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HYDERABAD ELECTRIC SUPPLY COMPANY

O/o Chief Engineer (Development), PMU
Bungalow # A-1 HESCO Colony
Hussainabad, Hyderabad.

NO: CE(DEV)/PMU/HESCO/M(P)/2181-85 Dated: 25 / 11 /2025

MINUTES OF THE PRE-BID MEETING

Tender No.	PK-HESCO-GOODS-AMI METERS ICB/09
Description	Supply of 30,000 SMART(AMI) Meters Along with Allied Material
Meeting Date	11-11-2025

A Pre-Bid meeting was held in the HESCO Committee Room and the following participants attended:

From HESCO.

1. Mr. Abdul Haq Shaikh, Director General (Procurement) PMU, HESCO Hyderabad.
2. Mr. Nadir Khusk, Manager MIS, HESCO Hyderabad.
3. Mr. Ahmed Khan, Manager AMI Cell HESCO, Hyderabad
4. Mr. Tausif Ahmad, Deputy Director (Procurement) PMU, HESCO Hyderabad.
5. Mr. Abdul Wali, Assistant Manager (Procurement) PMU, HESCO Hyderabad.

From Consultant.

1. Mr. Doreb Ebrahim, Team Lead M/s SMEC.
2. Mr. Muhammad Akhtar, Procurement Expert M/s SMEC.

All the above-mentioned participants attended the meeting physically.

From The Firms.

Sr No.	Name	Firm	Mode
01	Mr. Om Parkash	M/s Expert Contracting	Physically
02	Mr. Kamran Khan	M/s Alsons Industries Karachi	On line
03	Mr. Usma Abbas	M/s Pervaiz Trading Company Pvt Ltd	On line
04	Mr. Farhan	M/s KBK Electronics Pvt. Ltd.	On line
05	Mr. Shoukat	M/s Fast Cables	On line
06	Mr. Faisal	M/s Accurate	On line
07	Mr. Khuzaima Azhar	M/s Creative	On line
08	Mr. Habib	M/s APL	On line
09	Mr. Kamran Azhar	M/s Universal Cables, Karachi	On line

The meeting commenced with greetings and introductions, followed by discussion on the queries raised by the participating firms, further the quires send by the firms through emails, The clarifications provided are as follows.

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SR #	CLAUSE	Queries	Response/Reply
	M/s Accurate Lahore		
1	Section VII - Schedule of Requirements Special Conditions Clause.01	Unidirectional meter but programmable to bi-directional meter and multi tariff is only feature of three phase Ami meter. While single phase Ami meter is unidirectional and single tariff meter with the rating current of 10A/40A as per WAPDA specifications. So amend this clause as "Single Phase Smart energy meter as per WAPDA specification DDS-65:2003, DDS-98:2011, DDS-110:2012(Amended to date) and Uni-directional Programmable for bi-directional Static TOD Whole Current 3-Phase 4-Wire, 3-Elemenet, 3x230/400 V, 10/100 Amp, 50 Hz, Accuracy Class 1.0 (kWh) Programmable multi-tariff-TOU Energy Meters with GPRS / GSM Modem as per DDS 60:2020, DDS-98:2011, DDS-110:2012, (All amended to date) and IEC 62055-31 (for relay with capability of remote disconnect/reconnect) Load Limiting / Exceeding Sanctioned Load."	The clause has been amended in Amendment No. 01
2	Section VII - Schedule of Requirements Special Conditions Clause.05	The bidder may submit the UDIL certification request to PITC; however, the timeline for conducting the testing is determined solely by PITC. Therefore, it is respectfully suggested that the 30-day certificate issuance period be omitted.	The clause has been amended in Amendment No. 01
3	Section VII - Schedule of Requirements Special Conditions Clause.21	This clause is only applicable to three phase whole current smart energy meter. Single phase meter is uni-directional and single tariff so this clause should not be applicable on single phase energy meter. So amend this clause as "21. Smart Three Phase whole current AMI Energy Meters must support Import & Export features and shall be programmable for Net-metering applications. AMI meter will be unidirectional by default but programmable for bidirectional remotely from MDM. Moreover, meter readers should be able to record readings manually with ease for which the display sequences (both Uni & Bi modes) be printed on the meter name plate. The name plate	The clause has been amended in Amendment No. 01

