

Pre-Bid Clarification
TENDER NOTICE NO. TW-IT/OT/06/2021-22
<i>Selection of Implementation Agency (IA) for Implementation of SAP based ERP Software in OPTCL and SLDC</i>
Annexures:
<p>1. Revised Eligibility Criteria</p> <p>2. Revised Evaluation methodology</p> <p>3. Revised Payment Terms with Bank Guarantee</p> <p>4. Revised Implementation Schedule</p>

Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
1	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	We understand only the Open data needs to be migrated into the new S/4HANA application and no historical data to be migrated. Kindly Confirm.	Master data and Open Transaction of all modules of existing application to be migrated. Along with all existing employee's service book those are available in eShakti (Oracle EBS) HRMS will be migrated. All other Historical data shall be migrated to the BI system for future reference and reporting purpose.
2	Clause No. 5/ Page No.51	Third-Party Audit	We understand that Implementation Agency to support 3rd Party Audit. Kindly provide the phases during which the audit will be conducted and the No. of days of Audit	It is envisaged that 3rd party Audit(Security/Application Functionality etc..) will be conducted before completion of the project during stabilization period. However if need arise,it shall be before or thereafter .
3	Clause No. 6/ Page No.51	Training & Change Management Scope	Kindly provide the no. of Users across OPTCL and SLDC, which includes Management, CTMs, IT Team and End-Users. Also confirm whether OPTCL is fine with Train-the Trainer approach for End-Users	Tentative no. of Users across OPTCL and SLDC, which includes Management, CTMs, IT Team and End-Users will be provided along with the TRS. OPTCL will follow the Train the trainer approach for End users.
4	Clause No. 7/ Page No. 53	Integration Scope	Kindly provide the detailed list of application to be integrated with S/4HANA in the To-Be Landscape over and above the systems mentioned viz Webmail, GIS, AMI, SCADA, Biometric Systems	The broad outline of the application has been referred in the RFP. There may be additional need in the current and future stage for which IA's functional team shall have to contact OPTCL/SLDC's respective CTMs/ OPTCL-IT for better understanding
5	Section No. 10/ Page No. 56	IT Infrastructure for SAP-ERP	Pls provide the total number of named users and module wise break up (E.g. SAP S/4HANA system: FI : 200 users, MM : 300 users)	Detail will be provided in Technical Requirement Specification (TRS)
6	Section No. 10/ Page No. 56	IT Infrastructure for SAP-ERP	Please provide the list of users going to use Reporting platform	Detail will be provided in Technical Requirement Specification (TRS)
7	Section No. 10/ Page No. 56	IT Infrastructure for SAP-ERP	A. What are the plans for Business Continuity from Power, Network connectivity, hardware and software perspective. B. What is expected RPO / RTO? C. Please confirm Geographical Location of DC site and DR Site or DR center	A. Business continuity will be as per the industry standard OPTCL Policy B. Currently OPTCL does not have any DR Facility, so the Backup and recovery objective will be achieved through OPTCL Primary Datacenter Backup policy. C. OPTCL Datacenter is at OPTCL premises, Bhubaneswar,Odisha, however DR site is not planned yet.
8	Section No. 10/ Page No. 56	IT Infrastructure for SAP-ERP	Please provide your expectations on Back up & Restoration	The Back up & Restoration will be as per the OPTCL Primary Data Center Policy. Further, IA may suggest standard, reliable backup & restoration procedure

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9	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	What is the approximate number of energy meters under the scope ?	Energy Billing/accounting scope is dropped from Scope. At present Energy Accounting of SLDC is being done by using the Legacy ERP solution(EShakti-EBS) . Further, energy accounting module is included in another project. Therefore, module license for Energy Accounting (SAP-ISU) will not be included in the SAP License BoM for this project. However Bidder need to integrate the service with the SAP-ERP system and shall have the integration touchpoint.
10	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	Is Real Time Pricing Billing , billing of spot purchase etc. are under scope? If yes, then whether IS SAP ISU/EDM license available ?	
11	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	What will be the approximate no of Contract for billing and what is the frequency of billing ?	
12	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	Is no of billing in a cycle is equal to the no of energy meter ?	
13	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	Whether Intercompany Data Exchange is required?	Currently no provision. Detail will be provided in Technical Requirement Specification (TRS)
14	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	We understand data extraction from legacy, conversion of non-electronic data and furnishing in the format prescribed will be the responsibility of OPTCL. Please confirm	OPTCL will extend all such data on as and when and where basis with available known digital format thereof. It shall be worthwhile to understand the legacy application by IA's consultants with OPTCL/SLDC's department CTMs. Moreover IA will have the obligation to put the data into their required format.
15	Section 8 Page No. 53	Scope of Work - AMS Support	Please let us know the number of enhancements and bug fixing that needs to be factored/ year, separately	The prospective bidder being well experienced in the field and having undertaken multiple similar jobs, it is expected from IA to support these requirements and propose accordingly.
16	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	Please let us know OPTCL is having e-procurement facility.	Yes, but limited to GeM portal of GoI and Third party e-entering portal.
17	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	Please confirm if there will be a dedicated core team from each business function available at the Centralized Project Location . Please confirm.	Confirmed
18	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	Please specify if there are any document management systems being used by OPTCL currently	At present, eOffice (File Management System) has been deployed at OPTCL Headquarters & SLDC and it is planned to extend upto all the Field offices with the functionality of Knowledge Management System . It is also proposed to adopt and utilize the seeded functionality of SAP-DMS for the said purpose
19	Clause No. 6/ Page No.51	Training & Change Management Scope	The necessary training infrastructure will be provided by OPTCL . Please confirm	Confirmed, the training infrastructure shall be provided by OPTCL
20	Section VI, Clause No. 1/ Page No. 44	Scope of Work - Overview	The Timelines Suggested in the RFP are challenging. Can the bidder suggest his recommended timelines	Refer to the revised Implementation Schedule Note: The revised timeline shall be read in conjunction with all related terms & conditions of RFP (SLA, ITB, BDS, etc.) where timeline is mentioned.
21	Section VI, Page No.46	Scope of Work - Technical & Functional Training	Hope SAP Certified IA trainers can be Firm's internally trained and certified associates	Tender Clause Stands.
22	Section VI, Page No.47	Configuration, Customization, Development, Testing & QA, Acceptance Phase	Firm understand customization for OPTCL business requirement may be required for specific areas, however in consideration to the timeline it is always important to limit the customization objects, Is there is any limit OPTCL identified for this implementation? If so request to specify the same?	Based on the requirement of the OPTCL and considering the SAP-ERP seeded functionality, Bidders are requested to suggest the volume of customization.

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23	Section VI, Page No.47, Phase VI: Stabilization & Project Sign-off	Stabilization Test	Hope cloud-based performance testing tool can be leveraged by IA, How many iterations and scenarios identified for the same, please specify the same?	During the UAT/Go-Live/Stabilization period, IA has to provide the testing tools for the purpose of performance testing. However IA may suggest the preferable frequencies and scenarios for the testing.
24	Section VI, Page No.53	Integration Scope	We understand from SAP License Bill of material that SAP Process orchestration (PO) is considered, however there may be requirements for other specific connectors required for applications like AMI, SCADA etc., is the same discussed with product vendor SAP and confirmed?	Discussed
25	Appendix A, Functional Requirement Specifications (FRS), Page 97	A.DEPARTMENT: CONSTRUCTION WING	We understand detailed project report will be prepared outside SAP system with IRR & NPV calculation, however required inputs for costing will be derived from SAP S/4HANA System	Detailed Project Report will be prepared inside SAP system.
26	Appendix A, Functional Requirement Specifications (FRS), Page 97	A.DEPARTMENT: CONSTRUCTION WING	Hope this is budgeting with in Projects? Please elaborate the requirement for funding?	Will be provided during the requirement gathering stage
27	Appendix A, Functional Requirement Specifications (FRS), Page 97	A.DEPARTMENT: CONSTRUCTION WING	We understand tendering will be out of SAP S/4HANA, what is expected out of the same?	OPTCL has its own e-Tendering portal, but BoM needs to be extracted from SAP in the requisite format of e-Tendering portal.
28	Appendix A, Functional Requirement Specifications (FRS), Page 97	A.DEPARTMENT: CONSTRUCTION WING	We understand tendering will be out of SAP S/4HANA, what is expected out of BDS Freezing?	OPTCL has its own e Tendering portal, But BoM needs to be extracted from SAP in the requisite format of e Tendering portal.
29	Appendix A, Functional Requirement Specifications (FRS), Page 97	B.DEPT: OPERATION & MAINTENANCE (O & M)	Hope OPTCL will be leveraging SAP S/4HANA standard Document management system (DMS) with additional content server for doc repository and it is part of SAP License BOM?	Provisioned
30	Appendix A, Functional Requirement Specifications (FRS), Page 97	B.DEPT: OPERATION & MAINTENANCE (O & M)	Emergency restoration system Management - Kindly elaborate what is expected out of SAP S/4HANA System?	The required information will be provided in TRS.
31	Appendix A, Functional Requirement Specifications (FRS), Page 97	B.DEPT: OPERATION & MAINTENANCE (O & M)	Line Performance measurement (Line rating index) - Kindly elaborate what is expected out of SAP S/4HANA System?	Broadly it includes Line trip history and Availability. The detail information will be provided in TRS.
32	Appendix A, Functional Requirement Specifications (FRS), Page 97	B.DEPT: OPERATION & MAINTENANCE (O & M)	"Module to Manage Manpower" - This will be managed in SAP HR Mgt, however what is specific required with respect to plant maintenance - request to detail the requirement?	Allocation of OPTCL own resource as well as outsource person to carry out the maintenance activity.The detail information will be provided in TRS.
33	Appendix A, Functional Requirement Specifications (FRS), Page 97	B.DEPT: OPERATION & MAINTENANCE (O & M)	Substation Automation Management - Hope this is different application? Is the same to be interface or what is expected out of SAP S/4HANA system	Different application but need to be interfaced with SAP for to and fro communication.
34	Appendix A, Functional Requirement Specifications (FRS), Page 97	B.DEPT: OPERATION & MAINTENANCE (O & M)	Future Load Growth - Firm understands the same may be manually managed outside SAP S/4HANA, however any specific integration is required for this, kindly specify ?	The detail information will be provided in TRS.
35	Appendix A, Functional Requirement Specifications (FRS), Page 97	D. DEPT: CENTRAL PROCUREMENT CELL OF OPTCL (CPC)	E - Tendering : We understand E - Tendering will be handled in other application not in SAP S/4HANA and the same only to be interfaced via SAP PO? Please confirm	Confirmed
36	Appendix A, Functional Requirement Specifications (FRS), Page 97	E. DEPT: ELECTRICAL STORES AND SERVICES	Domestic/International vendor registration and evaluation / Floating tenders and evaluating responses - Hope these will be handled in OPTCL E- Tendering system and the same only to be interfaced via SAP PO? Please confirm	Domestic and International vendor registration will be inside SAP whereas evaluating responses/ Floating Tenders will be outside system, but it will be interfaced to SAP.

