



## **MSEB HOLDING COMPANY LTD**

Hongkong Bank Bldg. 4<sup>th</sup> Floor, M.G. Road, Fort, Mumbai- 400001.

CIN : U40100MH2005SGC153649

Phone No:- 022-22608383

Fax No- 22619101

### **Conducting Study and Advising on Organisation Restructuring of MSEB Holding Co. Ltd.**

#### **Amendment No. II**

Sub : Amendments / further clarifications with respect to EOI and extension of last date of submission

Ref : 1. Advertisement dt.11.06.2021 for Conducting Study and Advising on Organisation Restructuring of MSEB Holding Co. Ltd.  
2. Amendment No. I extending the last date of submission from 05.07.21 to 15.07.21

Requests and queries were received from various interested parties regarding the Expression of Interest Document issued on 11.06.2021. Following responses are being issued by MSEB Holding Co. Ltd for the information of concerns interested in submitting response to the EoI.

#### **Part-1**

Amendments / Clarifications with respect to Qualification Criteria

Clause No.	Clause in the EoI Document	Amendment / Clarification
8.1 (Page 6 )	The applicant shall be a firm/ company/partnership/ proprietorship firm registered under the Indian Companies Act, 1956(Amended in 2013)/ the partnership Act, 1932, LLP Act 2008 and who have their registered offices in India and must have an office in Mumbai.	<b><u>AMENDMENT</u></b> The applicant shall be a firm/ company/partnership/ proprietorship firm/Society registered under the Indian Companies Act, 1956(Amended in 2013)/ the partnership Act, 1932, LLP Act 2008 / any other applicable Act and who have their registered offices in India and must have an office in Mumbai.
8.2 (Page 6)	The firm should be in the business of providing similar consultancy services for at least 03 years as on 31.03.2021	<b><u>CLARIFICATION</u></b> Similar nature or Similar assignment would include assignments related to restructuring or incorporation of entities. The completed

		<p>assignments carried out after enactment of Electricity Act 2003, will be considered.</p> <p>Authorised Signatory, not necessarily Company Secretary, to sign the document.</p>
8.3 (Page 6)	The Bidder has to be profitable and should not have incurred loss in any of the last 3 consecutive Financial Years (FY 2017-18, 2018-19 & 2019-20)	<p><b>AMENDMENT</b> This clause is deleted</p>
8.4 (Page 7)	The Bidder should have minimum average annual turnover of Rupees 50 crores in the last 3 consecutive Financial Years(FY 2017-18, 2018-19 & 2019-20) from only consultancy Services rendered in India	<p><b>CLARIFICATION</b> For concerns which prepares accounts on Calendar Year basis, last three years will be 2018, 2019 and 2020.</p> <p>For document purpose, Duly filled up and duly signed Format - 5 will suffice.</p>
8.5 (Page 7)	The Bidder shall have experience of providing: (i). Three similar completed consultancy services to Central Govt./State Govt./PSUs/Govt. bodies in India costing not less than Rs. 20Lakh each or (ii). Two similar completed services costing together not less than Rs.30Lakh or (iii). One similar completed servicescosting not less than Rs. 40 Lakh	<p><b>CLARIFICATION</b> For purpose of Time Frame of the work, fully completed works which were carried out after enactment of Electricity Act 2003 would be meeting the requirement.</p>
8.6 (Page 7)	The consultancy firm should have at least 50 full time consultants on its pay rolls  Format 4 requires Name, Designation, Qualification and Experience of each consultant	<p><b>AMENDMENT</b> Declaration of having 50 consultants is to be given by the authorised signatory, not necessarily C.S. or Statutory Auditor, of the concern.</p>
8.7 (Page 7)	The firm should not be blacklisted by any Central Govt. / State Govt. / PSU/Govt. Bodies	<p><b>AMENDMENT</b> The firm should not be blacklisted by any Central Govt./ State Govt. / PSU/Govt. Bodies on the date of submission of the EoI.</p>

## **Part-2**

Clarifications with respect to Formats

Format No.	Clarification
Format -1	There is no requirement to upload the Expression of Interest on CPP Portal
Format - 3	“Similar Assignment” or “Similar nature” would include assignments related to restructuring or incorporation of entities.