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		data should be sequential as per Unidirectional format of the Specifications. If the meter is later converted for Bi Directional use, then green sticker (with printed technical specifications of Bi-Directional) shall be pasted on the meter."	
	M/s KBK Lahore		
3	ITB 17.2 (a) Manufacturer's authorization is: Required	To meet the experience requirements for the cables lot, will the manufacturer's authorization be enough or a JV needs to be formed with manufacturer? Please confirm.	Manufacturer's experience and Supplier's experience shall be evaluated separately, as specified in Section-III: Evaluation and Qualification Criteria.
4	ITB 17.2 (b) After sales service is: Required	Please clarify the detailed scope and extent of the required after-sales services.	In case any AMI meter or communication module becomes non-functional during the warranty period, the firm shall promptly attend the site and rectify the issue at no additional cost. The firm shall also ensure availability of required technical support and updates.
5	ITB 32.4 Warranty Period	Full marks should be awarded if the warranty fully complies with specifications. It is requested that this criterion be reviewed and amended.	The firm will comply with the minimum required warranty period; however, marks will be awarded for any warranty period offered by the bidder beyond the minimum requirement as mentioned as given in Section III – Evaluation and Qualification Criteria.
6	Section IV Functional Guarantees	This section is not applicable. Please confirm.	Functional Guarantees are not applicable
7	Special Conditions Clause 1	As per NEPRA regulations, net metering applies only to three-phase meters; therefore, bi-directional programming for single-phase meters is not applicable. Please confirm.	The clause has been amended in Amendment No. 01
8	Special Conditions Clause 4 Special Conditions Clause 25	Who will provide the MDC hardware? Please confirm.	PITC will accommodate the 30,000 meters within their available resources however, supplier may suggest hardware configuration for optimal system performance.
9			

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	Special Conditions Clause 5	The bidder shall submit requirements for UDIL compliance within 14 days of LOI issuance; however, testing and certificate issuance lie with PITC. Please confirm	The clause has been amended in Amendment No. 01
10	Special Conditions Clause 10	Communication module shall be 4G compliant backward compatible to 2G. Please confirm.	The clause has been amended in Amendment No. 01
11	Special Conditions Clause 17	Data should be readable only if there is no physical damage to the EEPROM. Please confirm.	Clause 17 of special condition is intact and well cleared.
12	SCC 16.1	Please clarify the procedure for issuance of the acceptance certificate. As performance security is already being provided, it is requested that 100% payment be made upon delivery. Please confirm.	The acceptance certificate will be issued within 07 days after the material is accepted by the Store.
13	SCC 18.1	It is requested that the performance security be revised to 5% of the contract price.	SCC18.1 is intact and well cleared.
14	SCC 27.1	Liquidated damages shall be levied at the value undelivered goods only. Please amend.	SCC27.1 is intact and well cleared.
15	SCC 28.6	The time period shall be reckoned from the date of delivery of defective material to bidder's store. Please confirm.	SCC28.6 is intact and well cleared.
	M/s Creative Lahore		
16	Section II-BDS ITB 16.4 [Page 45] & ITB 34.6 [Page 49]	Period of time the Goods are expected to be functioning for the purpose of spare parts: 05 Years We understand that spare parts are not required, please confirm. Otherwise kindly clarify which specific types of spare parts are required to be listed under this clause.	Not required
17	Section II-BDS ITB 17.2 (b) [Page 45]. After sales service is: Required	Please elaborate the scope of after-sales services expected under this requirement for this tender of supply only.	In case any AMI meter or communication module becomes non-functional during the warranty period, the firm shall promptly attend the site and rectify the issue at no additional cost. The firm shall also ensure availability of required technical support and updates.
18	Evaluation of Technical Parts of Bids ITB 32.4 LOT-	The requirement of a warranty period exceeding six years and 8 year to obtain the full score appears unrealistic. Could this be revised to align with the standard two-year and 5 year warranty period? For	The firm will comply with the minimum required warranty period as given in specifications; however, marks will be awarded for any

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	I & LOT-II Single Phase AMI Smart Meters & Three Phase AMI Smart Meter [Page 47]. Technical Sub Factors (i), Warranty Period	single phase AMI meter i.e 2years = 2Mark 3years = 4Mark For three Phase AMI Meter i.e 5years = 2Mark 6years = 4Mark	warranty period offered by the bidder beyond the minimum requirement as mentioned as given in Section III – Evaluation and Qualification Criteria
19	(d) Manufacturing experience and Technical Capacity: LOT-I (i) [Page 53].	Its annual production capacity of Single-Phase Smart AMI Meters; sum of the last 05 years prior to the bid submission deadline, is at least 03 times the quantities specified under the contract. The phrase "sum of last five years" is punclear. Could you please clarify the exact requirement for manufacturing experience? The annual production capacity is something different then sum of order of 5 years. Please clarify the requirement.	The clause is already clearly defined; however, for further clarification, it may be read as under: *Its production capacity (sum of the last 05 years prior to the bid submission deadline) of Single-Phase Smart AMI Meters, is at least 03 times the quantities specified under the contract.* Subsequently for three phase meters
20	Special Provision Clause.26	As installation is not included in the scope of supply, kindly remove it.	The clause has been amended in Amendment No. 01
21	GCC 18.1 [Page 145].	A Performance Security shall be required. Performance Security "shall" be required equal to 10% of the Contract Price. Performance security is typically 5% for supply tenders. The requirement of a 10% performance security be amended to 5% Please.	GCC 18.1 is intact and well clear.
22	GCC 16.1 (iii) [Page 145]	Why acceptance certificate is required after IC & GRN and who/how it will be issued.	The acceptance certificate will be issued by the regional store HESCO Hyderabad immediately after the issuance of GRN and material is accepted by the store.
23	Special Conditions Clause .01	Please note that Static Single Phase Energy Meter (AMR) cannot be able to program from Uni-directional to bi-directional. We assume that HESCO requires Static Single Phase 2-wire, 240V 10/40 Amp, 50Hz, having accuracy class 1.0 (kWh) as per	The clause has been amended in Amendment No. 01

