MINUTES OF THE PRE - BID MEETING HELD ON 08.08.2025 @ 11.00 HOURS at THE CHAMBER OF THE CHIEF ENGINEER, TWAD BOARD, COIMBATORE

Sub: Implementation of Energy Saving Measures by Supply, Installation and Commissioning of 137 Energy Efficient Pump sets, Capacitor Banks, Harmonics Filter, Transformer and Operation & Maintenance of 37 Pumping Stations across 10 Water Supply Schemes in Coimbatore region on Shared Saving Model under PPP mode

Ref: This office IFB No._14_Energy Efficiency PK1_2025_PPP Tender ID - 2025_TWAD_584766_1

Officers present: Online Zoom Meeting ,Dated 08.08.2025@11.00 Hours

1 Er. T.Venkatesh,B.E.,
Chief Engineer (i/c),
O/o the Chief Engineer, TWAD Board, Coimbatore.

2 Er. D.Selvakumar., B.E.,
Superintending Engineer, TWAD Board,
O/o, Salem -Namakkal-Circle, Salem.

3 Er. K.Murugesan., B.E.,
Executive Engineer (a/c), TWAD Board
O/o Sewerage Division, Pollachi

4 Er. L.Selvarani., B.E.,
Executive Engineer,TWAD Board,
O/o Maintenance Division, Tiruppur..

4 Er. K.Nirmala., B.E.,
Executive Engineer (M & B)
O/o the Chief Engineer, TWAD Board, Coimbatore.

5 Er. P.Venkatesa., B.E.,
Executive Engineer (Design)
O/o the Chief Engineer, TWAD Board, Coimbatore.

6 Thiru. R.Sekaran.,D.C.R.E.,
Head Draughting Officer,
O/o the Chief Engineer,
TWAD Board, Coimbatore.

7 Thiru. A.Jaikumar,D.C.E.,
Special Grade Draughting Officer,
O/o the Chief Engineer,
TWAD Board, Coimbatore.

8 Tmt. S.Santhiya, D.C.E.,
Senior Draughting Officer (i/c),
O/o the Chief Engineer,
TWAD Board, Coimbatore.

9 Er.N.Harikrishnan., B.E
Draughting Office (i/c),
O/o the Chief Engineer,
TWAD Board, Coimbatore.

And

Bidder/ Bidder's Representative Present as follows.

Sl No	Name of the Firm Bidder	Bidder's Representation Name with Contact Number
1	M/s. Desire Energy solution, Jaipur.	Mr. Naveen Thawani -72300 37296/ tenders@desireenergy.com

Implementation of Energy Saving Measures by Supply, Installation and Commissioning of 137 Energy Efficient Pump sets, Capacitor Banks, Harmonics Filter, Transformer and Operation & Maintenance of 37 Pumping Stations across 10 Water Supply Schemes in Coimbatore region on Shared Saving Model under PPP mode

The Chief Engineer, has requested the participants to raise their queries/ clarifications if any, in the bid conditions uploaded in the website. The queries/ clarifications raised by the bidder's and Queries received through e-mail from the above Bidders/ Representative were taken into consideration and the reply for the queries are as noted below: -

Queries from above Bidders/ Representative

Sl. No	Clause Reference	Clause Description	Queries raised	Reply
1	Page No. 10 of TB Request for Proposal Clause No. 1.2.9	Bids are invited to supply, install and commission 137 nos. energy efficient Pump sets, 35 nos. Capacitor Banks, 17 nos. Harmonics Filters, 1 no. Transformer and allied electrical and instrumentation equipment during the Implementation Period of 8 months and to subsequently operate and maintain 37 nos. Pumping Stations for a period of 10 Years (the "Operations period") using Energy Saving Measures to achieve the Guaranteed Energy Savings across 10 Water Supply Schemes in Coimbatore region.	The implementation period shall be 12 months instead of 8 months, as the baseline joint survey and establishment order will be placed first. Moreover, some of the higher-rated HSC/VT pumps require a minimum supply time of 6-8 months, followed by at least 2-3 months for complete installation, commissioning, and testing.	RFP CONDITION PREVAILS

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2	**Page No. 10 of TB Request for Proposal Clause No. 1.2.9**	The Guaranteed Energy Savings should be minimum Twenty five percent (25%) with reference to the Baseline Specific Energy Consumption to be finalized and appended as Schedule-21 to the DCA. Bidder shall quote its share in the Actual Energy Savings, which shall not be more than 70% (seventy percent). In this RFP, the term "Successful Bidder" shall mean the Bidder who is quoting the lowest share in the Actual Energy Savings in percentage terms (the "Quoted Share").	Since a minimum guaranteed energy saving of 25% has been mandated, which is quite critical, we request permission to conduct a pre-energy audit of the pumping stations for bidding purposes. This will help us accurately assess the actual savings potential and prepare a realistic bid accordingly. Furthermore, bidders have been restricted from quoting more than a 70% share of the energy saved, meaning at least 30% of the energy savings must be shared with TWAD. This condition is not practical. We propose setting the minimum share for TWAD at 10% and allowing bidders to quote beyond that, based on their assessment and offer.	**RFP CONDITION PREVAILS**
3	**Page: 14, 15 of TB Request for Proposal Clause No. 2.2.1 Technical Qualification Criteria: (ii)**	**Technical Qualification Criteria:** i. The Bidder: (a) shall be an Energy Service Company (ESCO) empaneled with the Bureau of Energy Efficiency (BEE), with a valid empanelment on the Bid Due Date and have successfully undertaken installation and commissioning of any energy saving project on ESCO model with a minimum aggregate capacity of 5,400 KW in the last 5 (five) years prior to the Bid Due Date; (and) (b) should have successfully undertaken operations and maintenance of any energy saving project on ESCO model with a minimum aggregate installed capacity of 5,400 KW in the last 5 (five) years prior to the Bid Due Date;	Executing an ESCO project for water supply schemes requires a completely different set of expertise compared to conventional water supply projects. As of now, very few ESCO projects have been implemented nationally. However, the current qualification criteria demand the same experience in installation, commissioning, and O&M from an ESCO experienced bidder as is required from a company involved in routine water supply works—i.e., 5400 kW over the last 5 years. We propose a 50% concession in this requirement (i.e., 2700 kW over the last 7 years) for bidders who are BEE-certified and whose experience specifically relates to ESCO projects in water supply systems.	**Necessary Amendment/Corrigendum to the RFP uploaded separately.**

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4	**Page: 15 of TB Request for Proposal Clause No. 2.2.1 Technical Qualification Criteria: (iii)**	**Technical Qualification Criteria:** (iii) The Bidder shall be an Original Equipment Manufacturer (OEM) with manufacturing facilities in India or countries outside India, other than those sharing their border with India and should have successfully manufactured and supplied pump sets with a minimum aggregate capacity of 5,400 KW under a single or two purchase orders, including 1 (one) pump set of atleast 298 KW/ 400 HP capacity in the last 5 (five) years prior to the Bid Due Date.	In the technical qualification criteria for manufacturers as bidders, it has been stated that a minimum aggregate capacity of 5,400 kW under a single or two purchase orders, including at least one pump set of 298 kW (400 HP), must have been supplied in the last 5 years prior to the Bid Due Date. Notably, the same criteria have been applied under the Combined Technical Capacity section.However, for other categories of bidders, the experience requirements have been proportionally increased. Additionally, manufacturers are allowed to participate without any experience in installation, commissioning, or ESCO/ energy-saving projects, which we believe needs to be revisited and revised for fairness and consistency across bidder categories."	**RFP CONDITION PREVAILS**
5			Kindly provide the details of electricity bills for the concerned pumping stations, so that the existing power consumption can be accurately assessed and the potential for energy savings can be realistically derived.	**Necessary Amendment/Corrigendum to the RFP uploaded separately(Appendix VI)**

Sl. No	Clause Reference	Clause Description	Queries raised	Reply
6	**Page: 45 of TB Request for Proposal Clause No. 7.2, point no. 7 – flow delivere**	Flow Delivered The delivered flow shall the flow measured by the Electromagnetic/ Ultrasonic flow meter installed at the Delivery pipe line of each pump at both the delivery headers during the period of 10 AM to 10 AM on consecutive days. In case of any defect in flow meter, the flow shall be determined based on the average flow of pumps with their working time for the respective day. If bidder fails to Repair/Replace the defective flow meter within 7 Days, a penalty of as per KPI may be imposed.	The tender document specifies the measurement of flow is mentioned, but tender is silent on the measurement of pressure. It is important to note that with any change in flow rate or variation in demand (addition or deletion), the corresponding head/ pressure will also vary, which directly impacts the power consumption of the pump. As per the pump power formula: (Pump Power (P) = (H X Q)/367* Pump Eff.), where Head (H) is in meters and Flow (Q) is in m^3/hr, it is evident that both flow and head are critical parameters. Therefore, it is essential to include pressure measurement in the baseline assessment as well as in the monthly calculation of energy savings	**Necessary Amendment/Corrigendum to the RFP uploaded separately(Appendix VI)**
7	**Page 50 of TB Request for Proposal Point No. 18.1 Smart Flowmeters and other components**	i. Bidder is bound to install a Doppler principle-based flow meter at all the pumping stations. A regular monitoring of these flow meters will help in efficient operation of pumping system and in monitoring & reduction of water losses in the conveyance system.	It is specified that the bidder is bound to install Doppler principle-based flow meters at all pumping stations. However, for water pumping systems, Electromagnetic or Ultrasonic flow meters are known to provide more accurate and reliable readings. Additionally, they support communication interfaces for real-time data monitoring through RMS/IoT devices. We request that the option to use Electromagnetic or Ultrasonic flow meters be considered and allowed in the scope.	**Smart flow meter of Electromagnetic or Ultrasonic shall be provided**
8			Further, the BOQ allows bidding for Package-1 only; however, the tender document states that the bidder can participate in either one or both packages. Kindly clarify this inconsistency.	**Bidder can bid for both the Package and they have to satisfy the combined technical and financial capacity as per clause 2.3.4 and 2.3.5 under section 2 of RFP**

Sl. No	Clause Reference	Clause Description	Queries raised	Reply
9	**Page No. 10 of TB Request for Proposal Clause No. 1.2.9**	Pumping Stations for a period of 10 Years (the "Operations period") using Energy Saving Measures to achieve the Guaranteed Energy Savings across 10 Water Supply Schemes in Coimbatore region.	Moreover, the tender has been designed for operation and maintenance over a 10year period. However, the document does not mention the current water demand (in MLD) or the projected demand at the end of the 10th year. This information is critical for proper design, rehabilitation, or upgradation of the pumping system to ensure it meets future requirements. We request that this data be provided as part of the tender documents.	**Increase in Quantity of water supplied will be within 25% provided the pipe shall have the pipe carrying capacity and with the available pumping hours in a day apart from regular pumping hours.**
10	**Page No. 19 of TB Request for Proposal Clause No. 2.3.6**	In the case of a Consortium: i. The Lead Member should satisfy the Combined Technical Capacity specified under clause (i) (a) or (ii) (a) or (iii) above. ii. All the Member Firms shall collectively satisfy the Combined Financial Capacity specified above.	Why only the Lead Member is allowed to satisfy the Combined Technical Capacity specified under clause (i) (a) or (ii) (a) or (iii). It should be collectively satisfy by all the members like Combined Financial Capacity for more competitive bidding.	**RFP CONDITION PREVAILS**
11	**General**		It is recommended that the tender include a Web and App-based ESCO model for Operations and Maintenance, integrated with a SCADA monitoring system, to ensure smooth and efficient monitoring of all pumping systems.	**Refer Article 17.7 - Monitoring and Reporting and Schedule 3 - Guidelines for Preparation of Implementation Plan and O&M Plan of DCA**

Sd/-T.Venkatesh,dt.30.08.2025,
Chief Engineer (i/c), TWAD Board,
Coimbatore

30/08/25

For Chief Engineer, TWAD Board,
Coimbatore

30/08/2025

Signature Not Verified

Digitally signed by R SEKARAN
Date: 2025.09.25 18:06:47 IST
Location: Tamil Nadu-TN