

*“Implementation of 24x7 Water Supply System”*  
in Coimbatore City Municipal Corporation



**TENDER EVALUATION REPORT**

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## **1. BACKGROUND**

### **1.1 Introduction**

Coimbatore also known as Kovai, is a city in India. It is the second largest metropolitan city and urban agglomeration after Chennai in the Indian state of Tamil Nadu. It is one of the fastest growing tier-II cities in India and a major textile, industrial, commercial, educational, information technology, healthcare and manufacturing hub of Tamil Nadu. Other important industries include software services. It is the capital city in the Kongu Nadu region and is often been referred to as the Manchester of South India. The city is located on the banks of the Noyyal River surrounded by the Western Ghats and is administered by the Coimbatore Municipal Corporation. Coimbatore has been ranked 4th among Indian cities in investment climate by CII and ranked 17th among the top global outsourcing cities by Tholons. Coimbatore is the fourth largest metropolis in South India. Coimbatore city is the administrative capital of Coimbatore district.

### **1.2 Rationale of the Project**

Water supply distribution, as a national scenario, is being performed as an intermittent service rendered, subject to limitations contained in various water supply schemes. Decision has been taken at national level that, as far as possible, water distribution in urban areas should be provided as a continuous service for 24 hours a day and 365 days in a year, with occasional minor interruptions as may be permitted by the relevant government authorities. This has been widely accepted by all the States in India. Efforts have been commenced for converting the existing water supply systems to 24 x 7 levels through appropriate improvements.

As a pioneer exercise of improving its service levels, the CCMC has decided to upgrade the existing water supply system in the core areas, so that it will provide 24 x 7 water supply to all its customers. The subject project is for implementing 24x7 water supply system for the city of Coimbatore. The existing water supply system in the city of Coimbatore was commissioned during the British time and hence needed replacement of pipes as well as enhancement of capacity in a systematic manner so as to ensure that water supply system is compatible for the forthcoming years.

### 1.3 About the Project

Coimbatore City Municipal Corporation (CCMC) is desirous that the 24x7 Water Supply Project (hereinafter referred to as “**Project**”) shall be executed by a suitable company with global experience in similar project and accordingly has devised the bid process. The Project is decided to be implemented through public-private partnership (the “PPP”) model on Build, Transfer and Operate (the “BTO”) basis in two stages i.e., the engineering, procurement & construction (“EPC”) stage and the operation & maintenance (“O&M”) stage. A part of the capital expenditure required for the Project shall be incurred from the grants to be received from CCMC, the Government of India (“GOI”), Government of Tamilnadu (“GOTN”) as per the provisions of the JNNURM scheme and the Tamil Nadu Infrastructure Development Board (“TNIDB”). A brief description of the Project estimated cost is given herein below:

<b>Name</b>	<b>Broad Details of existing facilities</b>	<b>Estimated Project Construction Cost</b> (In Rs. cr.)
Up gradation of the existing water supply and distribution system in the city of Coimbatore into a 24x7 water supply system	Feeder Mains – 105 km Supply in 63 zones 1.50 lakh household connections	556.57

### 1.4 Scope of Work

The scope of work involved in the implementation of the Project shall be as follows:

1.4.1 Engineering, Procurement, and Construction (EPC) stage: The EPC stage would primarily focus on the up-gradation of the distribution system in the water supply, consisting of the following:

- a. Feeder Mains: 105 Km
- b. Sump, Pump sets and Diesel Generators
- c. Service Reservoirs: 29 nos. with 40.20 ML Capacity
- d. Distribution system: 63 Zones of 1470 Km Pipe length
- e. House Service Connections (1.5Lakh Nos.)
- f. Special Components such as:
  - Automatic Hand Held Meter reading System (5 Nos.)
  - Any Time Payment Machine (5 Nos)

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- Bulk Water Meter With Data Logger (101 Nos)
- Gas Chlorination Disinfection (2Nos)
- Rider Mains of 90 Km Length
- g. Common Components such as:
  - Water Quality Test Laboratory (1 No)
  - SCADA for Monitoring (1 No )

