

**Request for Proposal (RFP) for Selection of
Project Management Consultant (PMC) for
Implementation project work in the State of
Gujarat under Gujarat Fibre Grid Network
Limited**



Gujarat Fibre Grid Network Limited (GFGNL)

A Government of Gujarat Company

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DISCLAIMER

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The purpose of this RFP is to provide interested parties with information that may be useful to them in eliciting their financial offers (the "Proposal") pursuant to this RFP. This RFP includes statements, which reflect various assumptions and assessments arrived at by the GFGNL, in relation to the RFP. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This RFP may not be appropriate for all persons, and it is not possible for GFGNL, its employees or Consultants to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFP. The assumptions, assessments, statements and information contained in this RFP, may not be complete, accurate, adequate or correct. Each Bidder should, therefore, conduct its own surveys and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this RFP and obtain independent advice from appropriate sources before filling up the RFP. Any deviation in the specification or proposed solutions will be deemed as incapability of the respective Agency and shall not be considered for final evaluation process.

Information provided in this document to the Bidder(s) is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. GFGNL, Dept. Of Science and Technology, Government of Gujarat accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

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DEFINITIONS

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In this document, the following terms shall have following respective meanings:

1. **“Acceptance Test (AT)”** means the acceptance testing of the ordered product & services on completion of installation and commissioning under the project.
2. **“Acceptance Test Document”** means a document, which defines procedures for testing the Gujarat State Data Centre against requirements laid down in the Agreement.
3. **“Agreement”** means the Service Level Agreement to be signed between the successful bidder and TENDERER including all attachments, appendices, all documents incorporated by reference thereto together with any subsequent modifications, the RFP, the bid offer, the acceptance and all related correspondences, clarifications, presentations.
4. **“Authorized Representative/ Agency”** shall mean any person/ agency authorized by either of the parties.
5. **“TENDERER”** here shall mean “Gujarat Fibre Grid Network Limited, Department of Science & Technology, Government of Gujarat”
6. **“Bidder”** means any agency providing similar solutions as per the scope of work of RFP. The word Bidder when used in the pre-award period shall be synonymous with Bidder, and when used after award of the Contract shall mean the successful Bidder with whom GFGNL signs the Service Level Agreement.
7. **“Contract”** is used synonymously with Agreement.
8. **“Corrupt Practice”** means the offering, giving, receiving or soliciting of anything of value or influence the action of a public official in the process of Contract execution.
9. **“Default Notice”** means the written notice of Default of the Agreement issued by one Party to the other in terms hereof.
10. **“Fraudulent Practice”** means a misrepresentation of facts in order to influence a procurement process or the execution of a Contract and includes collusive practice among Bidders (prior to or after Bid submission) designed to establish Bid prices at artificial non- competitive levels and to deprive TENDERER of the benefits of free and open competition.
11. **“Good Industry Practice”** means the exercise of that degree of skill, diligence and prudence which would reasonably and ordinarily be expected from a reasonably skilled and experienced Operator engaged in the same type of undertaking under the same or similar circumstances.
12. **“Law”** shall mean any act, notification, by-law, rules and regulations, directive, ordinance, order or instruction having the force of law enacted or issued by the Central Government and/ or the Government of Gujarat or any other Government or regulatory authority or political subdivision of government agency.
13. **“LoI”** means Letter of Intent, which constitutes the intention of the GFGNL to place the Purchase Order with the successful bidder.
14. **“LOA”** shall mean Letter of Award of work issued by GFGNL to the successful bidder. LOA will be issued after the successful bidder gives his acceptance to the LoI.
15. **“Request for Proposal”** means the detailed notification seeking a set of solution(s), services(s), materials and/or any combination of them.
16. **“Requirements”** shall mean and include schedules, details, description, statement of technical data, performance characteristics, standards (Indian as well as International) as applicable and specified in the Agreement.
17. **“Termination Notice”** means the written notice of termination of the Agreement issued by one Party to the other in terms hereof.
18. **“Uptime”** means the time period when specified services with specified technical and service standards as mentioned in Section-5 are available to TENDERER and its user organizations. The uptime will be calculated as follows:

Total time in a quarter (in minutes) less total Service Down time (in minutes) in the quarter.
19. **“% Uptime”** means ratio of 'up time' (in minutes) in a quarter to Total time in the quarter (in minutes) multiplied by 100.
20. **“Downtime”** means accumulated time during which the System is totally inoperable within the Scheduled Operation Time but outside the scheduled maintenance time.

21. **“Incident”** refers to any event / abnormalities in the functioning of the Cloud Enablement components in State Data Centre / specified services that may lead to disruption in normal operations of the Cloud based services
22. **“Scheduled Maintenance Time / Scheduled downtime”** shall mean the time that the System is not in-service due to a scheduled work. Scheduled maintenance time is planned downtime with the prior permission from the competent authority.
23. **“Scheduled operation time”** means the scheduled operating hours of the System for the month. All scheduled maintenance time on the system would be deducted from the total operation time for the month to give the scheduled operation time.

