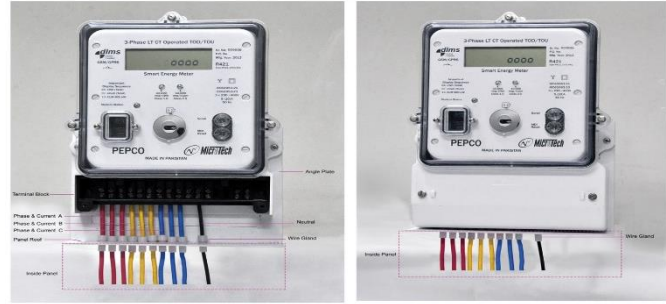
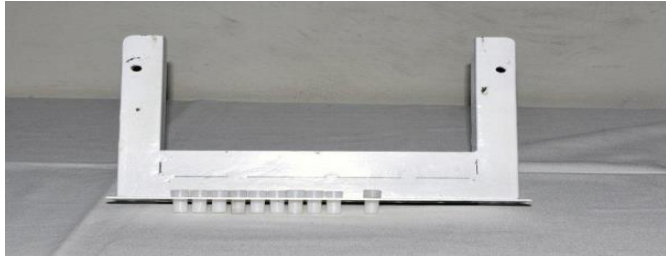



# Response to Bidders

PITC Tender No. PITC/G-224(27)/02-2019

Sr. No.	Page No.	Clause No.	Description	Question	Response
1	3	2.1	PITC, invites sealed bids from eligible bidders (original manufacturers/authorized distributors/suppliers) registered with Income Tax and Sales Tax Departments for the supply and installation of three phase AMR meters.	As tender is being floated under PPRA rules on the behalf of DISCOs, the bidder must be prequalified from DISCOs. It is therefore suggested to add pre-qualification as mandatory eligibility requirement.	PITC, invites sealed bids from eligible bidders (PEPCO/WAPDA/DISCO's pre-qualified & registered manufacturers / suppliers) registered with Income Tax and Sales Tax Departments for the supply and installation of three phase AMR meters.
2	3	2.3.1 (vi)	Submission of undertaking on legal stamp paper as per Annex A	What should be the value of stamp paper? Please clarify.	Standard value legal stamp paper
3	3	2.3.1 (vii)	Relevant and qualified technical staff to fulfill the assignment.	<ul style="list-style-type: none"> <li>What is minimum requirement to meet the criteria?</li> <li>It is suggested that the bidder must have valid PEC registration certificate.</li> </ul>	Score segregation is as under (Max : 10 marks): a) Qualified Technical Staff certified with principal > 3 years = 1 points (each) < 3 years = 0.5 points (each) b) Qualified Technical Staff with exp. > 3 years = 0.5 point (each) > 1 year < 3 years = 0.2 point (each)
4	3	2.3.1 (viii)	Offices in Lahore and Rawalpindi/Islamabad	As all the operations including manufacturing, installation & O&M services can be managed through single office, it is suggested to remove the clause. It will escalate the cost of project without any added benefit.	Technical evaluation will be made on the basis of criteria laid in clause 7.3
5	6	3.2.2 (x)	Bidder with more experience shall be awarded the contract.	In case of JV, please confirm that joint experience of all JV members shall be considered for evaluation.	The bid found to be the lowest evaluated & responsive shall be accepted. In case, two bidders submit equal financial bid, the bidder with more experience shall be awarded contract.
6	7	3.3.1 (iv)	Forms available in DDS Document (Annexure F and Annexure G), need	Forms to be filled under Annexure F and Annexure G of tender document have no	Forms available in DDS Document (Annexure DDS Forms), need to be filled in by the vendor. Any

