German Financial Cooperation with India

Prequalification

for

Consulting Services for Renewable Energy Financing Facility II (REFF II)

Annex

Clarification of the prequalification document,

March 3, 2021

Based on inquiries from applicants, the following clarifications are made to the existing prequalification document (publication date: February 15, 2021):

This clarification is not an extension or substitution of the prequalification document but clarifies existing requirements.

1. Request for clarification:

<u>Qualification Criteria</u>
Considering the scope of work, experience of developing/evaluation of credit rating model is critical as it will help to identify the default risks of the loan portfolio, provide early signals to identify risky borrowers and allow IREDA to plan accordingly. Therefore, the qualification criteria should have separate scoring for 'experience in developing/evaluation of credit rating models'.
Therefore, we propose the following to be added/amended under the qualification criteria.
(1) Minimum of 10 marks for entities/firms having experience in developing/evaluation of credit ratings models
(2) Alternatively, a specific mention of experience in developing/evaluation of credit ratings models could be added under any of the subpoints of the scope of work

Clarification:
The Qualification Criteria will not be changed at this stage of the project. The criteria make reference to the suitability for this specific project (experience of the available experts) (see point 4.2.2. of the Special Provisions).

2. Request for clarification:

<u>Qualification Criteria – 1.3</u>
Experience in India and South-East Asia. A maximum of 6 references out of which at least 4 from India to be indicated.

Considering the project will be executed in India and the financing facility will be used to fund RE projects in India, we propose to remove the reference of South-East Asia from the qualification criteria.

Clarification:
The Qualification Criteria will not be changed at this stage of the project.

3. Request for clarification:

Qualification criteria
Evidence of relevant experience gained in the utility-scale power sector (renewable). A maximum of 10 project references conducted between June 2015 and June 2020 will be evaluated (experience of the firm).

While point no. 1 of the qualification criteria specifies that a maximum of 10 projects will be considered for the evaluation, the subsequent points (1.1, 1.2 and 1.3) mandates the consultant to showcase at least 16 projects under the qualification criteria. Please provide clarifications on this.

Clarification:

Special Provisions, 4.2.2. Point 1 requires a total maximum of 10 project references, of which:

- A maximum of 4 references are to be indicated regarding experience in handling similar projects (1.1.).
- A maximum of 6 references out of which at least 4 from India are to be indicated regarding working experience in the framework of public entities / governments in developing countries and emerging markets (1.2.).
- A maximum of 6 references out of which at least 4 from India are to be indicated regarding experience in India and South-East Asia (1.3.).

The total of references indicated for sub-points (1.1 – 1.3.) cannot be more than 10.

4. Request for clarification:

Clause 2.2.1 on Page 16 of the prequalification documents indicates "Please provide a maximum of 10 project references conducted between February 2016 and February 2021."

Clause 4.2.2 on page 18 (Qualification criteria), under Point 1 suggests "A maximum of 10 project references conducted between June 2015 and June 2020 will be evaluated (experience of the firm)."

Can you please clarify if the references can be submitted between Feb 2016-Feb 2021 or June 2015-June 2020.

Clarification:
See the clarification and correction note published previously (date: 24.02.2021):
https://www.ireda.in/images/whatsnewpage/PQ-REFF-II-CorrectionClarification.pdf

5. Request for clarification:

Can you please confirm if the references should be assignments that initiated after Feb 2016/June 2015, or the cited reference should be ongoing as on Feb 2016/June 2015.

Clarification:
A maximum of 10 project references conducted between February 2016 and February 2021 will be evaluated (experience of the firm).

The projects should have been **initiated after** February 2016. They may either be closed or ongoing as of February 2021.

6. Request for clarification:
Clause 4.2.2 (Page 18 of prequalification document)- Point 2 "Suitability for this specific project (experience of the available experts)" indicates 55 points against criteria 2. We understand that this shall be evaluated through listed key personnel. Is there a limit on the minimum number of fix term employees to obtain the full score?

Clarification:

Special Provisions, 4.2.2., Point 1 (experience of the firm) will be evaluated based on the information provided in Form 5.
Special Provisions, 4.2.2., Point 2, Subpoints 2.1 – 2.3 will be evaluated based on the information provided in Form 6, Part 1 (Access to Expertise Required for the Assignment).
Special Provisions, 4.2.2., Point 2, Subpoint 2.4 will be evaluated based on the information provided in Form 6, Part 1 and 2 (Access to Expertise Required for the Assignment and Human Resource Capacity)
Special Provisions, 4.2.2., Point 2, Subpoint 2.5 will be evaluated based on the information provided in Form 6, Part 1 (Access to Expertise Required for the Assignment) and the CVs provided.

There is no minimum of fix term employees required. However, as indicated in Special Provisions, 4.2.2., Subpoints 2.1 – 2.3, “For fix term employees, more points will be assigned than for freelancers”.

7. Request for clarification:
May we request for an indication on the overall budget for the assignment.

Clarification:
No indications on the budget can be made at the current stage.

8. Request for clarification:
If we are submitting the application as a Joint venture, is it mandatory to have a legal JV agreement at the proposal submission stage, or at the time of signing of contract. Also, would the contract be signed with the JV, or with the lead entity of the JV.

Clarification:
At this stage, it is required to provide the signed Declaration of Association (Form 3) and consider the provisions regarding Joint Ventures defined in the Prequalification Document. Besides that, no further legal Joint Venture Agreements are mandatory. The contract is normally signed with the lead entity of the JV.

9. Request for clarification:
Can you please clarify if the "Suitability for this specific project (experience of the available experts)
Suitability for this specific project (experience of the available experts)" will be evaluated through Form 6 (1. Access to Expertise Required for the Assignment) or through Form 6 (2. Human Resource Capacity).

Clarification:
See above (6. Request for clarification)

10. Request for clarification:
We would like to know if it is possible to provide us with information about the previous financing facility, REFF I.

Clarification:
Information on REFF I is not relevant for this process, as it is carried out with another project partner and the accompanying measures are independent from one another.

11. Request for clarification:
In order to meet the corresponding requirements, we would like to request if there are any technical details available, such as a ToR? This would help us to identify the best suitable project references and identify a suitable staffing.

Clarification:
At this stage, no further details are available, such as TOR. The applications should be based on the information provided in the Prequalification Document.