Abbreviation

Abbreviation	Description
GoI	Government of India
DoT	Department of Telecommunications, Government of India
BBNL	Bharat Broadband Network Limited
GoG	Government of Gujarat
DST	Department of Science & Technology, Government of Gujarat
GFGNL	Gujarat Fibre Grid Network Limited
GP	Gram Panchayat
SPV	Special Purpose Vehicle
CPSUs	Central Public-Sector Undertakings
GSWAN	Gujarat State Wide Area Network
NKN	National Knowledge Network
NOFN	National Optical Fibre Network
NTP	National Telecom Policy
FAT	Final Acceptance Test
BoQ	Bill of Quantity
NOC	Network Operations Center
EMD	Earnest Money Deposit
FAT	Final Acceptance Testing
ICT	Information Communication and Technology
IP	Internet Protocol
LoI	Letter of Intent
LoA	Letter of Award
O&M	Operations and Maintenance
PBG	Performance Bank Guarantee
SLA	Service Level Agreement
SI	System Integrator
SOP	Standard Operating Procedure
SoW	Scope of Work

PROJECT PROFILE

In today's age of Science, Technology and Innovation, effective use of ICT is imperative to meet the ever-growing expectations of citizens and businesses. From mere automation, e-Governance is continuously evolving to provide access, equity and empowerment to masses. The State Government has been using ICT as an effective tool towards Good Governance and Gujarat is a frontline State in the Country in implementation of eGovernance projects. Gujarat has been a leader in setting up of core ICT infrastructure such as State-Wide Area Network (SWAN), State Data Centre (SDC) and e-Gram - Common Service Centers (CSCs) as well in use of advanced technologies like GIS and mobility solutions, to provide smart Governance to its citizens and businesses. The adoption of innovative, constructive and result-oriented policies and the increasing use of ICT as facilitator for Governance have tremendously benefitted the masses resulting in significant e-Transactions.

With the ever-increasing number of basic services getting delivered on digital infrastructure, universal access to Broadband is being viewed as a fundamental right of the citizens to be provided by State. Access to broadband infrastructure within the urban geographies is pretty much a reality, however, the rural areas remain largely deprived of this right, thus creating a huge so called "digital divide". This divide exists because of the absence of a viable business case for private sector to invest in building the required infrastructure. Therefore, it is imperative for the Government to take lead in building a vibrant eco-system for delivery of digital services.

1.1.1. Project Background:

In October 2011, Government of India approved setting up of the National Optical Fibre Network (NOFN) to Provide universal and affordable broadband access to every citizen of India. Broadband becoming the basic platform for provision of a number of services like e-governance, e-health, e-commerce, e-banking, universal access to internet is a must to empower our citizens. Considering that the core of governance structure in rural India are the 2,50,000-gram panchayats (GP's) which are the foundation nodes of information collection and dissemination and the service delivery points for Government Administration.

The main objective of NOFN project was to extend the existing Optical Fibre Network to Gram Panchayat's by utilizing Universal Service Obligation Fund (USOF) and creating an institutional mechanism for management and operation of NOFN. Bharat Broadband Network Limited (BBNL) a Special Purpose Vehicle (SPV) was set up by the Government of India in 2011, for the establishment, management and operation of NOFN.

The vision of NOFN is to:

- ❖ Provide 100 Mbps broadband connectivity to all the Gram Panchayats
- ❖ Provide B2B services in a non-discriminatory manner
- ❖ Facilitate proliferation of G2C, B2C and P2P broadband services in rural areas
- ❖ Catalyse broadband penetration in rural areas so as to foster overall socio-economic development

NOFN is a multi-stakeholder project, with a number of organizations including the Department of Telecommunications, the Ministry of Electronics and Information Technology, BBNL, BSNL, RailTel, PGCIL, C-DOT, TCIL and NIC collaborating to ensure that broadband connectivity reaches every Gram Panchayat, enabling

adoption by the public and private institutional users as well as the citizens. The ability to access broadband enabled services provides opportunities to empower digitally marginalized rural citizens; changing the way they learn, communicate, and manage their livelihoods and access health, financial and government services.

NOFN Project was to be rolled out in a phased manner. The Telecom Commission approved a 3-phase implementation of the project. The first 100000 Gram Panchayats were to be covered in the first phase up to March 31, 2014 and an additional 100000 Gram Panchayats were to be reached by March 31, 2015. The rest were to be covered by September 30, 2015.

In 2015, the project was renamed as BharatNet as per recommendation of a high level NOFN committee. BharatNet is a project of national importance to establish a highly scalable network infrastructure accessible on a non-discriminatory basis, to provide on demand, affordable broadband connectivity of 100 Mbps to all GPs and on demand capacity to all institutions, to realize the vision of Digital India. Assets under BharatNet shall be owned by Government of India and the network should be sharable and interoperable to provide seamless services across the nation.