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37	Appendix A, Functional Requirement Specifications (FRS), Page 97	F. DEPT: CORPORATE PLANNING (CP)	Hope OPTCL will continue using MyPower software, however the plan output should be stored in ERP for future reference? kindly elaborate the same	My Power software to be interfaced to SAP.
38	Appendix A, Functional Requirement Specifications (FRS), Page 97	G. DEPT: REGULATORY ,TARIFF & COMMERCE CELL (RT&C)	Major Activities of RT&C: - We understand most of these activities except transmission billing and revenue, energy accounting needs to be handled manually as there will no standard / customize fitment in SAP S/4HANA, kindly clarify and elaborate these requirements?	OPTCL/SLDC will continue with its EASS module parallelly, but only finance data to be interfaced with SAP.
39	Appendix H – Indicative SAP-ERP License Detail, Page 132	SAP BW/4HANA	Is source of Data only SAP S/4HANA or is it required to fetch real time data from other applications, please specify the same How many BW reports are expected out of BW/4 HANA	There are other such application like GIS/AMI/My Power/ Other Custom applications from where the data can be utilized for reporting from SAP.The no. of BW reports can be confirmed in requirement gathering stage.
40	Appendix H – Indicative SAP-ERP License Detail, Page 132	ASP/GSP	Kindly confirm the sub functions considered and integration considered along with these license component	The required information will be provided in TRS.
41	Appendix H – Indicative SAP-ERP License Detail, Page 132	Business Planning	Is it Business Planning on top of SAP BW/4HANA or it is Embedded Planning with in S/4HANA What are all the Planning Scenarios expected as a part of BP / How many planning templates	Yes, Business Planning is on the top of SAP BW/S4 HANA. The detailes regarding planing scenario and number of template will be provided in the TRS.
42	Appendix H – Indicative SAP-ERP License Detail, Page 132	ISU	Kindly elaborate the Sub Functions expected out of ISU. Request to provide the license fitment for relevant business process e.g. billing	Energy Billing/accounting scope is dropped from Scope. At present Energy Accounting of SLDC is being done by using the Legacy ERP solution(eShakti-EBS) . Further, energy accounting module is included in another project .Therefore, module license for Energy Accounting (SAP-ISU) n not included in the SAP License BoM for this project. However Bidder need to integrate the sevice with the SAP-ERP system and shall have the integration touchpoint.
43	16. Performance Security 16.2, Page 64	The Purchaser shall at its sole discretion invoke the Performance Security and appropriate the amount secured thereunder, in the event that the Supplier commits any delay or default in Delivery of the Services or commits any other breach of the terms and conditions of the Contract	It should be mutually decided between the parties thereto.	Tender Clause Stands
44	22. Liquidated Damages & Price Reduction 22.1 , Page 67	Except as provided under GCC Clause 30, if the IA fails to deliver any or all of the services within the period specified in the contract, the purchaser may without prejudice to all its other remedies under the contract, deduct from the contract price, as liquidated damages, a sum equivalent to 0.5% of the value of the services, supplied beyond stipulated delivery schedule of reach week or part thereof of delay until actual delivery or performance subject to a maximum of 10% of value of such services.	Suggested that the total LD under this contract should be capped at 5% of the Total Contract Value	Tender Clause Stands
45	22. Liquidated Damages & Price Reduction 22.3 , Page 68	If the services supplied do not meet the minimum specifications as per the Contract, and the same is not revised/modified by the IA to meet the requirements within 14 days of being informed by the Utility, the Utility shall be free to impose any price reduction as deemed fit. In addition, the OPTCL shall reserve the right to terminate the contract and recover liquidated damages by forfeiting the performance guarantee submitted by the Purchaser.	It should be mutually agreed between the parties thereto.	Tender Clause Stands

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46	29. Termination 29.3.1., Page 72	The Purchaser, by Notice sent to the IA, may terminate the Contract, in whole or in part, at any time for its convenience. The Notice of termination shall specify that termination is for the Purchaser's convenience, the extent to which performance of the IA under the Contract is terminated, and the date upon which such termination becomes effective.	Such termination should be mutually discussed with the Bidder and proper notice of termination should be given along with full release of payment for work done and for any loss that the bidder may suffer due to such termination for convenience.	Tender Clause Stands
47	Payment Terms for IA for use by OPTCL Sl. No. 7, Page 80	Payment Terms for IA for use by OPTCL: Payment will be released for every quarter after submission of invoice along with the report for the progress of work done for the quarter and approval of the same by OPTCL/SLDC	Support payment should be monthly with 30 days credit	Tender Clause Stands
48	GCC (13.2), Page 76	The OPTCL reserves the right to increase or decrease the number of number of OPTCL's/SLDC's offices across Odisha, number of user base under the contract subject to the limit of 30% of contract price. It is clarified that this increase or decrease of 30% shall not entitle either party to claim revision of the unit price of the goods supplied. In case of services where lump-sum prices are quoted, the increase or decrease of 30% of the number of OPTCL's/SLDC's offices across Odisha, number of user base shall be subject to mutual negotiations	Increase or decrease of no. of OPTCL,s/ SLDC's offices should not be more than 10% of the contract price.	Tender Clause Stands
49	BANK GUARANTEES II. Contract Performance Bank Guarantee (CPBG):, Page 81	Contract Performance Bank Guarantee (CPBG): An unconditional & irrevocable CPBG issued by a scheduled bank having a branch in Bhubaneswar in the prescribed format for three percent (3%) of the total Contract price towards faithful performance of the contract shall be submitted in accordance with the provisions of GCC. The said bank guarantee shall be initially valid up to ninety (90) days after expiry of 38 Weeks of Project Implementation period and shall be extended from time to time till ninety (90) days beyond successful completion of Project Implementation period.	Suggest to release the CPG after completion of project. Suggest to keep CPBG for 3% of Contract Value excluding AMC value.	Refer to revised Contract Performance Bank Guarantee (CPBG) clause under payment terms
50	SECTION IV, B 10, Page 33	The Bidder must have successfully implemented at least one SAP based ERP project (COTS-"Commercial off-the-shelf" Product) during the last 5 financial years in a State-Level Transmission Utility having an employee base of Min 2500 and with a contract value of min. 20 Crores	We request to change successfully implemented during the last 10 years	Refer to revised Eligibility Criteria
51	SECTION IV, B 10, Page Page 34	ii) The Bidder must have successfully implemented at least 02 (two) SAP based ERP implementation during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.) in India with a contract value of min. 15 Crores each	We request to change successfully implemented during last 10 years	Refer to revised Eligibility Criteria
52	Section X Exit Management, 1.8 Exit Management Plan	1.8 Exit Management Plan a. An Exit Management plan shall be furnished by IA in writing to the Purchaser or its nominated agencies within 90 days from the Effective Date of this Agreement/Contract, which shall deal with at least the following aspects of exit management in relation to the Agreement/Contract as a whole, Project Implementation, the SLA, and the annual maintenance of the hardware and facility management	We request to remove the clause for annual maintenance of the hardware and facility management part as HW and Facility is not in IA Scope	It's a typo error and is out of scope
53	8. Support & Maintenance (AMC) Scope Page 54	Maintenance Scope of Work - IA will provide comprehensive on-site support within stipulated timelines and SLA parameters including but not limited to SAP-ERP solution, database, patches and releases	What additional Scope of Support is envisaged ?	Tender Clause Stands.
54	8. Support & Maintenance (AMC) Scope Page 54	-Installation, reinstallation of all software components as part of the complete SAP-ERP solution (e.g., RDBMS, ERP software, third party tools etc.)	Kindly confirm that SAP upgrade shall not be part of AMC	Tender Clause Stands.

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55	8. Support & Maintenance (AMC) Scope Page 54	Incorporation of any change in business conditions such as organization restructuring (e.g., change in structure, change in workflow, expansion etc.)	Request to kindly exclude this from Scope of Work as restructuring of organization is akin to fresh SAP implementation.	Tender clause Stands
56	8. Support & Maintenance (AMC) Scope Page 54	Provide training to OPTCL & SLDC users if there is any change in the solution	Kindly confirm that training during AMC is only for any change in solution.	Confirmed
57	10. IT Infrastructure for SAP-ERP Page 56	The SAP-ERP will be hosted at the Primary Data Center, OPTCL at Bhubaneswar. The IT Infrastructure will be provisioned by OPTCL through separate arrangements. However, bidders are requested to submit the sizing requirements to host SAP-ERP.	Kindly confirm that a sandbox environment is available. Kindly confirm timeline for availability of final IT infrastructure along with licenses.	Yes, Sandbox environment is available, it will be made available in the due course of time.
58	SECTION IV, B 10, Page 33	The Bidder must have successfully implemented at least one SAP based ERP project (COTS-"Commercial off-the-shelf" Product) during the last 5 financial years in a State-Level Transmission Utility having an employee base of Min 2500 and with a contract value of min. 20 Crores	We understand that the value of min 20 crores is TCV. Please confirm	Tender clause Stands
59	SECTION IV, B 10, Page Page 34	ii) The Bidder must have successfully implemented at least 02 (two) SAP based ERP implementation during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.) in India with a contract value of min. 15 Crores each	We understand that the value of min 15 crores is TCV. Please confirm	Tender clause Stands
60	Appendix F - Expected Implementation Schedule Page 129	T + 24 : Enterprise Go Live T + 48 : Stabilization Period	OPTCL may kindly reconsider the timelines based on the Scope and SRS finalization beyond T+48	Refer revised Implementation Timelines Note: The revised timeline shall be read in conjunction with all related terms & conditions of RfP (SLA, ITB, BDS, etc.) where timeline is mentioned.
61	2. Phase wise Activities: page 45	b. Resource Planning & deployment IA will submit a detailed project structure along with resource deployment plan. IA is required to deploy all resources (adequate) as defined in this RfP document on-site at its Development Center, Bhubaneswar	We understand that the delivery is onsite & offshore model.	Complete onsite development model
62	7. Integration Scope Page 53	All external systems should be integrated with the SAP-ERP solution on a consistent, on-line, real-time or batch processing or data exchange basis and needs to operate in an automatic manner without manual intervention unless specifically required	We understand that integration is limited to only solutions currently implemented at OPTCL and any future integration will be considered as Change Request with commercials. We also understand that modifications to external is not under IA SoW.	Upto the project SRS sign-off date ,any future integration will not be considered as CR.
63	Section IV, Point 5,Page:51	OPTCL may conduct third-party audit for the solution w.r.t. security as per the guidelines of Government of India or Sectorial CERT by CERT-IN empanelled firms during the tenure of the contract period. ☐ IA will have to make necessary changes in the configuration and/or solution as per the recommendations of third-party auditor / OPTCL without any additional cost to the OPTCL. ☐ IA is required to provide full cooperation and support for the third party audit of the SAP-ERP Applications.	Provided audit can only be conducted once or twice during the year after prior intimation to the service provider. Further during the audit procedure, service provider is obligated to provide information falling within the scope of the project delivery only and all audit cost to be borne by OPTCL only.	It is envisaged that 3rd party Audit(Application's Functional,technical,Security etc...) will be conducted before completion of the project during stabilization period. However if need arise,it shall be before or thereafter .3rd party Audit cost will be borne by OPTCL.
64	14.3,Page:63	Payments shall be made promptly by the Purchaser, no later than forty five (45) days after submission of an invoice or request for payment by the IA supported by requisite documents complete in all respects, and the Purchaser has accepted it.	Payment is required to be made by the purchaser within 30 days from the date of invoice submission by the service provider. Further, remedy for disputed amount is not mentioned in the clause.	Tender Clause Stands

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65	29.1.2,Page:72	In the event the Purchaser terminates the Contract in whole or in part, pursuant to GCC Clause 29.1.1, the Purchaser may procure, upon such terms and in such manner as it deems appropriate, Services similar to those undelivered or not performed, and the IA shall be liable to the Purchaser for any additional costs for such similar services. However, the IA shall continue performance	Service provider's liability should be limited to 110% on the cost of unperformed portion of the project in case of risk purchase.	Tender Clause Stands
66	NA,Page:NA	Liquidity Damage	LD Charges must be clearly specified in the RFP document	Tender Clause Stands
67	NA,Page:NA	Penalty Deduction	Penalty clause specifying the penalty breakdown must be mentioned in the RFP document.	As per SLA
68	6,Page:51	Training	Please define no of users, no. of batches to be considered for training. Also please detail training frequency	Trainings will be organized at Bhubaneswar and 4 Zones of OPTCL (Bhubaneswar, Berhampur, Balasore, Burla)
69	Section VII, GCC,Page:64	Intellectual Property	There is no clause mentioning/covering pre-existing rights of the bidder. Request you to kindly include the same.	Tender Clause Stands
70	Section VII, GCC,Page:71	Termination	Please include clause for mutual termination rights in case of default by the purchaser	Tender Clause Stands
71	Section IV,Page:32	The Bidder should be a company incorporated/ registered in India under the Companies Act, 1956 and (or as amended in companies Act 2013) and should have been in the business of SAP based ERP (configuration, development, customization, integration and commissioning ERP) for the last 5 financial years. Certificate of Incorporation and copy of Memorandum and Articles of Associations of the company evidencing that they are working in the ERP business for the last five years should be attached.	Article of Association / Memorandum of Association can not make evident that the organization is working in the ERP business. Kindly modify it that self declaration from the signing authority should be sufficient for meeting this clause requirement.	Refer to revised Eligibility Criteria
72	Section IV,Page:32	The Bidder must have valid ISO 27000, ISO 9001:2008 and have at least CMM/CMMI level 5 certification as on bid submission date	Request you to kindly consider the following: In case of Service Providers where the CMMI certification is under renewal, the Bidder shall provide the details of the previous CMMI certification and the current assessment consideration in the Bid Process. Further, if the Bidder is selected, it shall ensure that the certifications continue to remain valid till the end of the Agreement.	Refer to revised Eligibility Criteria
73	Section IV,Page:34	i)The Bidder must have successfully implemented at least one SAP based ERP project (COTS-"Commercial off-the-shelf" Product) during the last 5 financial years in a State-Level Transmission Utility And ii) The Bidder must have successfully implemented at least 02 (two) SAP based ERP implementation during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.) in with following functions / modules during the last five (5) financial years. i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR	Request you to kind amend the clause as "Any 5 out of 7 module should be there in project to qualify". As not all projects may not have mandatorily all the modules implemented. Also, On going Project (In Implementation Phase) should be considered, and as proof of project kindly consider certificate from CA / Company secretary certificate as valid documentary evidence.	Refer to revised Eligibility Criteria

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74	Section IV,Page:33	Certificate from the Head of HR department mentioning the name of Employee, qualification, year of experience along with CV of each resource person supported with copy of the relevant certificates	Please change the signing authority from HR department to Authorized Signatory as POA is being executed specifically for this project.	Tender Clause Stands
75	Section IVA, Point 2, Page No 32	The Minimum Average Annual Turnover (MAAT) for IT related services turnover of the bidder should be at least INR 100 crores with positive net worth in each of the immediately preceding three years (2018-19, 2019-20 and 2020-21), calculated as revenue earned from the projects.	Request the department to change and to be read as: The Minimum Average Annual Turnover (MAAT) from IT-related services turnover IT/ITes of the bidder should be at least INR 100 crores 75 crore with positive net worth in each of the immediately preceding three years (2018-19, 2019-20 and 2020-21), calculated as revenue earned from the projects.	Refer to revised Eligibility Criteria
76	Section IVB, Point 10, Page No 32	<p>i)The Bidder must have successfully implemented at least one SAP based ERP project (COTS-"Commercial off-the-shelf" Product) during the last 5 financial years in a State-Level Transmission Utility having an employee base of Min 2500 and with a contract value of min. 20 Crores And</p> <p>ii) The Bidder must have successfully implemented at least 02 (two) SAP based ERP implementation during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.) in India with a contract value of min. 15 Crores each. The bidder must have past experience in implementing the SAP based ERP (for the above i & ii criteria) with following functions / modules during the last five (5) financial years.</p> <p>i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR</p> <p>In case a company has implemented SAP based ERP systems in the last 7 years, and has been maintaining the same system since commissioning till date, such maintenance contracts for the last five years, shall be acceptable as proof.</p>	<p>Request the department to change and to be read as:</p> <p>i)The Bidder must have successfully implemented at least one SAP based ERP project (COTS-"Commercial off-the-shelf" Product) during the last 5 financial years in Power / Energy Sector a State-Level Transmission Utility having an employee base of Min 2500 and with a contract value of min. 20 Crores And</p> <p>ii) The Bidder must have successfully implemented at least 02 (two) SAP based ERP implementation during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.) in India with a contract value of min. 15 Crores each. The bidder must have past experience in implementing the SAP based ERP (for the above i & ii criteria) with any of the iv modules from vii modules following functions / modules during the last five (5) financial years.</p> <p>i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR</p> <p>In case a company has implemented SAP based ERP systems in the last 7 years, and has been maintaining the same system since commissioning till date, such maintenance contracts for the last five years, shall be acceptable as proof.</p>	Refer to revised Eligibility Criteria