1.4.2 Operation and Maintenance (O&M) stage: The O&M stage would primarily focus on operation management and maintenance of the 24x7 water supply system, broadly consisting of the following activities:

a. Operation of the 24X7 water supply system consisting of activities such as:

- Abstraction of water
- Treatment
- Transporting water
- Supply bulk water to wayside villages
- Storage and distribution of water to customers with the agreed boundary
- Billing, collection and entire customer service

b. Management and Maintenance of the 24x7 water supply system consisting of the following activities

- Leakage detection and prevention
  - Providing new connections
  - Repair and replacement of existing/newly created assets
  - Monitoring and reporting
- Generating bills of the customers on behalf of CCMC, collection of moneys from such customers and depositing the same into an escrow account as well as timely submission of reports containing the details of the defaulters to CCMC for necessary action.

## 2. PROJECT DEVELOPMENT

The Project is conceived by Coimbatore City Municipal Corporation on the directions of the Commissionerate of Municipal Administration, Chennai, the apex body of the Municipal affairs in the State of Tamilnadu. The project is conceptualised by appointing a consultant firm **M/s. Fichtner Consulting Engineers India Pvt Ltd, Chennai** by the City Municipal Corporation. The said consultant has submitted its Detailed Project Report which has been approved under the JNNURM scheme of the Government of India.

### 2.1. Transaction Advisor

2.1.1. The Coimbatore Municipal Corporation (CCMC) has engaged a consultant M/s. InfraEn (India) Pvt Ltd to act as “Transaction Advisor” to advise CCMC and other stake holders in creating the necessary road map for implementing the project including the preparation of the bid documents and for undertaking the Bid Process Management for implementing 24x7 water supply project for Coimbatore City Municipal Corporation (Ref: Notification No. /Contract No. 1/2012/ WS-24x7 dated 31-08-2012).

### 2.2. Administrative Sanction

- 2.2.1. The implementation of 24x7 Continuous Pressurized Water Supply Scheme to the erstwhile Coimbatore Corporation areas ( a.k.a core city areas) was sanctioned under the UIG of JNNURM (transition period) by the Central Sanctioning and Monitoring Committee (CS & MC) on 28.10.2013.
- 2.2.2. Considering the large public interest vested in this project, the Corporation Council vide its Resolution No. 352, dated 30.01.2014 has resolved to approach the Tamil Nadu Infrastructure Development Board for obtaining funds as Grant to meet the ULB contribution and O&M cost of the project. In addition, as per the PPP rules of the State of Tamilnadu, approval of TNIDB is a pre-requisite for implementing PPP projects of a value exceeding Rs. 10 crores.
- 2.2.3. As per requisition of the Commissioner, Coimbatore Corporation and recommendation of the CMA; the Tamil Nadu Infrastructure Development Board (TNIDB), approved the project for an amount of Rs. 556.57 Crore on 06.06.2014.

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2.2.4. The Scheme was accorded Administrative Sanction vide G.O.(Ms) No.130 M.A & W.S. (M.C.II) Department, dated 27-08-2015 for Rs.556.57 Crores for Implementation of 24x7 water supply system to Coimbatore Corporation in Coimbatore District.

### **2.3. Technical Sanction**

2.3.1. The Technical Sanction was accorded by the Chief Engineer, Directorate of Municipal Administration, Chennai, Vide CEER. No.101/2015-16 on 04-09-2015 for Rs. 556.57 Crore for the detailed estimate comprising the components such as Service Reservoirs, Sumps, Feeder Mains and Distribution system and allied works etc.

### **2.4. Approval of RFQ Documents**

2.4.1. The RFQ document was duly approved by the Tamil Nadu Infrastructure Development Board, Chennai on 18.09.2015.

### **2.5. Invitation of Bidders for RFQ Stage (First Call)**

2.5.1. The Commissioner has invited for bids for the implementation of the project through National Competitive Bidding using E-Tendering system on 18.09.2015 vide Roc .No. 2896/08/JN5. The E-Tender submission as per Tender Transparency Act is issued through publication in English and Tamil dailies, as per the applicable rules. Tender notice and Tender documents were also published in <https://tntenders.gov.in> (the dedicated website of Tamil Nadu tenders).

