



**JAMMU & KASHMIR ENERGY DEV. AGENCY**  
SCIENCE AND TECHNOLOGY DEPTT.  
*16, New Rehari, Jammu*

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**Expression of Interest (EoI) for Empanelment of Installation, Operation & Maintenance (O&M) Service Providers/Vendors for Solar Devices in J&K.**

**Genesis**

Over the last few years JAKEDA (Agency) has installed a fairly large number of solar off-grid systems in different parts of the state. These solar systems are invariably covered under Comprehensive Maintenance Contract (CMC) agreements between the Agency and the principal manufacturers/suppliers. These CMC agreements are generally valid for a period of 5 years, however notwithstanding these agreements, the sustainability of the solar devices has been a cause for concern. Despite strenuous efforts by the Agency to streamline the O&M protocols of these solar devices, desired results have not been fully achieved, as a result of which some solar installations in the field particularly in remote areas are not working to their optimum level.

In this background, it has been decided to institutionalize the O&M mechanism of the solar devices for their long term sustainability by having a robust, accessible and reliable O&M facility at the District Headquarters for quick and hassle free trouble shooting of the devices.

**Objective**

Jammu & Kashmir Energy Development Agency (JAKEDA), Science & Technology Department intends to empanel financially sound parties as O&M Vendors for solar devices in J&K, for providing repair and maintenance services leading to the sustainability of various Solar Photovoltaic (SPV) and Solar

Thermal devices, installed in the State previously and to be installed in the coming years. For this purpose Expression of Interest is invited from interested parties having sound Financial and Institutional strength who shall be required to set up Service Centres at District Headquarters to provide repair and maintenance support.

### **Eligibility Criteria**

Any legal entity comprising a Company or Partnership Concern or Firm or Sole Proprietary is eligible to apply.

### **Qualification Requirements**

**Financial Criteria:-**The applicant must fulfill the following minimum financial requirements:-

1. **Networth:** Rs. 0.30 Crore computation of which shall be derived from any of the past three years audited annual accounts.
2. **Annual Turnover:** Rs. 0.70 Crore computation of which shall be derived from any of the past three years audited annual accounts.

Annual accounts duly certified by the Chartered Accountant, should be furnished as documentary evidence in support of meeting the financial Qualification Requirements.

The above financial parameters shall be computed as follows:-

- In relation to companies the Networth shall be equal to : Equity share capital  
Add : Reserves  
Subtract : Revaluation reserves  
Subtract : Intangible assets  
Subtract : Miscellaneous expenditures to the extent not written off and carry forward losses

In relation to Sole Proprietors and Partnership firms the Networth shall be equal to capital.

- Annual Turnover : Annual gross revenue earned by the Applicant.

## **Obligations of the Vendors**

1. The O&M vendor shall have to set up Service Centres (SCs) in each district of the state. The said SCs would be equipped in terms of manpower & common spares required for installation and the routine maintenance of the solar devices.
2. The SCs would employ qualified/experienced Technicians and should be preferably located at a central place in the district.
3. The O&M vendor would maintain a Helpline for the benefit of the beneficiaries of solar devices of the district. The SC and the helpline so set up would be given wide publicity by the O&M vendor through both electronic & print media.
4. The O&M vendor shall be required to maintain a data base of beneficiaries of the solar devices in the district that could be used for maintaining a log of functional/dys-functional solar devices.
5. The functioning of these SCs shall be closely monitored by JAKEDA for which the Agency may engage the services of a Third Party Agency to monitor the performance of these SCs.
6. The Vendors shall have to enter into a tripartite Agreement with the Principal manufacturers/suppliers of the solar devices and JAKEDA. Besides laying down the relation between the executants, this Agreement will lay down the obligation(s) of each party as well as other terms & conditions including the terms of payment.
7. In order to avoid conflict of interest the vendors should not be represented by persons representing or associated with existing suppliers/manufacturers of the solar equipment.
8. The vendors have to demonstrate that they shall have the institutional setup at the District Headquarters for efficient & reliable installation and O&M of the solar devices.

## **Selection of O&M vendors**

For the financial year 2016-17, the Agency is contemplating to deploy a variety of solar devices in the State. The prospective O&M vendors (*one each for one or more districts, to begin with*), would be expected to submit an Expression of Interest detailing their Financial as well as

existing Organizational strength. The empanelled Vendor would then have to submit a Bank Guarantee for an amount of Rs.50.00 lakhs as security deposit

The S&T Department would constitute a Committee consisting of technical & financial members that would evaluate these EoIs and shortlist the most appropriate parties as O&M Vendors of the Agency based on the financial strength, experience, organizational infrastructure and personal interview (*of the short listed candidates*). The shortlisted applicants would then be required to make a presentation before the Committee of Technical & Financial members on their plans/strategy to set up these SCs in the State and carry forward their obligations to the satisfaction of JAKEDA.

### **Applications**

Interested parties may submit their EoIs/Applications on a plain sheet of paper (*accompanied with the audited financial statements of the last three years*) in the office of CEO, JAKEDA, 16, New Rehari, Jammu by or before **09.12.2016** accompanied by a non refundable processing fee of Rs 20,000/= in the shape of a Demand Draft drawn in favour of Chief Executive Officer, JAKEDA.

No:-ST/EDA/EoI-74/2016/781

Dt:-16.11.2016

Sd/-  
Chief Executive Officer  
JAKEDA.