSUs) and the youngest PSU to be accorded Maharatna status.

GAIL, initially given the responsibility of constructing, operating and maintaining the 1800 KM long cross country Hazira - Vijaypur - Jagdishpur (HVJ) Natural Gas pipeline project, has, since incorporation, successfully marked its presence across multiple business segments in the Gas Value Chain.

GAIL's plant at Vijaipur situated in Madhya Pradesh is presently meeting its power requirement through two sources, incumbent distribution licensee i.e. Madhya Pradesh Madhya Kshetra Vidyut Vitaran Company Limited (MPMKVVCL) and internal steam based captive generating assets. Following are the salient points regarding the current scenario of power sourcing at Vijaipur Plant:

- GAIL, Vijaipur is having power purchase agreement with MPMKVVCL for power supply at 132KV dedicated incomer feeder;
- Vijaipur Plant is connected to GRID via a 132/6.6 kV Switchyard at GAIL plant which is being fed through a 132 kV incomer dedicated feeder from Guna;
- Further transformation of power to 6.6kV is being done at the switchyard through three step-down power transformers;

Accordingly, GAIL, Vijaipur invites Expression of Interest (EOI) from reputed Entities for Supplying Power (Conventional/ Solar/ Wind) under Bilateral/ Group Captive Model under Short/ Medium Term Open Access to GAIL, Vijaipur, Madhya Pradesh for the term of contract which, shall be for one year, with an extended term option available for further one more year with prior notice of one month.

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The detailed scope of services, qualifying requirements, formats, data sheets, procedure for submission of proposal for short listing etc., are enumerated in the Detailed EOI Document. The document may be downloaded from the Company web site [www.gailtenders.in](http://www.gailtenders.in). The Document shall be available on the website with effect from 16/06/2018.

Entities/bidders interested for short listing under this invitation shall submit their offer/proposal complete in all respects as stipulated in the EOI Document on or before 12/07/2018 up to 15:00 Hours.

GAIL reserves the right to accept or reject any or all the offers/proposal from the intending bidders at any stage of the process without assigning any reasons thereof and no claim/dispute on this respect shall be entertained.

The offer/proposal shall be enclosed in an envelope super scribed with "**Expression of Interest for supplying power (conventional/ solar/ wind) under bilateral/ group captive model under short/ medium term open access to GAIL, Vijaipur, Madhya Pradesh**" and shall be address to:

**Dy. General Manager (Elect.)  
GAIL COMPLEX, VIJAIPUR  
DISTT. GUNA (M.P) 473 112**

**1. Expression of Interest:**

This document primarily details the pre-qualification criterions that needs to be satisfied by the parties interested in supplying power to Procurer, under short/ medium term Open Access. Document also details the documentary evidences that needs to be submitted for expressing interest in supplying power to Procurer from 01<sup>st</sup> Sep 2018, for a period of one (1) year, which may be extended for a further period of one (1) year. Other general details of the contract are also provided for general understanding of interested parties. Further selection process to be adopted for award of contract and volume of contract etc., are not covered in this document. Any further details that are deemed necessary will be intimated to shortlisted bidders from the EOI bidding process. A more detailed Terms of Reference will be included in the Request for Proposal (RfP), which will be issued to the shortlisted Bidders.

**2. Nature of Contract:**

Contract is for supplying conventional or solar/ wind power to Procurer through short/ medium term Open Access under Bilateral Model or Group Captive Model from generation unit(s) within India, and complying with all the latest & applicable regulations corresponding to banking provision, Electricity Act 2003 & Electricity Rules 2005. Under this contract, it is deemed to enter into a suitable Power Purchase Agreement (hereafter referred

as PPA) and Investment Agreement (if applicable) (hereafter referred as IA) with the bidder, who is qualified as per EOI bidding process and finally selected through an appropriate selection process thereafter. On signing of PPA, IA (if required) and on availability of requisite Open Access permissions, power is expected to be transferred through medium/short term Open Access at the earliest.

