



Bharat Sanchar Nigam Limited

(A Govt. of India Enterprise)

O/o PRINCIPAL GENERAL MANAGER (NWO-SOUTH),
40-E, CIPET Road, TVK Industrial Estate, Guindy, Chennai – 600 032.

DETAILED NOTICE INVITING EXPRESSION OF INTEREST (EOI)

EOI No: CHN/PGM S/2017-18/EOI FTTH/E-02 **Dated:** 28/03/2018

Name of Work: Rollout, Operation and Maintenance of Voice & data services over FTTH on Revenue Share basis in FTTH deployed areas.

1. Introduction

- 1.1. On behalf of Principal General Manager, Network Operations, South, Bharat Sanchar Nigam Limited, Chennai Telephones, Chennai, sealed EOI is invited from the Indian Companies under Single-Stage bidding & two-stage opening (Techno-commercial bid envelope & financial bid envelope) through the e-Tendering process for Engaging firms for Rollout, Operation & Maintenance of Voice & Broadband Data services over FTTH on Revenue Share basis in FTTH deployed areas.
- 1.2. Bharat Sanchar Nigam Limited (BSNL), a Public Sector Undertaking of Government of India, is one of the largest Telecom Service Provider in India having a countrywide presence with over 100 million customers and offer hosts of other services like Wire-line voice, GSM 2G/3G, CDMA, WiMAX Data communication, National Long Distance, International Long Distance, Internet, Broad band, Multiplay, Leased Line, etc. It is also the largest ISP offering broadband services on ADSL 2+ to its customers. BSNL is currently operating across the nation except in New Delhi and Mumbai.

2. EOI brief

- 2.1. In Chennai Telephones, BSNL has deployed Next Generation Play Access Network (FTTH) based on GPON for provisioning of high speed Bandwidth and Broadband applications to home, business and enterprise customers.
- 2.2. The services that are being offered to the end customers are Broadband up to 100 Mbps, High speed internet, Leased Line, VPN up to 100 Mbps, Voice, IPTV, Video on Demand and other content based services such as Video Surveillance etc. The targeted customers are high-end customers for both residential and business (enterprise) segments.
- 2.3. BSNL intends to select firm for Rollout, Operation & Maintenance of Voice & data services over FTTH on Revenue Share basis in FTTH deployed areas. Proposals are accordingly invited from interested Bidders. BSNL shall open and evaluate the financial bids of Techno-commercially responsive firms. After evaluation of financial proposals (bids), BSNL shall prepare a list of Bidders arranged in decreasing order of % revenue share offered to BSNL starting from the Highest (i.e. H1, H2, H3 and so on), for the purpose of awarding work. Detailed award of work criterion is mentioned in the EOI document.
- 2.4. The Bidder shall be responsible for assisting BSNL in rolling out its FTTH based Voice & Broadband data services along with Customer Acquisition, installation, Operation & maintenance spanning, as per the terms and conditions of this EOI. Bidder shall also be responsible for laying of last mile fiber, Installation of Splitters, extension of fiber from the Splitter, carrying out internal fiber wiring in the Customer Premises as part of BSNL's FTTH deployment as per terms and conditions defined later in the EOI document.

2.5. **Details of Capacity and Working connections in FTTH deployed areas:**

Phase	Name of BSNL Telecom Circle	Business Area (BA)	Capacity	Working Connections
Phase I	Chennai Telephones District (CHTD)	South Business Area (SBA)	7808	1200+
Phase II	Chennai Telephones District (CHTD)	South Business Area (SBA)	2016	550+

Note:

- (1) Phase II work will be awarded Year 2 onwards.
- (2) Detailed information of Capacity and Working connections will be made available, during pre-bid conference.
- (3) BSNL reserves the right to divert the capacity, depending on the demand and business requirements.
- (4) Above said working connections may differ at the time of making over.

3. BSNL has decided to use process of e-tendering for inviting this EOI and thus the physical copy of the EOI document would not be sold.

4. Eligibility Requirement

4.1. The following criterion shall be met by the Bidder company who intend to participate in this EOI and only those Bidders who qualify the following conditions, need put in the proposal:

- i. The Bidder firm shall be a company registered/incorporated in India under the Companies Act, 1956 or under the Companies Act, 2013.
- ii. The Bidder shall have annual turnover of minimum INR 25 lakhs (Rs Twenty Five lakhs) each during last 3 financial years (i.e. 2014-15, 2015-16 and 2016-17). Certified Copy of Audited Balance Sheet to be attached. If the turnover criterion is not met by the bidder on its own, then the turnover of bidder's parent company may be considered to fulfill this criterion. However in such cases the bidder shall submit a declaration cum an undertaking from its parent company stating that (The Parent Company) will support and take responsibility to enable its subsidiary company (the bidder) to perform contractual obligation.
- iii. The Bidder shall have got an experience of FTTH rollout/fiber last mile provision / FTTH GPON wiring for 200 FTTH connections after 01-04-14. Self-certification with details of experience with address of places, location to be given.
- iv. In case the bidder is not having the experience as mentioned at Para (iii) above, then the bid can be submitted through a legally bound consortium format as in the **Section 7 (D)** with a firm who is having experience as at Para (iii) above. In case of consortium bids, lead Bidder (lead member of Consortium) shall have experience of successful implementation of IT/Telecom/Networking/Content/Media Projects of a total value of INR 25 lakhs after 01-04-14. Details along with client certificate to this effect stating value of such projects shall be submitted along with the technical bid.