Under the 'Digital India' programme launched by Hon'ble Prime Minister, NOFN has been identified as a critical component of the programme to bridge the Urban Rural digital divide. The Project has been revamped as 'BharatNet' in terms of design and approach to give itself pace and faster execution. Further, Telecom commission approved a revised strategy for a three-phase implementation of the BharatNet Project.

- ❖ The first phase envisages providing one lakh gram panchayats with broadband connectivity by laying underground OFC lines by March 2017. This needs to be cover by BBNL.
- ❖ The second phase will provide connectivity to all remaining gram panchayats in the country using an optimal mix of underground fibre over road network, power lines, radio and satellite media. It is to be completed by December 2018.
- ❖ In the third phase from 2018 to 2023, state-of-the-art, future-proof network, including fibre between districts and blocks, with ring topology to provide redundancy would be created.

For NOFN Phase-II, as connectivity is planned through hybrid model having mix of both underground fibre and Aerial fibre laying and state has the liberty to choose the fibre laying approach based on benefits covered and effective implementation of the project.

1.1.2. Gujarat's Approach:

The Gujarat Government is deeply aligned with the Nation's vision of a Digital India and is eager to be one of the leading States to embrace and deliver this vision to the people of Gujarat. Therefore, the State wants to establish Fibre Grid up to the village level under the umbrella of BharatNet so as to spur economic development and to provide Integrated Services to the Citizens. Every household should be lit up with access to video capable broadband at an affordable tariff. The Project Title got named with "Gujarat Fibre Grid" and aligned with the respective Special Purpose Vehicle Creation named as "**Gujarat Fibre Grid Network Limited (GFGNL)**".

Vision Statement: “Minimum Government, Maximum Governance”

1. To bring about ICT-enabled all-round sustainable development and inclusive growth of the State;
2. To provide transparent, affordable and efficient public service delivery closer to the doorstep of citizens;
3. To ensure the socio-economic empowerment of all (with special emphasis on women, youth and the marginalized) through Digital Inclusion.

Mission Statement:

To broad-base and institutionalize ‘Digital Gujarat’ – towards the fulfillment of the larger vision of ‘Digital India’ - by giving thrust to the following areas:

⇒ Proactive participation in implementation of the key components of ‘Digital India’ namely

- 1) Broadband Highways,
- 2) Universal Access to Mobile Connectivity,
- 3) Public Internet Access,
- 4) e-Governance: Reforming Government through Technology,
- 5) e-Kranti-Electronic Delivery of Services,
- 6) Information for all,
- 7) Early Harvest Programs, and
- 8) Electronic Manufacturing and IT for Jobs.

The development of high-tech industries like IT and Electronics, which is part of the vision of Gujarat, also demands the creation of infrastructure for providing high bandwidth on demand. Conversely, the availability of high bandwidth on demand is expected to attract the hi-tech industries and state-of-the-art data centres and R&D facilities in to the State.

The approach is to facilitate building of a common government-owned Fibre Grid and network infrastructure that is not only used by the Government, but also by the ISPs, Cable Operators, MSOs, Telcos, etc. on an open, non-discriminatory basis to provide a wide spectrum of services and applications to the citizens and businesses. To design a modern, redundant, reliable, scalable, pure IP-Ethernet network spanning the entire State, with end-to-end central management including Quality of Service (QoS), Service Level Agreements (SLAs), Bulk Bandwidths and Virtual Private Network (VPN) capabilities.

1.1.3. Implementation Model:

As mentioned above, NOFN Phase-I was implemented by the BBNL. Phase-II of the project will be implemented under the state led model as per the guidelines of the BharatNet project covering 18 Districts and approx. 6950 Gram Panchayats of the State.

As per the requirement the SPV- GFGNL will own the lit-up grid and make it open to private enterprises who would in turn be encouraged to provide high quality services in a non-loss-making proposition. GFGNL-A majority stake owned by the State Government will implement and own the assets, drive the necessary procurement, contracts and make decisions about its requirements including collaboration with Government of India enterprises associated with the BharatNet Project such as Bharat Broadband Network Limited (BBNL). The architecture, design, innovation, management, operational oversight and monetization of this network would be managed by the GFGNL while leveraging best of breed private expertise.

Notwithstanding this structure purely for operational effectiveness, the SPV will own both the assets and strategic decision making so that under all circumstances the asset and its controls are with the SPV.

The SPV would be structured as an autonomous Limited company that is bound by a charter embodying relevant USO guidelines including openness, unbiased access to both private providers and Government. The SPV would be driven by a mandate and objectives including open transparent monitoring which shows universal service delivery in a public, measurable form.