### **3. Term of Contract:**

Term of contract shall be for one year from the date of commence of power, with an extended term option available for further one more year with prior notice of one month.

### **4. Quantum of Power Required:**

Quantum of power required through this contract is 5 MW on Round The Clock (RTC) basis in case of bidder supplying power from conventional sources of power generation, or 43.8 MUs energy per annum, in case of bidder supplying power from Solar/ Wind, with banking facility at Procurers metering end, from the date of commencement of power supply.

### **5. Existing Power Sourcing Arrangement:**

Presently, the Procurers electricity requirements are being met through:

- Captive Power Generation (Thermal)
- Sourcing electricity through incumbent State Distribution Licensee (Discom), i.e. Madhya Pradesh Madhya Kshetra Vidyut Vitaran Company Limited (MPMKVVCL)

GAIL Vijaipur Plant is connected to GRID via a 132/6.6 kV Switchyard at GAIL plant which is being fed through a 132 kV incomer dedicated feeder from Guna.

### **6. Delivery Point:**

The Delivery Point shall be the interconnection/metering point of the Procurer (i.e. GAIL Vijaipur Facility) with Discom interface operating at 132 kV voltage level in Madhya Pradesh

### **7. Evacuation of Power:**

The responsibility for evacuation of power from the generation bus bar up to the Delivery Point shall be to the account of Seller. The Procurer shall not be responsible for any issue whatsoever, including but not limited to issues related to transmission constraints, Open Access, power generation and supply from Seller's end till the Delivery Point, during the entire term of the contract.

### **8. Pre-Qualification Criteria**

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Minimum criterions that are to be necessarily met or satisfied by interested parties, to get qualified for consideration for future selection processes for award of contract, are as follows:

- 8.1 Bidder shall be an Independent Power Producer (hereafter referred as IPP's) or a Captive Power Producer (hereafter referred as CPP's) or a Power Distribution Company (hereafter referred as DISCOM's) in India, having their own generating unit(s).
- 8.2 Bidder shall be in a position to supply 5 MW on Round The Clock (RTC) basis in case of bidder supplying power from conventional sources of power generation, or 43.8 MUs energy per annum, in case of bidder supplying power from Solar/ Wind, with banking facility at the Delivery Point, from the date of commencement of power supply.
- 8.3 Bidder shall have a commissioned capacity, capable to supply a minimum of 5 MW RTC, or 43.8 MUs per annum, at the Delivery Point. The subject unit(s) should have declared its Commercially Operating Date (COD) on or before the date of issue of this EOI.
- 8.4 Bidders supplying power (conventional/ solar/ wind) under Group Captive Model shall submit either of the following:
  - a. Currently certified as Captive Generating unit(s) by State Electricity Regulatory Commission or any other appropriate authority, wherein the unit(s) is located, or the Bidder agrees to get the unit certified as Captive Generating unit(s) by respective State Electricity Regulatory Commission or any other appropriate authority not later than 13<sup>th</sup> June'18, or;
  - b. The Bidder is willing to absorb Cross Subsidy Surcharge (CSS), Additional Surcharge, or any other charges applicable time-to time (as per regulation), to GAIL, Vijaipur, Madhya Pradesh.
- 8.5 Bidder should be ready to take responsibility of scheduling of power at both end, obtaining No Objection Certificates/ approvals & other Liasoning works with all concerned statutory and non-statutory agencies like DISCOM's, STU's, SLDC's and CTU during the term of contract.
- 8.6 Bidder should have Fuel supply arrangement or agreement to supply firm power for the entire tenure of contract without any restriction for generation of power and supplying it to its captive or non-captive users for bidders supplying power through conventional sources of power generation. In case bidders willing to supply power through Solar/ Wind shall be required to submit minimum guaranteed generation related Capacity Utilization Factor (CUF) to supply contracted energy.