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
77	Section IVA, Point 8, Page No 33	The Bidder must have on its roll at least 20 OEM (SAP-ERP) certified professionals in the area of configuration, development, customization, integration and commissioning ERP as on bid submission date. Bidder must have min 3 OEM (SAP-ERP) certified professionals having expertise & experience in each of the following SAP-ERP Modules: i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR	Request the department to change and to be read as: The Bidder must have on its roll at least 20 OEM (SAP-ERP) certified professionals in the area of configuration, development, customization, integration and commissioning ERP as on bid submission date. Bidder must have min 3 OEM (SAP-ERP) certified professionals having expertise & experience in any v of the below vii modules each of the following SAP-ERP Modules: i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR	Refer to revised Eligibility Criteria
78	Section VIScope of Work 1. Overview Page No : 44 of 135	Functional areas covered under the scope: g. Human Resource Management, Payroll	We understand that ESS/MSS are not in the current scope of implementation. We request department to confirm.	Tender Clause Stands. ESS & MSS are under the scope of implementation.
79	Section VIScope of Work 1. Overview Page No : 44 of 135	Functional areas covered under the scope: 3. Interfacing with the legacy systems of OPTCL & SLDC.	We understand there are few legacy system to be integrated with new ERP system & existing eShakti ERP system will be replaced by new ERP SAP System. We request department to provide legacy systems to be integrated along with scope of integration.	There are other such application like GIS/AMI/My Power/ Other Custom applications from where the data can be utilized for reporting from SAP.
80	Section VIScope of Work 1. Overview Page No : 44 of 135	Functional areas covered under the scope: 4. Migration of existing ERP (eShakti) data to the new ERP system	We understand that following data to be migrated from existing ERP (eShakti) to new SAP ERP system. Those are mainly master data & Open transactions (Open PO, Projects which are in execution stage etc) We request department to confirm the same.	Master data and Open Transaction of all modules of existing application to be migrated. Along with all existing employee's service book those are available in eShakti (Oracle EBS) HRMS will be migrated. All other Historical data shall be migrated to the BI system for future reference and reporting purpose.
81	Section VIScope of Work 1. Overview Page No : 44 of 135	Functional areas covered under the scope: 5. Interfacing and integration with existing applications like SCADA, GIS, AMI, etc.	We understand that department requires integration & interface with applications like SCADA, GIS, AMI etc. We understand that APIs for the same will be provided by the department. We request department to confirm.	For the integration purpose API will be provided by IA whereas 3rd party application details will be provided by implementor.
82	Section VIScope of Work 5. Phase V: Enterprise Go-Live Page No : 48 of 135	During this stage, IA will be required to carry out go-live activities of the SAP-ERP System in a phased manner for OPTCL and SLDC (all locations of OPTCL, SLDC & Field offices) as per agreed approach and methodology.	We understand that during pilot go-live following locations / offices are covered. SLDC & OPTCL Head Quarters and OPTCL Field Office which shall include minimum Two Zones, Two Circles (in different zones) covering min two Divisions, Sub Divisions, Stores from each Circle.	The required information will be provided in TRS.
83	Section VIScope of Work 6. Training & Change Management Scope Page No : 52 of 135	Participants are Management, CTMs, Users & IT Team.	For deciding training scope it is very much necessary to know number of participants which are as below. - Management, CTMs, Users & IT Team. We request department to provide nos of participants in above categories. Note : Appendix G – Core Team Member and OPTCL IT Team detail (Page 131 of 135), provide only CTM & IT Team of OPTCL. It does not specify "CTM & IT Team" for SLDC.	Tender Clause Stands.

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
84	Section VIScope of Work 8. Support & Maintenance (AMC) Scope Page No : 53 of 135	Service Window IA will be required to deploy resources and provide onsite support during 9AM to 7 PM on all days and 24x7 remote support. Further, remote support needs to be provided in case of emergency or non-working hours.	We understand that onsite support team will follow the Holiday calendar & working window (9 AM to 7 PM) of OPTCL and remote support will be available by 24X7 for emergency. We request department to confirm.	OPTCL Holiday Calender will be followed
85	Section VIScope of Work 9. Deliverables Page No : 55 of 135	Phase II: Business Blueprint 15. Initial ERP OEM audit report with observations 16. Final ERP OEM audit report with compliance report	We understand that OEM audit needs to be carried out wrt BBB. As per our past experience it consumes more time and also have major cost implication. We as a AI will ensure that OPTCL will receive a ERP system as per best practices of OEM and as per expectations of OPTCL. We request department to omit this clause.	1: OEM Audit is in the scope of IA. The OEM Audit will be performed in 2 stages viz. during Business Blueprint stage and during Realization phase. The OEM Audit cost shall be borne by IA. 2: Only 3rd Party Audit services will be facilitated by OPTCL.
86	Section VIISPECIAL CONDITIONS OF CONTRACT (SCC) Payment Terms for IA for use by OPTCL Page No : 78 of 135	1. Project Inception Percentage of payment 10% of the total Project Implementation cost excluding CAMC (support service for 3 years) Payable against Bank Guarantee for an amount equal to 10% of the Contract value on or before 10 days of signing of Contract	We understand that 10% payment will be made before 10 days of Signing of Contract, if Bank Guarantee is provided. Otherwise it will be release after completing activities provided in "Project Inception" Stage, without any Bank Guarantee. We request department to confirm.	Refer to revised Payment Terms & Bank Guarantee clause under revised payment terms
87	Appendix BService Level Agreement C.6. ERP Performance Management Page No : 112 of 135	Sr. No - 1 to 13 Response time to various activities.	The response time to various activities is dependent on Infrastructure, Network and application. All these are being provided by OPTCL. Bidder (IA) responsible for implementation in given time frame. So it can not be attributed to IA. We request department to amend / delete this SLA.	Down time due to Infrastructure, Network or application to be provided by OPTCL will not be attributed to IA.
88	Appendix CSupplier Response Format D.2.1.3 Project Team Structure Page No : 116 of 135	Table: Proposed Project Team Structure (Summary of resources proposed to be deployed) SRL. NO, POSITION, QUALIFICATION, PROFESSIONAL EXPERIENCE, RELEVANT EXPERIENCE IN YEARS, TASK PROPOSED TO BE ASSIGNED	We request department to provide minimum requirement criteria for different types of resource (E.g. Project Manager, Functional Lead, Technical Lead etc.) It will give minimum bench mark for resource deployment.	The project team structure shall comprise Project Manager, Functional Leads/Module leads, Technical Leads/SAP-ERP System Administrators etc . However the number of resources and qualification and experience shall be intimated later
89	Appendix DEvaluation Methodology Procedure for electronic Reverse Auctioning (e-RA): Page No : 126 of 135	(iv) At any point during Reverse Auction, bidding Price field (Total price) shall remain enabled for the bidders. The total reverse auction period will be for one twenty (120) minutes. The initial auction period (1st slot) will be of thirty (30) minutes with provision of auto extension by (10) ten minutes from the schedule/ extended closing time, if any fresh lower bid is received in last ten minutes of initial auction period or extended auction period. Total/ maximum number of auto extension will be for 9 (nine) times after the 1st slot. After end of 120 minutes, the reverse auction process shall get closed automatically without any extension.	We understand that during 1st slot (30 Min) and extended slot eligible bidders can submit the bid "N Nos" times and rank (whether L1, L2, L3 or L4 ..) will be displayed based on submitted value. Or Department will provide training to eligible bidder. We request department to confirm.	Refer to the revised Evaluation Methodology
90	Appendix H – Indicative SAP-ERP License Detail Page No : 132 of 135	Various licenses of SAP. Sr. No. 1 to 17.	We request department to provide nos of licenses procured to understand users and usage.	Detail will be provided in Technical Requirement Specification (TRS)