2.5.2. A pre-application conference was held on 07-10-2015. A total of 14 companies have attended the pre-application conference. The replies to the pre-application queries were issued on 09-11-2015.

2.5.3. The due date for submission of Applications was fixed as 12-11-2015 and later on extended up to 30-11-2015 based on the requests from the Applicants.

2.5.4. In response to the RFQ, as above, two firms have submitted their Applications in time before the dead line of submission on 30.11.2015 up to 3.00 pm.

1. M/s. Veolia Water India Pvt. Ltd., New Delhi
2. M/s. Essel Infraprojects Limited-Suez Environment India Pvt. Ltd – Consortium., Mumbai

2.5.5. As prescribed in RFQ, the evaluation has been undertaken by CCMC and accordingly both the bidders were recommended as qualified for the subsequent RFP stage. The Evaluation Report was duly approved by the Tender Scrutiny and Evaluation Committee.

## **2.6. Approval of RFP Documents**

2.6.1. The RFP documents have been prepared by the Transaction Advisor and the same has been duly approved by the TNIDB vide letter no. 45173/TNIDB/2013-16, dated 27-01-2016., with such modifications as required. The duly approved RFP document was then placed before the Tender Scrutiny and Evaluation Committee on 21-01-2016 for subsequent issue of the same.

## **2.7. Invitation of Selected Eligible Bidders for RFP Stage (First Call)**

2.7.1. The RFP document has been published and uploaded in the prescribed websites on 28-01-2016. Necessary advertisements were given in the newspapers as well. The due date of the RFP submission was fixed on 26.02.2016. A pre-bid meeting was held on 08.02.2016 at the Corporation office.

2.7.2. As the queries raised by the bidders needed to be incorporated in the RFP document and also confirmation of the changes had to be obtained from TNIDB, the last date for submission of RFP was extended up to 22-04-2016. Subsequently it was further extended to 26-05-2016 and again to 26-07-2016. Based on further requests from the Bidders, further extensions were granted till 12-08-2016 and again extended to 02-09-2016.

2.7.3. It shall also be noted that based on the repeated requests received from the prospective bidders, a second pre-bid meeting for the RFP was also arranged at the office of the CMA on 06-09-2016. For incorporation of queries raised by the bidders in the said second pre-bid meeting, the last date of submission of RFP was extended up to 31-10-2016 and then up to 30-11-2016 again till 16-12-2016 and finally up to 04-01-2017. The long drawn process came to a conclusion on 4th January 2017.

2.7.4. At the date of the submission of RFP on 04-01-2017, no bidders have submitted their proposals. Hence it was necessary to proceed to second call of RFQ.



## **2.8. Invitation of Bidders for RFQ Stage (Second Call)**

- 2.8.1. The second call of Request for Qualification (RFQ) was published on 30-01-2017. The last date of submission was fixed on 27-03-2017. A Pre Application Conference was arranged for the bidders at Corporation office on 24-02-2017.
- 2.8.2. The interested companies attended the Pre-application conference and raised queries on the Request for Qualification (Second Call) Document. The responses to queries raised by the bidders were placed before the Tender Scrutiny and Evaluation committee on 10-03-2017 held at the office of CMA, Chepauk, Chennai.
- 2.8.3. Further, as the bidders requested to extend the date of submission, the date was extended up to 07-04-2017.
- 2.8.4. In response to the above RFQ, four firms have submitted their Applications through online.
1. M/s. Veolia India Pvt. Ltd., New Delhi
  2. M/s. Suez Environment India Pvt. Ltd , Gurgaon, Haryana
  3. M/s. Adani Infra (India) Limited - Mekorot Development & Enterprise Ltd – Consortium
  4. Visvaraj Environmnet Pvt Ltd. Nagpur.
- 2.8.5. Out of the above four companies, only three submitted their applications physically in time before the dead line of submission on 07.04.2017 up to 3.00 pm.
1. M/s. Veolia India Pvt. Ltd., New Delhi
  2. M/s. Suez Environment India Pvt. Ltd , Gurgaon, Haryana
  3. M/s. Adani Infra (India) Limited - Mekorot Development & Enterprise Ltd – Consortium
- 2.8.6. Out of the above three bidders M/s. Adani Infra (India) Limited - Mekorot Development & Enterprise Ltd – Consortium was disqualified due to non-submission of documentary proof as prescribed in RFQ.
- 2.8.7. It was found after the detailed evaluation that the documents submitted by the Applicants namely M/s. Veolia India Pvt. Ltd., New Delhi and M/s. Suez Environment India Pvt. Ltd, Gurgaon, Haryana were broadly in accordance with the RFQ document.

