

Feedback and Way-forward for FSTPs in 52 Cities in U.P.

Meeting with Uttar Pradesh Jal Nigam

15th May 2019

Engagement with Private Agencies for Re-Strategizing FSTP Tenders

- **Online Survey on Tender Feedback** for suggestions and way-forward: 13 responses (out of 20 requests sent out)
- **Conference Call** on 13th May 2019 to discuss the issues: Participation by 11 agencies

List of Participants for Feedback

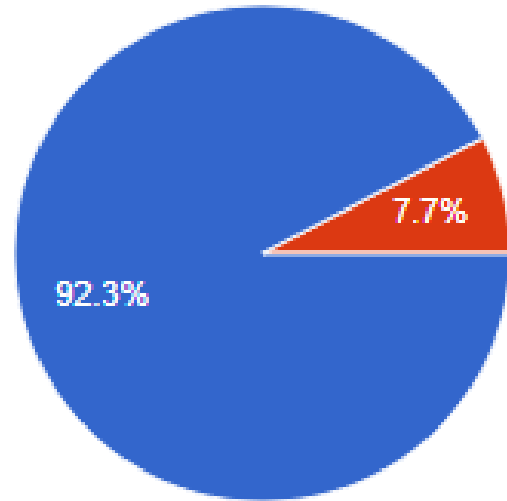
1) Prism Johnson	7) 3R Management Pvt Ltd
2) EBL	8) Wave Infratech
3) Sarvo	9) Ionex Envirotech Pvt Ltd
4) Banka Biolo	10) Wam Group
5) Tide Technocrates Pvt Ltd	11) Delmi India
6) Ankur Scientific	12) Blue Water Company – (through email)

Online Survey: Feedback on Tender

Feedback regarding participation

Did you consider Bidding for the Tender

13 responses



● Yes
● No

No weightage for low footprint tech. which reduces civil cost

Technology Evaluation was missing in the Tendering Stage

Reasons for not participating

it did not have any automatic septage receiving station making the system unviable

Tender seemed bit risky

Being a multiple city work with a relatively high financial and technical qualification.

The BOQ does not suit our technology. Our technology needs very less space. Instead of 8,000 SQ.M as mentioned in tender, we need only 1,000 SQ.M and accordingly civil, boundary, road construction work gets minimized. And at the same time Plant & Machinery cost is higher because of online sludge treatment system with inbuilt safety and automation feature. In short, we don't get the capital for plant & machinery more if we want to have and on other hand we have to do full quantity of civil work as mentioned in tender regardless of the quantity required.

Had bid for the tender

We had bid for the Tender

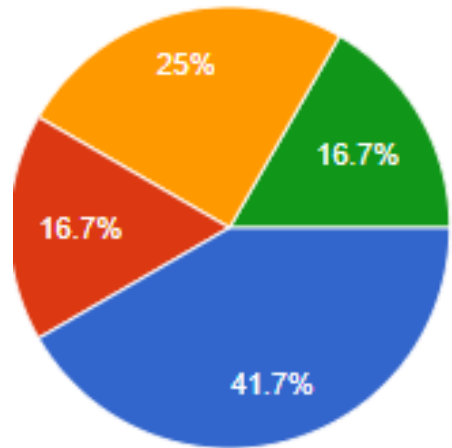
Package should be splitted

Online Survey: Feedback on Tender

Feedback regarding participation

Biggest Inhibiting factor while bidding for the tender

12 responses



- Financials required too high
- Difficult to work in multiple locations
- Technologies in Faecal Sludge Treatment relatively new and unproven
- Bid document is unclear

Piloting of new technologies suggested

Stringent qualification criteria

Clarity needed in Bid Document conditions, Scope of Work and Payment terms

Responses from Bidders

mechanization of receiving station

Ambiguity

Prior experience requirement was too strict. Since the technology is new to India, you should first award 4~5 cities on pilot basis without tendering process. Based on the success of the pilot, you should design the tender document. This would have ensured success.

Pre-qualification should be only FeSTP successful completion of the required capacity, not the financial strength. Financial capacity shall be with any infrastructure agency in JV should be considerable....

Financial and technical qualifications

Bid document was not very clear, to understand the terms & conditions properly like for example regarding payment processing

O&M costs are very low. Not possible to do C&T and Operations in that budget. Planning for 4 hour power cut is not feasible. No empowerment of ULB to ensure success of the project.

