

**SHRI BHIMESHWAR SADGURU NITYANAND SANSTHA TRUST,  
GANESHPURI, BHIWANDI, THANE**

**MINUTES OF PRE-BID MEETING  
FOR**

Supply, Installation, Testing, Commissioning & Comprehensive Maintenance of 75  
kWp Hybrid Rooftop Grid-Connected Solar PV System with BESS on Net Metering  
Basis and Heat Pump-based Hot Water System at Ganeshpuri, Thane

**Meeting Date and Time:** 31 August 2026, 3 pm

**Meeting Venue:** SBSNS Trust Office

**Attendees:**

**SBSNS Trust** : Shri. Jagannath Patil, Trustee  
Shri. Sunil Pote, Trustee  
Shri. Amit Raut, Trustee  
Shri Ravindra Shukla, Trustee

**Bidders:** :

|                                           |                                                 |
|-------------------------------------------|-------------------------------------------------|
| Hriday Green Energy<br>Solutions Pvt. Ltd | Shri. Parag Pimpalkhare<br>Shri. Jitendra Raut  |
| Indus Instruments Pvt.<br>Ltd.            | Shri. Sachin Dorugade,<br>Shri. Kuldeep Pagare  |
| Contendre Renewables<br>Pvt. Ltd.         | Shri. Arijit Samanta<br>Shri. Kamlesh Rakhashia |
| Shree Sun Energies                        | Shri. Kiran Chaudhari                           |
| NxtEnergy Pvt. Ltd.                       | Shri. Rohit Ghadge                              |

**Background:**

SBSNS Trust has published a RFP for Supply, Installation, Testing, Commissioning & Comprehensive Maintenance of 75 kWp Hybrid Rooftop Grid-Connected Solar PV System with BESS on Net Metering Basis and Heat Pump-based Hot Water System at SBSNS Trust, Ganeshpuri, Bhiwandi Thane.

The advertisement for the RFP was published in prominent newspapers for better visibility. Accordingly, many bidders have visited the SBSNS premises to study the requirement. Pre-bid queries were received physically as well as online.

A pre-bid meeting was organized on 31st August 2026 which was attended by above mentioned attendees.

SBSNS Trust welcomed all the bidder attendees and thanked them for taking keen interest in the project and attending this meeting.

The project related aspects were deliberated in detail during this meeting. The queries discussed in the pre-bid meeting and their formal replies by SBSNS Trust are compiled herewith:

| Sr. No. | Queries from the bidders                                                                                                                                                                                                                                                                                                                                                                                                                                     | Replies/ Clarifications/ Instructions to the bidders                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1       | Incorporate MNRE Approved Tier-1- solar bi-facial mono crystalline modules, Type Top con solar panels                                                                                                                                                                                                                                                                                                                                                        | Approved. Bidders to use Topcon type, bi-facial mono-crystalline modules from Tier- 1, MNRE approved makes.                                                                                                                                                                                                                                                                                                                                                                                  |
| 2       | <p>Safety Railings: Provide Safety Railing at exposed roof edges and dangerous areas</p> <p>FRP Walkways- Provide FRP walkways for safe access to all solar PV modules and equipment for cleaning, inspection and maintenance</p>                                                                                                                                                                                                                            | Bidders to install safety railing on the lower edge of the roof for safety during OnM and also provide walkways between the modules to enable access during installation as well as OnM.                                                                                                                                                                                                                                                                                                     |
| 3       | <p>Is Automatic Transfer Switch (ATS) Panel required to automatically transfer the electrical load between Three power sources i.e.</p> <ul style="list-style-type: none"> <li>- Grid</li> <li>- Diesel Generator</li> <li>- Solar Inverter</li> </ul>                                                                                                                                                                                                       | Bidders to consider suitable Automatic Transfer Switch (ATS) Panel to be provided at the substation for reliable and safe transfer of the connected load between the MSEDCL Grid, DG Supply and Hybrid Solar Inverter Output, in accordance with the operating philosophy and protection requirements.                                                                                                                                                                                       |
| 4       | Cables/ Wires- AC, DC whether Polycab make is allowed                                                                                                                                                                                                                                                                                                                                                                                                        | Polycab make cables are allowed for AC/DC cabling/ wiring work                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 5       | <p><b>Payment:</b></p> <p>The payment terms mention first 10% payment against advance BG and next 40% against delivery of major material at site. It may be noted that, in solar projects, 70% to 80% of the project cost is of the material and 30 to 20% is of services. Also, the BESS system generally has a lead time of 8 weeks to 12 weeks. In view of this, it is requested to consider at least 50% payment against delivery of material in the</p> | All five stages of payment as mentioned in Clause 7.8 of the tender document shall remain applicable. However, Stage-II payment, i.e.40% against delivery of major materials at site ,shall be 40% of the accepted rate quoted against the respective item in the amended price schedule, subject to verification/acceptance of the delivered major materials by SBSNS Trust. The detailed payment conditions of the original tender including Minutes of Pre-Bid Meeting remain applicable. |

