

Subject: Pre-Bid meeting held on 13.09.2021 regarding selection of for Design, Supply, Installation, Commissioning and Maintenance of Electric Retrofit Kits for 3 Wheeler ICE Passenger Autos with Swappable Batteries and to operate swapping stations with suitable software in Vijayawada Municipal Corporation Limits and its sub-urbans

Queries and Answers:

S No	Section No/ Clause as per Tender Document	Queries	Answers
1	Point # 11: Non-refundable fee of INR 25,000 plus 18% GST for bidding in form of demand draft	Request to consider Non- refundable Bid Processing Fee including 18% GST as Rs. 20000/- instead of Rs. 25000/-	Not Agreed
2	Point # 12: EMD Rs. 5,00,000/- in the form of DD/ Online Transfer	Request to consider EMD as Rs. 1,00,000/- instead of Rs. 5,00,000/-	Revised to Rs. 2,50,000/- instead of Rs. 5,00,000/-
3	Point # 13: Transaction Fee of Rs. 10,000/- + GST through online portal towards e-procurement fund to be administered by APTS limited	Request to consider Transaction Fee including 18% GST as Rs. 5000/- instead of Rs. 10,000/-	Not Agreed
4	Point # 14 Security Deposit of Rs. 38,00,000/- to be submitted by successful bidder by way of DD/BG	Request to consider Performance Guaranty (DD/BG: Refundable after 5 Yr) as Rs. 1,00,000/- instead of Rs. 38,00,000/-	Revised to Rs. 20,00,000 Performance Guarantee and can be divided to 5 parts of each 4 lakhs as per below: Rs. 4,00,000 for 1st Year Rs. 4,00,000 for 2nd Year Rs. 4,00,000 for 3rd Year Rs. 4,00,000 for 4th Year Rs. 4,00,000 for 5th Year BG will be released on successful completion of each completed year
5	NREDCAP Investment Per Vehicle 1. The repayment shall be made on daily basis @ minimum Rs.110/- per Electric Auto per day through payment gateway to retrofit account for the period of 5 years.	For the developer, the upfront cost will be very high so NREDCAP investment amount should be 100% advance in order to support working capital of company which comes under startups category and that can be repayable on daily shared revenue basis.	Not Agreed
6	2. Upon successful establishment of swapping stations to Electric Autos and commissioning of E- Electric Autos with retrofit kits, together with payment gateway software integration with NREDCAP retrofit bank account, 70% value of NREDCAP investment of Rs.1.52 Lakhs per vehicle whichever is lower will be released.	The net advance amount post considering 3.54% service tax and 18% GST will be not enough to take credit support from the vendors. NREDCAP need to increase this amount proportionally in order to match the MOQ of upfront minimum investment.	Not Agreed
7	2.Balance 30% will be released after completion of 30 days of successful running of Electric Autos with swapping facility. 3. The amount will be released duly deducting applicable taxes and NREDCAP service charges @ 3.54 %including GST.	The repayment amount Rs 110 per day is not matching with NREDCAP's total investment over 5 Yrs. The repayment amount should be Rs 95 per day	Revised to minimum of Rs. 95 per each swap and can be operated through ESCROW account for a period of 6 years.

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8	Need to get the samples for the first lot to be type-tested under NREDCAP supervision at an ARAI/ ICAT/ NABL accredited Third Party Laboratory. The samples for such tests would be identified by TENDER COMMITTEE and cost of the sample and shipping shall be borne by the bidder.	Bidder is not responsible for any test, already ARAI Conducts regular checks and there is no need of revalidating the approved certificate	Based on necessity and requirement, sample swapping installation, retrofitment & batteries shall be tested by any accredited lab and relevant fees will be borne by NREDCAP and successful bidder shall arrange tests from the labs.
9	NREDCAP at bidder cost shall conduct additional type tests at ARAI/ICAT- accredited laboratory to maintain check on the supplied product. The random sample for such tests would be identified by Authority and can be from the manufacturing/supply chain/ customer facility	Bidder only provides User Manuals, FAQ, Equipment Warranty, Insurance and Test Certificates. Rest is IP instead of Firmware.	Agreed
10	Technical Eligibility Criteria: The bidder(s) shall provide the following documents (both hard copy and soft copy) to NREDCAP for reference: a) Manual / Guide: User Manuals, FAQ, OEM Functional Manuals and Installation Guides, Business Process Guides and Troubleshooting Guides b) Firmware c) Certificates: Equipment Warranty, Insurance, tests	Swapping Batteries shall be approved as per the standards of AIS 156 or ICE Standards 62840 and relevant certificate shall be submitted along with bid.	Self declaration as per the standards & specifications.
11	Financial Eligibility Criteria; Annual Turnover during last 3 years, FY 2018-19, FY 2019-20, FY 2020-21 shall be atleast INR 50 Lakhs in the field of Energy Storage/ Electric Vehicles Manufacturing/ EV Charging or any other related activities to EV Segment.	Electric 3Ws retro fitment along with battery swapping system are very new subject and most manufactures who are addressing this segment are startups backed by investors. Turnover criteria should be waived off. JV between developer and Bidder can be introduced to fulfil bidder/developer financial backup criteria.	Agreed to reduce to Rs. 25,00,000/- with and without JV
12	“Scheduled Date of Commissioning (SDOC)” shall mean the date which is 60 (forty-five) days from the date of issue of LOA to the Developer, on which date the Developer is required to commission the Electric Autos in accordance with the provisions of the Agreement.	Lead time for Scheduled Date of Commissioning (SDOC) should be 90 days from the date of issue of LOA to the Developer, and possible extension needs to be given given the current ongoing worldwide pandemic and chip shortage. This is also subject to AP RTO giving required approvals for the products.	Agreed
13	The bidder may extensively demonstrate the Electric Autos in all Auto stands of Vijayawada Municipal Corporation limits and identify 50 number of IC Engine Autos for conversion with a focus on diesel Auto/CNG of more than 5 years old of Bajaj RE model.	Need Clarifications weather auto age less than 5 yrs are eligible for retro fitment or not	Agreed incase of autos of less than 5 years age with fitness certificate and also with auto age upto 10 years.

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14	The range per swap shall not be lower than 100 KMs in entire operational period of 5 years.	Not possible since battery life cycles are reduces proportionally with respect to time. Warranty Terms - The conversion kit has a warranty of 1 year The battery and station do not come with any warranty, however Developer commits to a life of more than 5 years for all the products delivered by it.	The successful bidder shall operate & maintain electric autos, swapping stations for a period of 5 years with rated range per swap.
15	The successful bidder shall remit the entire amount of NREDCAP investment with interest rate of 6% per annum of over a period of 5 years.	Interest rate is a bit high. 4% interest rate is expected.	Not Agreed
16	The bidder will be selected based on the prequalification criteria and lowest project cost, lowest swapping cost and leasing rentals towards Electric Retrofit Kits and the cost per swap + lease cost to Electric Retrofit Kit shall not be more than Rs. 3.20 per KM to the auto driver including power charges and all taxes if any over a period of 5 years.	Rs 3.20 should be replaced with "INR 340 per swap with ARAI certified range of 100KM"	Agreed
17	Minimum number of conversion of ICE autos into Electric Autos that have been installed & commissioned by Bidder in India of capacity equal to or above 10 numbers of Electric Autos during last 3 financial years, upto 7 days prior to the Bid Deadline.	Need Clarifications weather converted autos must have RTA approval or not	Self declaration is required with details of registration no., motor and battery details, etc.,
18	Swapping Infrastructure shall be approved as per the standards of AIS 156 or ICE Standards 62840 and relevant certificate shall be submitted along with bid.	Swappable batteries" should be considered instead of "swapping infrastructure	Agreed
19	The repayment shall be made on daily basis @ minimum Rs.110/- per Electric Auto per day through payment gateway to retrofit account for the period of 5 years	The repayment shall be made on daily basis needs to be revised.	Payment gateway is connected to ESCROW account and accordingly, the proportanate amount will be adjusted to the successful bidder and NREDCAP.
20	After a period of 5 years the residual value of infrastructure will be shared as per the discretion of VC& Managing Director, NREDCAP.	Residual value of infrastructure need to be in detail including depended resources. The operation will be still be taken care by bidder after 5 years.	Mutually agreed terms among stakeholders.
21	Technical specification: Energy: 1.6kWh each x 4 batteries or suitable to run 100 KMs per swap with (1Driver +3Passengers) -	Energy: 1.6kWh each x 4 batteries or suitable to run 100 KMs per swap with (1Driver +3Passengers) - Request to consider as 1.6KW and above as based on the road and driving conditions it may need more battery power also, as we may put higher capacity battery also. However, you have already put Rs 3.20 as upper cap for the charges, so we shall adhere to that anyway. You need the performance of 100 KM per charge and we shall obtain that.	Agreed

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22	Technical specification; Battery Weight: 12kg (each battery not more than 10 to 12 Kgs)	Please consider batttery weight more than 12 kgs also, if battery capacity is more, the weight will be more as well.	Agreed
23	Technical specification: Instrument Cluster: Fully digital, 5.4" LCD screen	Request to consider as 5" LED display and above as it can be more also or slightly less, ideally it should match and give the required features.	Agreed
24	Technical specification; Converter Capacity: 160 Ampere peak	Please consider converter capacity as 150 amps and above.	Agreed
25	5.2: Eligibility Criteria, Technical Eligibility Criteria, Point #a Minimum number of conversion of ICE autos into Electric Autos that have been installed & commissioned by Bidder in India of capacity equal to or above 10 numbers of Electric Autos during last 3 financial years, up to 7 days prior to the Bid Deadline.	Please allow companies with battery swapping station experience to participate in the tender. Battery swapping and retrofitting of electric kits to 3W are new businesses in India. Wherein, integrated and viable business models are still evolving. Company has experience in battery swapping stations and can execute this project with standard/ govt. approved retrofitting kit available in the market. Hence, it is requested to also allow companies with experience in battery swapping to participate in the tender	Agreed
26	5 Project Scope, Point #a Bidder should identify the interested 3W ICE auto drivers for conversion to electric	NREDCAP should engage with 3W fleet operators at Govt. level as they have better access to govt. agencies providing 3W owners records and other details	NREDCAP will facilitate
27	5 Project Scope, Point #k & Annexure B: Energy with one driver The range per swap shall not be lower than 100 KMs over operational period of 5 years.	Stating 1.6KW X4 might not be the technically correct specification. It can be 2.2 X 3 or maybe 1.9X4 or 1.9X3, it depends on which combination delivers the range. Should not be specifying the rating of each battery and number of batteries	Agreed subject to meeting the range of 100 KMs per swap.
28	5 Project Scope, Point #m NREDCAP will invest a maximum amount of Rs.1,52,000/- per Electric Auto or 70 % of conversion cost after deducting the Rs.10,000/- of auto driver down payment which includes cost of retrofit kits, batteries, swapping infrastructure, payment gateway, route survey, software etc. (whichever is lower, and balance shall be invested by the successful bidder).	Can company invest in the project on its own and company needs support from NREDCAP in securing locations and drivers as Govt. support is very critical in these two areas to make this project successful	Not Agreed.

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29	5.2, Eligibility Criteria, Technical Eligibility Criteria, Point #b, c, d b) Retrofit Kit Model Type Approved certificate from ICAT/ ARAI or any other designated labs under CMVR. c) Approvals from the designated labs to Lithium Ion Ferro phosphate/ NMC Lithium Ion Battery/Lithium Family Energy Storage for 3- Wheeler Autos d) Swapping Infrastructure shall be approved as per the standards of AIS 156 or ICE Standards 62840	Can company submit the relevant certificate after bid award	Not Agreed.
30	5.5 Earnest Money Deposit (EMD) and Performance Guarantees (PG), point #c Liquidated Damages shall be payable by Developer equivalent to 1% of value of allocated E- Electric Autos not commissioned corresponding to each week subject to maximum of 4 weeks of delay.	3W ICE to electric retrofitting is a new project and hence liquidated damages are required to be relaxed	Not Agreed.
31	Annexure B: Battery weight Battery Weight: 12kg (each battery not more than 10 to 12 Kgs)	If a battery used is 1.9 or 2.2Kw then the weight might not be limited to 12Kg, it can go up to 14Kg.	Agreed
32	Annexure C: Peak consumption, max output power, number of outputs Peak Consumption: 18 kW Max. Output Power: 1kW No. of Outputs: 16	An operator can provide one swap station with 30 slots or 3 swap stations with 10 slots each, it depends on the demand at that station. Peak consumption of 18KW with 16 power outputs looks like a specific station provider.	The successful bidder to study the locations and routes based on demand for installation of swapping stations as per the requirement to meet the best interest of drivers.
33	Annexure C: Docking station Docking System: Automatic docking (hot swap), no manual connectors	Hot swap is not mandated as per any Indian specifications. Also, no govt study proves that hot swap is a battery technology than manual swap. These are different technologies and both should be allowed.	No manual connections and hot swap technology is mandatory considering the easy operations to save time and other safety features.
34	Annexure C: Human Machine Interface Human Machine Interface: 10" LCD Capacitive Touch Screen	It should not be restricted to 10 inch only, can be higher	Agreed.
35	Annexure C: Bluetooth 5.0	It should not be mandated. Bluetooth connection by design is not safe, it can be hacked, even from a distance of 800 ft. Not recommended.	Not Agreed.