

Minutes of Pre-bid Meeting held on January 23 2024
RFP/63/12/2023/PPIC/2023-ISA

Brief Description of Procurement: Regional Copper Roadmap-Strategy (Bangladesh, Bhutan, India, Nepal & Sri Lanka)

Date and Time for Pre-Bid meeting: 23 January 2024, 14:30 to 15:30 PM, Indian Standard Time (IST)

Venue of Pre-Bid Meeting: Video Conference, Virtual Platform (Teams)

The following ISA Representatives attended the pre-bid meeting

SI #	Name of Attendee	Designation	Agency
1.	Mr. Nar Bahadur Khatiwora	Head of Regional Programme – Asia	ISA
2.	Mr. Vishal Pratap Thakur	Procurement Specialist	ISA
3.	Mr. Mayur Karmarkar	Managing Director	International Copper Association India
4.	Mr. Avinash Khemka	Director, Marketing	International Copper Association India

The following Bidders' Representatives attended the pre-bid meeting

SI #	Name of Attendee	Designation	Name of Prospective Bidders' Firm/Agency
1	Mr. Arnav Vaidya	Manager	KPMG India
2	Mr. Nitesh Dubey	Manager	KPMG India
3	Mr. Picasso Sengupta	Consultant	KPMG India
4	Mr. Swapnil Gupta	Director	PWC India
5	Mr. Shankar Agrawal	Manager	PWC India

6	Mr. Amit Panda	Manager	PWC India
7	Mr. Manas Pradhan	Senior Associate	PWC India

Officials from the International Solar Alliance (ISA) and International Copper Associations India were present at the pre-bid meeting to address queries and provide clarification to prospective bidders. The objective was to establish uniformity and clarity among bidders regarding the various terms and conditions outlined in the Request for Proposal (RFP) as advertised on the ISA website Reference No 63/12/2023/PPIC/2023-ISA. During the meeting, queries from the bidder(s) were discussed and clarified, and the resulting clarifications were documented and summarised in the table below. These clarifications serve to enhance understanding and ensure consistency in the bidding process.

Clause under Reference	Queries/Suggestions	Clarifications/Response
<p>Section 5 Term of Reference, Subsection 4 Deliverables</p> <p>An inception report or initial findings based on the quick secondary research and initial stakeholder interviews:</p> <ul style="list-style-type: none"> Broad overview of new legalisation and regulatory framework requirements. <p>A mid-term report halfway through the engagement.</p> <ul style="list-style-type: none"> Potential assessment for increasing the consumption of copper due to government initiatives like Make in India, Smart Cities, Housing for all, rural electrification, freight corridors, bullet trains, power to every household, energy efficient/electric automobiles, and many more based on target industrial use. <p>A final report in the following format</p> <ul style="list-style-type: none"> Report in textual format with the findings and recommendations of the study (indicative size: around 20 to 25 pages, including text and charts) 	<p>Clarifications on whether the Pre-Proposal Conference and the Pre-Bid Conference are the same.</p>	<ul style="list-style-type: none"> The 'pre-bid conference' and the pre-proposal conference', as referred to, are the same The two final reports are expected as deliverables. One report is exclusive to India, and one is a regional strategy report encompassing all the countries included in this assignment.

<p>Section 5, Sub-section 3 Scope of Work, Point B: - Copper Demand Estimation</p> <p>Copper Demand Estimation</p> <ul style="list-style-type: none"> - Perform in-depth research in estimating Copper Demand in India, Sri Lanka & Bangladesh by 2050 across various usage segments covering various industries and users of the metal. Specifically, - Develop a comprehensive research methodology to estimate copper demand in India, Sri Lanka, and Bangladesh by 2050. - Collect and compile relevant data on copper consumption, production, and trade (from raw to finished product) from various sources, including government reports, industry publications, and academic studies. 	<ul style="list-style-type: none"> - Clarify whether the Scope of Work requires only comprehensive secondary/desktop research. - In the event of any inaccessibility to specific reports or data, including government publications, we request assistance from the ISA to access the required reports or data. - Clarify whether only three countries, Sri Lanka, India, and Bangladesh, are to be considered for the analysis. 	<ul style="list-style-type: none"> ▪ The bidder has to collect relevant data and information through a mix of primary and secondary sources. The proposal should elaborate on the bidder's approach and methodology in getting the required information and data and should not depend on ISA. Reports available with ISA are of added advantage. ▪ Only publicly available source to be used to get Government data. ▪ All the five countries, Bangladesh, Bhutan, India, Nepal and Sri Lanka to be considered.
<p>Section 5, Sub-section 3 Scope of Work, Point C: - Copper Supply Assessment</p> <p>Analyse global copper mining and refining practices relevant to solar technology production.</p>	<ul style="list-style-type: none"> - To confirm if any specific countries of interest to analyse the state of copper mining and refining and if there are any priority countries 	<ul style="list-style-type: none"> ▪ It depends on the bidder to indicate these countries/companies/practices based on their knowledge, experience from previous work
<p>Section 4, Evaluation Criteria, Minimum Eligibility and Qualification Criteria</p> <p>JV/Consortium is allowed under this contract, but sub-contracting is not.</p>	<ul style="list-style-type: none"> - Request to allow sub-contractors 	<ul style="list-style-type: none"> ▪ While forming the JV/Consortium is allowed, sub-contracting to other third parties is not allowed. However, the bidders shall provide the required task in case of such requirements. In sub-contracting, a signed sub-contract agreement (as a part of JV with the lead and sub-contracting firm) shall be submitted with the bids. However, the final decision shall be binding with the evaluation team to consider such. Sub-contracting or not.
<p>Section 4 Evaluation Criteria, Table on: - Technical and Financial Evaluation Criteria SI no. 3</p>	<ul style="list-style-type: none"> - Under Material Science Expert or Metallurgist, bidders can include 	<ul style="list-style-type: none"> ▪ This is acceptable. A higher rating would be given to a team having an individual with a Master's degree in

<ul style="list-style-type: none"> - Material Science Expert or Metallurgist With preferably 5 years of professional experience. - Knowledge of metals & material science, strategy and approaches to Techno-economic assessment of the metal and mining sector. Understanding of key business models, challenges, and opportunities in scaling a metal and mining sector. 	<p>professionals having experience in the metal & mining sector (with a bachelor's degree in mining/mineral along with Post graduation in business management/finance), not specifically having any specialised degree in metallurgy.</p>	<p>metals/mining/minerals.</p>
<p>Section 4 Evaluation Criteria, Table on: - Technical and Financial Evaluation Criteria SI no. 3</p> <ul style="list-style-type: none"> - Economist specialising in regulatory and policy analysis: With preferably 5 years of professional experience. - Knowledge of mining policy, financing, etc. Evaluation and design of policies, finance mechanisms, and business models. Proven record in drafting policy-maker-friendly reports. 	<p>Clarification of whether the Economist referred to in the requirement possesses either a master's in economics or an MBA in Finance/Economics/Public Policy</p>	<ul style="list-style-type: none"> ▪ Either a master's in economics or an MBA in Economics/Public Policy is fine. An MBA in Finance is not acceptable. Having previous experience in analysing the government's various policies and initiatives in metal supply and demand would give it a higher rating.
<p>Section 4 Evaluation Criteria: Minimum Eligibility & Qualification Criteria: Legal Status</p> <ul style="list-style-type: none"> - A bidder should be a legally registered entity/firm with not less than 12 years in service. JV/Consortium is allowed under this contract, but sub-contracting is not allowed. 	<p>Request to allow sub-contracting</p>	<ul style="list-style-type: none"> ▪ While forming the JV/Consortium is allowed, sub-contracting to other third parties is not allowed. However, the bidders shall provide the required task in case of such requirements. In sub-contracting, a signed sub-contract agreement (as a part of JV with the lead and sub-contracting firm) shall be submitted with the bids. However, the final decision shall be binding with the evaluation team to consider such. Sub-contracting or not.
<p>None</p>	<ul style="list-style-type: none"> - Bidders suggested referring the disputes to arbitration per Indian laws for easier, faster, and less cumbersome resolution. In addition, raised queries if the 	<ul style="list-style-type: none"> ▪ ISA follows its standard procurement rules and regulations and general contract clauses. However, these clauses can be discussed during the signing of the contract.

	General Clauses of Contract can be negotiated.	
Section 1. Bidder's qualification, capacity and experience	– Evaluation points and scores contradict the summary and break-up of points in sections.	▪ The evaluation points shall be re-aligned in both sections, and the corrigendum shall be provided accordingly
Section 3. Management Structure and Key Personnel	– Evaluation points and score clarifications	▪ The maximum points shall be reassigned with a maximum score of 80 points for the Team Leader and 120 points, equally divided amongst the remaining team members. The corrigendum shall be provided accordingly
RfP Corrigendum Reference RFQ No.: 63/12/2023/PPIC/2023-ISA dated 18 January 2024	– Bidders requested a time extension of two weeks for preparation of a comprehensive proposal and submission	▪ Upon obtaining multiple requests from bidders, the bid extension is considered, and the final bid submission deadline is extended to 11th February 2024 .