Current Status:

As per the Guidelines of the project, State government needs to submit a detailed project report (DPR) covering each and every aspect of the project to the competent authority at Government of India level for administrative approval and funding support for the project.

Recently, Government of Gujarat has submitted the detailed Project report to the Government of India for implementation of the BharatNet Phase-II project and awaiting the approval of the same from competent authority at Gol.

Scope of Work

The BharatNet project involves extending optical fibre connectivity to villages and outspreading capacities to make every home in the State Broadband enabled. The Government of Gujarat proposes to implement “Gujarat Fibre Grid Project” under the Umbrella of “BharatNet”. The basic intent of the Fibre Grid project is to establish a significantly independent network that is not constrained by the technological, geographical or organizational constraints of any existing networks or services.

As mentioned above, required SPV-Gujarat Fibre Grid Network Limited was already formed by the State Government. GFGNL will be the owner of the entire project created under the umbrella of BharatNet Project. The guiding principles are:

a) Open, non-discriminatory network:

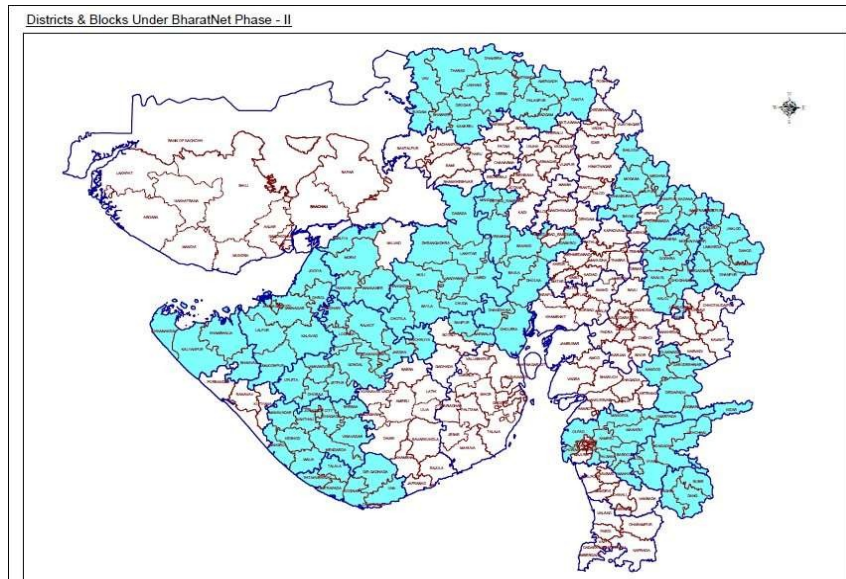
This network shall be made available to all businesses including Telecom providers, cable operators and local entrepreneurs via uniform, published, measurable, open terms-of use and tariff.

b) Interoperability:

Being a pure IP-Ethernet network compatible with IPv6 and IPv4 networks, users and applications on this network should seamlessly communicate with any other node on the BharatNet and broadly the global internet.

c) Technology Agnostic:

The proposed open grid approach shall be technology agnostic i.e. it is designed to impartially enable wireless, cable operators, ISPs and even future technologies to provide last mile services and innovations.



As shown in the above image BharatNet Phase-II project covers 18 districts, approx. 6950 GP's of the state. The GFGNL is in discussions with BBNL to take over few more blocks from Phase I implementation to Phase II implementation accordingly, the geographic and financial scope of work for the project is likely to go up from the current one (At this stage it should be 7-10 blocks more).

In order to achieve the vision, mission statement as envisage and lay a state of the art, fibre network up to the Village and to provide desired higher quality of service (QoS), the State Government under the State led model proposes to hire services of a Project Management Consultancy (PMC) agency for various activities, mainly:

- ❖ End to End Bid Process management for selection of Implementing agency (from preparation of RFP till the contract management)
- ❖ Complete Project Management activities during the implementation period.
- ❖ Designing high level network design along with finalization of BOM & specification for the bid.
- ❖ Identification of the defects & bottleneck in existing network & improvisation of network.

1.1. Detailed Scope of Work

The Selected agency will be responsible for the below mentioned Project Management activities for the BharatNet Phase-II project.

1.1. Bid Process Management/

- a.) Preparation of EoI, Request for Proposal (RFP).
- b.) Preparation of pre-bid query responses, revised RFP, corrigendum (if, any) etc.
- c.) Bid Evaluation (technical and Financial bid)
- d.) Preparation of work orders, contract agreement and other necessary documents.
- e.) Preparation of agenda, Minutes for the various meetings
- f.) Contract Management, payment recommendations,
- g.) Selection of TPA, selection of a technical supervision agency and bid process related work as indicated from sub clause (a) to sub clause (f).
- h.) Preparation of timely project progress reports and facilitation to GFGNL to submit timely reports to BBNL or USOF or DOT or GOG
- i.) Any other incidental activities relating to the project related with scope of work.