- v. Valid PAN No.
 - vi. Valid Goods and Services Tax Registration Certificate No(s). Unregistered bidder under GST is not allowed.
 - vii. A self-declaration along with the evidence that the bidder is not black listed by GST authorities
 - viii. In case the supplier gets black-listed by GST authorities during the tenure of BSNL contract resulting in any loss of input TAX credit to BSNL due to default of the supplier, the same would be recovered from supplier.
 - ix. In case of multiple GST numbers, all the numbers can be provided as Annexure
- 4.2. The Bidders shall submit necessary documentary proof showing that they meet the eligibility criteria along with their tender bid. All documents submitted will also be self-attested by the Bidder.
- 4.3. In case a bidder is submitting the bid through a legally bound consortium with the partner, the bidder is required to submit the following documents pertaining to consortium member:
- (i) Attested copy of the Certificate of Incorporation for Consortium member, registered in India.
 - (ii) Board's resolution in favour of authorized signatory of consortium partner to participate in the bid as consortium.
- 4.3.1 In case of consortium bids, only lead bidder will interact with BSNL for all obligations/payment; however all consortium members will be responsible for the execution of the project.
- 4.3.2 A consortium member may participate in more than one consortium. However the bidder is not permitted to be a consortium member under another bidder for this project.
- 4.3.3 No change in consortium members i.e. addition or dropping of a member shall be permitted after the submission of the bid.
5. As this EOI Document shall be following the e-Tendering Process, the Bidders may download the Detailed NIT from the BSNL Web site <http://www.chennai.bsnl.co.in> following the link "TENDERS" in from **28-03-2018** onwards.
- (i) **The bidders in the category of Micro and Small Enterprises (MSEs) who are registered with MSME bodies like National Small Industries Corporation, etc. are exempted from the payment of EOI document fee and EMD/Bid Security. A proof regarding current registration with MSME/NSIC for the tendered items will have to be attached along with the bid. The enlistment certificate issued by MSME should be valid on the date of opening of tender.**
6. EOI Document shall be available for downloading from <https://www.tenderwizard.com/BSNL>.
- (i) The bidders downloading e-Tender document are required to submit EOI document fee of Rs 500 /- (Rupees Five Hundred Only) + 18% GST [i.e. Rs 590/-], which shall be non-refundable in the form of crossed demand draft, drawn on any Nationalised/Scheduled bank, in favour of "**BSNL, Chennai Telephones**" payable at Chennai and
 - (ii) Bidders not registered on the website <https://www.tenderwizard.com/BSNL>, are compulsorily required to get registered beforehand on the above said e-Tender portal to participate in the bid opening event.

- 7. EMD/Bid Security:** The Bidder shall furnish the bid EMD of **INR 93700/-**
- 7.1. EMD/Bid security (which will not carry any Interest) may be submitted** in one of the following ways:
- (i) Demand Draft issued by a Scheduled/Nationalized bank drawn in favour of **“BSNL, Chennai Telephones”** Payable at Chennai.
 - (ii) Bank Guarantee [as per **Section-7 (G)**] from any Nationalised/Scheduled bank which shall be valid for minimum 180 days from the EOI opening date.
- 8.** The EOI document for participating in e-Tender shall be available for downloading from <https://www.tenderwizard.com/BSNL> from **31-03-2018, 1100 Hours** to **23-04-2018, 1100 Hours**.
- 9.** Pre-bid conference will be arranged in the **Conference Hall, 1st floor, 40-E, CIPET Road, TVK Industrial Estate, Guindy, Chennai – 600032** on **10-04-2018, 1600 Hours**.
- 10. Last Date & Time of Online Submission of EOI bid: 23-04-2018 by 1130 Hours.**
- Note 1:** In case the date of submission (opening) of bid is declared to be a holiday, the date of submission (opening) of bid will get shifted automatically to next working day at the same scheduled time. Any change in bid opening date due to any other unavoidable reason will be intimated to all the Bidders separately.
- 11. Online Opening of EOI Bids:** At **1200** Hours of this EOI closing date i.e. **23-04-2018**.
- 12. Place of opening of EOI bids:**
- BSNL has adopted e-Tendering process which offers a unique facility for 'Public Online Tender Opening Event (TOE)'. BSNL's EOI Opening Officers as well as authorized representatives of Bidders can attend the Public Online Tender Opening Event (TOE) from the comfort of their offices. **Kindly refer clause 9 of Section 4 Part B of EOI document for further instructions.**
- However, if required, authorized representatives of Bidders can attend the TOE at the **Conference Hall, 1st floor, 40-E, CIPET Road, TVK Industrial Estate, Guindy, Chennai – 600032**, where BSNL's EOI Opening Officers shall be conducting Public Online Tender Opening Event (TOE).
- 13.** EOI bids received after due time & date shall not be accepted.
- 14.** PGM (NWO-South), BSNL, Chennai Telephones reserves the right to accept or reject any or all EOI bids without assigning any reason. She is not bound to accept the highest bid.
- 15.** The Bidder shall furnish a declaration [**Section-6 (C)**] under his digital signature that no addition / deletion / corrections have been made in the downloaded EOI document being submitted and it is identical to the EOI document appearing on E- Tender Portal (<https://www.tenderwizard.com/BSNL>)
- 16.** In case of any correction/addition/alteration/omission in the EOI document, the EOI bid shall be treated as non responsive and shall be rejected summarily.
- Note 2:** All documents submitted in the bid offer shall be preferably in English. In case the certificate viz. experience, registration etc. is issued in languages other than English, the Bidder shall attach an English translation of the same duly attested by the Bidder & the translator to be true copy in addition to the relevant certificate.
- All computer generated documents shall be duly attested/ signed by the issuing organisation.