



REQUEST FOR PROPOSAL (RfP)
FOR
SELECTION OF
SUITABLE BUSINESS PARTNER FOR SETTING-UP OF 10.00 MW (AC)
GROUND MOUNTED GRID CONNECTED SOLAR POWER PLANT AT
ITI LIMITED, NAINI ALONG WITH IDENTIFICATION/SELECTION OF
SOLAR POWER PURCHASER/S”

RFP Enquiry No.: ITI/NNI/BD/OA/SPP/10MW/01

Dated: 11th, March, 2025

Chief Manager- P & BD

Mirzapur Road, Naini, Prayagraj

– 211010 (UP) INDIA,

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REQUEST FOR PROPOSAL (RfP)

RFP Enquiry No.: ITI/NNI/BD/OA/SPP/10MW/01

Dated: 11th, March, 2025

ITI Limited invites Request for Proposal (RfP) for selection of Suitable Business Partner for Setting-Up of 10.00 MW (AC) Ground Mounted Grid Connected Solar Power Plant at ITI Limited, Naini along with Identification/Selection of Solar Power Purchaser/s”.

Scope of Work	Setting-Up of 10.00 MW (AC) Ground Mounted Grid Connected Solar Power Plant at ITI Limited, Naini along with Identification/Selection of Solar Power Purchaser/s.
RfP Cost (Rs)	Rs. 10000.00 (In the form of DD/ through RTGS/NEFT) DD should be in Favor of “ITI Limited, Naini” and payable at SBI ITI Complex Naini.
EMD	Rs. 10 Lakh with 120 days validity (In the form of DD/through RTGS/NEFT/BG) BG/DD should be in Favor of “ITI Limited” and payable at SBI ITI Complex Naini.

Interested parties may view and download the document containing the detailed terms & conditions, from the websites: - www.eprocure.gov.in, <https://www.itiltd.in> & <https://itilimited.ewizard.in>. The tender will be submitted exclusively through the <https://itilimited.ewizard.in> portal in online mode.

The details of ITI’s bank account for EMD & RfP Fee amount are as below:

- Beneficiary Name : ITI Limited, Naini
- Account Number/IBAN : 43069550659
- IFSC Code : SBIN0003486
- Beneficiary Bank Name : State Bank of India
- Beneficiary Bank Address : ITI Complex, Naini, Mirzapur Road, Naini, Prayagraj- 211010 (UP) INDIA

**For ITI LIMITED
CM – P & BD**

Earnest Money Deposit (EMD)

- Rs. 10 Lakh (In the form of DD/through RTGS/NEFT/BG) DD/BG should be submitted in Favor of “ITI Limited, Naini” and payable at SBI ITI Complex Naini.

- The Earnest Money so deposited will be liable for forfeiture: -

a) If the Bid which it covers, is withdrawn before the Bidder received formal intimation as to the ITI ‘s decision in regard to the RfP within validity of the Bid,

OR

b) If the successful Bidder fails to deposit the security deposit.

- Earnest Money Deposit of the successful Bidder will be refunded after furnishing Performance guarantee. The EMD of the unsuccessful bidders shall be returned after the declaration of successful Bidders.

- **No bidders, including MSMEs and startup companies, are exempt from depositing the EMD and RfP fees/costs.**

Important dates

Date of Issue/Publishing	11/03/2025 (11:00 Hrs)
Last date of receipt of Clarification	17/03/2025 (17:00 Hrs)
Last Date and Time for Submission	02/04/2025 (17:00 Hrs)
Date and Time of Opening of Technical Bid	03/04/2025 (11:00 Hrs)
Date and Time of Opening of Financial Bid	Will be intimated to technically qualified bidders

In case of any clarifications on this notification and technical requirement, please contact -

Asst. Manager – Business Development

ITI Limited, Naini

Mirzapur Road, Naini,

Prayagraj – 211010 (UP) INDIA,

Ph: 6394793179

Email: pradeep_nni@itiltd.co.in

Website: <https://www.itiltd.in>

Performance Bank Guarantee (PBG)/Security Deposit: -

LOI will be issued to H1/successful bidder. The H1/successful bidder shall submit the security deposit of Rs. 1.00 Cr valid for 24 months in form of FDR/CDR Or Bank Guarantee within the period specified in the LOI, failure to which it will be presumed that the bidder is not interested in signing the PPA. In such case, EMD submitted by the bidder will be forfeited by ITI.