1.2. Commercialization and monetization of the Project Resources

- a.) Preparation of Monetization plan, Schedule, Strategy estimates for the requirements of clients etc.
- b.) Preparation of Bid for Selection of Monetization's Partner(s)
- c.) End to End Contract Management
- d.) Monitoring of the Project Schedules/milestone and Revenue realization
- e.) Framing of Marketing Strategy, Sales etc.
- f.) Preparation of work order for PIAs.

1.3. Business Advisory Services to the TENDERER

- a.) Organization Structure of the SPV
- b.) Technology Consultation
- c.) Recruitment of Resources

1.4. Project Management & Monitoring Activities

- 1) Contract Monitoring: Project Implementation milestone, Project Infrastructure b.) Monitoring of Operations and Maintenance
 - i. Bidder selected through this RFP is responsible for all types of O&M activities at Headquarter i.e. Gandhinagar including O&M of state NOC
 - ii. TENDERER envisage to have separate agency for Technical/ engineering supervision of the project at field level. The other agency to be selected by the TENDERER through separate tender shall be responsible for Physical inspection, verification, engineering supervision of the actual work carried out by the Project Implementing Agency (PIA) at the field level, UAT, FAT of the work done, preparation and submission of MIS related to the field level, verification of O&M activities carried out by the PIA during the O&M phase of the project.
- 2) Identification of KPIs, design and delivery of MIS / Project Progress reports on set schedule, facilitate holding of weekly/fortnightly review meetings / will advise and facilitate the PMU towards compliances with the nodal agency for BharatNet project in Government of India, and other statutory authorities for various legal and other compliances.
- 3) Preparation of various MIS Reports on daily, weekly, monthly basis
- 4) Process of verification and vetting of Delivery, Installation, commissioning, UAT and FAT of the various Project components
- 5) Electronic verification of Installation, commissioning for UAT and FAT of the various Project components
- 6) Conceptualize, design and build the project monitoring unit
- 7) Organizing and participation in roadshows, workshops conferences etc., to sale and market the Fibre grid network for monetization
- 8) Assist in defining deliverables and scope of work for technical overseeing agency, third party auditor etc.
- 9) Assist TENDERER to recruit and on-boarding of the CEO/CTO and core Team members of the SPV.
- 10) Preparation of EoI/RFPs/RFQs, as may be required for the monetization, service provisioning and implementation of the project during the contract tenure
- 11) Assist the TENDERER on the technical aspects of the implementation of project
- 12) Preparation of detailed project Road MAP with defining key milestone during the project tenure.
- 13) Preparation of documentation and quarterly success stories relating to project progress, milestones and utilization.
- 14) Business Communication with different Stake Holders.
- 15) Management, supervision, and providing technical advice on telecommunications systems.
- 16) Receive feedback, identify user needs and requirements, and mobilize existing technology to meet their criteria.
- 17) Documentation of plans, inquiries, activities, and specifications as well as reporting on

them

- 18)** Programming functions, designing networks and systems and allocating resources as required
- 19)** Manage the installation of network infrastructure equipment including switches, routers, wireless, and security appliances at client sites
- 20)** Monitor and test systems and peripherals, and troubleshoot problems
- 21)** Evaluate system performance levels and improve skills as needed
- 22)** Supervision and coordination of telecommunications activities
- 23)** Purchase of electronic equipment and preparation of budget justifications
- 24)** Expense management for ongoing telecom expenses
- 25)** Cooperation with the management to further develop the staff and improve their skill

Profile of Consultants

1. Sr. Consultant (Infra)/Team Leader/Technical expert - 1 resource

- Minimum Education Qualification/certification

- BE/B.Tech (EC/IT/Telecom Engineer orequivalent) with MBA
- Some of the applicable certifications include CCIE (Cisco), CCNP (Cisco), JNCIE- ENT (Juniper), Network+(CompTIA) and WCNA(Wireshark).

- Minimum Experienceand Skill Level requirement

- Total Experience: Minimum 15Years
- Relevant Experience: Minimum 10+ Years of Experience in Network Consulting and worked as a network architect, system administrator, security specialist or a related work specialist in the Telecom Industry.
- Microsoft, Cisco, or CompTIA Network certification preferred.
- Extensive knowledge of network technologies and architecture.
- In-depth knowledge of network security.
- Strong leadership, communication, and collaboration skills.
- Advanced analytical and problem-solving Superb organizational andtime management skills.
- Willingness to travel to client locations.
- Availability to provide network support outside of business hours.
- Experience in Strategy, planning, designing, network monitoring, delivery, and operation handling of enterprise clients & handling of cluster-level L2 and L3 network
- Networking with focus in Telco, Enterprise and Datacentre technologies.
- Strong practical knowledgeof TCP/IP, routing and switching protocols such such as GPON, Routing, Switching, Security, SDN, SD-WAN, IP-MPLS.

- Job/Role/Responsibility

- Survey, planning and budget for OFC connectivity to different operators with minimum expenditure and in line with the company's economy policy.
- Knowledge of approaches, tools, techniques for recognizing, anticipating, and resolving organizational, operational or process problems; ability to apply this knowledge appropriately to diverse situations.
- Perform an effective analysis & determine the root cause of organizational problems, infrastructure issues and create alternative solutions that resolve the problems in the best interest of the Organization.
- Analysis of network performance statistical report, conduct a risk assessment/disaster assessment of current network infrastructure and recommends solutions to help mitigate such risks.
- Provide consulting on the short-term and long-term project requirements and assess performance on a periodic basis to ensure the sustainability of

Government initiatives.

- Manage vendors in the implementation of core and access transport network, fiber network.
- Manage vendor for timely PM activities to avoid network outages.
- Maintain IT infrastructure documentation
- Analyze and coordinate network documentation with account managers
- Propose and implement the latest technology for increased network productivity.
- Interactions with clients on various projects/engagements.
- Analysis of the project progress and built issue- based plans for better implementation of the project
- Tracking the Project Progress through daily reports, discussion with various track owners within the PMU and with other stakeholders, Providing technical advice and expert opinion on the telecom concepts for optimizing the network design.
- Strategic Decision Making, Provide guidance to project teams on long-term Project feasibility and sustainability of State Government initiatives.

2. Sr. Consultant (Commercial operation) – 1 resource

- Minimum Education Qualification/certification

- BE/B.Tech (EC/IT/Telecom Engineer or equivalent)) with MBA in Marketing

- Minimum Experience and Skill Level requirement

- **Total Experience: Minimum 12 Years**
- **Relevant Experience: 7 years**
- Experience with all telecommunication s systems, including peripheral devices (e.g. computer networks, fiber optics, on-site controls, data modems,connections, etc.)
- Adequate interpersonal and organizational. Skills.
- Project management and problem-solving skills.
- Understanding various such initiatives by other Government in India.
- Ability to deal with a diverse set of people.
- Excellent written and oral communication.
- Require a high standard of commercial acumen and the ability to demonstrate a strategic perspective, designing modifications and influence challenging stakeholders.
- Ability to demonstrate operational intensity and cross function collaboration skills to ensure timely response
- Good understanding of typical sales process, Creating/Tracking pipeline, account strategies is added advantage.
- Understanding of business requirements and know how to map technology.

- Experience in working with Cross- functional teams and to be able to work in a growing organization.
- Setting goals for the business development team and developing strategies to meet those goals.
- Finalizing purchase details of orders and deliveries through GOG Guidelines.
- Record of Tracking and reporting key functional metrics to reduce expenses and improve effectiveness.
- Performed risk management for supply contracts and agreements.
- **Job/Role/Responsibility**
 - Budgeting, Planning & Analysis of Billing & Trend Analysis for top management discussion making.
 - Profitability Analysis & Forecast, Ramp up/down Analysis.
 - Conceptualizing the requirements and conducting financial feasibility.
 - Setting goals and developing plans for ISP business, OTT, FTH, Internet, broadband and revenue growth.
 - Preparing capability decks for customer presentations.
 - Collaborate with multiple teams from within the organization/customer to arrive at technical and tactical decisions.
 - Keeping track of all costs and managing budgets.
 - Monitoring of the Project Schedules/milestone and Revenue realization.
 - Researching, planning, and implementing new target market initiatives, Framing of Marketing Strategy, Sales etc.
 - Researching prospective accounts in target markets.
 - Developing quotes and proposals for prospective clients.
 - Explore various Revenue sharing model.
 - Analyze network from a cost, capacity, and forecast perspective, and evaluate new network operations technologies and applications.
 - Recruitment of Resources, training business development staff.
 - Conduct market research, develop business strategies, build client relationships, and identify new business opportunities.
 - Attending meeting, conferences and industry events.
 - Discover profitable suppliers and initiate business and organization partnerships.
 - Negotiate with external vendors to secure advantageous terms.
 - Examine and test existing contracts.
 - Collaborate with key persons to ensure clarity of the specifications and expectations of the company.
 - Foresee alterations in the comparative negotiating ability of suppliers and clients.
 - Control spend and build a culture of long-term saving on procurement costs.
 - Fixing up of rate and agencies for all frequently procured IT products for

various government offices.