			to be filled in by the vendor. Any conflicting value in DDS document will be superseded by PITC Tender Document.	relevance with DDS specifications. Please explain this requirement.	conflicting value in DDS document will be superseded by PITC Tender Document.
7	12	3.6.4 (iii)	A Service level agreement (SLA) between the indenter/consignee and successful bidder will be signed to ensure defined call logging procedure, guaranteed response time, availability of alternative equivalent machine.	<ul style="list-style-type: none"> <li>• Please share the draft SLA for review as it has to be submitted at the time of payment.</li> <li>• What is this response time for? Installation or O&amp;M services?</li> <li>• What is the expected response time?</li> </ul>	The response time will be within 24 hours for the replacement of faulty meter whereas 72 hours for the installation of new meters.
8	12	3.7.1	A joint inspection of the equipment being supplied shall be carried out by CEO (PITC) or his representative and indenter/consignees or their authorized representatives and representative from NTDC at firm's premises. Supplier shall deposit 0.3% (service charges for joint inspection) in the account of PITC of the purchase orders placed against the rate contracts executed by PITC.	<ul style="list-style-type: none"> <li>• Inspection of meters is to be carried out by PITC along with CE (Q&amp;I) NTDC representative? Please confirm.</li> <li>• Inspection fee to be submitted is 0.3% of the cost of meters only or the cost of complete contract?</li> <li>• If inspection is to be carried out by CE (Q&amp;I), inspection fee has to be submitted in the account of Q&amp;I department. Is the bidder supposed to deposit inspection fee to both departments i.e. @0.3% to PITC and 2.5% to CE Q&amp;I?</li> </ul>	A joint inspection (sampling) of the equipment being supplied shall be carried out by CEO (PITC) or his representative and indenter/consignees or their authorized representatives and representative from NTDC at firm's premises. <ul style="list-style-type: none"> <li>a) Supplier shall deposit 0.5% (service charges) in account of PITC of the purchase orders placed by PITC.</li> <li>b) Inspection fee for prototyping or any other test/inspection, if required, by the bidder shall be borne by the bidder.</li> </ul>
9	14	4.1 (1)	Supply of equipment: Within one month (in PITC stores as per address mentioned in purchase order) from date of issuance of purchase order: however, in case of importable equipment to be shipped from abroad, delivery period can, however be allowed up to 45 days.	Please amend to read as "Within 120 days (in PITC stores as per address mentioned in purchase order) from date of issuance of purchase order or prototype approval whichever is later: however, in case of importable equipment to be shipped from abroad, delivery period can, however be allowed up to 150 days.	Supply of equipment: Within one month (in PITC stores as per address mentioned in purchase order) from date of issuance of purchase order: however, in case of importable equipment to be shipped from abroad, delivery period can, however be allowed up to 60 days.

10	14	4.1 (2)	Delivery Place: Address will be mentioned in Purchase Order	Please mention the exact consignee store for valuation of logistics cost.	The consignee may be anywhere in Pakistan.
11	14	4.1 (3)	Installation drawing	<p>Please share the detailed installation drawing showing the dimensions of the steel fixture, glands, wiring diagram, installation place etc. for costing and share the same with end customer to avoid any conflict at the time of installation.</p>	  
12	14	4.1 (4)	SIMs	<ul style="list-style-type: none"> <li>• What type of SIMs will be procured? We recommend M2M SIMs.</li> <li>• How many Telcos will be engaged for this activity? It is recommended to take all companies on board to pick and choose the</li> </ul>	Pre-configured SIMs will be provided by PITC for communication via APN.

				<p>one with best coverage at installation site.</p> <ul style="list-style-type: none"> <li>• What will be the data package?</li> <li>• What will be the communication channel? It is recommended to make a dedicated APN/VPN for this project to ensure data security.</li> <li>• If meters will communicate on public network, which protocol will be used? LLS or HLS?</li> </ul>	
13	14	4.1	Software and Hardware	<ul style="list-style-type: none"> <li>• What are the specifications of hardware?</li> <li>• What is the internet bandwidth allocated for these meters?</li> <li>• Please confirm that all the required servers, firewall, switches, rack, backup power supply, AC, patch cables etc. shall be provided by PITC.</li> </ul>	All software and hardware on the server side will be provided by PITC.
14	14	5.1	Late Delivery Penalty	Please amend to read in line with the delivery period as suggested at Sr. No. 8.	Supply of equipment: Within one month (in PITC stores as per address mentioned in purchase order) from date of issuance of purchase order: however, in case of importable equipment to be shipped from abroad, delivery period can, however be allowed up to 60 days.
15	15	6.1 (b)	Payment installation/replacement new/defective AMR meters	<p>of of</p> <ul style="list-style-type: none"> <li>• GRN, Joint inspection report &amp; warranty certificate is to be submitted at the time of supply of goods. Is it required to be submitted the same with invoice of installation of meters also?</li> <li>• What will be the procedure for verification of number of meters installed at the time of payment?</li> <li>• Are partial payments allowed? What will be the minimum size of payment lot? Please confirm. It is suggested to release the payment in a lot of 50 meters.</li> </ul>	<ul style="list-style-type: none"> <li>• The invoice for installation of meters shall include completed P&amp;I job card and inspection certificate issued by PITC and DISCOs representative and same will serve as procedure to verify meters installed or replaced</li> <li>• Payment will be made in line with payment clause 6 of the RFP; however orders for the installation of meters will be issued in multiples of 10s</li> </ul>

16		7.1 (xii)	Certificate describing the guaranteed response time after the hardware failure when the complaint is logged.	<ul style="list-style-type: none"> <li>• What is the minimum required response time?</li> <li>• Is the damaged meter to be replaced with a new meter or the same will be repaired?</li> <li>• What will be the procedure for repair of damaged meter?</li> </ul>	<ul style="list-style-type: none"> <li>• See clarification at serial no 7.</li> </ul>
17	17	7.3 (i)	Registration/incorporation/Business certificate and number of business years in Pakistan	It is suggested to add PEC registration as mandatory component.	NA
18	17	7.3 (i)	Prototyping certificate for DDS-50:2007, DDS-98:2011, DDS-110:2012	<ul style="list-style-type: none"> <li>• No prototype certificate is issued for DDS-98 &amp; DDS-110. Also, the meter type mentioned in Annex B is not according to DDS-50:2007, so there is no prototype approval is readily available for this product therefore it cannot be submitted with the bid, please remove this clause.</li> <li>• Since this is a new product, CE Q&amp;I may ask for type test of meters (which is exactly same as prototype testing) during sampling inspection which will further delay the delivery of meters to PITC at least by 3 months. It is therefore suggested to clearly mention in the PO that type testing shall not be performed on this PO for in-time completion of the project.</li> </ul>	<ul style="list-style-type: none"> <li>• Prototyping test will be performed in line with DDS - 50 specifications; however, bidders are required to furnish the same prior to the delivery of meters.</li> <li>• Sampling test as required by CE (Q&amp;I) will be carried out in line with their defined procedure.</li> </ul>
19	17	7.3 (iii)	Financial Strength	What is the criteria to get full marks? Please explain.	The financial strength criteria is cumulative revenues of last three years: a) $\geq$ 1 Billion PKR
20	17	7.3 (iv)	Production capacity	What is the criteria to get full marks? Please explain.	The production capacity per month criteria is as under: a) Single phase meters $\geq$ 75,000 meters b) 3-phase, AMR meter $\geq$ 15,000 meter
21	17	7.3 (v)	A List of Clients (other than WAPDA/PEPCO/PITC/DISCOs /NTDC) to whom the bidder has	How many projects $>$ 100 million PKR will be awarded full marks?	These figures refers to cumulative work orders value successfully executed within last three years.

			done or been doing business during last 3 years along with their Names, Addresses, Phone Numbers. List is to be provided bifurcating in following Slabs: < than 50 million (7 marks) 50 million to 100 million (15 marks) > 100 million (20 marks)		
22	17	7.3 (vi) ii	Additional Features, if any, Other than mentioned in DDS Standards	How many additional features will be awarded full marks?	Each additional feature will carry 1 point (max three points)
23	17	7.3 (viii)	Qualified Staff Position of Firm (attach list), Certified with principal will be given preference.	What is the minimum number of staff members to get full marks?	See clarification at serial no. 3
24	20	9	It will be responsibility of vendor to install the AMR meters when and where requirement arises against newly energized feeders, replacement against burnt/defective AMR meter.	Please share the breakup of number of meters of be installed in each DISCO/Grid station/SPP/PPP/SHPS with location and other necessary information for costing.	The installation points may be anywhere within Pakistan.
25	22	Annex B A-1	HT type CT & PT operated, 3 phase, 4 wire, 3 element, 3x63.5/110V, 5/10 Amp, 50 Hz, Accuracy Class 0.5s – Energy Meters along with internally mounted GSM/GPRS Communication Modules for remote metering system conforming to DDS-50: 2007 and DDS-98: 2011 amended to date.	<ul style="list-style-type: none"> <li>• DDS-50:2007 lays down specification for kWh Accuracy class 1. Which standard will be used for 0.5s Class?</li> <li>• Please clarify which GPRS modem is required 2G or 3G? We recommend 3G modems.</li> </ul>	<ul style="list-style-type: none"> <li>• The class accuracy 0.5s is compulsory for the supplied AMR meters under this contract</li> <li>• The GPRS modem required is 2G or higher</li> </ul>
26	22	Annex B A-2	Following activities are pre-requisite to installation of meters at Grids; <ul style="list-style-type: none"> <li>➤ SIM allocation to meters</li> <li>➤ Meter configuration</li> <li>➤ Meter creation on MTI</li> </ul>	<ul style="list-style-type: none"> <li>• What will be procedure for SIM allocation?</li> <li>• As per UDIL architecture, different MDCs will be used for each vendor then why meter is to be created on MTI Galaxy?</li> <li>• Please, explain procedure of meter creation on MTI Galaxy. How it can be done? Has MTI</li> </ul>	<ul style="list-style-type: none"> <li>• Pre-configured SIMS will be provided by PITC along with the work order.</li> <li>• Initial meter configuration will be carried out by the consignee using software provided by the vendor.</li> <li>• The supplied meters will expose data and services as per specifications laid down in UDIL (universal data</li> </ul>

			<p>Galaxy</p> <ul style="list-style-type: none"> <li>➤ Communication testing</li> <li>➤ Meter installation</li> <li>➤ Live communication testing</li> <li>➤ Data validation</li> <li>➤ Preparation of job card</li> <li>➤ Snapshots along-with latitude and longitude before and after installation</li> <li>➤ Addition of complete details of connection like meter serial number, grid name, power transformer rating, incoming/outgoing feeders, feeder code, CT ratio, PT ratio and grid personnel contact numbers</li> </ul>	<p>galaxy exposed web services on UDIL or there is any other alternative approach available?</p> <ul style="list-style-type: none"> <li>• Snapshot along with longitude &amp; latitude, Addition of complete details of connection like meter serial number, grid name, power transformer etc. will be provided in vendor's software or needed to be synchronized in existing MTI Galaxy? If yes are there any available interfaces?</li> <li>• Cost of MDC software is to be included in cost of meters or installation cost?</li> <li>• Cost of allied material i.e. cable, cable ties, fixtures, tape etc. is to be added in the cost of meters or installation?</li> <li>• What will be procedure of hardware allocation to successful bidder for MDC installation?</li> <li>• What will be procedure for allocation of IP address and ports for communication and web services for MDC?</li> <li>• Successful bidder will have to setup MDC server before or after supply of meters?</li> <li>• Please share the template of job card.</li> </ul>	<p>integration layer) only. The meter will be created in respective vendors' driver software to expose data and services in compliance with UDIL document.</p> <ul style="list-style-type: none"> <li>• Certificate of compliance of vendors' driver software with UDIL is compulsory to be obtained and is the sole responsibility of vendor. The certification may be sought from the respective authority any time.</li> <li>• PITC will provide software and hardware needed in the PITC data center.</li> <li>• Allied material includes cables, glands, nuts, fixture or other as if deemed necessary depending on the design of the meter supplied by the vendor. All cost will be borne by the vendor.</li> <li>• Driver software compliant with UDIL will be installed as part of the meters delivery to the consignee.</li> <li>• The job card is standard job card issued by P&amp;I.</li> </ul>
27	23	Annex C	<p>The meters installed at Incoming side of DISCO grids, SPP, CPP, SHPS, B-4 &amp; C-3 consumer grids communicate load data on near real time basis and the meters installed on Outgoing side communicate load data after every 15 minutes interval.</p>	<ul style="list-style-type: none"> <li>• What is communication time interval for meters installed on incoming side of grids?</li> <li>• What are the data items to be shared in instantaneous load, load profile, daily data and monthly data? Please share complete list of data items with required time interval for both incoming and outgoing sides.</li> <li>• Which primary reports PITC needs from MDC</li> </ul>	<ul style="list-style-type: none"> <li>• The installation schedule will be shared on as and when required basis that may span across Pakistan.</li> <li>• The data and services shared by the meter must be in compliance with UDIL specifications.</li> </ul>

				other than installations?	
28	23	Annex C	AMR meters data must be compliant to universal data integration layer (UDIL) developed by PITC for multivendor compliance.	How can we get UDIL certification? Are there any charges of getting UDIL compliance certification?	<ul style="list-style-type: none"> <li>• PITC's smart grid integration testing (sGIT) lab issues UDIL compliance certification.</li> <li>• PITC may be approached for the certification procedure and associated fee.</li> </ul>
29	24	Annex D	The bidders will have to demonstrate that the AMR meters quoted is 100% compliant to MDM working in current LDIP setup established in PITC (NOC).	<ul style="list-style-type: none"> <li>• Which MDM is installed in PITC? If installed how do we comply with that MDM?</li> </ul>	<ul style="list-style-type: none"> <li>• Successful bidders' meters are required to exchange data and offer services in compliance with UDIL only.</li> </ul>
30	45	Annex J Warranty	In partial modification of the provisions, OEM warranty period of the supplied goods which shall be 3 (Three) Years, as per BOQ, from the date of acceptance of the supplies.	<ul style="list-style-type: none"> <li>• What will be the procedure for issuance of acceptance certificate.</li> </ul>	<ul style="list-style-type: none"> <li>• Sampling inspection is the acceptance certificate for material.</li> </ul>
31	46	Annex J	The period for correction of defects in the warranty period is 15 (Fifteen) days.	Please define the procedure for replacement of faulty meters.	<ul style="list-style-type: none"> <li>• Upon issuance of work order for the replacement of faulty meter, vender will respond within 24 hours by installing alternate temporary meter from its own stock; however, original meter must be repaired, got tested from the respective authority and reinstalled within 15 days.</li> </ul>
32	General Question	is international experience of supply & services acceptable ?			<ul style="list-style-type: none"> <li>• International AMI experience is compulsory</li> </ul>
		AMI experience with DISCO "It can be general experience with DISCO can be acceptable for local agents of foreign supplier/manufacturer"			<ul style="list-style-type: none"> <li>• AMI experience is compulsory</li> </ul>
		7.3 (V) Technical Responsiveness of Quoted Item(s). It is again specific. Please ask General General/IT supplies to Power Distribution companies.			<ul style="list-style-type: none"> <li>• N.A</li> </ul>
33	Bid Money (Section A)	<ul style="list-style-type: none"> <li>• For WAPDA/PEPCO/DISCO Registered Firms 1% of the total value of quoted cost (Please enclose bid money with financial bid envelope)</li> <li>For non-registered firms 2% of the total value of quoted cost (Please enclose bid money with financial bid envelope)</li> </ul>			<ul style="list-style-type: none"> <li>• For WAPDA/PEPCO/DISCO Registered Firms 2% of the total value of quoted cost (Please enclose bid money with financial bid envelope)</li> <li>• For non-registered firms 5% of the total value of quoted cost (Please enclose bid money with</li> </ul>



			financial bid envelope)
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