Return of Deposits and forfeiture of Deposits: -

- In case the Bidder is not selected, ITI shall release the EMD or will return Bank Guarantees towards EMD after thirty days of the issue of LOI to Selected Bidder.
- The EMD/Security Deposit shall be forfeited or Bid Security Declaration (wherever applicable) shall be executed under following condition.
 - a) If the Bidder withdraws the Bid or seeks to modify, alter, add or subtract or put any rider on any ground whatsoever, after last date and time for submission of Bid and during the period of Bid Validity.
 - b) In case of successful Bidder, if the Bidder fails within the specified time limit or extended time limit to:
 - i. Execute the PPA with procurer or to refuse to execute the PPA.
 - ii. Furnish the required Performance Security; or
 - c) If the Bidder indulges in any type of unfair or corrupt practice or submit any false information;
 - d) If the Bidder indulges in any type of Bid rigging, Collusive Bidding or any other type of Anti-Competitive Activity.

INTRODUCTION

ITI Limited, a Public Sector Undertaking under the Department of Telecommunication, Ministry of Communication and IT, is a leading telecom equipment manufacturer and total solution provider in India. ITI has diversified in to solar project business and has established state of the art solar module manufacturing line. ITI Limited is an ISO 9001, ISO 14001 and ISO 45001 certified manufacturing unit. Presently major customers of ITI are BBNL, BSNL, MTNL, defense, paramilitary forces and railways. The company has executed various turnkey orders such as Bharat-Net, Telecom Towers, UP Police headquarters.

The RfP is invited for selection of Suitable Business Partner for Setting-Up of 10.00 MW (AC) Ground Mounted Grid Connected Solar Power Plant at ITI Limited, Naini along with Identification/Selection of Solar Power Purchaser/s for sale of electricity generated through the Power Plant.

SCOPE OF WORK

ITI Limited invites Request for Proposal (RfP) from interested Bidder(s) or Bidding Consortium and/ or any Consortium Member thereof ("Bidders") for selection of developer(s) for setting up of 10.00 MW (AC) Ground Mounted Grid Connected Solar PV Plants at ITI Limited, Naini, Mirzapur Road, Prayagraj, Uttar Pradesh 211010 through open access model. The responsibility of the Successful Bidder(s) would be for supply and sell of electricity for 25 years, as per the terms and conditions of the Tripartite PPA. The Tripartite PPA will be signed between ITI Limited, Procurer and Successful Bidder(s).

For the above scope of work, ITI invites Request for Proposal (RfP) from interested Bidder(s), who are fulfilling the **eligibility conditions** as stated in RfP.

Bidder may please send their proposals and documents as called for. Two separate envelopes one each for Technical & Financial Bid should be kept in a single large envelop and marked as offer for **RfP Enquiry No.: ITI/NNI/BD/OA/SPP/10MW/01, Dated: 11th, March, 2025** to the following address:

**For ITI LIMITED
CM – P & BD**

Responsibility:

a) Responsibility of the Bidder:

1. Solar Power Developer shall arrange complete supply, installation and commissioning of 10.00 MW (AC) Ground mounted Grid connected Solar Photo Voltaic (PV) Plants at ITI Limited, Naini, Mirzapur Road, Prayagraj, Uttar Pradesh 211010 through open access model including power evacuation lines to the UPPCL Sub- station along with all terminal equipment viz switching equipment and associated accessories ex. CT/PT/LA/Isolators/Insulators/ supporting structure/ panel, as the case may be and any other work required for its successful and efficient operations at his own cost. The Developer is advised to visit and inspect Site thoroughly to assess the requirement prior to bid submission.
2. Solar Power Developer shall also arrange leveling of land, civil works, fencing etc. of the land, lighting arrangement, security arrangements & building infrastructure (Control Room with complete set of associated infra) at his own cost.
3. All permits and clearances required for setting up of the Project including those required from State Government and local bodies shall be in the scope of the Solar Power Developer. However, ITI will facilitate in getting the necessary permits and clearances.
4. Due to setting up of Solar PV Plant, there should be no obstruction/harm to the existing underground pipelines, UG Cables etc. during maintenance/ strengthening work of Ground and if any additional expenditure has to be incurred due to this, the same will be borne by the Solar Power Developer of the Solar PV Plants.
5. If there is a forest strip where Forest Act is applicable then, all necessary approvals will be obtained from the Forest Department by the Solar Power Developer, if necessitated.
6. The responsibility of the Successful Bidder(s) would be Identification/Selection of Solar Power Purchaser for sale of electricity for 25 years generated through the Power Plant as per the terms and conditions of the signed Tripartite PPA (Power Purchase Agreement).
7. All other work required for the execution and completion of a 10 MW Solar Power Plant at ITI Naini premises.