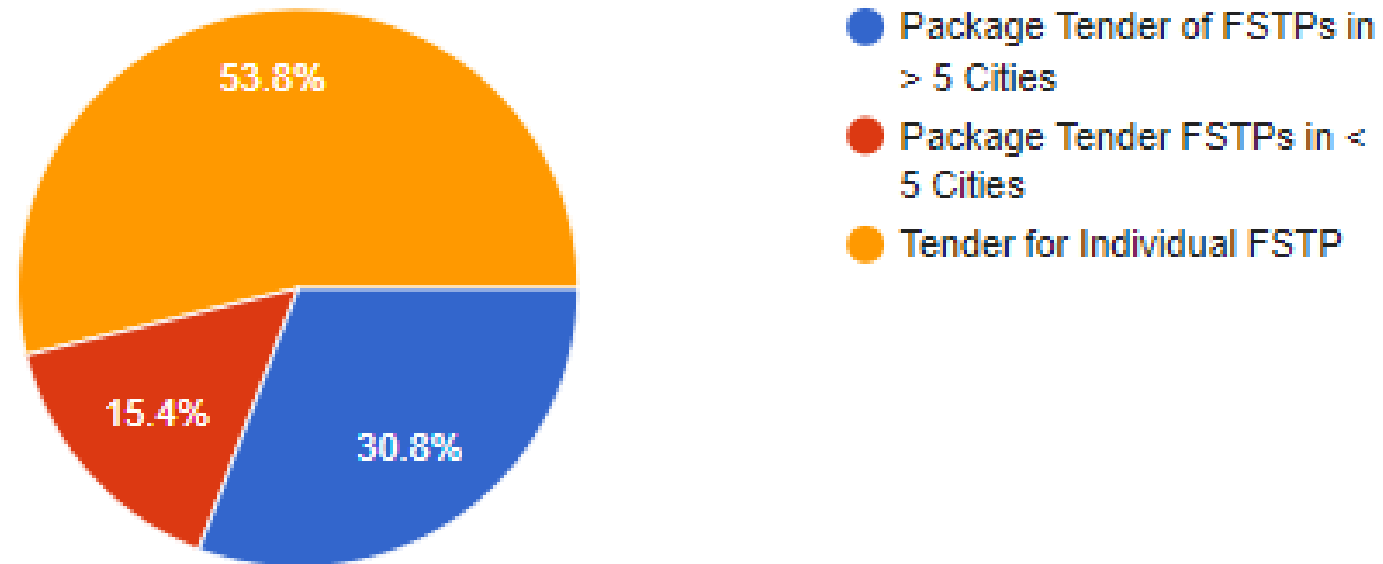
Separate costing should be there for O&M of plant and Collection of septage. Should allow us to collect desludging charges from the households. If possible the collection of septage from households should not be linked with this tender

Online Survey: Feedback on Tender

Feedback on Tender Packaging

If you had a choice, where would you prefer to Bid?

13 responses

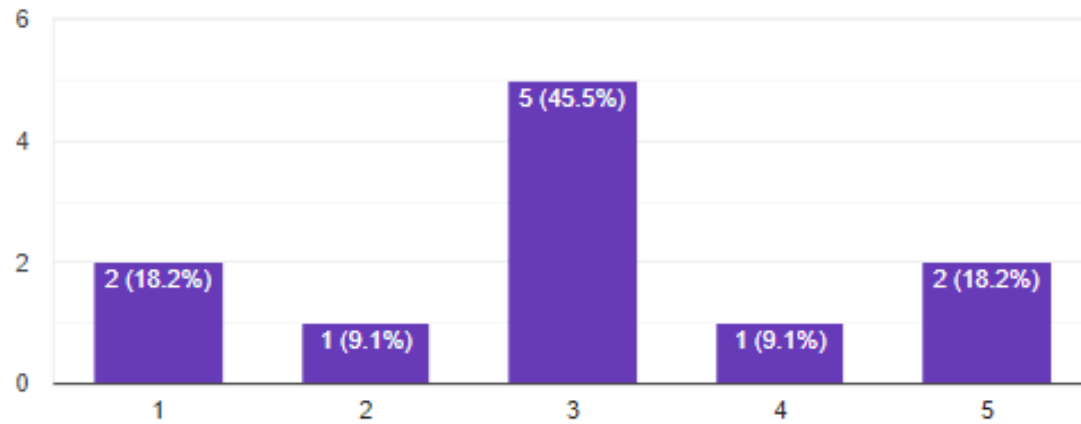


Online Survey: Feedback on Tender

Feedback on Tender Packaging

Adequacy of Replies to Pre-Bid Queries

11 responses



Was there any specific query that was not addressed ?

