



Energy Management Centre - Kerala
Thiruvananthapuram - 695017

Response to Queries and Clarifications as per the online pre submission meeting happened on 23-09-2021

Participants in the online pre submission meeting

1. Shri. Dinesh Kumar A.N, Joint Director (i/c), EMC Kerala
2. Shri. Akhil Dev DJ, Manager, Vydyuthi Energy Services
3. Shri. Venu Gopal T, Vice President, Windstream Energy Technologies India Pvt Ltd.
4. Shri. P. Sreeram, Manager, Applications, Windstream Energy Technologies India Pvt Ltd.
5. Shri. Alex Daniel, Country Head, Ryse Energy
6. Shri. Renu, AR infinite Renewable Energy Pvt Ltd
7. Dr. Arun Kumar V, Project Manager- R&D and Renewables, Steag Energy Services (I) Pvt Ltd.
8. Shri. Anoop Surendran, ET-B, EMC Kerala

| Sl No | Queries | Clarifications |
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| 1. | EOI financial prequalification is found to be tough for companies to participate. | In the EOI, only 10% weightage has been given for financial capacity of the bidder in the prequalification. Total turn over the bidder shall be more than Rs. 30 Lakhs in the last three years for Indian companies and 1 million USD for foreign companies. Provision has also been given that Start-up companies can collaborate with Academic Institutions, Research Organisations to participate in the call but the collaborating organisation/institution must be technical in nature. <i>As an additional opportunity for those with lower financial capability, they shall be considered for lower capacity projects if the other technical parameters of qualifications are met.</i> <i>Applications received from Technical and</i> |

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| | | <i>research institutions with innovative ideas for pilot demonstration will not require financial per-qualifications.</i> |
| 2. | Whether the pilot project implementation shall be only of RESCO/ EPC mode? | The pilot project may be financially supported by EMC if found viable and replicable and the implementation can be done in RESCO/EPC/ other mutually agreed and accepted mode of implementation. |
| 3. | Regarding potential study, clarification needed for Time period and additional costs for bringing sophisticated instrumentation need to be included in the submitted application | Potential Study may take sufficient but justifiable time periods as per technology that is being proposed. EMC may keep the time period open and the additional costs for bringing sophisticated instrumentation if any required for potential studies shall be mentioned in the proposals. |
| 4. | Whether any preferences has been given to MSME sector? | No additional preference has been given to MSME sector regarding the published EOI. But if a decision is to be made between two proposals on same technology, MSME may be given first priority in demonstration. |
| 5. | Whether EMC will give a feasible site/location for the pilot implementation? | EMC has provided information about the areas/technology for proposal of implementation in a macro level. If feasible sites are to be identified by EMC the proposer may mention support required from EMC for preliminary assessment. The participant can also come up with a potential site as per the technology they are pursuing if they have data. |
| 6. | Whether the installed capacity given i.e.; 1 to 50 kW is binding or whether a suitable proposal above 50 kW can be showcased in the submission? | Even though the capacity limits are provided as 1 to 50kW The participant can come up with an installed capacity in excess of the limits as well in case the modular capacity of proposed technology is equal to or less than 100kW. |