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
91	Section 4, Clause 6 Page :33	The Bidder should have at least one Development Center in Bhubaneswar (preferably within 5 kms from Corporate Office, OPTCL). If the Bidder is not having any Development Center in Bhubaneswar then the bidder should submit a letter of undertaking to open an office in Odisha within 30 days from the date of issue of work order.	We request OPTCL to amend the clause as below The Bidder should have at least one Development Center/ Registered Office in Bhubaneswar (preferably within 5 kms from Corporate Office, OPTCL). If the Bidder is not having any Development Center/ Registered Office in Bhubaneswar then the bidder should submit a letter of undertaking to open an office in Odisha within 30 days from the date of issue of work order.	Tender Clause Stands
92	Section 4, Clause 10 Page :33/34	The bidder must have past experience in implementing the SAP based ERP (for the above i & ii criteria) with following functions / modules during the last five (5) financial years. i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR	We request OPTCL to amend the clause as below The bidder must have past experience in implementing the SAP based ERP (for the above i & ii criteria) with at-least five (5) functions / modules during the last five (5) financial years. i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR	Refer to revised Eligibility Criteria
93	Section 6, Clause 1 Page :44	Migration of existing data IA need to take care of the existing ERP (eShakti) and essential legacy data of OPTCL & SLDC, closed & open data as specified by the users and such data should be made available to upgrade, append and integrate with the new SAP system.	OPTCL to maintain and provide the data as per the templates provided by IA for the cut over/master data migration/integration from all the legacy/3rd party systems.	OPTCL will extend all such data on as and when and where basis with available known digital format thereof. It shall be worthwhile to understand the legacy application by IA's consultants with OPTCL/SLDC's department CTMs. Moreover IA will have the obligation to put the data into their required format.
94	Section 6, Clause 2 Page :45	Phase 1 - Project Inception b) IA will submit a detailed project structure along with resource deployment plan. IA is required to deploy all resources (adequate) as defined in this RfP document on-site at its Development Center, Bhubaneswar. However, a Project Management Unit (PMU) need to be set up by IA at OPTCL Headquarters	As industry best practice, we request OPTCL to have entire Implementation team of IA to be stationed at OPTCL headquarter during the Implementation period for healthy discussions with OPTCL core committee & other stakeholders.	Tender Clause Stands
95	Section 6, Clause 2 Page :46	Phase 2 - Business Blue print - Technical and Functional Training Training completion certificate needs to be obtained from concerned authority	IA will be responsible for providing the different Training types as mentioned in Section 6, Clause 2 and any type of Training completion certificate to different CTM's etc. will be the responsibility of OPTCL directly since IA is not authorized to provide any kind of certifications. Please confirm	Tender Clause Stands
96	Section 6, Clause 2 Page :47	Phase 3 - Configuration, Customization, Development, Testing & QA, Acceptance Phase Prepare and submit different codification details of master data	Asset and Material master data collection and Codification to be taken care by OTPCL as per the templates provided by IA.	OPTCL will extend all such data on as and when and where basis with available known digital format thereof. It shall be worthwhile to understand the legacy application by IA's consultants with OPTCL/SLDC's department CTMs. Moreover IA will have the obligation to put the data into their required format.

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
97	Section 6, Clause 2 Page :47	Phase 4 - Pilot Go-Live OEM Audit will be conducted in Pilot Go-Live stage	1. As per Section 6, Clause 9 (Deliverables), Pg. No. 55 - IA needs to provide ERP OEM Audit during Business Blueprint stage vis-à-vis it is mentioned here on Pg. No. 47, OEM Audit needs to be conducted in Pilot Go-Live. Please clarify at which all stages OEM Audit needs to be conducted 2. As OPTCL is directly purchasing the Licenses from OEM, we assume that OEM Audit services will also be direct contract between SAP and OPTCL. Please confirm.	1: OEM Audit is in the scope of IA. The OEM Audit will be performed in 2 stages viz. during Business Blueprint stage and during Realization phase. The OEM Audit cost shall be borne by IA. 2: Only 3rd Party Audit services will be facilitated by OPTCL.
98	Section 6, Clause 2 Page :47	Phase 6 - Stabilization Support IA will deploy all relevant functional and technical implementation team during the stabilization period. IA will deploy at sufficient resources in OPTCL & SLDC for 6 months after successful Enterprise go-live for post go-live handholding support.	We request OPTCL to advise how many functional and technical resources IA needs to deploy at OPTCL for stabilization support	Tender Clause stands
99	Section 6, Clause 3 Page :49	Quality Assurance Scope Load and Stress Testing - To test the system based on simulated growth in terms of users and transaction volume. Solution should meet SLA parameters	As OPTCL is directly purchasing the Licenses from OEM, we assume that OPTCL will be procuring the License Tool required for Load & Stress Test directly from OEM and IA will only be responsible to conduct the Load & Stress Test & provide the report accordingly. Please confirm.	Scope of IA
100	Section 6, Clause 3 Page :49	Quality Assurance Scope Stabilization Test - To test if the solution meets SLA parameters and complete functioning as per requirements	Kindly elaborate regarding stabilisation test expected by OPTCL, since load and stress testing is already mentioned as part of deliverables which is used to measure the performance of the system parameters.	During the UAT/Go-Live/Stabilization period, IA has to provide the testing tools for the purpose of performance testing. However IA may suggest the preferable frequencies and scenarios for the testing.
101	Section 6, Clause 4 Page :50	Data Collection and Migration IA Responsibility - Collect data from various offices of OPTCL & SLDC/ existing eShakti (ERP) applications and other legacy and core IT application in soft, digital formats and hard copies as per SAP-ERP requirement	1. We request OPTCL to provide no. of records/ quantity in hard copies to be converted to soft copies (A4, A3, Legal etc.) as this is required for cost estimation as part of scope of work. In case, during project execution, if this crosses the threshold of no. of records/ quantity as provided by OPTCL, in such scenario, it will be considered as Change Request. 2. We recommend that OPTCL to collect and provide all the required data from different locations in the format provided by IA. The migration of data should be limited to master and cutover data only.	1. Almost all data are in digital format, however, few data can be in form of hard copies/ records which needs to be converted to digital format by IA. 2.OPTCL will extend all such data on as and when and where basis with available known digital format thereof. It shall be worthwhile to understand the legacy application by IA's consultants with OPTCL/SLDC's department CTMs. Moreover IA will have the obligation to put the data into their required format.
102	Section 6, Clause 4 Page :50	Scope of data migration will cover all master data and transaction data required for the SAP-ERP system to cover the functional areas covered in the project. Bidders are requested to do due diligence to estimate the data volume and requirements.	Migration of Transactional data from legacy to SAP to be kept out of scope, this requires lot of time and efforts for porting the data to new ERP	Master data and Open Transaction of all modules of existing application to be migrated. Along with all existing employee's service book those are available in eShakti (Oracle EBS) HRMS will be migrated. All other Historical data shall be migrated to the BI system for future reference and reporting purpose.

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
103	Section 6, Clause 6 Page :51	Training	<p>1. We request OPTCL to provide the Training schedule (Batch wise, no. of locations) of different Training Types.</p> <p>2. All the Trainings to be organised at a Central location.</p>	Trainings will be organized at Bhubaneswar and 4 Zones of OPTCL (Bhubaneswar, Berhampur, Balasore, Burla).
104	Section 6, Clause 6 Page :51	Training	We understand that infrastrucutre (Training room, Projector, laptops for OPTCL team, internet etc.) for the training will be the responsibility of OPTCL. Please confirm	Confirmed
105	Section 6, Clause 6 Page :52	<p>Training (Change Management)</p> <p>Business Blueprint - Conduct minimum 2 (two) change management workshops at corporate office and nominated field offices</p>	We request OPTCL to have Change Management Workshop/ Training to be conducted at OPTCL corporate office only.	<p>Training (Change Management)</p> <p>Business Blueprint - Conduct minimum 4 (four) change management workshops at four zonal offices of OPTCL((Bhubaneswar, Berhampur, Balasore, Burla) and minimum 01 at corporate office</p>
106	Section 6, Clause 7 Page :53	<p>Integration Scope</p> <p>IA needs to propose appropriate solution for integration between SAP-ERP and other applications including but not limited to existing Webmail, GIS, AMI, SCADA, Biometric Systems, Websites and other legacy applications</p>	<p>1. We request OPTCL to please provide all legacy applications details (Application Name, Database etc.) which needs to be integrated with SAP for further usage by OPTCL.</p> <p>2. Please specify what sort of data will be inflow into the SAP system (Inbound) and what sort of data will be outflow from the SAP system (Outbound)</p>	<p>1. The legacy application details have been provided in the RFP. Further, details shall be provided in the Technical Requirement Specification.</p> <p>2. There are other such application like GIS/AMI/My Power/ Other Custom applications from where the data can be utilized for reporting from SAP.</p>
107	Section 6, Clause 8 Page :53	<p>Support & Maintenance (AMC) Scope</p> <p>1. Deploy adequate functional and technical resources under this scope on-site during AMC period including extended period (if any).</p> <p>2. IA will be required to deploy resources and provide onsite support during 9AM to 7 PM on all days and 24x7 remote support</p>	<p>1. We request OPTCL to advise how many functional and technical resources IA needs to deploy at OPTCL for Support and Maintenance (AMC) period</p> <p>2. As per Industry best practices, Onsite & offshore support is provided for OPTCL working days & hours. In case of any high risk issues, Support will be provided 24*7. Hence, we request OPTCL to change the Service Timings accordingly. In case, OPTCL needs the services as mentioned in the tender, in such scenario, IA needs to manage the resource workload accordingly. Please confirm</p>	<p>Support & Maintenance (AMC) Scope</p> <p>1. IA need to deploy minimum 04 (five) nos. of functional and minimum 01 technical resources under this scope on-site during AMC period including extended period (if any).</p> <p>2. IA will be required to deploy resources and provide onsite support during 9AM to 7 PM on all working days (as per OPTCL Holiday Calendar) and 24x7 remote support</p>
108	Section 6, Clause 8 Page :54	<p>Support & Maintenance (AMC) Scope</p> <p>The IA will be required to coordinate with other service providers of OPTCL & SLDC for back-up and recovery process and ensure that OPTCL & SLDC has continuous access and availability of the solution</p>	IA responsibility should be limited to SAP ERP specific systems only	<p>Incoordination with Primary Data Center (PDC) team</p> <p>The IA will be required to coordinate with OPTCL Primary Data Center Team for back-up and recovery process and ensure that OPTCL & SLDC has continuous access and availability of the solution</p>
109	Section 6, Clause 9 Page :55	<p>Deliverables</p> <p>Project Inception - Detailed Site Survey plan</p>	How many locations has to be visited and what is expected out of this site survey	Within Bhubaneswar, Odisha
110	Section 6, Clause 9 Page :55	<p>Deliverables</p> <p>Business Blueprint - Detailed as-is study report including all existing business processes, work-flows, reporting requirements, process maps</p>	We request OPTCL to provide As-Is Documents, workflows etc. to IA for the review of the As-Is & further discussions with OPTCL Core Committee for the To-Be process & Gap document finalization	Detailed As-is study report including all existing business processes, work-flows, reporting requirements, process maps is within the scope of IA

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
111	Section 6, Clause 9 Page :56	Deliverables Pilot Go-Live - Standard Operating Procedure Documents	As-Is documents needs to be provided by OPTCL along with SOP's. Hence, SOP's needs not to be part of IA deliverables.	Standard Operating Procedure Documents deliverables is within the scope of IA
112	Section 8, GCC 14.1 Page :76	Payment Schedule IA should obtain completion certificate for each project area from the OPTCL and raise an invoice against the same.	As per Industry best practices, document sign-off is the responsibility of Project Incharge & Module HOD's at Headoffice. We request OPTCL to clarify IA needs to obtain certificate from Project Area (i.e., Module wise Or Location Wise). Please clarify	IA need to obtain completion certificate from Project Manager & CTMs along with Department Head
113	Section 8, GCC 14.1 Page :78	Payment Terms Project Inception - Payable against Bank Guarantee for an amount equal to 10% of the Contract value on or before 10 days of signing of Contract	Project Inception is part of the Delivery Milestones and not as Advance, hence, we request for the amendment towards removal of Advance PBG. Or In case, IA doesn't want to give advance PBG against this clause, In such scenario, how the 10% payment mentioned against Project Inception clause will be adjusted in the rest of the milestones. Please clarify	Refer revised Payment Terms
114	Section 8, GCC 14.1 Page :81	Annual Maintenance Performance Bank Guarantee (AMC- PBG)	IA is providing the CPBG for the overall value of the contract. Additional PBG under AMS for the same work is mentioned, hence, we request for the amendment towards the removal of additional PBG for the same scope of work.	Refer to revised Bank Guarantee clause under payment terms
115	Section 8, GCC 14.1 Page :81	PAYMENT TERM TOWARDS THE 3 YEAR SUPPORT & MAINTENANCE (AMC) Satisfactory Performance certificate from the competent authority from the purchaser side	Who is the competent authority from OPTCL for providing the Activity / milestone sign offs, please specify.	Project manager, CTMs & Dept. Head will be the competent authority from OPTCL for providing the Activity / milestone sign offs Refer revised Payment Terms
116	Section 8, GCC 14.1 Page :82	PAYMENT TERM TOWARDS THE 3 YEAR SUPPORT & MAINTENANCE (AMC) All payments towards the 3 year support & maintenance (annual maintenance) shall only be made after submission of the Audit reports (in original) in compliance with SLA, wherever applicable by the IA along with the invoices and acceptance of the same by the Purchaser	Kindly elaborate what sort of Audit Reports IA needs to submit to OPTCL	SLA Audit Reports as per the RfP requirements. Tender Clause Stands
117	Appendix A (FRS) Page :98	Preparation of a Systems Requirements Specification (SRS) document based on a study of the processes of the organization. The SRS should be prepared using industry standard practices based on models such as Use Cases. The actual methodology to be used is to be given in detail. For a SRS centered around Use Cases, the following must be included (in case a vendor wishes to propose an alternative technology, all details must be provided in the bid, and steps equivalent to those outlined below must be given. It is not acceptable to have a solution where there is no SRS preparation and the activity is combined with the gap analysis exercise). It is to be understood that the SRS is not for a bespoke implementation, but as a first step to understand the existing business processes, and to provide specific inputs to the gap analysis. Since the SRS will be based on end-user inputs, its preparation will help speed up the implementation	1. We request OPTCL to provide the As-Is documents which will help IA to provide the detailed SRS document (To-Be and Gap Analysis). 2. As industry best practices, SRS discussions are done with the Core team. Hence, we request OPTCL to kindly amend the clause "SRS will be based on the Core Team inputs"	1. Preparation of AS-IS documents is within the scope of IA 2. SRS will be based on the Core Team inputs

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
118	Appendix A (FRS) Page :98	Estimate of the man-months required for the rest of the project. (If this estimate is not adequately justified, and is thus not to the satisfaction of the Purchaser, the Purchaser reserves the right to terminate the contract at this stage and to continue the project with the next bidder in the merit list).	We request for the removal for this clause as this is fixed bid project and timelines are defined as per the guidelines mentioned in the Tender	Tender Clause Stands
119	Appendix A (FRS) Page :98	Hardware and networking requirements, including specifications of equipment, sizing, etc. Inputs provided here will correlate with the performance guarantees to be provided by the implementation	We assume that IA will be responsible for only providing the ERP Hardware sizing to OPTCL. Please confirm	Tender Clause Stands
120	Appendix A (FRS) Page :99	Training DBA Training	We request for the removal of this clause as DBA training is not the responsibility of IA scope of work and ideally, should be part of Infrastructure tender.	Tender Clause Stands
121	Appendix A (FRS) Page :100/ 103	A. Construction Wing and D. DEPT: CENTRAL PROCUREMENT CELL OF OPTCL (CPC) E-Tendering	Is E-Tendering part of scope, if yes then required licenses has to be procured for providing the solution. There is no option of direct interface with any 3rd party portals due to their security reasons therefore this should be kept out of scope	eTendering will be out of SAP scope. But SAP will be used as the interface with e-Tendering portal.
122	Appendix A (FRS) Page :104	E. DEPT: ELECTRICAL STORES AND SERVICES Analyzing consumption pattern, available stock at main store as well as sub stores, pipeline quantity, production plans estimated sales with reference to inventory management	Kindly elaborate the requirement on production plans estimated sales with reference to inventory management	Generally, OPTCL is maintaining the inventory for O&M/R&M/Project activities.
123	Appendix A (FRS) Page :107	I. DEPT: COMPANY SECRETARY (AFFAIRS)	Kindly remove this requirement from scope, there is no solution available in ERP	The detail requirement will be provided in the TRS.
124	Appendix A (FRS) Page :108	J. DEPT: FINANCE DEPARTMENT OF OPTCL PF Trusts	1. OPTCL to mention complete list of TRUSTS that are part of the scope, since each TRUST is a separate legal entity. Also please mention complete details of PF accounting/statutory reporting expected from SAP. 2. Also if OPTCL wish to include Pensioners payroll, then licenses to be procured for the pensioner payroll as well. 3. There is no provision for pensioners to access SAP sytem and there is no portal available for online access	1.Detail requirement will be provided in Technical requirement specification (TRS) 2.Out of scope 3.There is a separate portal for pensioners, whereas the financial activity will be interfaced to SAP.
125	Appendix A (FRS) Page :109	K. HUMAN RESOURCE (OPTCL) Grant of Scholarship	Need clarity, whether this is paid as part of salary/payroll	Grant of scholarship is not part of salary/Payroll.
126	Appendix A (FRS) Page :109	K. HUMAN RESOURCE (OPTCL) Land record management system	If complete details of Land record maintenance is required including lease and contract management then separate licenses are required.	The land information including the lease details, documents etc... need to be maintained in SAP. Detail requirement will be provided in Technical requirement specification (TRS)
127	Appendix A (FRS) Page :109	K. HUMAN RESOURCE (OPTCL) Repository/ Library (small scale) for all Acts/rules/regulations and books	This should be limited to financial transactions, Inventory management of books /library to be kept out of scope.	Tender Clause Stands.