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2.8.8. It was decided by Tender Scrutiny and Evaluation Committee that both the eligible bidders were qualified for the RFP stage.

### **3. TENDER PROCESS – RFP STAGE (SECOND CALL)**

Shortlisted bidders were invited by Coimbatore City Municipal Corporation to RFP stage (second call) for the project, upon duly received approval of the TNIDB and CMA in the meeting of the Tender Scurrility and Evaluation Committee. Initially, the RFP submission date was decided as on 26-07-2017. The deadline for the tender submission was further extended until 18-08-2017 upon the requests from the prospective bidders. The selected eligible bidders are listed below.

1. M/s. Veolia India Pvt. Ltd., New Delhi
2. M/s. Suez Environment India Pvt. Ltd , Gurgaon, Haryana

#### **3.1. Pre-bid clarifications -RFP (Second Call) Stage**

A pre-bid meeting was arranged for the bidders at Corporation office on 29-06-2017 and the bidders were permitted to request written clarification of the RFP Documents at any time up to 5 days subsequent to the pre-bid meeting. The replies to the pre-bid queries were issued on 03-08-2017.

#### **3.2. RFP Proposal**

Proposals for the 24x7 Water Supply Project were received at 3.00 in accordance with the indicated deadline on 18-08-2017, by

The Commissioner,  
II floor, JNNURM Section,  
Corporation of Coimbatore,  
Coimbatore - 641 001.

On the appointed date, only one bidder has submitted their proposal.

1. **M/s. Suez Projects Pvt. Ltd , Gurgaon, Haryana (formerly known as M/s. Suez Environment India Pvt. Ltd , Gurgaon, Haryana)**

## 4. TENDER EVALUATION PROCEDURE

The overall evaluation of each submitted Bid has been performed in three stages.

1. Stage 1 or Initial evaluation - analyse of the information submitted by the bidders in response to the RFP.
2. Stage 2 - the detailed review of the technical proposal of the submitted bid and request for clarification, if any.
3. Stage 3 - detailed analysis of the clarifications and preparation of the Technical Evaluation Report.

### 4.1. Stage 1 - Initial Review and Evaluation of the Tenders

The CCMC opened the received Tender at the prescribed date. Preliminary examination of technical proposal has been carried out on the submitted bid and also scrutinised for completeness.

The initial evaluation involves the following points

- Whether the bid is properly signed and accompanied as per RFP clause 2.10 and 2.11
- Whether the bid is accompanied by the required bid security
- Whether the bid is generally in order as per RFP clause 2.10.3

The preliminary evaluation phase concluded as follows:

S. No.	Evaluation Components	Supporting Documents by M/s. Suez Projects Pvt. Ltd
<b>1</b>	<b>General - Sealing and Marking of Bids</b>	
i	No. of Copies - 2 Nos. (Original + Copy)	Yes
ii	Marking on the envelopes - Bid title, Bid date (right hand top corner), Attn of., Address and Email id	Yes
iii	Separate envelope for Technical and Financial Proposal	Yes
iv	Signing in blue ink, seal, page number and hard bound	Yes
<b>2</b>	<b>Technical Proposal</b>	