7 responses

Assessment of technology and how they arrived at standard size of plant.

All queries were addressed adequately

Any technical details clarity not provided, and importance for buildings conference room, its size, shed, quarters is asked.

No

Entire set of pre bid queries were ignored.

Queries related to O&M of Desludging trucks

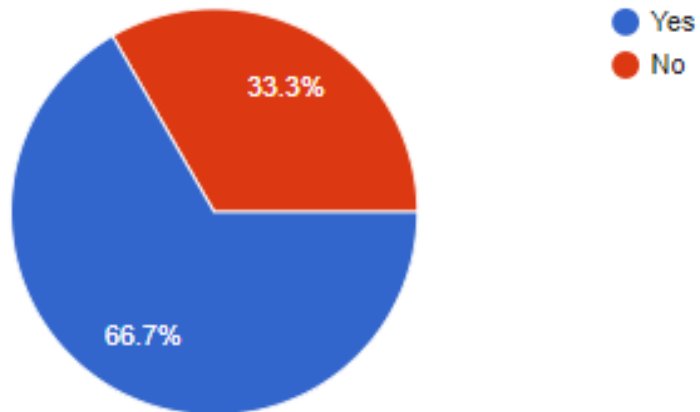
Split of bid, Payment Terms

Online Survey: Feedback on Tender

Feedback on Clarity of Scope of Work

Was there clarity in the Scope of Work of the Tender

12 responses



If no, where was clarity needed?

4 responses

The whole tender is drafted as an infra project. Which is not attractive to us , as treatment of FS is more technology and process driven rather than infra development.

Concentration is found in infrastructure.

In O&M and Co-treatment

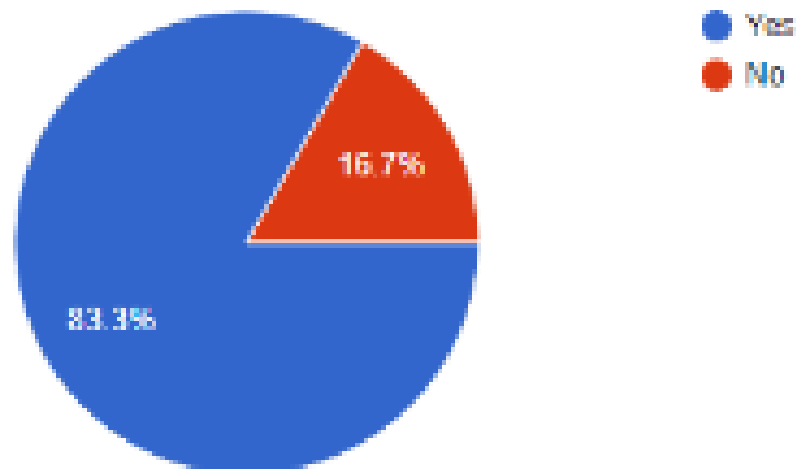
clarity was required in the operation and maintenance part of the plant as well as collection and transport

Online Survey: Feedback on Tender

Feedback on Tender Qualification Criteria

Were the Tender Qualification Criteria Stringent? If yes, where is relaxation required

12 responses



6 responses

FSM is a new project to there is only 1-2 players who have commissioned but not yet established. So how can commissioning or completion of setting up a plant be a criteria for selection.

Prior experience of FSTP should not have been made the criteria

Technical criteria's should be more flexible

Preference to FeSTP experienced should be given than STP and others.

Financial strength (Solvency)

Financial

Suggested Way-forward:

- **A Round Table Meeting between DoUD, UPJN and Private Agencies before the tender is finalized.**
- **Piloting New Technologies:** Presentations from technology providers
- **Committee for Technology Evaluation:** Evaluation of proposed technology and recommending piloting.
- **Committee for Tendering:** Review and finalize - Tendering structure, Tender Criteria, Scope of work.
- **Engagement with ULBs:** Land identification, Clearance, regulation of Emptying and Transportation
- **A mixed approach:** Standalone tenders for proactive ULBs and package tenders for other ULBs.
- **Co-Treatment tendering:** Standalone tenders more suitable. Each STP needs to be studied individually.