|    |                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                               |
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|    | second stage.                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                               |
| 6  | Material Storage:<br>Kind request to let us know if there will be secure space available for storage of solar material like modules, cables and structure near the proposed site.                                           | Storage space for materials will be provided by SBSNS Trust. However, custody, protection and security of all materials shall be entirely the responsibility of the successful bidder (Contractor) until installation and handover.                                                                                                                                           |
| 7  | Accommodation and food for manpower deployed                                                                                                                                                                                | Accommodation to the deployed manpower will be provided at suitable location in the premises/ Bhakt Niwas of SBSNS Trust, provided that the manpower abides by the rules and regulation of the Trust.<br>Food facility shall be made available in the SBSNS Trust's 'Prasadalay' – Annapurna / Balbhajan subject to applicable Trust arrangements/ rules.                     |
| 8  | Battery Energy Storage System::<br>Bidder expressed that they can offer 85% Round-Trip Efficiency as per the overall calculations, considering temperature correction.                                                      | Considering practical challenges, the minimum overall BESS Round-Trip Efficiency (RTE) is revised/ approved at 85%. The bidder shall submit OEM datasheets/ test certificates and guaranteed technical parameters supporting the offered RTE. RTE shall be demonstrated/ measured in accordance with the testing/ acceptance requirements specified in the tender.            |
| 9  | Client or vendor scope for any kind of civil work, please confirm                                                                                                                                                           | Any civil or structural work required for completion of installation of the project shall be in the bidder's scope. Any other requirement such as air-conditioning, ventilation, network/ data connection for relaying data, and associated installation requirements shall also be in the scope of the successful bidder (Contractor), as applicable to the proposed system. |
| 10 | One of the bidders has requested that they can offer hybrid PCU Max. Efficiency 97.5% and EU Efficiency 96.9% we can offer. Battery Charging and discharging efficiencies around 97% we can offer instead of 98% and 97.5%. | The bidder shall ensure that the proposed system meets or exceeds the specified efficiency requirement and shall submit the relevant OEM datasheets, test-certificate and guaranteed technical parameters along with the technical offer.<br>The minimum BESS overall RTE clarified under Item 8 shall apply.                                                                 |
| 11 | One of the bidders suggested                                                                                                                                                                                                | The BESS shall be designed for continuous 0.5C                                                                                                                                                                                                                                                                                                                                |

|    |                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                    |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    | that 100 kWh/0.5C BESS can normally deliver or absorb approximately 50 kW which is insufficient to support the full 75 kW output/ input requirement of the hybrid inverter. Instead suggested to use 100 kWh/ 1C BESS which can deliver approx 100 kW subject to battery manufacturers' specified continuous charge/ discharge rating | rating. The BESS shall be capable of delivering at least 50 kW continuous charge/ discharge power for the specified 100 kWh installed capacity. Higher C rating may be offered by the bidder but shall not result in any additional cost to SBSNS Trust or reduction in any other specified performance parameter. |
| 12 | 75 kW solar hybrid PCU not manufactured by the manufacturer. Bidder proposed to provide 80 kW single unit instead of 75 kW                                                                                                                                                                                                            | Considering market availability, an 80 kW hybrid PCU/ inverter may be offered in lieu of a 75kW unit, subject to all other tender specifications and compatibility requirements. The project PV capacity shall remain 75kWp. No additional payment shall be admissible on account of the higher PCU rating.        |
| 13 | Bidder requested to consider IP20 protection (indoor type installation) as it is modular design                                                                                                                                                                                                                                       | No change in Tender condition, considering the site's climatic condition.                                                                                                                                                                                                                                          |
| 14 | Is it suitable to use Aluminium Bus Bar instead of copper bus bar in ACDB                                                                                                                                                                                                                                                             | Tender conditions prevail.                                                                                                                                                                                                                                                                                         |
| 15 | Bidder suggested to use Zero Export instead of Net-Metering                                                                                                                                                                                                                                                                           | Tender condition prevails considering the electrical load pattern. The system shall be designed and implemented for Net Metering as specified in the tender.                                                                                                                                                       |
| 16 | Load Description needs as this is a battery operated system.                                                                                                                                                                                                                                                                          | Copies of electricity bills are already provided to bidders. However, if required, bidders can collect the electricity bill copies from the Trust office.                                                                                                                                                          |
| 17 | Heat Pump:<br>Bidder has suggested that MS Epoxy tank is not recommended as water is going to be used for cooking.                                                                                                                                                                                                                    | Bidders to provide water tank made of materials with adequate mechanical strength and thermal insulation and of food grade conforming to relevant standards wherever the tank is used for cooking-water application.                                                                                               |
| 18 | A bidder has suggested to<br>1. Split total heat pump capacity proposed at                                                                                                                                                                                                                                                            | This suggestion is deliberated and agreed considering<br>1. requirement of different water quality for                                                                                                                                                                                                             |