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S. No.	Evaluation Components	Supporting Documents by M/s. Suez Projects Pvt. Ltd
i	Appendix-I: Letter comprising the Bid	Enclosed
ii	Appendix-II: Bank Guarantee	Enclosed
iii	Appendix-III: Power of Attorney for signing of Bid	Enclosed
iv	Appendix-IV: Power of Attorney for Lead Member of Consortium	Not Applicable
v	Appendix-V: Joint Bidding Agreement	Not Applicable
vi	Concession Agreement (initial in each page)	Enclosed
<b>4</b>	<b>Financial Proposal</b>	
i	Appendix-VI: Financial Proposal	Not opened
ii	Financial Plan providing the financial projections, setting forth the capital and operating costs and revenues from the O&M of the additional project facilities to be developed in the Project, including a description of the assumptions and parameters used for making calculations and projections therein.	

#### 4.1.1. Bidder's Qualification

The criteria for Bidder qualification as depicted in the RFP Document are as follows:

#### Observation on Technical Proposal

The technical proposal submitted by the bidder is as per the requirement of the RFP document. The key observations are as follows:

Reference Document of Technical Proposal	Remarks	Status of Compliance
Appendix- I of Volume 1 of RFP	The bidder has submitted the "Letter comprising the Bid" as per the format at Appendix-I of Volume 1 of RFP document	Complied
Appendix-II of Volume 1 of RFP	The bidder has submitted the <b>Bid Security</b> in the form of Bank Guarantee as per the format stated in	Complied

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Reference Document of Technical Proposal	Remarks	Status of Compliance
	Appendix-II of Volume 1 of RFP document from “ <b>Credit Agricole Corporate and Investment Bank</b> ” for <b>Rs. 5.6 Crore</b> for a period of 240 days from the Bid Due Date inclusive of a claim period of 60 days i.e. up to 15-05-2018 or for such extended period as may be mutually agreed between the Authority and the Bidder, and agreed to by the Bank.	
Appendix-III of Volume 1 of RFP	The bidder has submitted the <b>Power of Attorney for signing the Bid</b> as per the format at Appendix-III of Volume 1 of RFP document	Complied
Appendix-IV of Volume 1 of RFP	The Bidder is a Single Entity and thus Power of Attorney for Lead Member of Consortium as per the format at Appendix-IV is not applicable.	Not Applicable
Appendix-V of Volume 1 of RFP	The Bidder is a Single Entity and thus Joint Bidding Agreement for Consortium as per the format at Appendix-V of Volume 1 of RFP document is not applicable.	Not Applicable
Attested Copy of Concession Agreement	The bidder has submitted a copy of the Concession Agreement with each page initialled by the person signing the Bid in pursuance of the Power of Attorney.	Complied
Attested Copy of Corrigendum and Pre-Bid replies	The bidder has submitted the corrigendum and pre-bid replies with each page initialled by the person signing the Bid in pursuance of the Power of Attorney.	Complied

## 4.2. Stage 2 – Bid Clarification Procedure

The second stage of the evaluation process involved the clarification of bid, if any. The following points were considered as Observations and they are duly clarified as below:

S No	Observations	Clarifications noted by TA	Further documents provided by Bidder	Remarks
1	Name change of the company from Suez Environment Pvt Ltd to Suez Projects Pvt Ltd	The bidder has already submitted a copy (attested by its company secretary) of the fresh incorporation certificate dated April 02, 2017 issued pursuant to the name change there is no other document required under law. The attestation of the documents relating to the name change has been duly done by the company secretary, who is key managerial personnel of the company in accordance with the Companies Act, 2013 and is entitled to authenticate documents on behalf of the company in accordance with the provisions of the Companies Act, 2013. Therefore, the documents may be accepted and does not require any further ratification.	Not Applicable	Accepted
2	Bank Guarantee was provided by a Bank namely Credit Agricole Corporate and Investment Bank,	Upon review of Clause 2.20 of the RFP, it shall be noted that the Bidder is required to furnish a Bank Guarantee from a nationalized bank or a Scheduled Bank. In this case the subject bidder, they have	None	Accepted. Credit Agricole Corporate and Investment