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response																	
128	Appendix A (FRS) Page :110	K. HUMAN RESOURCE (OPTCL) Grievance redressal system	We request OPTCL to discuss with OEM as this might requires additional licenses.	Tender Clause Stands.																	
129	Appendix A (FRS) Page :110	Contract Labour management including: Issuing and tracking gate passes Wages, PF and ESI related issues	Hope Contractor services scope is limited to procurement of services through work order.	Tender clause stands																	
130	Appendix A (FRS) Page :110	K. HUMAN RESOURCE (OPTCL) Industrial Relation Management	To be kept of of scope, there is no solution available in ERP	Tender clause stands																	
131	C.7.2 Resolution time Page :114	Severity level	<table border="1"> <thead> <tr> <th rowspan="2">Level</th> <th colspan="2">Across all offices for the complete solution</th> </tr> <tr> <th>Maximum time to log the call</th> <th>Maximum time to restore</th> </tr> </thead> <tbody> <tr> <td>Critical</td> <td>1 hour</td> <td>6 hours</td> </tr> <tr> <td>High</td> <td>2 hours</td> <td>12 hours</td> </tr> <tr> <td>Medium</td> <td>3 hours</td> <td>24 hours</td> </tr> <tr> <td>Low</td> <td>5 hours</td> <td>48 hours</td> </tr> </tbody> </table>	Level	Across all offices for the complete solution		Maximum time to log the call	Maximum time to restore	Critical	1 hour	6 hours	High	2 hours	12 hours	Medium	3 hours	24 hours	Low	5 hours	48 hours	Tender Clause Stands
Level	Across all offices for the complete solution																				
	Maximum time to log the call	Maximum time to restore																			
Critical	1 hour	6 hours																			
High	2 hours	12 hours																			
Medium	3 hours	24 hours																			
Low	5 hours	48 hours																			
132	Appendix D, Clause E.1 Page :124	E.1 - Single Stage e-Reverse Auction	<p>We Request OPTCL to amend as below:</p> <p>We request you to keep the financial evaluation on QCBS based evaluation only wherein</p> <p>1. Implementation – It is the Man-Power prices arriving on the Man-Months required for the successful completion of the project, hence, reducing the man-power prices much is not possible because we believe in the best resources to deliver the project successful. Hence, request you to remove the REVERSE AUCTION Clause.</p>	Refer to the revised Evaluation Methodology																	
133	Appendix F Page :129	Acceptance and Signoff of Business Blue Print document Technical & Functional Training from SAP certified IA trainers to core IT team of OPTCL	We understand that SAP certified consultants from IA needs to provide this training. Please confirm	Confirmed																	
134	Appendix F Page :129	Expected Implementation Schedule 4 years Project (6 Months Implementation + 6 Months Stabilization Phase + 36 Months AMS)	<p>Such large scale implementation needs a lot of team work from combined teams of IA and OPTCL in all stages of Project. Hence, we request for the amendment of Implementation Schedule</p> <p>Approach - Pilot Go-Live and further followed by Roll-Outs If OPTCL inclined to go for Roll-Out approach, in such scenario, Implementation Scheule should be as follows 4 years Project (15 Months Implementation + 3 Months Stabilization Phase + 30 Months AMS)</p>	<p>Refer to the revised Implementation Schedule</p> <p>Note: The revised timeline shall be read in conjunction with all related terms & conditions of RfP (SLA, ITB, BDS, etc.) where timeline is mentioned.</p>																	

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
135	Section 8, GCC 14.1 Page :78	Payment Terms	<p>In reference to S. No. 44 regarding request for the amendment in the Implementation Schedule. In lieu of the same, we request for the amendment in the Payment Schedule as below</p> <ol style="list-style-type: none"> 1. Project Inception (1 month from start of the Project) - 5% of the total Project Implementation cost excluding CAMC will be released after the completion of Project Inception phase 2. Business Blueprint (4 months from start of the Project) - 15% of the total Project Implementation cost excluding CAMC will be released after the completion of Business Blueprint phase 3. Configuration, Customization (8 months from start of the Project) - 15% of the total Project Implementation cost excluding CAMC will be released after the completion of Configuration, Customization phase 4. Final Preparation (10 months from start of the Project) - 10% of the total Project Implementation cost excluding CAMC will be released after the completion of Final Preparation phase 5. Pilot Go-Live (11 months from start of the Project) - 20% of the total Project Implementation cost excluding CAMC will be released after the completion of Pilot Go-Live phase 6. Enterprise Go-Live (15 months from start of the Project) - 20% of the total Project Implementation cost excluding CAMC will be released after the completion of Enterprise Go-Live phase 7. Stabilization & Project Sign-off (18 months from start of the Project) - 15% of the total Project Implementation cost excluding CAMC will be released after the completion of Stabilization phase 	Refer revised Payment Terms
136	Appendix J Page :134	Price Bid Format	<p>Price should be consolidated and it is not possible to give the break-up of Price in terms of Documentation, Configuration, Customization, Development, Quality Testing, Deployment</p> <p>Hence, we request OPTCL for the consolidated price of the above mentioned tasks as per the Delivery milestone.</p> <p>Also, we request for the removal of Module wise break-up cost as in SAP ERP, it is inter-linked module functionalities, hence, break-up of module wise cost will not be possible.</p>	Will be intimated later before bid submission
137		Bid Submission	We request you to provide Six (6) weeks time to submit Bid from the date of publish of Pre-Bid Queries response	Refer Corrigendum published regarding timeline extension

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
138	Section IV – Eligibility Criteria Page No 34	Eligibility Criteria of IA The Bidder must possess the requisite experience, strength and capabilities in providing the services necessary to meet the requirements as described in the RFP document..... Note: 1. Consortium is strictly not allowed. 2. Sub-Contracting is strictly not allowed.	Global consulting firms are organized as a network of multiple member firms in a country, operating as members of the same global firm. Several RFPs from leading PSUs in India have recognized and allowed usage of qualification / experience across the Member Firms in meeting the Qualification requirements. It is requested to add the following clause: Note: 1. Consortium is strictly not allowed. 2. Sub-Contracting is strictly not allowed. 3. Certifications and experience of a Bidder's parent/ holding company/ its subsidiary or subsidiaries companies/ member of same network or member of same global firm shall also be acceptable..	Tender clause stands
139	Section IV – Eligibility Criteria A. Organization's Financial and Manpower Strength & Certification Status Page No. 32	4. The Bidder must have valid ISO 27000, ISO 9001:2008 and have at least CMM/CMMI level 5 certification as on bid submission date.	We request you to change the clause to " The Bidder must have valid 9001:2015 or above and CMM/CMMI level 3 or higher as on bid submission date.	Refer to the revised Eligibility Criteria
140	Section IV – Eligibility Criteria B. Past Performance & Relevant Project Experience Page No. 33	10. i) The Bidder must have successfully implemented at least one SAP based ERP project (COTS- "Commercial off-the-shelf" Product) during the last 5 financial years in a State-Level Transmission Utility having an employee base of Min 2500 and with a contract value of min. 20 Crores And ii) The Bidder must have successfully implemented at least 02 (two) SAP based ERP implementation during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.) in India with a contract value of min. 15 Crores each. The bidder must have past experience in implementing the SAP based ERP (for the above i & ii criteria) with following functions / modules during the last five (5) financial years. i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR In case a company has implemented SAP based ERP systems in the last 7 years, and has been maintaining the same system since commissioning till date, such maintenance contracts for the last five years, shall be acceptable as proof.	Given that SAP based ERP project implementation in transmission utilities is limited in the country, we request OPTCL to allow experience of the bidder in power sector utilities including Generation, transmission, distribution etc. Further different utilities require different modules to be implemented. Hence it is requested to allow any 4 functions/ module amongst the list provided.	Refer to revised Eligibility Criteria

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
141	Appendix D – Evaluation Methodology Page No. 124	e-Reverse Auction is hereby incorporated in the referred tender as follows.	Since this is not a material procurement, and quality and knowledge of Bidder is critical, it is requested to evaluate bidders on proposal presentation or through Quality cum Cost based selection (QBBS) methodology with 80% weightage to Technical Proposal and 20% weightage to Financial Proposal It is suggested to remove e-reverse auction.	Refer to the revised Evaluation Methodology
142	Calendar of Event Page No. 11	Last date for submission of bids through e-tender portal: 05-01- 2022 till 01:30 PM	It is requested to extend the submission of proposal by 4 weeks. Revised Clause: Last date for submission of bids through e-tender portal: 02-02-2022 till 01:30 PM	Tender Clause Stands
143	Section VI. Scope of Work Page no 44	Functional areas covered under the scope: Energy Utility Solutions	what is the expected scope of Energy utility solutions with respect to ERP?	Energy Billing/accounting scope is dropped from Scope. At present Energy Accounting of SLDC is being done by using the Legacy ERP solution(eShakti-EBS) . Further, energy accounting module is included in another project .Therefore, module license for Energy Accounting (SAP-ISU) n not included in the SAP License BoM for this project. However Bidder need to integrate the sevice with the SAP-ERP system and shall have the integration touchpoint.
144	Section VI. Scope of Work Page no 44	Functional areas covered under the scope: Interfacing with the legacy systems of OPTCL & SLDC.	is the integration is limited to the listed systems like SCADA, GIS and AMI or any more systems are in the scope of integration?	There are other such application like GIS/AMI/My Power/ Other Custom applications from where the data can be utilized for reporting from SAP.
145	Section VI. Scope of Work Page no 44	Functional areas covered under the scope: Migration of existing ERP (eShakti) data to the new ERP system	what is the approximate size of data to migrate? Migration is only for the master data's, personal data, open contracts/accounts/PO's?	Master data and Open Transaction of all modules of existing application to be migrated. Along with all existing employee's service book those are available in eShakti (Oracle EBS) HRMS will be migrated. All other Historical data shall be migrated to the BI system for future reference and reporting purpose.
146	Section VI. Scope of Work, 5. Phase V: Enterprise Go-Live Page no 48	Implimentation locations of SAP ERP	Please share the details of OPTCL & SDLC geographic locations to be implemented.	Will be provided along with the Technical requirement specification (TRS)
147	Generic	Delay in the infrastructure setup	Incase of any delay in the setup of recommended infrastructure(provided by OPTCL) for ERP will be impact the project timelines of ERP implementation. How this will be handled.	Infrastructure will be provided well in advance. However, any delay in infrastruture set-up will be attributable to OPTCL
148	Section IV, page no. 32	Eligibility Criteria	Firm has implemented SAP ERP solution in its distribution arm of Mumbai, Delhi and Odisha. It possesses experience of implementation of SAP in a utility perspective and can offer its servies for the implementation of SAP in OPTCL. It is requested to consider the experience of Parent / Affiliate company(ies) of the bidder in which the bidder has major shareholding.	Refer to revised Eligibility Criteria

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
149	Eligibility Criteria Table, S No 1, Page 32	The Bidder should be a company incorporated/ registered in India under the Companies Act, 1956 and (or as amended in companies Act 2013) and should have been in the business of SAP based ERP (configuration, development, customization, integration and commissioning ERP) for the last 5 financial years.	The experience related clause is already included in the eligibility criteria. Hence it is requested to kindly remove this clause Request to amend the clause as: The Bidder should be a company incorporated/ registered in India under the Companies Act, 1956 and (or as amended in companies Act 2013)	Refer to revised Eligibility Criteria
150	Eligibility Criteria Table, S No 2, Page 32	The Minimum Average Annual Turnover (MAAT) for IT related services turnover of the bidder should be at least INR 100 crores with positive net worth in each of the immediately preceding three years (2018-19, 2019-20 and 2020-21), calculated as revenue earned from the projects.	The MAAT calculation is not done project wise. Hence it is requested to accept the turnover of the whole company as reported in the financial statements Request to amend the clause as: The Minimum Average Annual Turnover (MAAT)	Refer to revised Eligibility Criteria
151	Eligibility Criteria Table, S No 8, Page 32	The Bidder must have valid ISO 27000, ISO 9001:2008 and have at least CMM/CMMI level 5 certification as on bid submission date	Kindly amend the clause as: The Bidder must have valid ISO 27000/ ISO 27001 , ISO 9001:2008 and have at least CMM/CMMI level 5 certification as on bid submission date	Refer to revised Eligibility Criteria
152	Eligibility Criteria Table, S No 8, Page 33	The Bidder must have on its roll at least 20 OEM (SAP-ERP) certified professionals in the area of configuration, development, customization, integration and commissioning ERP as on bid submission date. Bidder must have min 3 OEM (SAP-ERP) certified professionals having expertise & experience in each of the following SAP-ERP Modules: i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR	Kindly amend the clause as The Bidder must have on its roll at least (ten) 10 OEM (SAP-ERP) certified professionals in the area of configuration, development, customization, integration and commissioning ERP as on bid submission date. Bidder must have min 3 OEM (SAP-ERP) certified professionals having expertise & experience in each of the following SAP-ERP Modules: i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR	Refer to revised Eligibility Criteria
153	Eligibility Criteria Table, S No 10, Page 33	i)The Bidder must have successfully implemented at least one SAP based ERP project (COTS-“Commercial off-the-shelf” Product) during the last 5 financial years in a State-Level Transmission Utility having an employee base of Min 2500 and with a contract value of min. 20 Crores	Kindly combine both clauses and amend as: The Bidder must have successfully implemented / upgraded at least three (3) SAP based ERP project (COTS-“Commercial off-the-shelf” Product) during the last 5 financial years in a power sector	Refer to revised Eligibility Criteria
154	Eligibility Criteria Table, S No 10, Page 34	ii) The Bidder must have successfully implemented at least 02 (two) SAP based ERP implementation during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.) in India with a contract value of min. 15 Crores each.		Refer to revised Eligibility Criteria
155	FORM 2 – CERTIFICATE AS TO CORPORATE PRINCIPAL Page 37	FORM 2 – CERTIFICATE AS TO CORPORATE PRINCIPAL	The Power of Attorney is being submitted along with the bid which is already a proof of authorized signatory. This is additional format for the same purpose Kindly delete this form	Tender Clause Stands
156	Clause ITB 39.1, page 31	Purchaser reserves the right to increase or decrease the number of OPTCL's/SLDC's offices across Odisha, number of user base under the contract subject to the limit of +-30% of the contract price, without any change in the unit prices...	Increase or Decrease of 30% of the offices might impact the project costing adversely. It is requested to restrict the variation to + / - 5%	Tender Clause Stands

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
157	Clause 14.3, page 63	Payments shall be made promptly by the Purchaser, no later than forty five (45) days after submission of an invoice	Kindly amend the clause as Payments shall be made promptly by the Purchaser, no later than thirty (30) days after submission of an invoice	Tender Clause Stands
158	Page 124	e-Reverse Auction is hereby incorporated in the referred tender as follows.	Kindly delete this section. Reverse auction should not be applicable for the IT implementation projects	Refer to the revised Evaluation Methodology
159	Page 61 - SECTION VII. GENERAL CONDITIONS OF CONTRACT (GCC),	Clause 5 - Consortium	Request you to allow Consortium of maximum 2 members for the bidding Consortium upto 2 members is allowed	Tender Clause Stands
160	Page 32 - ELIGIBILITY CRITERIA, Clause 2	The Minimum Average Annual Turnover (MAAT) for IT related services turnover of the bidder should be at least INR 100 crores with positive net worth in each of the immediately preceding three years (2018-19, 2019-20 and 2020-21), calculated as revenue earned from the projects.	The average turnover of firm consulting including its US counterpart is above 100 Crores. But it is not mandatory in US to file turnover and hence we can produce only CA certificate as mandatory documents. Copy of the audited annual accounts of the company showing turnover of the company for the last three financial years / Chartered Accountant certificate for Net-worth and turnover (MAAT).	Refer to revised Eligibility Criteria
161	Page 33 - ELIGIBILITY CRITERIA, Clause 10	<p>i)The Bidder must have successfully implemented at least one SAP based ERP project (COTS-“Commercial off-the- shelf” Product) during the last 5 financial years in a State-Level Transmission Utility having an employee base of Min 2500 and with a contract value of min. 20 Crores</p> <p>And</p> <p>ii) The Bidder must have successfully implemented at least 02 (two) SAP based ERP implementation during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.) in India with a contract value of min. 15 Crores each.</p> <p>The bidder must have past experience in implementing the SAP based ERP (for the above i & ii criteria) with following functions / modules during the last five (5) financial years.</p> <p>i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR</p> <p>In case a company has implemented SAP based ERP systems in the last 7 years, and has been maintaining the same system since commissioning till date, such maintenance contracts for the last five years, shall be acceptable as proof.</p>	<p>We request to consider the SAP based ERP experience (both implementation and support) in Power/ Utility Sector having employee base of Min 2500 and with a cumulative contract of 15 crores.</p> <p>We request to consider international power sector projects as well.</p> <p>i)The Bidder must have successfully implemented at least one SAP based ERP project (COTS-“Commercial off-the-shelf” Product) during the last 5 financial years in a State-Level Transmission Utility having an employee base of Min 2500</p> <p>And</p> <p>ii) The Bidder must have successfully executed SAP based ERP implementation/ support during the last 5 financial years in any Central Govt. / State Govt. / PSU /Autonomous Body (Govt.)/ Private Organization in India or abroad with a cumulative contract value of min. 15 Crores each.</p> <p>The bidder must have past experience in implementing/ supporting the SAP based ERP (for the above i & ii criteria) with following functions / modules during the last five (5) financial years.</p> <p>i. Financial Accounting & Controlling ii. Purchasing/ Contract and Inventory Management iii. EAM (Enterprise Asset Management) iv. O&M (Operation & Maintenance) v. Project Management vi. Energy Billing vii. Payroll/ HR</p> <p>In case a company has implemented/ supported SAP based ERP systems in the last 7 years, and has been maintaining the same system since commissioning till date, such maintenance contracts for the last five years, shall be acceptable as proof.</p>	Refer to revised Eligibility Criteria

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Q.No	Clause No./ Page No.	Clause	Query	OPTCL Response
162			The evaluation process may be considered as QCBS instead of LCBS. With this approach, OPTCL will be able to identify more technically competent implementation partner.	Refer to the revised Evaluation Methodology
163			Allow consortium to this tender and this credentials as cited on the tender, may be submitted by either of the consortium partner. By this process, OPTCL may be financially benefitted as the cost of the resources will go down from such technically competent organizations who are into SAP implementation only.	Tender Clause Stands