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|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    | <p>Nityanand Pratibha building into bathing application in rooms and kitchen separately, considering different water quality requirement for these two different applications</p> <p>2. Accordingly revise capacities of heat pumps in Nityanand Pratibha and Bal Bhojan buildings for optimum utilization and increase in consumption.</p> <p>Suggested following capacities:</p> <ol style="list-style-type: none"> <li>1. Nityanand Pratibha, 1 no. Heat Pump 550 LPH, , 1 Tank 3000 L</li> <li>2. Nityanand Pratibha Kitchen- 1no. Heat Pump 200 LPH, 1 Tank 700 L</li> <li>3. Bal Bhojan Building Kitchen - 1 Heat Pump 350 LPH + 2 Tanks 700 L, total 1400 L</li> </ol> <p>Along with required plumbing</p> | <p>cooking and bathing applications, and availability of RO water for cooking application in Nityanand Pratibha building</p> <p>2. Increase in the number of devotees availing prasad facility at Bal Bhojan building and availability of RO water for cooking.</p> <p>The capacities to be considered are as follows:</p> <ol style="list-style-type: none"> <li>1. Nityanand Pratibha, 1 no. Heat Pump 550 LPH, , 1 Tank 3000 L</li> <li>2. Nityanand Pratibha Kitchen- 1no. Heat Pump 200 LPH, 1 Tank 700 L</li> <li>3. Bal Bhojan Building Kitchen - 1 Heat Pump 350 LPH + 2 Tanks 700 L, total 1400 L</li> </ol> <p>Along with required plumbing.</p> <p>The revised price-bid schedule format of original tender document is modified and attached herewith. Bidders are requested to download it and submit price bid in this format only. All other details in the original tender document shall remain unchanged.</p> |
| 19 | Bidder has suggested to add sulphur filter and softener plant                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Bidders shall provide suitable filters and softener plant for delivering hot water for cooking and bathing application as per the site requirement. SBSNS Trust has already provided RO systems for cooking water requirement at Annapurna (Nityanand Pratibha) and Balbhojan building. Please also refer point no. 18.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 20 | General                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <p>Bidders shall submit Profile of the bidder as per Page no. 12, and Annexure B and Annexure C on page no. 40, 41 and 42 of the bid document and submit in respective envelops.</p> <p>The bids will be opened on 11th Sept at 11.30 am in SBSNS Trust office, Ganeshpuri. Bidders may opt to attend the bid opening.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

**Important Contractual Clarification:** These minutes and the attached amended price schedule form part of the tender documents. In case of any inconsistency between the

published tender document and these pre-bid clarifications, these pre-bid clarifications shall prevail to the extent of such inconsistency. All other terms, conditions, specifications, scope and timelines of the published tender document shall remain unchanged.

**ENCLOSURE:** Amended Price Schedule (as per Pre-Bid Meeting) Bidders are requested to submit their financial offer only in the enclosed amended price schedule format.

**Note:** Bidders are requested to submit a financial offer in the enclosed price schedule amended as per the pre-bid meeting.

### Price Schedule (Amended as per pre-bid meeting)

**Name of Work:** REQUEST FOR PROPOSAL FOR SUPPLY, INSTALLATION, TESTING, COMMISSIONING & COMPREHENSIVE MAINTENANCE OF 75 kWp ROOFTOP GRID CONNECTED SOLAR SYSTEM ON NET METERING BASIS AND HEAT PUMP BASED HOT WATER PUMPING SYSTEMS

| Sr. no. | Work                                                                                                                                                                                                         | Quantity | Rate per System | Total Cost Rs. | Applicable GST % | Applicable GST in Rs. | Total Cost in Rs. (including GST) |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-----------------|----------------|------------------|-----------------------|-----------------------------------|
| 1       | Supply, Installation, Testing, Commissioning of 75 kWp Net Metering Based Rooftop Solar PV System with Hybrid Inverter and BESS with Comprehensive OnM as per scope of work                                  | 1 no.    |                 |                |                  |                       |                                   |
| 2       | Supply, Installation, Testing, Commissioning of Heat Pump Water Heating Systems with comprehensive OnM as per scope of work at Nityanand Pratibha, 550 LPH capacity and 3000 L tank, for bathing application | 1 no.    |                 |                |                  |                       |                                   |
| 3       | Supply, Installation, Testing, Commissioning of Heat Pump Water Heating Systems with comprehensive OnM as per scope of work at Nityanand Pratibha, 200 LPH capacity and 700 L tank for cooking application   | 1 no.    |                 |                |                  |                       |                                   |
| 4       | Supply, Installation, Testing, Commissioning of Heat Pump Water                                                                                                                                              | 1 no.    |                 |                |                  |                       |                                   |

|  |                                                                                                                                         |              |  |  |  |  |  |
|--|-----------------------------------------------------------------------------------------------------------------------------------------|--------------|--|--|--|--|--|
|  | Heating Systems with comprehensive OnM as per scope of work at Balbhojan building, 350 LPH capacity and 700 L+ 700 L tanks at Balbhojan |              |  |  |  |  |  |
|  |                                                                                                                                         | <b>TOTAL</b> |  |  |  |  |  |

Declaration by the Bidder:

I/We shall carry out the entire electrical safety work as per tender conditions and submit the work completion report.

I/We shall adhere to the scope of work and timelines specified in the Notice Inviting Tenders

Yours faithfully,

For [Name of Firm] (Signature & Seal)

Name:

Designation:

Contact No.:

Email:

Place:

Date: