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Sub: Response to EOI No.: ASTC/HO/Adv(AUTO)/EOI/CUTW/1800/17/0430

With reference to the EOI document number ASTC/HO/Adv(AUTO)/EOI/CUTW/1800/17/0430 dated 9<sup>th</sup> August 2018 related to 'For Lease cum Installation and Development of Solar Rooftops at ASSTC owned buildings/ properties in Assam', the following are the responses to the queries raised by the bidders during the pre-bid meeting held on 21<sup>st</sup> September 2018 at ASTC HQ, Paltanbazar.

SL. No.	EOI Clause No.	EOI Clause	Queries	Remarks
<b>M/s Kanoda Energy</b>				
1	2.3 (i)	Average Annual turnover Average Annual turnover in the last 3 years is Rs. 5 Cr.	We request you to kindly allow the average turnover of last 3 (three) years to be Rs. 4 Cr.	Average turnover of last 3 (three) years shall be Rs. 4 Cr.
2	2.3 (ii)	Technical Experience: Should have executed/ commissioned at least 2 Solar Power Generation Plant projects with at least one project which has a minimum output capacity of 1 MWp (to be supported by documentary evidence).	Kindly allow the minimum cumulative capacity to be 1 MWp instead of minimum capacity of 1 MWp. The suggested Clause is "Should have executed/ commissioned at least 2 Solar Power Generation Plant projects with at least one project which has a minimum cumulative output capacity of 1MWp (to be supported by documentary evidence)."	Should have executed/ commissioned at least 2 Solar Power Generation Plant projects with at least one project which has a minimum cumulative output capacity of 1MWp (to be supported by documentary evidence).

3	2.1 (xxi)	ASTC shall purchase 90% of the solar energy generated by the operator.	In case ASTC purchases 90% of the power then this increases the risk of the Investor and may not give fair advantage to all the bidders hence it is proposed that ASTC shall purchase 100% of the solar energy generated by the operator. This will help reduce the risk of the investor as signing of PPA of the remaining 10% shall be a difficult task. This will also have a cost implication on the tariff of ASTC.	Vendor is allowed to sell any excess energy to the grid.
4	2.5 a (i)	The Operator will pay a monthly rental of Rs. 3 per Square Feet of the space estimated with a provision of increasing the rates every 2 years as per a mutually agreed rate.	This lease rate is too high. We suggest to link the rent of the roof with the energy generated per kW from the provided roof rather than to keeping it fixed value of the rent. The real estate rent can't be recovered from the electricity tariff so in order to make it a win-win situation for all the stakeholders it is requested to link the tariff and energy generation for the roof rent. This will also help the Investors during the maintenance of the system as there will be incentive for the roof owner to keep the system running so that they can also get the revenue out of the generated electricity.	<p><u>Case I:</u> Revised monthly rental shall be Rs. 1.5 per sq. ft. and maximum rate per unit of power for ASTC shall be Rs. 6</p> <p><u>Case II:</u> No rental. maximum rate per unit of power for ASTC shall be Rs. 4</p>

#### Bright Solar

Sl. No	Queries	Remarks
1	Hoarding on the building are creating shadows which will affect Solar generation. ASTC should take decision on this.	Structures remains as it is.
2	Also Water tanks and temporary structures are creating shadows which will reduce generation which should be noted while deciding Generation and Rooftop Rents etc.	Structures remains as it is.
3	Can the Roof top of Sky light structures in the ISBT structure be considered	No



4	Also we need details of the obstructions like hoarding , temporary or permanent structure of all the locations before giving commercial proposal	As per EOI, Bidder shall carry out the necessary assessment of the said location to obtain the details.
5	Is negotiation possible on the rent of the roof top which may not be feasible in all the locations	As specified above in Sl. No. 4 of M/s Kanoo Energy queries.



(Hanif Noorani)  
Official on Special Duty, AST