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		DDS 65:2003(amended to date) and Static TOD Whole Current 3-Phase 4-Wire, 3-Elementet, 3x230/400 V, 10/100 Amp, 50 Hz, Accuracy Class 1.0 (kWh) Programmable multi-tariff-TOU Energy Meters with Uni-directional to bi-directional Programmable with GPRS / GSM Modem as per DDS 60:2020 (amended to date) is required, please confirm?	
24	Special Conditions Clause.03	UDIL compliance would be enough to expose the data from MDC to MDM or HESCO intent some other than UDIL features, please confirm?	In general, UDIL compliance is the main requirement, however any features/changes other than UDIL, if require will be supplier responsibility till the warranty period.
25	Special Conditions Clause.04	1. We understand that PITC will provide internet connectivity, IT hardware, UPS and Server machines, Operating Systems etc. Please confirm. 2. we strongly suggest that above deployment shall be made according to Bidder's recommended Hardware / configuration for optimal system performance	PITC will accommodate the 30,000 meters within their available resources however, supplier may suggest hardware configuration for optimal system performance.
26	Special Conditions Clause.05. (B)	HESCO are going to installed these meters so we strongly suggested to issue Tier-2 Certificate once 10% meters are installed and 1st successful billing has performed by HESCO.	The clause has been amended in Amendment No. 01
27	Special Conditions Clause.08	As bidder is required to get UDIL compliance certificate from PITC then why HESCO required Further integration with HESCO billing system? It should be responsibility of HESCO/PITC, please confirm?	It is end-to-end integrated test including the billing system, any deviation or error from Meter end will be responsibility of supplier as configuration and parameterization validation in AMI meter is supplier responsibility
28	Special Conditions Clause.10	Please confirm that both Single phase and Three Phase meters are required with 3G services with downward compatible to 2G.	The clause has been amended in Amendment No. 01 Sr. (1).
29	Special Conditions Clause.21	Please note that Static Single Phase Energy Meter (AMR) does not support Import & Export and Bidirectional features for Net-metering. Secondly please provide the format/specimen having both Uni/Bi directional quantities for three Phase Whole current Meter so that same can be printed on available space on the meter name plate as space on the Name Plate is very limited to print both Uni/bi-directional billing quantities.	The clause has been amended in Amendment No. 01

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30	Special Conditions Clause.26	Please mentioned the name of bidder or supplier responsible for each of the 10 activities of pre-require of meter installation.	The clause has been amended in Amendment No. 01
31	SPECIFICATION DDS-110:2012 [Page 3] (2.3)	Do HESCO intend to procure UDIL based Drive software (MDC) or DDS-110 based multivendor protocol compliance meters, please confirm?	HESCO do not intend to procure UDIL based drive software MDC or DDS 110 based Multivendor protocol. Bidder is required to comply to the above. We are considering the common headend servers with generic software not the multiple headend servers.
M/s Pervaiz Trading Co PVT Ltd			
32	Specification DDS-82:2007	After reviewing the tender documents, we have observed that the size of the item "Service Dead End Clamp" as mentioned in the tender does not correspond to WAPDA Specification DDS-82:2007 (amended to date). For your reference, we are attaching a copy of DDS-82:2007. We therefore request you to kindly amend the specification to read **"As per Approved Sample"** instead of **DDS-82:2007 (amended to date)**, so that we may participate in the tender as per the applicable international standards / approved sample.	Incorporated in Amendment No. 01

CHIEF ENGINEER (DEV)
PROJECT MANAGEMENT UNIT
HESCO, HYDERABAD

CC to.

1. Chief Operating Officer, HESCO Hyderabad
2. Director General (Procurement), PMU HESCO Hyderabad.
3. Manager (MIS), HESCO Hyderabad.
4. Manager (AMI), HESCO Hyderabad.
5. Mr. Doreb Ebrahim Team Lead M/s SMEC Consultant.
   Master File.

M/S Pervaiz

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