3. Sr. Consultant (Business Development, Tendering and Procurement) – 1 resource

- **Minimum Education Qualification/certification**
 - o BE/B.Tech (EC/IT/Telecom Engineer or equivalent)) with MBA
- **Minimum Experience and Skill Level requirement**
 - o Total Experience: Minimum 12 Years
 - o Relevant Experience: Minimum 7 Years in Telecom Consulting (Bid Process Management)
 - o Practical experience with all telecommunications systems, networking technology including peripheral devices (e.g. computer networks, fiber optics, on-site controls, data modems, connections, etc.)
 - o Working knowledge in telecommunications, cable/conduit routing, equipment rack layouts, floor plans, and datacentre projects strongly preferred.
 - o Adequate interpersonal and organizational skills
 - o Project management and problem-solving skills
 - o Team player with customer service orientation.
 - o Ability to provide hands-on technical support.
 - o Ability to demonstrate operational intensity and cross function collaboration skills to ensure timely response.
 - o Excellent interpersonal and communication skills.
 - o Should have an eye for detail in crafting/reviewing the RFP responses and proposals.
- **Job/Role/Responsibility**
 - o Understanding the requirement, research, and analysis of competing technology available in the market, preparation of BOQ, preparation of estimates, preparation of SOW, specifications, SLA and bit document, selection of service provider/system integrator.
 - o Conducting research and brainstorming key points to include in the bid, proposal preparation, scheduling, budgeting, and final implementation.
 - o He should work as MIS coordinator and database manager.
 - o Preparation of DPR/RFP of large scale turnkey IT/Telecom Project. Bid Management and vendor onboarding
 - o Work with multiple stake holders including Practice teams, Account Stakeholders, Sales teams & Finance teams to build an appropriate solution and pricing.
 - o Provide Bid guidance and co-ordinate to get win themes to Practice Teams/ Solution Design teams / Commercial Teams.
 - o On-time reporting of bid status and escalation of any issues in the bid proceedings.

- Proper documentation and closure of bid including upload of Utilities presales portal for Bid archival.
- End to End Bid Process Management, Preparation of Contract cum SLA Agreement, Business Advisory Services to the TENDERER.
- Organization Structure of the SPV, Technology Consultation submitted bid documents
- **The Resources should be deployed onsite at GFGNL.**
- **The resources should be available as per the GFGNL working day's office timing.**
- **The maximum permissible number of leave is 24 per year (2 Leaves per Month).**
- The selected agency shall provide and deploy dedicated on site manpower for the duration as defined above for carrying out the work, only those resources who are skilled and experienced in their respective trades and who are competent to execute or manage / supervise the work in a proper and timely manner as per the RFP.
- The above resources will be selected by the authority based on a panel provided. If the authority doesn't select team from panel, a new panel will have to be provided.
- The selected agency shall maintain backup personnel and shall promptly provide replacement of every person removed pursuant to this section with an equally competent substitute from the pool of backup personnel.
- The Bidder is not allowed to replace those resources whose profile has been submitted at the time of bidding process/Technical Presentation. Further, in the event where the bidder is not able to retain the resources quoted in the bid, then the replacement must be pre-approved. For replacement, for every position, a panel consisting 3 times the number of positions shall be submitted. The GFGNL has a right to reject entire panel and seek substitute panel in the same 3 times proportion. If bidder is planning to replace any resource, he is required to intimate GFGNL at least two months in advance along with panel of likely replacement candidate to choose the substitution from the panel else penalties and pro-rata deduction in the quarterly fees will be made. We encourage the successful bidder to have a preapproved backup of resources for substitution for each of the team member.
- In exceptional cases, the tenderer may allow longer period of absence without penalty, provided prior approval is obtained.
- During Project tenure, bidder may take a help of its available resources/experts in its organization for various subject matter works like legal vetting, Finance, pricing table preparation etc., without any additional cost to the tenderer, in addition to the minimum onsite resources asked above.

Note: In case of any conditions/clause specified in RFP is contradicted by conditions/clause stipulated in GeM, then RFP shall override the clauses/conditions mentioned on GeM. For any clarification in details, kindly follow the RFP.

- In case of Work related travel on behalf of the TENDERER, the below mentioned compensation shall be reimbursed on actuals (on submission of bills) as per the below mentioned policy.

Sr. No.	Description	Location	Reimbursement

1.	Local Travel	Gandhinagar, Ahmedabad	No Reimbursement
2.	Travel within Gujarat	Beyond 50 Km within Gujarat	⇒ Rs. 8 per Km ⇒ Daily Allowance/Local travel a.) For Overnight Stay: Rs. 2000 per Day b.) Up to 12 hours stay - Rs. 700 Per Day
3.	Travel outside Gujarat	Outside Gujarat	<input type="checkbox"/> Air fare (Economy class) or 2nd AC Train fare or AC Volvo <input type="checkbox"/> Daily Allowance/Local travel a.) For Overnight Stay: Rs. 3000 per Day b.) Up to 12 hours stay - Rs. 700 Per Day

- During RFP preparation, for legal vetting, pricing table preparation etc., and other terms and conditions clauses, the selected agency can, in addition to the onsite resources take support from other experts in its organization.