## **9. List Of Documents To Be Submitted**

Out of the following documents, bidder shall submit applicable or any other document proving one's compliance to the qualification criterions listed in section 8 above.

- 9.1 Memorandum of Association.
- 9.2 Annual report for last three Financial Years.
- 9.3 Relevant documentary evidence to be submitted as proof for COD of unit and that

plant has satisfactorily supplied at least 5 MW on round the clock basis for at least 1 (one) year.

9.4 For Captive Power Producers:

- a. Statement/Report from Chartered Accountant declaring the current share holding pattern in the identified generating unit(s) and its compliance to rule no. 3 (1) (a) (i & ii) and/or 3 (1) (b) of Electricity Rule 2005 read in conjunction with Section 9 of The Electricity Act 2003, for FY 2016-17;
- b. Certification from Electricity Regulator for the unit(s) complying to the requirements of the Captive Generation Plant as laid out in rule no. 3 (1) (a) (i & ii) and/or 3 (1) (b) of Electricity Rule 2005 read in conjunction with Section 9 of The Electricity Act 2003;
- c. Bidder shall submit an undertaking to absorb Cross Subsidy Surcharge (CSS), Additional Surcharge, or any other charges applicable time-to time (as per regulation), to GAIL, Vijaipur, Madhya Pradesh.

9.5 Bidders supplying power from Solar/ Wind shall be responsible for arranging banking facility of the energy generated from its generating unit(s).

9.6 Bidders shall absorb all the Open Access charges, not limited to transmission charges and losses, wheeling charges and losses, banking charges (if any), Cross Subsidy Surcharge, Additional Surcharge, and any other charges as applicable from time to time.

9.7 Copy of communication to Load Dispatch Centre declaring commercial operation of identified unit(s).

9.8 Injection data from load dispatch center proving injection of a minimum of 5 MW on an average to users in any of the previous months.

9.9 Copy of Fuel supply arrangement/ Arrangement and Declaration to supply firm power without any restriction for generation of power and supplying it to its captive or non-captive users for bidders supplying power through conventional sources of power generation. In case bidders willing to supply power through Solar/ Wind shall be required to submit minimum guaranteed generation related Capacity Utilization Factor (CUF) to supply contracted energy.

9.10 Name, Contact persons address, telephone no, email address etc. of contact personnel:

9.11 Details of Generating Units with capacity in the station:

## 10. Bid Submission

Bidders shall furnish all information as per the details and formats specified herein this EOI Document, complete in all respect, and submit the EOI in an envelope superscripting "Expression of Interest for Supplying Power (Conventional/ Solar/ Wind) Under Bilateral/ Group Captive Model under Short/ Medium Term Open Access to GAIL, Vijaipur, Madhya Pradesh" to the following address, to reach within the timeline specified in the Notice Inviting EOI:

GAIL (India) Limited

**GAIL COMPLEX, VIJAIPUR  
DISTT. GUNA (M.P) 473 112**

Tel: 07544 - 274240

E-mail:-ratan.das@gail.co.in

Bids shall consist of the following, failing which, bidder shall not be allowed to take part in further bidding process.

- Supporting documents as specified in section 10 above, substantiating one's claim for qualification
- Duly filed, signed and stamped Covering Letter (Annexure - A), Declaration by Bidders (Annexure - B) and Bidders Information Sheet (Annexure - C)
- All the pages of the bid shall be stamped and signed as a token of acceptance by the bidder.
- All the corrections should be initialed.

