

Ref. No. CE/APDRP/Tech./ **31610** Date: **13 OCT 2010**

By Regd. Post A/D

To
M/s. Spanco Ltd.
373, Phase - II, Udyog Vihar
Gurgaon
Haryana 122 016.

LETTER OF AWARD

(Kind Attention: Ms Anjali Ranavade)

Name of Contract: Turnkey Contract of Tender no. CE/APDRP/Tech A/01/10-11 Version 3.0 for ₹ 94.9543652 Crores of R-APDRP Part "A" Project works for establishment of Base Line Data and I.T. applications for Energy Accounting/Auditing and IT Based Consumer Service Centers for the Project in 35 Towns.

Contract Ref: 1) Bid No CE/APDRP//Tech A/01/10-11 Version 3.0
2) Your Offer no. Nil dtd. 04.09.2010.

Dear Sirs,

This is to notify that your offer dtd. 04.09.2010 for selection of ITIA to assist MSEDCL for implementation of I.T. infrastructure under R-APDRP Part "A" Project for 35 Towns on a single point responsibility "Turnkey" basis under RFP no. CE/APDRP/Tech A/01/10-11 Version 3.0, for the Contract Price of ₹ 94.9543652 Crores (Rupees Ninety four Crores Ninety five lakhs Forty three thousand Six hundred and Fifty Two only) inclusive of all Taxes is hereby accepted by us.

1. You are advised to submit Performance Security Deposit within a period of Fourteen (14) days from the date of receipt of this letter. The Performance Security Deposit should be in the form of irrevocable Bank Guarantee (BG) from any Nationalised/ Scheduled Bank payable at Mumbai for an amount of ₹ 9.49543652 Crores. The BG should be valid for a period of Sixty (60) months from the date of receipt of this letter of award.
2. **Scope of Work** – The detailed scope of work will be as mentioned in Section G1 to G5 of the SRS documents. Any other scope mentioned in RFP will also have to be covered.
3. As per the implementation schedule in Appendix "N", you have to complete the Project within 56 Calendar weeks from the date of LOA.

4. You will finalize the orders on all the vendors mentioned in your offer within thirty (30) days from the date of receipt of this LOA and necessary orders / letters issued to the vendors/ OEM's should be submitted to this office as a proof

5. Further, you are advised to contact our Chief General Manager (IT)/ Chief Engineer (APDRP), Corporate Office, Mumbai immediately. who will organize a joint meeting with the concerned Superintending Engineers, Executive Engineers, Dy.Executive Engineers of the respective Towns to finalise the monthly Milestone Chart and Construction Schedule.

6. A Contract Agreement will have to be executed within Fourteen (14) days from the date of receipt of this LOA on stamp papers of appropriate value. The copy of the draft Contract Agreement is already available in RFP no.CE/APDRP/Tech A/01/10-11 Version 3.0 .

7. LOA is part of RFP and all terms and conditions mentioned there in shall be binding.

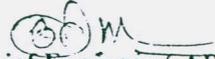
8. As per RFP and your offer under reference please provide the detailed final specs of hardware, software and network equipment with proper configuration, no. of licenses with make model no., part no and other details viz. per server, no. of disks, no. of CPUs, Memory capacity etc.

9. Detailed order based on RFP will be issued in due course of time.

You are now requested to proceed with the preparation of the works awarded to you in accordance with the terms and conditions set forth in the RFP document.

Kindly acknowledge the receipt of this letter.

Yours faithfully,


Chief Engineer (APDRP)
MSEDCL

Copy SWRs to :-

- 1) The Managing Director, MSEDCL, Mumbai.
- 2) The Director (Projects), MSEDCL, Mumbai.
- 3) The Director (Operations), MSEDCL, Mumbai.
- 4) The Director (Finance), MSEDCL, Mumbai.
- 5) The Executive Director (Projects)/(CP), MSEDCL, Mumbai.
- 6) The Regional Executive Director – I/II/III, MSEDCL.

