



**Gujarat Urban Development Company Limited,
India
Gujarat Municipal Energy Efficiency Program
Global Procurement Notice
Request for Pre-Qualification**

EOI#:GUDC/EEP/2008/02

GUDC intends to implement energy efficiency program in Municipal Street Lighting and Municipal Water & Sewerage Pumping Systems, in @ 150 municipalities including Municipal Corporation across the State through Energy Performance Contract. Interested Energy Service Companies (ESCOs), both from India and overseas, can submit their applications **on or before 15th September 2008**. The Pre-Qualification Document can be downloaded from **<https://gudcltd.com>**



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Pre-Qualification Document

Preamble

As part of energy efficiency improvement program, Gujarat Urban Development Company (GUDC) seeks “Expression of Interest (EOI)” from “Energy Service Companies” (ESCO) **to conduct Investment Grade Energy Audit study and Implement Energy Efficiency projects.in @ 150 municipalities including Municipal Corporation in the State of Gujarat, India.**

The program to be implemented in two categories:

Category 1: Municipal Street Lighting and Associated Systems

Category 2: Municipal Water & Sewerage Pumping Systems

A firm may submit one pre-qualification application, but should mention in the covering letter whether they wish to apply for both or any specific category as above.

This document covers the specific information to be provided by the interested parties on the qualifying requirement to perform such services.

Background

The Urban Development Department has nominated the Gujarat Urban Development Company Ltd. (GUDC) to undertake Energy Efficiency projects in Urban Local bodies (ULBs) across the State, along with IL&FS Ecosmart Ltd. (Ecosmart) and ECO III Team (USAID, IRG & Alliance to Save Energy).

The basic objective of the project is to improve the overall energy efficiency of the ULBs which could lead to substantial savings in the electricity consumption in Sewage & water supply & street lighting systems, thereby resulting in cost reduction/savings for the ULBs. The financing of the required investments is proposed to be met by sharing the resultant savings in the electricity bill of the ULBs/MC. GUDC and Ecosmart expect to achieve the following goals and objectives by implementing energy efficiency in the ULB's& MCs;



- ✓ Reduce energy and operating costs.
- ✓ Improve the service delivery in the ULBs/MCs
- ✓ Improve environmental conditions.
- ✓ Improve maintenance and operation of the facilities.
- ✓ Provide better learning and working conditions in municipalities.
- ✓ Preserve capital funds.

Brief scope of work of ESCO contract includes the following:

Technical scope of work may include but are not limited to the following:

A. Investment Grade Audit Phase:

- To conduct the Investment Grade Energy Audit (IGA) for existing energy systems in the ULB's and Municipal Corporations
- To propose detailed projections of energy and cost savings to be obtained at the facility(s) as a result of the installation/implementation of the recommended Energy Efficiency Measures (EEMs) and prioritize strategy (immediate & long-term actions) for improving energy savings and efficiency enhancement.
- To establish energy consumption baseline by:
 - ✓ Collecting system or facility specific energy use information;
 - ✓ Determining boundary conditions to facilitate energy monitoring and parameters that are going to affect energy consumption before and after the project;
 - ✓ Propose if whole facility M&V approach or retrofit isolation approach will be desirable based on nature of EEMs and metering capabilities;
 - ✓ Developing a list of performance and operational indicators for both sewage & water supply and street lighting and the party responsible for maintaining it
 - ✓ Identify variables outside the project boundary that can affect the baseline and develop baseline adjustment formulae as per accepted IPMVP protocol or CDM approved protocol for energy efficiency projects.
 - ✓ conduct financial and technical risk analysis

B. Construction and Implementation Phase:

- Negotiate Energy Performance Contract based upon Investment Grades Audit Agreement to define implementation scope of work with Ecosmart and GUDC along with other stake holders.
- Provide design services.
- Provide equipment procurement and purchasing.
- Provide construction/implementation and construction/implementation management services.

C. Commissioning, Operation and Monitoring Phase:

- Provide commissioning services.
- Perform periodic inspection of improvements.



- Perform routine maintenance of equipment.
- To develop project-specific Measurement & Verification plan - Define a framework to determine energy & cost savings resulting from the implementation of energy efficiency project.
- Provide staff training to ULB and Municipal personnel on routine maintenance and operation of systems.
- Provide monitoring, M&V and reporting of performance and savings.

