



MAHARASHTRA STATE ELECTRICITY TRANSMISSION COMPANY LIMITED

Office of the Chief Engineer (TBCB)

'Prakashganga', Plot C-19, E-Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051.

Tel.: (P) (022) 2659 5125, (O) (022) 2659 5000, Email ID: cetbcb@mahatransco.in

Ref: MSETCL/CE/TBCB/BESS/

Date: 06.10.2025

E – ENQUIRY

Subject: Enquiry for Appointment of Consultant to provide Bid Advisory Support for participation in BESS Projects under TBCB framework.

Dear Sir/Madam,

Maharashtra State Electricity Transmission Company Limited (MSETCL) intends to participate in the forthcoming BESS tenders and requires professional consultancy services to support bid preparation and submission.

You are requested to submit your proposal (technical and financial) for providing consultancy services as per the Scope of Work (enclosed as Annexure-A) and subject to Qualifying Requirements (enclosed as Annexure-B) attached herewith.

The broad terms are as follows:

- **Fees:** Consultancy fees shall be inclusive of all out-of-pocket expenses. Only GST shall be paid extra as applicable.
- **Taxes & TDS:** Applicable deductions shall be made as per prevailing laws.
- **Payment Terms:** Payment will be released after completion of activities as per scope as follows:
 - a) Phase 1 – Technical Analysis and Bid Preparation – 40%
 - b) Phase 2 – Financial Modelling & Risk Analysis – 40%
 - c) Phase 3 – On final submission of bid– 20%
- **Penalty:** 10% of work order value for non-completion of work within agreed timeline.
- **Confidentiality:** Consultants shall maintain strict confidentiality of Company's data during and after completion of assignment. The consultants will be required to sign a non-disclosure agreement (NDA) with MSETCL after award of contract.
- **Team Composition:** Consultant should deploy suitably qualified and experienced team members.

Subject: Invitation for Limited Quotation – Pre-Bid Design & Engineering Services for 400/220 kV Saswad Substation (AIS) & 400/220/132 kV Umred Substation (AIS) (TBCB Route).

You are requested to submit your **sealed quotation/proposal** addressed to Chief Engineer (TBCB), MSETCL, Prakashganga, 5th Floor, Plot No. C-19, E Block, Bandra-Kurla Complex, Mumbai-400051, so as to reach us on or before **last date – 08.10.2025, before 3.00 PM.**

The Company reserves the right to accept or reject any or all proposals without assigning any reason.

Encl.: 1. Annexure-A: Scope of Work
2. Annexure-B: Qualifying Requirements

Yours Sincerely,

Sd/-

(Sunil N. Suryawanshi)
Chief Engineer (TBCB Cell)

Copy s.w.rs.to:

1. The Chairman and Managing Director, Prakashganga, C.O., MSETCL, Mumbai – 400051.
2. The Director (Projects), Prakashganga, C.O., MSETCL, Mumbai – 400051.

Annexure – A

Scope of Bid Advisory for BESS Projects

1. Work Schedule

| Sr.No | Scope of Work |
|--|--|
| Phase 1- Technical Analysis and Bid Preparation | |
| 1. | Review of tender documents, guidelines and project information issued by Bid Process Coordinator / Authority. |
| 2. | Advisory on suitable battery technology (Li-ion, Flow, Advanced Chemistries) based on project duration, lifecycle, efficiency and cost |
| 3. | Assessment of project sizing – MW/MWh capacity optimisation considering grid requirements, peak demand shaving, ancillary service obligations and degradation profile |
| 4. | Benchmarking of BESS cost structure (CAPEX, OPEX) with reference to national and global projects. |
| Phase 2- Financial Modelling & Risk Analysis | |
| 1. | Development of a detailed Financial Model capturing CAPEX, OPEX, revenue streams (arbitrage, peak shifting, frequency response, grid support) and handover of financial model to MSETCL. |
| 2. | Sensitivity analysis on key assumptions – battery degradation, replacement cycles, efficiency loss, interest rate variation |
| 3 | Risk assessment and mitigation plan, including supply chain risk, forex exposure, and regulatory risks |
| 4 | Determination of Levelized Cost of Storage (LCOS), IRR, DSCR and Payback period. |
| Phase 3 - Bid Strategy & Assistance in Bid Submission | |
| 1. | Coordination with internal teams for collation of documents required under qualifying requirements. |
| 2. | Preparation of bid documents as per qualifying requirements of tender. |
| 3. | Presentation of draft bid strategy and financial model to Senior Management/ Board |
| 4 | The Bidder shall submit a presentation on Conceptualisation, Approach, and Methodology specific to BESS projects as part of its proposal. |
| 5. | Incorporation of comments and finalisation of bid documents. Support till final submission of bid. |

Timelines for above scope of work will be mutually discussed and agreed schedule.

Annexure – B
Qualifying Requirements

The Qualifying Requirements for Appointment of Consultant – BESS Projects as follows:

1. The Bidder shall be in the Consultancy Business of the Power/Energy Sector for at least the last 05 (five) years prior to the enquiry deadline.
2. The Bidder shall have successfully executed at least One (01) assignments in the last 05 (five) financial years, involving consultancy services, financial modelling, bid advisory, commercial due diligence, or strategy formulation in projects related to Battery Energy Storage Systems (BESS), Renewable Energy Integration, or Tariff Based Competitive Bidding in the Power Sector.
3. The Bidder shall have a minimum average annual turnover of Rs. 1 Crore during the last three (03) financial years (FY 2021-22, FY 2022-23, FY 2023-24) from its Indian operations in consultancy business separately.
4. The Bidder should have a Positive Net-worth from its Indian operations during each of the last three (03) financial years viz. FY 2021-22, FY 2022-23, and FY 2023-24. The audited financial statements and a certificate from a Chartered Accountant shall be submitted as proof.
5. The Bidder shall submit the offer individually. Sub-contracting, Consortium or Joint Venture is not permitted.
6. The Bidder shall not have been blacklisted, debarred, or declared ineligible by any Government Agency, Regulatory Commission, or Multilateral Funding Institution in the last 05 (five) years.
7. The Bidder shall have a qualified team with proven knowledge and experience in handling projects related to BESS, Renewable Energy, or TBCB projects. Core Team members must be available throughout the assignment period.