b) Responsibility of ITI:

1. Provide Land of approx. 30 Acre at ITI Limited, Naini, Mirzapur Road, Prayagraj, Uttar Pradesh 211010 to install Ground mounted Grid Connected Solar PV Plant. The required land shall be finalized after joint inspection with the developer & ITI. The bidders are required to visit the project site mentioned in the RfP.

2. ITI will provide land to Solar Power Developers (the successful bidder) for the development of Solar PV Plants on a Build, Own, Operate, and Transfer (BOOT) basis for a period of 25 years after the Commercial Operation Date (CoD), on a right-to-use basis. The ownership of the land will remain with ITI. If any additional land is required for the installation of equipment or other works associated with the Solar PV Plant, ITI will provide the required land to the developer on a right-to-use basis for 25 years after the CoD. A Memorandum of Understanding (MoU) will be signed between the successful bidder and ITI to formalize this arrangement. The bidder must obtain ITI's consent for the right to use the land.

3. Provide 10 MW open access transmission connectivity for electricity sale. (Already granted from UPPTCL in the name of ITI)

4. Provide bay for transmission of electricity at nearest 33KV UPPCL substation. (Bay charges has already been paid)

However, the AC cable as well as associated equipment/s required for termination from Solar Power Plant to bay at 33KV UPPCL substation will be in the scope the bidder.

5. Provide Electricity Supply (Charges will be paid by bidder on actual basis).

6. Provide Water Supply (Charges will be paid by bidder).

7. Opening of ESCROW account to share the revenue as per agreed ratio.

8. ITI will nominate a Nodal officer who will coordinate with the successful bidder regarding site visit, providing lay out plan and space availability for installation of Ground Mounted Grid Connected Solar PV Plants. Site Visit is mandatory of all bidders.

1. **PRE-QUALIFYING REQUIREMENT:**

QUALIFYING REQUIREMENTS

	Particulars	Valid Documents Requirement
A.	TECHNICAL CRITERIA:	
1	<p>The Bidder should be incorporated in India under Companies Act, 1956 or 2013/ and further amendment(s)</p> <p>Or</p> <p>A Limited Liability Partnership Firm (LLP) registered under section 12 of Limited Liability Partnership Act, 2008</p> <p>Or</p> <p>Partnership firm, registered under section 59 of the Partnership Act, 1932.</p>	A copy of certificate of incorporation should be furnished along with the bid in support of above.
2	The Bidder should be into solar business for not less than 3 years prior to the date of bid submission.	A copy of certificate of incorporation should be furnished along with the bid in support of above.
3	<p>The bidder should have cumulative past experience of 6.0 MW in grid-interactive/off-grid SPV systems and one solar power plant with a minimum capacity of 2.0 MW during the preceding five financial years: FY 2019-20, 2020-21, 2021-22, 2022-23, and 2023-24.</p> <p>The work shall be carried out in any DISCOMS/state Govt./Central Govt./Private sector in India.</p> <p>This shall be in satisfactory service for at least a period of one-year prior to the date of submission of bid.</p>	<p>The copies of Work Awards/PO's/Agreement shall be uploaded.</p> <p>Work completion certificates / Performance certificate of SPV Module issued by any Competent Authority to be uploaded.</p>
4	<p>The bidder shall upload documents of</p> <p>(a) PAN Card &</p> <p>(b) GST Registration certificate</p>	Documents shall be uploaded.
5	The Bidder shall upload Power of attorney on non-judicial stamp paper of appropriate value.	The PoA of bidder shall be uploaded.

B	FINANCIAL CRITERIA:	
1	The Bidder should have Minimum Average Annual Turnover (MAAT) of 30.0 Cr, during 3 FY out of last 5 preceding Financial Years (i.e., FY 2019-20, 2020-21, 2021-22, 2022-23 & 2023-24)	Bidder should upload mandatorily all Audited Balance sheet, CA certified profit & loss account statements for the last Five years (i.e., FY 2019-20, 2020-21, 2021-22, 2022-23 & 2023-24) scanned and uploaded in original.
2	Bidder(s) should have Positive (+ve) Net worth at the close of the preceding financial year.	Auditor's certificate shall be submitted for the same.

Note: Relaxation regarding prior experience and prior turnover criteria will be provided to startups and medium enterprises as per the Department of Industrial Policy & Promotion (DIPP)'s D.O. letter No. 12(11)/2017-SI, dated June 22, 2017.

INSTRUCTIONS TO BIDDERS

1. The bidders are requested to submit their bid prior to last date of submission.
2. ITI may modify, amend or supplement this RfP Document including without any prior notice.
3. This Request for Proposal (RfP) document is not an agreement or offer by the ITI to the prospective Bidders or any other party. The purpose of this RfP is to provide interested parties with information to assist the formulation of their Bid.
4. While this RfP document has been prepared in good faith, neither the ITI nor their employees make any representation or warranty, express or implied, or accept any responsibility or liability, whatsoever, in respect of any statements or omissions herein, or the accuracy, completeness or reliability of information, and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this RfP, even if any loss or damage is caused by any act or omission on their part.
5. Bidder are required to quote single margin to ITI for 25 years in the price bid. ITI will not entertain different margin for every year, any bid with different margin will be considered disqualified.
6. Bidders are advised to visit the site and ascertain the site conditions, before submitting their proposal. No claims regarding site conditions like land leveling, soil conditions, site clearance, shadow, etc. shall be entertained later.
Before visiting the site, Bidder has to obtain written permission from ITI.
7. Cutting/overwriting, if any in the figures of the RfP documents is required to be clarified/indicated in words, duly signed, failing which the bid may be rejected.
8. Deviation of any kind will not be accepted in the non-financial & financial bid. Such deviations shall be ignored. Conditional bids are liable to be rejected.
9. All the required information shall be furnished strictly in the prescribed Formats only. Any information indicated other than the prescribed Formats shall not be entertained. The bid shall be evaluated on the basis of information furnished in the prescribed Formats only.
10. ITI, if desired so, may advise any bidder to furnish the documents in original or copy thereof duly attested by Notary for verification, in physical form on short notice of three days.

11. Bidders should provide complete information at the time of submission of bid. If the bidders are asked to furnish some more clarification/confirmation/documents, they shall be required to furnish the same within specified time, failing which the case shall be finalized /decided on the basis of available information/documents. Bidder shall be responsible for ignorance of their bid on account of delay in furnishing of desired information/documents up to the specified time. However, if there are any shortcomings in the submission of the information which does not materially affect the qualification criterion, then the Bid Evaluation Committee shall have the power to consider the facts on the merit of the case and decide the bid evaluation accordingly.
12. During the preparation of the land or the installation of the Solar Power Plant, any damages caused to the ITI building will be the responsibility of the successful bidder.
13. The land used for the establishment of the 10 MW Solar Power Plant may also be considered for agricultural/other purposes, but only after obtaining proper approval from the competent authority.
14. The final billing for the generated electricity is handled by ITI Limited, Naini. The turnover from the generated electricity also falls under the scope of ITI Naini.
15. The above-mentioned scope of work is purely revenue-based, with no liability on ITI during the installation and commissioning (I&C) and operation period, up to the project timeline of 25 years. In the project timeline period, all liabilities fall under the bidder's scope.
16. The responsibility for all civil work, including the construction of the control room and switch room, lies entirely with the bidder. This includes tasks such as site preparation, foundation work, structural construction, and finishing, ensuring that the control room and switch room meet all technical and safety standards specified in the project requirements. The bidder is also expected to provide all necessary materials, labor, and equipment required to complete the construction within the stipulated timeline and in compliance with applicable regulations and guidelines.