D. To arrange finance for the portion of investment to be met by the ESCOs.

E. Guarantee of energy Savings

F. Repayment for investment will be done by sharing the resultant savings in the electricity bill.

Selection Process

The engagement of ESCO will be based on Energy Savings and Performance basis in Public Private Participation mode. The following criteria shall be used for prequalification:

- Accreditation/Certification by any national or international agency
- Experience in municipal Energy Efficiency project – Investment Grade Audit
- Energy performance contracting experience
- Annual turnover and financial capacity of the firm
- Ability to raise finance for the implementation of the projects
- ESCOs past experience to manage and monitor state level program
- No. of Certified Energy Auditors with the firm
- Qualification and Competence of key staff for the assignment
- Relevant measuring instruments owned by the company

Based on the evaluation of the qualifications, the firms will be short-listed for issue of the Request for Proposals for the services in accordance with the RFP.

Enquiries

All enquiries in relation to this “Request for Prequalification” must be directed to

Lekhan Thakkar

Vice President

Gujarat Urban Development Company Ltd.

B- Wing, 2nd Floor, Gujarat State Civil Supplies Corporation Ltd. Building,

Sector 10/A, Gandhinagar, Gujarat, INDIA.

Phone No.: +91-79-23246126/27

Fax No.: +91-79-23246128

E-mail: contact@gudcltd.com



INFORMATION SHEET

Applicant's details

Company name

Address

Name of company's representative

Position

Address for communication

Phone

Facsimile

Email

Year of establishment of firm

Year of commencement of Energy Auditing /ESCO activities

Category in Which Interested (tick mark):

Category 1: Municipal Street Lighting and Associated Systems

Category 2: Municipal Water & Sewerage Pumping System

Both Categories

Experience and capabilities

1. General

- a) Structure and organization of the firm and infrastructure available, accreditation with Bureau for Energy Efficiency (BEE), India, or any similar International Agency
- b) Offices in *India and Overseas*
- c) List and number of portable measuring instruments
- d) Information regarding technical experts/personnel available with the firm including BEE Certified Energy Auditors or any similar International Agency, with copies of the certificates.
- e) Investment Capability

2. Technical Capability

- a) Number of Investment Grade Energy Audits (Water/Sewerage/Street lighting) completed by the firm in the past five years. Please give sector wise details and attach the list of clients.



- b) Number of Energy Saving projects implemented by you, so far including name of client, location, contracted demand of the facility, contract value, duration of services, description of services provided, contact person name and ph. nos. etc. (with appropriate supporting testimonials and references for each assignment listed).
- c) Details of available energy metering instruments and other audit equipment such as electrical, light, water flow measuring instruments, etc.

3. Available Staff

- a) List of key personnel in your firm that you are intending to use on any potential projects. Information should include:
 - Experience in energy management, energy efficiency services and allied fields of activities such as project engineering,/management , operations and management, environmental management , turnkey projects in municipal services,
 - Education,
 - Certified energy auditor(s) /manager(s)

4. Financial Capability

- a) Financial capability – 3 years balance sheet and Profit & Loss Account of the firm
- b) Average Annual Turnover in last 3 years.
- c) Net worth and working Capital.
- d) Current project Commitments, Contract Value, Balance Value.
- e) Any other relevant information deemed necessary to enable assessment of the firm's capability. This may include information about the partner organizations /affiliates specifically the memorandum of understanding for taking up joint activities for implementing energy efficiency projects.

5. Certification

I certify that I am authorized to represent the ESCO named below and that all statements contained in this EOI are true and correct.

Dated at _____ this _____ day of _____ 20__.

Name of ESCO: _____

By: _____

Title/Position: _____



ANNEX - 2

Check List of the document Submitted (Please fill as it appropriate)

Sl. No	Description		Remarks	Ref page number
1	Leading participating Company name			
2	Consortium/Association name**			
3	Firm Accreditation/Certification	Yes/No	With whom	
4	BEE Certified Energy Auditors	Yes/No	Total No =	
5	BEE Certified Energy Managers	Yes/No	Total No=	
6	Firm's Experience in Municipal EE project - Detailed Energy Audit	Yes/No	Public or private	
7	Performance contracting experience	Yes/No	Industry/Municipal/ product/ others	
8	Measuring instruments owned by the company	Yes/No	Thermal Electrical	
9	Average Annual Turnover – last three year	Yes/No	Amount	
10	<i>ADD in case you have submitted other relevant info.</i>			

**** Please provide brief on reason for Consortium or Association - not more that 100 word.**