**11. General Notes:**

- 11.1 If found required, GAIL may request for visiting the generation unit(s) (on behalf of which vendor wishes to pre-qualify) and collect all details as deemed fit and these information's will be used for qualification review and shortlisting of bidders for further selection process.
- 11.2 Interested party, Interested parties, bidder are inter-alia used in this document and shall mean the same.
- 11.3 Bid, Pre-Qualification bid, Qualification bid are inter-alia used in this document and shall mean the same.
- 11.4 Bidder shall confirm and ensure that all rules and regulations (with its latest amendments) such as State Electricity Regulatory Commission (hereafter referred as SERC's) wherein the generation unit(s) is located, Central Electricity Regulatory Commission (hereafter referred as CERC's), Electricity Act-2003, Electricity Rules-2005 etc., applicable to generation point, injection point, transmission corridor and withdrawal point are strictly adhered to.
- 11.5 Interested parties fulfilling qualification criteria shall submit their Qualification bid.
- 11.6 Bidders shall note that, fulfillment of the qualification criteria shall not automatically mean qualification of the bidder for award of contract and these are only basic criteria for consideration of the bidder for further selection process. On scrutiny of bids, and its outcome, each of the vendor will be notified through separate communication, on their status of qualification and further selection process, if any, for award of contract
- 11.7 Failing to meet any of the specific qualification criteria may make the bid liable for not consideration for further selection process, if any.

**12. Right To Accept / Reject Bids:**

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MEDIUM TERM OPEN ACCESS TO GAIL, VIJAIPUR, MADHYA PRADESH

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GAIL reserves the right to accept/ reject any or all the bids without assigning any reason whatsoever. The decision of GAIL shall be final and no correspondence will be entertained in this regard.

**13. Contact Details:**

- **GAIL COMPLEX, VIJAIPUR**
- **DISTT. GUNA (M.P) 473 112**
- Tel: 07544 - 274240
- E-mail:-ratan.das@gail.co.in

COVERING LETTER

(To be submitted on the Letter Head of the Participant)

To,

Mr. Ratan Das  
Dy. General Manager (Elect.)  
GAIL (India) Limited  
Gail Complex, Vijaipur  
Tel: 07544-274240  
E-mail: ratan.das@gail.co.in

**Subject: Submission of EOI for Supplying power (conventional/ solar/ wind) under bilateral/ group captive model under short/ medium term Open Access to GAIL, Vijaipur, Madhya Pradesh**

**Ref: EOI NO.: GAIL/VIJAIPUR/EOI/OPENACCESS/2018-19/01**

Sir,

1. I, the undersigned, being legally authorized to represent and act on behalf of.....  
.....  
.....(Name of Applicant), having understood the intent of the EOI hereby submit unconditional EOI for "*Supplying power (conventional/ solar/ wind) under bilateral/ group captive model under short/ medium term Open Access to GAIL, Vijaipur, Madhya Pradesh*"
2. I, certify that all the information provided in the EOI is true and correct; and that all accompanying documents are true copies of their respective originals.
3. I shall make available all additional information that GAIL may seek to supplement or authenticate the EOI submitted.
4. The Power of Attorney authorizing me to sign the EOI is enclosed.
5. I certify that my Company is registered & incorporated under the Indian Companies Act, 1956.



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6. I hereby irrevocably waive my right or remedy which I may have at any stage in Law or howsoever otherwise arising, to challenge or question any decision taken by GAIL in the process of short listing of the Applicants.
7. The signing of this letter by the undersigned guarantees the truth and accuracy of all statements/information submitted along with this EOI.
8. The undersigned hereby indicates the address, in which he establishes his legal domicile, to which GAIL may direct his correspondence

Mailing Address:.....

Telex:.....

Fax:.....

Telephone:.....

.....  
(Name & Signature of Authorized Representative)

On behalf of

.....  
(Name of the Applicant)

Place:

Date:

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Annexure-B

Format 1: Declaration by Bidder:

A We M/s \_\_\_\_\_ agree to take responsibility of scheduling of power at both end, obtaining No Objection Certificates & for other Liasoning works with all concerned DISCOM's, statutory and non-statutory agencies during the term of contract.

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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B We M/s \_\_\_\_\_ declare that the identified unit(s) is capable of supply 5 MW at Delivery Point.

