

Extension of timeline

Expression of Interest (Eoi) Inviting Demand for Electric Buses on a Gross Cost Contracting Basis- Call for Proposals from STUs dated 12th July 2022

Issued By

CONVERGENCE ENERGY SERVICES LIMITED (CESL)

(A Wholly Owned Subsidiary of EESL)

(NFL Building, 2nd Floor, Core – III
SCOPE Complex, Lodhi Road,
New Delhi-110003)

Reference to the Eoi issued by CESL, the last date of submitting the proposal has been extended from 1st August 2022 to 10th August 2022.

Last date for submission of proposals: 10th August 2022

Expression of Interest Inviting Demand for Electric Buses on a Gross Cost Contracting Basis

Call for Proposals from STUs

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12th July,2022

Expression of Interest

Inviting Demand for Electric Buses on a Gross Cost Contracting Basis

1. Background

Convergence Energy Services Limited (CESL), a subsidiary of EESL recently discovered lowest ever prices for the biggest ever tender of 5450 electric buses in 5 cities through Grand Challenge under FAME India Scheme Phase-II. The rates discovered are 27% less than diesel and 25% less than CNG without subsidy. This was achieved by aggregating the demand and floating a unified tender with standardized parameters and contract terms.

Based on this outcome, CESL has been requested by NITI Aayog and MoRTH to scale up the model and to play the role of program manager to deploy 50,000 electric vehicles under a “National Electric Bus Program (NEBP)”.

In this regard CESL is inviting demand for e-buses via this Expression of Interest (EoI) from any public state transport undertaking (STU), transport corporation, special purpose vehicle, or transport authority engaged in public transport operations. STUs must meet the selection parameters set out in Section-4.

2. Quantity of Buses:

The program facilitates tendering of e-buses and creation of supporting infrastructure to deploy e-buses on Indian roads. The aggregated demand will be tendered out for price discovery by a centralized agency CESL.

3. Proposed Timeline for Administration of the NEBP

Floating of EoI	T0
Subscription to this program by STUs	T1
Floating of tender to bidders	T2 = T1 + 15 days

Final date of bid submission against tender	T3 = T2 + 45 days
Declaration of results	T4 = T3 + 7 days
Price matching by L2/L3 bidders	T5 = T4 + 7 days
Signing of Concession agreement	T6 = T5 + 10 days
Delivery of homologated prototype	T7 = T6 + 60 days
Delivery of vehicles	As per schedule submitted by STU

4. Participation parameters of STUs

STU/Authority should provide a favourable ecosystem for bus operators to deploy electric buses such as identifying the dedicated depots, development of infrastructure, providing parking space, tech-enabled depots for real time monitoring etc.

An indicative list of parameters that STUs must account for given below. Terms already agreed in the Grand Challenge for intra-city buses will not change.

S. No.	Criteria	Intra-City (as per Grand Challenge)	Mofussil Bus	Inter city
1	Minimum number of buses per STU	150	300	300
2	Minimum buses per depot	50	50	50
3	Annual assured km	70,000	1,22,500	1,57,500
4	Contract period	12 years	10 years	10 years
5	Minimum Daily Assured Kms	192	350	450
6	Opportunity charging per day	45 mins	45 mins	45 mins

Charging infrastructure.

Interested STUs/Authorities should also have the following basic infrastructure for charging infrastructure:

- i. In principle approval for establishment of upstream depot covering permissions, land, access, and electrical supply (at least 11kV) as per defined standards by the STU/Authority. Please estimate 5-6 cr per depot for electrical works associated with the charging infrastructure.
- ii. Identification of bus depots with minimum area required for one bus would be around 150 sq. m. including basic depot requirements, such as parking, workshops, staff amenities, administrative block, etc¹. Provision of land, development of upstream electrical infrastructure should be in the STU/Authority's mandate.

5. Applicable Participation Fees

STU/Authority shall pay to CESL a basic participation fee of INR 10,00,000 through a demand draft in favour of "Convergence Energy Services Limited".

Project Management Charges will be levied on the successful bidder – as with the Grand Challenge.

6. Key Roles & Responsibilities:

a. CESL's Key Responsibilities:

- i. Standardization of parameters and contract terms through consultation with subscribing STUs/ transit agencies
- ii. Aggregate demand from STUs/Authorities through subscription
- iii. Floating of RfP/tender to select bidders (OEM/ Operators) for E-Bus deployment
- iv. Notification to STUs of results, etc

b. STU/Authority's Key Responsibilities

- i. Sign Concession agreement for deployment of E-Buses, including

¹ <http://www.urbanmobilityindia.in/Upload/Conference/9ec50d60-00e4-4f3f-9cdd-47e60346924e.pdf>

- defining of optimal routes for facilitating E-Bus deployment. Agreement will be part of the RFP document and shall not change afterwards.
- ii. Escrow account to be created by the STU/Authority into which the STU shall maintain monies equal to the normative two months payment of the operator.
 - iii. Authority/STU shall bear the cost of electricity charges related to charging of buses subject to power consumption up to 0.9 kWh/Km for 9 m non-AC buses; 1 kWh/km for 9m AC buses and 1.1 kWh/ km for 12m non-AC buses & 1.3 kWh/ km for 12m AC buses, tried annually to account for seasonal variations. This would be paid to the operator (against bill raised by operator), as per prevailing EV charging tariffs in the state. Furthermore, power consumption over agreed efficiency level will be paid by the Operator.
 - iv. Provide adequate vacant land at the depot, free from encumbrances, along with road connectivity and right of way, civil structures for management of transit operations (such as boundary wall, external service connections, office, security booths, medical facility, rest rooms, canteen, stores, workshop sheds, washing/ maintenance/ service pits, etc.), electric connection of (11kV or higher) along with sub- stations and all requisite licence/ permissions for setting up and operation of maintenance depots, charging infrastructure, and parking of buses
 - v. Collect 100% advertisement revenue from buses while ensuring no damage to the buses or maintenance and charging infrastructure. Any damage caused to the buses or associated charging and maintenance during to installation, operation or removal of advertisements would be fully borne by the STU on actuals within a month from the damage being reported