	<p>The completed assignments carried out after enactment of Electricity Act 2003, will be considered.</p> <p>All other terms and conditions in Format 3 will remain unchanged. As mentioned, the copies of orders and completion certificates need to be enclosed.</p> <p>The heading of Format – 3 is “Overview of the past experience of the Organisation in all aspects related to providing similar services”. The words “Brand Building related” are deleted.</p>
Format -4	<p>In respect of details sought in Format 4, the interested parties are required to provide details in respect of atleast 10 consultants, instead of 50, to showcase the competency of the consultants.</p> <p>MSEBHCL understands that it does not bind the firm to utilise same officials or utilise atleast 10 officials for carrying out this work. Such details will be finalised in later phases.</p>
Format -5	<p>Column No. 3 (Whether profitable Yes/No) and Column No. 4 (Annual net Profit) are deleted.</p> <p>Other information sought in Column No. 1,2,5 and 6 needs to be filled up and certified, as mentioned.</p> <p>Attestion/Certification by the auditors can be done on the same page (Format) or by attaching the same separately.</p>
Format - 6	<p>The first part (No.1) of the Format 6 is in nature of index for the documents attached in the EoI.</p> <p>Second part (No.2) is optional for any additional information considered necessary by EoI applicant to strengthen their submission.</p>

### **Part-3**

#### Changes with respect to Submission of Expression of Interest Document

Clause 7.1	<p><b><u>Modification</u></b></p> <p>It is mentioned in Clause 7.1 that “All information as detailed below is to be submitted in two hard copies in separately sealed envelopes and one soft copy in CD”.</p> <p>In view of restrictions, in place, due to Covid Pandemic, Submission of the said information by sending email to mseb.review@gmail.com on or before 19<sup>th</sup> July 2021 would also be sufficient instead of sending hard-copies.</p> <p>However, MSEBHCL suggests, not mandates, that the participants who will be submitting the documents through email, may also send hard copies of the proposals later to the “CGM(Finance), MSEBHCL, 3<sup>rd</sup> Floor, HSBC Bank Building, M.G.Road, Fort, Mumbai – 400 001”.</p>
------------	--

#### **Part-4**

#### Clarification regarding queries with respect to Proposed Terms of Reference

Point No.	Proposed Terms of Reference (Extract)	Clarification
Point No. 2	To study Control Mechanism of MSEB Holding Companies of Gujarat, Madhya Pradesh, Andhra Pradesh Karnataka, Rajasthan States and comparison with MSEBHCL aimed at strengthening MSEBHCL	<p>Expectation covered in this point.</p> <p>In a group structure, Holding company will be expecting the subsidiaries to run their operations in most effective manner. The consultants would be required to suggest various mechanisms, group structure, options with respect to assignment of different functions among the group to the Holding Company for carrying out Performance Evaluation of the subsidiaries and assurance of compliance by subsidiary towards the Group Policies and directives of Holding Company.</p>
Point No. 4	To advise on the profiles of Board of Directors in order to bring experts having excellent knowledge and exposure of Business, Operations, Project Management, Financial Management, Human Resources Management to be brought in the Boards of Holding and Subsidiary Companies.	<p>The consultant would be required to suggest the profile of Board of Directors.</p> <p>Suggesting names of Directors is not expected from the consultant.</p>
Point No.8	To present study report on the various measures undertaken by Gujarat, Madhya Pradesh, Andhra Pradesh, Karnataka, Rajasthan,etc. and other states in order to reduce thea. Average cost of supply, b. transmission charges, c. Generation costs, d. AT&C loss, e. Regulatory Assets, f. A&G and O&M expenses, g. Arrears, h. Liabilities,	<p>The consultant would be required to undertake in-depth study of other PSUs working in various States. The study may require interaction with the officials of other states/ PSUs.</p> <p>MSEB Holding Co. Ltd will provide the documents and information of the Group Companies and would facilitate discussions with group officials. The firm should be able to independently study the required details of other state PSUs.</p> <p>From its side, MSEB Holding Co.</p>

		<p>would also facilitate, as far as possible, interaction of consultants with the other Public Sector companies working in Power Sector and Government Departments.</p> <p>Confidentiality restrictions of the consultant would be honoured.</p>
--	--	--

### **Part-5**

#### Responses to some other queries

1. As regard to Deliverables, the consultant shall submit a detailed report covering the areas mentioned in Terms of Reference as per the scope of the work. The details regarding submission of draft report / final report will be decided in the subsequent phases.
2. As regards to Payment Terms, the same will be decided in the subsequent phases i.e at the time of issuing Instructions for submitting price proposals or entering Service Level Agreement.
3. All parties, including the issuer of this document, shall abide by anti-bribery and anti-corruption Law(s) of land. Separate clause/pact in this regard will be prepared and signed in subsequent phases.
4. Evaluation criteria and method of Evaluation will remain unchanged as mentioned in the EoI document.

**The last date of submission : The EOI should reach by 19<sup>th</sup> July 2021 through hard-copy submission or by email to [mseb.review@gmail.com](mailto:mseb.review@gmail.com)**

**Address for sending hard-copies : CGM(Finance), MSEBHCL, 3<sup>rd</sup> Floor, HSBC Bank Building, M.G.Road, Fort, Mumbai – 400 001.**

Note :

Please note that all other terms and conditions, which are not covered above, will remain unchanged as mentioned in the EoI document issued on 11<sup>th</sup> June 21.