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<b>S No</b>	<b>Observations</b>	<b>Clarifications noted by TA</b>	<b>Further documents provided by Bidder</b>	<b>Remarks</b>
	Bangalore. As per the RFP document clause 2.20.1, "In case the Bank Guarantee is issued by a foreign bank outside India, confirmation of the same by any nationalized bank in India is required"	submitted a BG from the Credit Agricole Corporate and Investment Bank, issued by the banking company's branch in Bangalore. It was analysed, whether the submission is in compliance with the RFP terms, as the said bank is a Scheduled Bank with branches in India.		Bank is a scheduled bank within the norms of the banking Regulation Act, 1949.
3	Acceptability of Power of Attorney as the Submitted Power of Attorney states that the power is given to two persons for the same objective by the Managing Director	The POAs where joint and several responsibilities are given to two attorney holders to perform some act is acceptable. The Power of Attorney's Act 1882 does not bar issuance of such POA. Thus this POA may be accepted.	None	Accepted
4	As two persons are provided the power as per POA, whether the responsibilities of	Since the joint and several right has been accorded to the persons named in the POA, both can either jointly or individually perform any acts which are required in relation	None	Accepted



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<b>S No</b>	<b>Observations</b>	<b>Clarifications noted by TA</b>	<b>Further documents provided by Bidder</b>	<b>Remarks</b>
	the two persons are defined and specified?	to the submission of the BID.		
5	Legal Registration of the POA and its requirement	POA is not required to be registered, except in case of POAs which are to be used for transfer of property. In the present case it is only for the submission of BID and is therefore not required to be registered. In any event the POA is notarised which would suffice the requirement.	None	Accepted
6	Proof of Authority of the MD to authorize Power of Attorneys for signing the Bid	As per the POA submitted by the bidder, the MD has power to authorize power of attorneys through POA dated July 05, 2017. It is necessary for CCMC to seek copy of the said POA as well as the Board resolution which enables the execution of such POA in favour of the MD.	Submitted copies of the following as on 25 <sup>th</sup> August 2017 by Suez Projects Pvt Ltd:  Certified True copy of Board resolution for providing the Power of Attorney to Mr. Shyam J Bhan  Certified True Copy of Power of Attorney to Mr. Shyam J Bhan, dated 05th July 2017.	Clarified and accepted
7	Identity proofs with age of the	It is decided to seek identity proof of the persons who have been given	Submitted copies of the all identity	Clarified and

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S No	Observations	Clarifications noted by TA	Further documents provided by Bidder	Remarks
	person giving the power of attorney and receiving the power are missed.	the power to perform the acts mentioned in the POA	proofs on 25 <sup>th</sup> August 2017 by Suez Projects Pvt Ltd	accepted

All the above observations are crosschecked with the documents sent by Suez projects Pvt Ltd and thus the bid submitted is found as complete in this stage.

### 4.3. Stage 3 – Detailed Analysis of the Bid

The third stage of the evaluation involved updating the evaluation summary table correlating with the latest information from the responses of the clarifications sought.

The technical proposal evaluation examined the following major points:

- Letter comprising the Bid
- Power of Attorney for signing the Bid
- Bid Security in the form of Bank Guarantee
- Signed copy of Concession Agreement

The evaluation has concluded with a statement of the overall technical capability of the Bidder as follows.

S. No.	Evaluation Components	Remarks
1	Appendix-I: Letter comprising the Bid	Enclosed
2	Appendix-II: Bank Guarantee	Enclosed
3	Appendix-III: Power of Attorney for signing of Bid	Enclosed
4	Concession Agreement (signed in each page)	Enclosed
5	Name change of the company	Certificate of Incorporation pursuant to change of name from “Suez Environment India Private Limited” to “Suez Projects Private Limited” duly signed by Company Secretary enclosed

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The Technical Proposal submitted by the Bidder is found to be satisfactory as per the terms and conditions of the RFP

## 5. RECOMMENDATIONS

It is observed that in spite of the the long drawn process of the Bid with repeated invitations of calls for the bids, extensions of time allowed and after conducting several rounds of pre-bid meetings, only one bidder has submitted the bid for the Project.

(To be filled up based on the recommendation of the Tender Scrutiny and Evaluation Committee)