

INVITATION FOR EXPRESSIONS OF INTEREST (EOI)
For
The Services for the Project Management Consultant for State Bank of India for managing Technical Assistance under World Bank funded Grid-Connected Rooftop Solar Program

**By: State Bank of India,
Credit Policy and Procedures Department,
Corporate Centre, Mumbai.**

Background

The World Bank (WB) is supporting the Government of India's (GoI) program to generate electricity from the widespread installation of GRPV (Grid-connected rooftop solar photovoltaic) by lending \$625 million to State Bank of India (SBI). By increasing the availability of debt financing and improving the capacity of institutions, it will expand uptake of GRPV in the country. In order to support lending / investment, Ministry of New & Renewable Energy (MNRE) and WB are proposing a Technical Assistance (TA) program through a Project Management Consultant (PMC) under the supervision of the Ministry of New and Renewable Energy (MNRE) led Steering Committee to address the barriers for accelerated GRPV installation, which will be used for Institutional Capacity building of Distribution Companies (DISCOMs), State Nodal Agencies (SNAs), State Power Departments (SPDs), State Electricity Regulatory Commissions (SERCs) and State Bank of India (SBI) - targeted agencies to help to reduce the risk of lending to Solar Power Developers for GRPV.

SBI will appoint PMC in line with its internal procurement guidelines and make payments to PMC based on directions given by the MNRE led Steering Committee. The selected PMC will have to assist SBI to implement, and the MNRE/ Steering Committee to supervise, the delivery and progress under the TA program.

Objective

The TA program will have to help to remove identified barriers to large-scale adoption of GRPV, through innovative business models, marketing, and enhancement of institutional capacity of DISCOMs and other GRPV stakeholders. It will cover technical assistance to DISCOMs, State Nodal Agencies (SNAs), state power departments, State Electricity Regulatory Commissions (SERCs), SBI etc. Activities will include support to streamline applications for grid-connection of rooftop PV systems, to implement net metering/gross metering policies in the country and to increase consumer awareness about GRPV, as well as to assist with the creation of large numbers of trained and accredited rooftop PV certified agents. This will facilitate the market development of GRPV and make it possible to deploy GRPV systems at the scale and pace envisioned by MNRE for meeting its targets.

Under this TA program, SBI is seeking to identify a competent and suitably qualified PMC for a period of three years (extendable further by a period of up to two years, who will be given the responsibility to:

- A. Assist Steering Committee / MNRE/ SBI in drawing up a detailed business plan yearly, totaling 5 years to carry out TA at the outset of each year. Business plan will clearly outline the roles and responsibilities of PMC and sub-contractors, who will assist PMC in implementing the TA program. The sub-contractors could be training institutes, advertising or awareness companies or other sub-contractor hired by PMC to implement the program, within the overall supervision responsibilities of the PMC.

- B. Coordinate the delivery of a multi-track TA program to various states; PMC and the sub-contractors under the guidance of MNRE/Steering Committee will strengthen the institutional capacity of DISCOMs, SNAs, state and central electricity regulatory commission(s) and SBI, to contribute to an improved investment climate for GRPV.
- C. Administer payments, monitor and verify work undertaken by different service agencies including sub-contractors under the program; generate regular reports and compile them into a comprehensive report to track progress on the TA program to various states.

The State Bank of India now invites eligible consultants (firms/companies) to indicate their interest in providing the services. Consultants may associate (in the form of joint venture or sub-consultancy) to enhance their qualifications.

Interested consultants are hereby invited to submit Expression of Interest (EOI) along with documentary evidence for their qualifications, in English. EOI should contain the following along with supporting documents:

- i. A brief write-up on the consultant along with their qualification, experience, key-persons to be involved, office details, contact details, any other relevant information etc.
- ii. A brief note on how the consultant will be useful and helpful for the TA Programme.
- iii. A duly signed letter of willingness to act as the consultant, if so selected by the SBI

Expressions of interest must be delivered in hard copy to the address below by **15.02.2017**

*State Bank of India,
Attention: Shri Dinesh Pruthi,
Credit Policy & Procedures Department,
Corporate Centre, 4th Floor, State Bank Bhawan,
Madame Cama Road , Mumbai – 400021,
Tel: +91-22-22740955.
Fax: +91-22-22021906,
E-mail: dgm4.cppd@sbi.co.in*

Selection Criteria

Applications received from organizations that have submitted all required documentation will be reviewed by a panel committee and applicants will be shortlisted based on their capacity and experience to perform the assignment. Shortlisted applicants will be notified accordingly.

Notes:

Following this request for EOI, a shortlist of qualified firms will be formally invited to submit proposals. Shortlisting and selection will be subject to meeting the qualification criteria. SBI / WB / MNRE reserve the right to cancel or modify the process without assigning any reason and without any liability. This is not an offering document. Applicants should regularly visit the SBI website <https://www.sbi.co.in> to keep themselves updated regarding clarifications/ amendments/ time-extensions, if any.

Applicants are advised that the selection of Consultant shall be on the basis of an evaluation by the Authority based on the documents submitted. Applicants shall be deemed to have understood and agreed that no explanation or justification for any aspect of the Selection Process will be given and that the Authority's decisions are without any right of appeal whatsoever

Check the Program documents for any further information

<http://documents.worldbank.org/curated/en/904121479438048823/India-Program-for-Results-Grid-Connected-Rooftop-Solar-Program-Project-additional-financing>

Interested consultants may obtain further information at the address below from 1045 to 1745 on any working day before 15.02.2017

Date: 30.01.2017

**State Bank of India,
Credit Policy & Procedure Department,
Corporate Centre, Mumbai**