Copy f.w.cs to :-

- 1) All C.Es (As per Mailing List), MSEDCL.
- 2) The C.G.M. (I/A), MSEDCL, Mumbai
- 3) The CGM (IT) MSEDCL, Mumbai

Copy to: - 1) The G.M. (IT), MSEDCL, MSEDCL, Mumbai

2) The DGM (IT) MSEDCL (At Zonal Level)

3) All Superintending Engineers/ Executive Engineers (As per Mailing List), MSEDCL.

OFFICE NOTE:

CE/APDRP/0/790
APDRP Section

Date:28.9.2010

Sub:- Technical Evaluation Report (Stage 2) for R-APDRP Part A.
Implementation (RFP : CE / APDRP / Tech - A /01 /10 -11)
Ref:- CE /APDRP / dated

With reference to the above, as per directives on stage 1 technical evaluation report, a detailed evaluation report for Stage-2 of Technical Evaluation is enclosed herewith for following bidders:

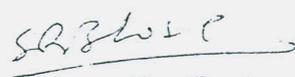
1. M/s. L&T Ltd.
2. M/s. Spanco Ltd.
3. M/s. Wipro Ltd.

As per the RFP and MoP/PFC Evaluation Guidelines, the minimum qualification marks for Technical Evaluation is 35 marks and Section G3 should be fully compliant on all components in order to qualify for opening of commercial bids. The summary of Stage-2 of technical evaluation is as below:

Sr. No.	Bidder's Name	Technical evaluation Score	G3 Compliance
1.	M/s. L&T Ltd.	47.51	Compliant
2.	M/s. Spanco Ltd.	39.60	Compliant
3.	M/s. Wipro Ltd.	40.85	Compliant

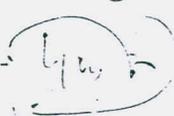
It is therefore requested to accord approval for opening commercial bids of all above three bidders on date 28.09.2010 at 11.30 A.M.

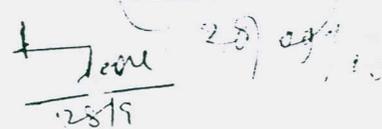
Encl: As above.


Superintending Engineer (APDRP)

Chief Engineer (APDRP)- 

Chief Project Manager (MIS)- 

Executive Director (Projects)- 

Director (Projects)- 

Director (Finance)-

Managing Director, MSEDCL -

Evaluation Final Score

Sr No	System Integrator	Technical Score	Prices Offered	Financial Score	Total Score
1	M/s L&T	47.51	₹ 122.30	38.82	86.33
2	Spanco	39.6	₹ 94.95	50.00	89.60
3	Wipro	40.85	₹ 114.35	41.52	82.37

Total Score = Technical Score + Financial Score

Financial Score = $(LP / FP) * 100 * 0.5$

Comparative Statement for Bid no.CE/APDRP/Tech A/01/10-11 version 3.0 for
implementation of R -APDRP Part A in 35 towns in MSEDCL

The last date for submission of bids was 4th September 2010

Technical bids were opened on 6th September 2010

Commercial bids were opened on 28th September 2010

Rs in crs

Sr.No	Activities	M/S L&T	M/S Spanco	M/s Wipro
1	Data Center Cost	0.00	0.00	0.00
2	Customer Care Center Cost	0.97	0.18	0.37
3	IT Center Cost	31.98	29.52	35.17
4	Other Offices Cost	54.23	45.41	55.01
5	DGPS Survey ,consumer Indexing & Asset Mapping Cost	24.69	10.38	13.81
6	Project Management and execution cost	5.82	1.59	1.60
7	Disaster Recovery Center cost	0.00	0.00	0.00
8	Facility Management services cost (For 5 Years)	4.60	7.87	8.38
Total		122.30	94.95	114.35

Note : PFC is funding for FMS of one year only , hence while issuing LOA ,appropriate cost of FMS will be considered . FMS is an incurring cost and is to be spent in year to year basis and budget provision for this will be in O & M budget for every year

M/s Spanco Ltd has quoted lowest rates for implementation for R - APDRP Part 'A' in commercial bid . Rates quoted by party are inclusive of all taxes .

Rates quoted by agency are compared with rates of approved DPR of PFC for which sanction is given to the utility .