

RESPONSE TO QUERIES: RFP - Study on “Bhutan’s Readiness for Regional Power Market Integration”

RFP issue date: August 12, 2021

RFP closing date: September 10, 2021 (18:00 IST)

SI No	Reference	Query	SAREH response
1	Scope of work	<p>Please clarify the following-</p> <ul style="list-style-type: none"> - We understand that Demand-Supply assessment of Bhutan will be based on secondary sources or data made available by Bhutanese stakeholders and on an annual basis. Further, please also clarify the different scenarios under which the assessment needs to be carried out; - Are the consultants also required to carry out demand- supply assessment of other BBIN nations (India, Nepal, Bangladesh) for the study 	<p>The assessment will be based on secondary data and data made available by stakeholders.</p> <p>Bidder to propose different scenarios in the proposal.</p>
2	Scope of work	<p>Bhutan currently trades power with India primarily through long term PPAs with tariffs/tariff escalation mentioned in the PPA. In this context, the value from electricity export does not vary across seasons except for the difference in the quantum of power traded.</p> <p>Under this context, please clarify the assessment on differential value assessment of diurnal and seasonal trends. Should the assessment be carried with respect to the value in the Indian market?</p>	<p>The method for assessing the value is for the bidder to propose as part of the proposal.</p>
3	Proposal Content – Team Members	<p>Please clarify whether the bidder can propose national team members (Bhutanese nationals) under any of the 4 key positions highlighted in the RFP.</p>	<p>There is no mention of nationality in the RFP for the eligibility requirement.</p>
4	Proposal Content – Summary of Fees	<p>We understand that for a firm based out of India, we would be required to quote the fees in INR which would be subject to GST as applicable. The understanding may be confirmed.</p>	<p>Yes</p>

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5	Mandatory requirement	While registration will be tried, is it possible to exempt Bhutanese firms from requirements of DUNS and SAM?	All bidders are required to provide a DUNS number and maintain a current SAM registration for proposals over \$25,000 USD. This requirement is exempted only if the proposal is less than \$25,000 USD.
6	Proposal Content – Team Members	Can the Power Sector Expert and Team Lead be the same person?	No, Team Lead and Power Sector Expert are two separate positions.
7	Proposal Content – Team Members	As knowledge on hydrogen technologies is not relevant to the study, we request that this requirement be deleted: this may unnecessarily favour some firms.	Requirement to cover hydrogen in the assessment is mentioned in the RFP (Area-5, Other Factors on page 3). Knowledge on hydrogen technologies and emerging trends for the "Energy Analyst" is preferred, and not mandatory.
8	Proposal Content – Team Members	Under Energy Analyst, knowledge on emerging trends be further defined. Can a person with finance background qualify for this position as long as other eligibility requirements are fulfilled?	Emerging trends relates to technological and market trends in the energy sector. Examples include distributed energy resources, microgrids, hydrogen, etc. There is no mention of educational background for this position in the RFP.
9	Minimum Eligibility	Any turn over required to check financial capability of the Service provider?	Not required
10	Minimum Eligibility	Could you please explain whether the registration is compulsory in both the DUNS and SAM registration processes?	All bidders are required to provide a DUNS number and maintain a current SAM registration for proposals over \$25,000 USD.
11	Minimum Eligibility	Since the service provider is bidding in INR, is the SAM and DUNS registration process necessary?	This requirement is regardless of the bidding currency.
12	Financial Proposal	Is there a format specified for submitting the service provider fee details?	No. Bidder can use their own format.