

**Expression of Interest for Shortlisting of Agencies for implementation of “Intermediate Public Transport Programme” –
Deployment and Operationalization of electric 3 wheelers (e-rickshaw and e-autos)**

REF: - EOI No.: 5049 / BSCL / 18 dated 29th September, 2018

Reply to pre bid queries

No. 5237

Date: 09/10/2018

The following reply to queries by the prospective bidders is being provided herewith below: -

Sl. No.	EOI Reference	Pre-Bid Queries	Response
1.	Section 6, (iii)-a	Companies incorporated under the Companies Act, 1956 or the Companies Act, 2013, who are in the business of Charging Equipment, since last 1 year (at least) are eligible to participate	EOI conditions prevail.
2.	Section 6, (iii)-b	There should be mentioned Charging equipment instead of EV fast charging , as there is range of Electric Vehicle charging equipment ans still you haven't finalized the Charging equipment specifications so it can be designed as per your specifications.	EOI conditions prevail.
3.	Section 3.3 (i)	Since as per clause 6(1)(a) only Original Equipment Manufacturer is being permitted under expression of interest for deployment and supply of E vehicles. Request you to kindly clarify whether supply and deployment of e vehicles through authorized agencies includes only Authorized Dealer of OEM post award of contract or any other consortium party/Dealer importer etc are allowed jointly to participate under the present EOI?	EOI conditions are self-explanatory.

4.	Section 3.4 (ii)	Tender document is silent following major criterias about the vehicles on aggregatorship; a) the routes and locations where vehicles will ply under aggregator. b) How the aggregator ship will be implemented c) No of vehicles to be deployed d) No of ridership available for e vehicles if deployed e) Electricity for charging, reserved passage for E vehicles under aggregatorship, Parking slot, booking of E Vehicles etc.	These details will be decided during subsequent stages of bidding.
5.	Section 3.4 (iii)	Tender document is silent about the scope of construction and its parameters, area to be constructed for each service and charging structure, minimum capacity of the vehicles to be charged at each charging center, its measurement, materials to be used therein and payment terms for construction activity.	To be decided in subsequent stages, in consultation with shortlisted bidders
6.	NA	A detailed drawing along-with payment schedule from the Client shall help in removing the ambiguity.	To be structured in subsequent stage of bidding process
7.	NA	Request you to please clarify that who would be the Final Implementing Authority against this EOI.	Capital Region Urban Transport (CRUT), an undertaking of Housing Urban Development Department, Government of Odisha will be the final implementing agency.
8.	NA	We further request you to kindly conform that this shortlisting or Empanelment would be valid till what time period please?	This shortlisting / empanelment would prevail beyond pilot phase for further implementation also.

9.	NA	Tender document is also silent about the E Vehicles detailed technical specification sought to be deployed under Smart City project. Type of Battery to be utilized for the said E Vehicles etc.	To be structured in subsequent stages of implementation.
10.	Section 3.1	Is there any other government driven/approved transport modes running on these routes.	The routes are to be decided in subsequent stages of bidding process. CRUT will be operating buses in major routes of Bhubaneswar.
11.	Section 3.1	1. It would be for E Auto or E Rickshaws or mix of both. Please specify the number under each category if it is for both. 2.What would be the period for Pilot stage.	The period for pilot would be tentatively for a period of 6 months from the date of deployment. There may be a mix of vehicles which will be decided in subsequent stage of bidding process.
12.	Section 3.3	1. Is BSCL will provide space to install charging infrastructure ,vehicle parking, warehouse , workshop without any cost 2.Clarity on reimbursement of investments made to procure e Rick, Batteries, Charging infra, Outlets, Workshop with pre agreed rates. 3. Who will bourn O&M Expenses to maintain the charging infrastructure like Electricity charges ,Internet connection, Manpower, Maintenance (Vehicle), Insurance and Rental of the space etc.	To be structured in consultation with shortlisted bidders, in subsequent stages of bidding process.

13.	Section 6, (i)- b	<p>a. This specific point integrated for short listing seems to suit some specific manufacturer's E Rickshaw/E Auto specifications. There are couple of concerns here; first is that lithium ion battery is costly and it also compromises with the vehicles range on a single charge i.e. 50-60 kms. Secondly, it is good only if FAME subsidy is capitalised but again for this we have two categories formed-Slow speed and high speed. The Fame subsidy for high speed vehicles is higher and is more viable solution in this segment since under low speed segment there is Lead Acid battery option which is far economic, prevalent, most trusted and time tested. It fulfils the need of stabilizers being four in numbers and therefore no additional weight is required for stabilizing the vehicle, 80-100 kms run on a single charge, good for servicing, have widest sales & service network, recyclable with a good resale value. Please acknowledge that for Lithium Ion battery, recycling or disposal facilities are yet to be created in our country. It is also dependent on imports only and all foreign manufacturers have different narrations on warranties, performance, technical specifications etc. Please review and modify.</p>	No change. EOI conditions prevail.
14.	NA	<p>b. As an extension to Point a.; kindly observe that there is no specification mentioned like battery capacity, charging time, battery life and thus make it vulnerable to cost justification during evaluation stages. Please review.</p>	To be structured in consultation with shortlisted bidders, in subsequent stages of bidding process.

15.		<p>c. Lithium battery inclusion for Fame Subsidy eligibility is just a year old concept for 3 wheelers segment, secondly the record of Fame subsidy claimed or total sales of lithium ion battery run 3 wheelers is almost negligible if statistically reviewed on Pan India population basis of this class of vehicles i.e. meagre 200 no.'s approx. in this segment. Therefore, this condition will limit the competition making eligible only a single or two bidders thus signifying the monopolistic approach.</p> <p>Also, currently hydrogen cells as against lithium ion battery and high speed 3 wheelers (35 -40 kms max speed) running on Lithium ion battery are seen as more viable and futuristic options and therefore there is an anticipated paradigm shift from low speed to high speed vehicles particularly in passenger electric three wheelers segment. Please also consider that the chassis for high speed e 3 wheelers is more robust, strong with enhanced life and performance.</p>	No change. EOI conditions prevail.
16.	NA	<p>For your kind reference, our R & D team has already developed and internal testing and validation is under process for high speed electric wheelers and hence in lieu of these merits we request your good self to review and modify the terms through inclusion of lead acid battery as an alternate option with homologation certificate from ARAI/ICAT etc. and oblige. Please also incorporate the clause that participants shall be considered if they produce the homologation certificate for lithium ion battery at the time of supplies and give an undertaking for same.</p>	No change. EOI conditions prevail.

17.	NA	d. Nomenclature: The requirement is not clearly spelled out in your referred NIT. E Rickshaws/E Autos come in different designs like front wind shield integration with homologation certificate, without wind shield, FRP Roof, approved waterproof cloth roof etc. These parameters define the cost of a vehicle. It seems this point has escaped your kind attention and therefore review and define the requirement.	To be structured in consultation with shortlisted bidders, in subsequent stages of bidding process.
18.	Section 6, (i)-d	e. Point 6-Evaluation and short listing, Page No.6, sub point d: this clause of minimum 100 no.'s of battery operated electric vehicles to any government sector seems to restrict the fair participation from all EV manufacturers and favour any specific bidder. Submission: Please relax this term to either supply experience of 35% of total tender quantity to any government sector OR a minimum of 200 Electric 3 Wheelers manufactured and supplied in any single financial year to establish the credentials and capabilities.	No change. EOI conditions prevail.
19.	NA	f. Please specify the Motor Power, Controller, differential etc. to meet the Gradeability requirements. These points are very important and decisive in measuring the performance and cost of a vehicle.	To be structured in consultation with shortlisted bidders, in subsequent stages of bidding process.
20.	NA	1) The JV between the Indian electric bus manufacturer and KytoVentures is the process of formation.	JV / Consortium is not allowed to participate. Kindly refer Corrigendum - 1
21.	NA	2) The Indian electric bus manufacturer has been incorporated under the Companies Act and has already supplied electric buses to different state transport corporations	The conditions of eligibility is provided in Section 6 of the EOI document.

22.	NA	3) The Indian electric bus manufacturer fulfils the the minimum annual average turnover of Rs 3 cr from sale of battery operated electric vehicles	The conditions of eligibility is provided in Section 6 of the EOI document.
23.	NA	4) At this point of time, our electric autos are not ARAI/ICAT certified, but has European Union certification. The ARAI/ICAT certification will be complete in the next five months	The conditions of eligibility is provided in Section 6 of the EOI document.
24.	NA	5) KytoVentures Hong Kong has already manufactured and supplied more than 50 Electric Three Wheeler Autos to ASEAN region. The Indian electric bus manufacturer also manufactured and supplied electric buses to multiple state transport corporations	The conditions of eligibility is provided in Section 6 of the EOI document.
25.	NA	1. Although our vehicles are ICAT approved, but vehicles with lithium ion batteries are under process for approval from ICAT. Final approval may come in next 30-45 days. Please let us know if we are eligible to participate for submitting EOI?	The conditions of EOI should be met as on last date of submission.
26.	NA	2. Do we need to be registered with any of the government agencies in state or centre ?	The conditions of EOI are self explanatory
27.	NA	3. What are the specifications required for the e-rickshaws under the pilot phase and budget for the same?	To be structured in consultation with shortlisted bidders, in subsequent stages of bidding process.
28.	NA	4. What shall be the timelines and location for supplying the e-rickshaws?	tentatively 10 - 15 days
29.	NA	5. What are the payment terms and schedule? What are the provision for advances?	To be structured in consultation with shortlisted bidders, in subsequent stages of bidding process.

30.	NA	6. Can the quantity increase in the pilot phase?	This is not known at present stage.
31.	NA	7. Do you need extended warranty or what is the minimum warranty on the product you shall be looking for?	To be structured in consultation with shortlisted bidders, in subsequent stages of bidding process.
32.	NA	8. Shall BSCL or Govt provide any space for setting up of charging station for the e-rickshaw, repair and maintenance, store etc	To be structured in consultation with shortlisted bidders, in subsequent stages of bidding process.
33.	NA	9. Kindly extend the submission date by minimum 15 days, so that a better proposal can be offered based on the reply received on our above stated queries?	No change. EOI conditions prevail.

Sd/-
Chief Executive Officer