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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C We M/s \_\_\_\_\_ declare that the Fuels Supply Agreements/ Arrangements available is adequate to run the identified unit(s) on Round the Clock basis for the entire tenure of contract and has no restriction for generation of power through these units and supplying to its captive or non-captive users. (for bidders supplying power from Conventional Sources).

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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D We M/s \_\_\_\_\_ declare that our Wind/ Solar plant is having adequate capacity to supply contracted energy and meet the minimum guaranteed generation related Capacity Utilization Factor (CUF). (for bidders supplying power from Solar/ Wind Sources)

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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E We M/s \_\_\_\_\_ declare that currently we have not been banned or delisted by any government or quasi government agencies or PSUs.

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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F We M/s \_\_\_\_\_ agree to enter into a power supply agreement with an exit option available to both the parties.

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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**G** We M/s \_\_\_\_\_ agree that upon qualifying, we will allow GAIL to visit the Generating plant site and shall allow GAIL to conduct both technical and financial due-diligence (if need be).

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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**H** We M/s \_\_\_\_\_ agree that in the event we are not able to meet any of the qualification criterion, we shall not be considered for further selection process for award of contract.

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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**I** We M/s \_\_\_\_\_ declare that the identified unit(s) are certified as Captive Generating Plant as per applicable rules & regulation and relevant documents are submitted as part of our bid. (for Captive bidders).

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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**J** We M/s \_\_\_\_\_ declare that, in the event we are unable to get the identified unit(s) as captive generating plant as per applicable rules and regulation, we shall supply power by absorbing the Cross Subsidy Surcharge (CSS), Additional Surcharge, or any other charges applicable time-to time (as per regulation), to GAIL, Vijaipur, Madhya Pradesh

Yes <input type="checkbox"/>	No <input type="checkbox"/>
---------------------------------	--------------------------------

**K** We M/s \_\_\_\_\_ declare that upon qualifying, we will participate in further selection process and we are in a position to inject 5 MW power on Round the Clock basis (in case of conventional) or 43.8 MUs energy per annum (in case of Solar/ Wind) at the Delivery Point latest by 01st July'18, else we shall not be considered for further selection process for award of contract

Yes <input type="checkbox"/>	No <input type="checkbox"/>
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Name & Signature off Authorized Signatory:

Contact Details: Tel No.- \_\_\_\_\_, E-mail- \_\_\_\_\_

Company's seal and Postal Address:

**Format 2: Bidder Information Sheet:**

Bidders Details:

- 1) Name of Bidder:
- 2) Country of Incorporation:
- 3) Corporate Identification Number (CIN):
- 4) Address of Incorporation Headquarters and its branch offices, if any:
- 5) Date of Incorporation and/or commencement of business:
- 6) Please provide the following documents:
  - a. Copy of the Memorandum and Articles of Association and certificate of incorporation, certified by the company secretary of the Bidding Company
  - b. Audited Annual Report of last 3 (three) preceding years
- 7) Brief description of the Company including details of its main lines of business:
- 8) Details of individual(s) who will serve as the point of contact/communication for the Bid:
  - a. Name:
  - b. Designation:
  - c. Company:
  - d. Address:
  - e. Telephone and Mobile Number:
  - f. Email Address:
  - g. Fax Number:
- 9) Particulars of the Authorized Signatory of the Bidder:
  - a. Name:
  - b. Designation:
  - c. Company:
  - d. Address:
  - e. Telephone and Mobile Number:
  - f. Email Address:
  - g. Fax Number:

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Generation Source Details:

- 10) Plant Location (specify place, district and state):
- 11) Existing No. of Units and installed capacity of each Unit (in MW):
- 12) Details of surplus capacity (in MW):
- 13) Nature of Bidder (IPP/Discom/CPP) :
- 14) Source of Power :
- 15) Project Cost:
- 16) COD of Project/Unit:

.....

Name & Signature of the Authorized Signatory:

Designation:

Date:

Place: