

INVITATION OF PROPOSAL

for

Carrying out a Study on

*“Emerging Challenges for Consultants in Power
Generation Industry”*



CONSULTANCY DEVELOPMENT CENTRE

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Study on

*“Emerging Challenges for Consultants in Power
Generation Industry”*

Background

In the recent times it is observed that the Government of India is pushing for higher growth rates in Indian economy through various endeavors like Make in India, strengthening infrastructure, etc. the backbone of these endeavors towards higher growth rate will be adequate supply of electricity at competitive prices. India is world's 6th largest energy consumer, accounting for 3.4% of global energy consumption. Due to India's economic rise, the demand for energy has grown at an average of 3.6% per annum over the past 30 years. India is the sixth largest in terms of power generation.

Electricity losses in India during transmission and distribution are extremely high. India needs to tide over a peak power shortfall of 13% between 5pm and 11pm by reducing losses due to theft and pilferage. Due to shortage of electricity, power cuts are common throughout India and this has adversely effected the country's economic growth.

The challenges this sector would throw up is quite different from commercial ones. It is therefore of great importance that a serious attempt be made to identify such emerging challenges in this sector.

In view of the above, Consultancy Development Centre (CDC) has planned to take up a study on '**Emerging Challenges for Consultants in Power Generation Industry**'.



1. Terms of Reference(TOR)

Objectives of the study

The objectives of the study are as follow:

- To understand the role and importance of power generation industry towards country's economic growth.
- Examine the major bottlenecks hampering the growth of power generation industry.
- To cover case studies, learnings and create a road map for growth of this sector.

Scope of the study:

The scope of Work for the said study is given below:

- Study the developments in the power generation sector in recent years, including power procurement methods and technology/ resource issues.
- Prepare a 'Scenario 2020' identifying key areas for stakeholders and solutions by consultants
- International challenges and opportunities in the sector covering all policy issues, technical issues, etc.
- Emerging challenges for the consultants
- Identifying the best practices being followed in other countries and how can they be implemented in the Indian context.
- Role of key stakeholders
- Case Study



Deliverables

The following deliverables should be suitably covered in the study:

- Draft /Final Report (Both in soft and hard copy)
- Case Studies
- Way forward/ Road Map for Consultants

Time Frame:

The Study is to be completed within a time frame of **6 (six) months** from the date of the Award of Contract.



2. General

Eligibility Criteria

The consultants must meet the following minimum eligibility criteria –

- Should have minimum of 4 years' experience.
- Should have executed minimum three (3) projects/study assignments/DPR's in the last 4 years (Both completed and ongoing)
- Should have an average turnover of Rs. 4.0 crore in the last three years.

Documentary Evidence for the following must be submitted:

- a) Proof of Turnover
- b) Contract/Work/Engagement orders indicating the details of assignment, client, value of assignment, ,date of award etc;
- c) Certificate of registration of the Company/ Agency;

Proposal Submission

Each proposal should be submitted in two parts, viz.

- Technical
- Financial

The technical and financial proposal must be submitted in two separate sealed envelopes indicating clearly on envelopes as "TECHNICAL PROPOSAL" and "FINANCIAL PROPOSAL", followed by the nomenclature of the assignment. Financial proposal to include a warning "DO NOT OPEN WITH THE TECHNICAL PROPOSAL." The envelopes containing the Technical and Financial Proposals shall be placed into an outer envelope and sealed. This outer envelope shall bear the submission address and also the nomenclature of the assignment "*Study on Emerging Challenges for Consultants in Power Generation Industry*".



Technical Proposal Content

Technical Proposal should be prepared considering Objective, Scope, Approach & Methodology, Milestones & Deliverables as well as other information given in this document.

Technical Proposal must include:

a. Brief description about the Consultant/Consulting firm

b. **Consultants experience**

In addition to overall experience of the consultant, details of specific consultancy projects/studies undertaken may be provided including Assignment/job name, description of services provided, appx. value of assignment, country & location, duration of assignment, name of client, starting & completion dates, names of associates (other than employees), if any. *(Documentary evidence in support of above facts to be provided)*

c. Comments and suggestions on understanding of Terms of Reference.

d. Approach

e. Methodology

f. Work Plan and Schedule

g. Detailed profile and CV of manpower proposed to be associated with this assignment.

Financial Proposal Contents

Financial proposal should be in the form of a lumpsum amount inclusive of all taxes.

The lumpsum quote should be inclusive of all expenses which consultant may incur while executing the assignment including travel, boarding and lodging within India including visits to CDC, as required. Financial Proposal, should also, include a breakup of the lumpsum quote under various heads envisaged by the consultant.



Evaluation of Proposals

An agency/consultant will be selected under the **Combined Quality cum Cost Based System** method (CQCCBS) with weightages of 70:30 (70% for technical proposal and 30% for financial proposal) and procedures described in this Proposal.

The following evaluation criteria shall be used for technical evaluation.

Sr. No	Description	Break up
1	Past Experience	20 Marks
1.1	Past experience in terms of no of assignments (Project, Study Assignments, DPR's) No of Assignments <ul style="list-style-type: none">○ No assignments <=3○ No assignments >3 and <5○ No of Assignments = 5 & above Marks will be assigned based on the Technical proposal along with the copies of work orders enclosed.	10 15 20
2	Methodology, Work Plan and Understanding of TOR	50 Marks
2.1	Understanding of TOR	10
2.2	Approach and Methodology	30
2.3	Work Plan + Time Schedule	10
3	Infrastructure & Other details	15 Marks
3.1	Personnel including skills & competencies	15
4	Average Turnover of the firm in last three financial years	15 Marks
4.1	Turnover <ul style="list-style-type: none">○ =>4 <7 crores○ =>7 <10 crores○ 10 crores and above	5 Marks 10 Marks 15 Marks
Total		100 Marks

Threshold for shortlisting consultants for technical evaluation will be 70 marks (seventy marks). CDC shall short list all the Agencies who secure the minimum cut off of 70 % (Seventy Percent).

The shortlisted consultants are eligible for further evaluation.

Evaluation as per Combined Quality cum Cost Based System (CQCCBS)



- The financial proposals of only technically shortlisted consultants will be opened and will be ranked in terms of their total evaluated cost.
- Based on the criteria and the total score, the Technical Scores will have a weightage of 70%. The Financial Proposals will be allotted a weightage of 30%.
- The proposal with the lowest cost shall be given a financial score of 100 and other proposals given financial scores that are inversely proportional to their prices. The total score shall be obtained by weighing the quality and cost scores and adding them up.
- On the basis of combined weighted score for quality and cost, the agency shall be ranked in terms of total score obtained. The proposal obtaining the highest total combined score in evaluation of quality and cost will be ranked as H-1 followed by the proposals securing lesser marks as H2, H3, etc,. The firm securing the highest combined marks will be considered for award of the contract. Total Score = (Technical Score x 0.70 + Financial Score x 0.30)

Evaluations will be based on documentary evidence submitted by the applicant with respect to evaluation / selection criteria.

Note: The following documentary evidence should be provided along with the proposal:

- Proof of Turnover
- Contract/Work/Engagement orders indicating the details of assignment, client, value of assignment, date of award etc;
- Certificate of registration of the Company/ Agency;
- Details of Key Personnel for the project

Payment Terms

Payment Terms	Milestones
25%	<ul style="list-style-type: none">- On acceptance of proposal & Signing of Contract Agreement- Submission of Performance Bank Guarantee- Submission of Inception Report
50%	On Submission of Draft Report
25%	On submission and acceptance of Final Report

Date for submission of proposal



The Proposals must be sent to CDC office on or before **18th May, 2015 by 1600 hrs.**
The proposals to be sent only in hard copy by post/courier/by-hand. Emails will not be considered. The proposals will be opened on 18th May, 2015 at 1600 hrs.

Enquiries & submission of proposals should be addressed to:

Shri S.K Sharma
Head (Business Development)
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Core 4B 2nd Floor, India Habitat Centre, Lodhi Road
New Delhi - 110 003
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