C. Bidder's Key Responsibilities

- i. Timely deployment of E-Buses as per the schedule provided by the STU in the Concession Agreement
- ii. Electricity consumption cost in excess to energy consumption will be borne by the Operator. Any consumption by other facilities created/used by the bidder at the depot to be metered separately and paid directly by the bidder to DISCOM. Monthly GCC payment to bidders would be net of penalties, charges for over consumption, etc.
- v. The Operator shall provide for real time data monitoring and provide the Authority access to the raw feed of the monitoring system pertaining to the performance of the Operator under this Contract as generated by ITS (Intelligent Transport System). The Operator shall insure adequate interfacing with the existing State and proposed CESL centralized database. The Operator further agrees to install on-board devices to enable the Authority to access real time location and status of the Buses. The data collected for the ITS may also be stored on a server for analytical purposes.

7. Procedure for submitting this EOI.

Eligible entities as per the parameters stated above may submit their proposal for deployment of electric buses through National E-Bus Program for India in response to this EoI as per the subscription letter (non-binding) mentioned in Annexure-A & Annexure-B.

Contact details for EoI related queries: Mr. Kalyan Reddy (kreddy@eesl.co.in)
Mr. Manish Pandey (manish.pandey@wri.org)

ANNEXURE-A

(To be given in the letter head of the organization)

Subscription Letter

To

CGM (SCM)
 Convergence Energy Services Limited
 Core-3, 2nd Floor, SCOPE Complex,
 Lodhi Road, New Delhi-110003

Subject: Proposal for participation in National Electric Bus Programme for India through Aggregation model for Deployment of Electric Buses on Operational Cost Model basis

Sir,

Reference to Expression of Interest issued on DD/MM/YYYY for inviting proposals from STUs/Authority for **participation in National Electric Bus Programme for India through Aggregation model For Deployment of Electric Buses on Operational Cost Model basis issued by CESL**, we are hereby submitting our Expression of Interest, in the prescribed format, for consideration of CESL. We agree to abide by the conditions set forth in the said EOI.

As a part of this program, we express our demand for E buses here under:

(Demand for each lot shouldn't be less than 50 nos)

1. Demand for Intra-city buses (i.e. within the same city):

Type/Lot	AC		Non-AC	
	Standard Floor	Low Floor	Standard Floor	Low Floor
Number of Buses (7m)				
Number of Buses (9m)				
Number of Buses (12m)				

2. Demand for Mofussil buses:

Type/Lot	AC		Non-AC	
	Standard Floor	Low Floor	Standard Floor	Low Floor
Number of Buses (7m)				
Number of Buses (9m)				
Number of Buses (12m)				



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3. Demand for Inter-city buses (i.e. city to city):

Type/Lot	AC		Non-AC	
	Standard Floor	Low Floor	Standard Floor	Low Floor
Number of Buses (9m)				
Number of Buses (12m)				

Sincerely,

Signature: _____

Name: _____

Designation: _____

AUTHORISED SIGNATORY'S SIGNATURE WITH SEAL

ANNEXURE-B

Additional information needed to be submitted by cities/STUs in response to EOI

A. General details

Parameter	Details
Name of STU/Authority:	
Details of nodal person: <ul style="list-style-type: none"> • Name • Designation • Phone number • E-mail ID 	
Power Tariff applicable for Electric buses (Rs. per unit)	
Total no. of buses currently in operation	
No of diesel/ CNG buses in operation	
No of e-buses in operation	
No of vehicles running on GCC model	
No of diesel/CNG running on GCC model	
No of e-buses on GCC model	
Age of buses for scrapping, as mandated in the state	
No of vehicles with age more than 12 years	
No of vehicles with age more than 11 years	
No of vehicles with age more than 10 years	
No of depots identified for e-buses to be deployed under this program	
Capital subsidy proposed by State/City/STU/Authority (INR in lakhs) – if any	
Number buses /Authority is planning deploy in next 5 years – estimate is fine	

- Break-up of existing Diesel/CNG buses based on its total run per day in the following table:

No of Buses	200 to 250 km	250 to 300 km	300 to 350 km	More than 350 km
Bus owned and run by STU/Authority				
Buses run on GCC model				
Total Buses				

- B. List of depots identified for electric buses to be deployed and no of buses per depot – **this information will be disclosed in the RFP**

S. No.	Depot Name	No of Buses	Average Operating Kilometres/bus	Area (sq.m)	Power availability (6/11/33 KV)	Additional power requirement

- C. Detailed deployment plan – will be disclosed in the RFP

FY	No. of Buses
FY 2023-24	
FY 2024-25	
FY 2025-26	
FY 2026-27	
FY 2027-28	



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D. Details about arrangement of upstream electricity supply for charging of electric buses.

E. Any other information in support of proposal submitted by STU/Authority

Name:

Designation:

Signature:

AUTHORISED SIGNATORY'S SIGNATURE WITH SEAL