Eligibility Criteria

S/N	Eligibility Criteria	Attachments
1.	Bidder should be a Company registered under Companies Registration act 1956/2013 or Limited Liability Partnership Firm under Limited Liability Partnership Firm Act 2008 and should have presence in India for last 5 years	Copy of the certificate of registration of firm should be enclosed.
1.	Bidder should have average annual turnover of Rs. 100 crores during last 3 audited financial years (2019-20, 2020-21, 2021-22) from Consultancy Service. In case bidder is not able to provide Provisional audited report of FY 2021-22 with CA certificate, turnover of 2018-19, 2019-20, 2020-21 will be accepted.	Copy of the last three years audited financial statements Audited Balance Sheet and CA Certificate. For FY 2021-22: In case of non-availability of audited annual accounts bidder may submit Provisional audited report with CA certificate.
2.	The Bidder should have successfully executed, at least 5 projects of consultancy in India for at least 3 Years as on date of submission of bid having a value more than 1 Crore.	Work Orders / Client Certificates confirming year and area of activity and copy of Certificate of Incorporation.
3.	The bidder should have more than 100 number of professional on its payroll	Certificate from HR
4.	The Bidder must have one office in Gujarat. In case, bidders do not have office in Gujarat, bidder should give undertaking to open office in Gujarat within 45 days from the date of empanelment	Please attach the copy of any one of the following: Property tax bill / Electricity Bill / Telephone Bill / VAT / GST Registration /Lease agreement.
5.	Bidder should not be blacklisted/debarred by any Ministry of Government of India or by Government of any State in India or by any central/state Government Body's/PSUs at the time of bidding.	Self- Declaration Certificate/affidavit
6.	Bidder from a country which shares a land border with India will be eligible to bid in this tender only if they are registered with Competent Authority as per OM No. 6/18/2019-PPD dated 23rd July 2020 issued by Department of Expenditure, Gol.	Self-certification from bidder/Lead Bidder and consortium partner separately
7.	No Consortium will be allowed.	`Self-declaration

Note: In case of any conditions/clause specified in RFP is contradicted by conditions/clause stipulated in GeM, then RFP shall override the clauses/conditions mentioned on GeM.

The selected PMC cannot bid in EPC tender for implementation of the BharatNet project or to obtain dark Fibre or shared bandwidth or other commercial engagement or as an equipment supplier under the BharatNet Project in the state of Gujarat.

Methodology of Selection

3. BID EVALUATION PROCESS

The TENDERER will form a Committee, which will evaluate the proposals submitted by the bidders for a detailed scrutiny. During evaluation of proposals, the TENDERER, may, at its discretion, ask the bidders for clarification of their Proposals.

3.1.1. Pre-Qualification evaluation:

Bidders who have submitted the valid EMD and other eligibility documents shall be considered for further evaluation. If bidders fail to submit the bid security other eligibility documents as per this RFP document, the Bid shall be out rightly rejected.

3.1.2. Technical Bid Evaluation:

The technical bids of the bidders who comply with the eligibility criteria mentioned in this RFP will be invited for personal interview at a date, time and location notified by the TENDERER. The purpose of such presentations would be to allow the bidders to present their Approach & Methodology and the key points in their proposals.

S/N	Criteria	Max. Marks
1.	The Bidder should have full time professionals on its payroll as on bid issuance date. <ul style="list-style-type: none"> • 100 to 250 professionals = 2 marks • 251 to 500 Professionals = 3 marks • More than 500 Professionals = 6 marks 	6
2.	The Bidder should have demonstrable experience of designing/consultancy/advisory service for at least 5 such projects. <ul style="list-style-type: none"> • 5 Project: 2 marks • 6-8 Projects: 4 marks • 9-10 Projects: 6 marks 	6
3.	The bidders have experience of designing/consultancy/advisory service in large scale telecom sector based network with similar technology like GPON/ DWDM/STM16/STM32 <ul style="list-style-type: none"> • 2000 to 5000 = 2 marks • 5001 to 7000 = 4 marks • More than 7000 = 6 marks 	6
4.	The Bidder should have average turnover of Rs. 100 crores during last 3 audited financial years (2019-20, 2020-21, 2021-22) from Consultancy Service. <ul style="list-style-type: none"> • Turnover 100 Cr to 250 Cr. : 2 marks • Turnover More than 250 Cr to 500 Cr :3 marks • More than 500 Cr: 5 marks 	5
5.	The bidder should have office in Gujarat = 2 marks Not office in Gujarat = 0 marks	2
6.	Personnel interview of proposed manpower w.r.t experience and the job responsibility	50
7.	Approach and Methodology (Presentation) of the firm <ul style="list-style-type: none"> • Understanding of the objectives of the assignment • Plan of execution of the said scope • Likely challenges to be encountered, mitigation proposed, client references, learnings • Strategy for RFP, Contract Management, Project Implementation etc. for Fiber Laying. 	25

	<ul style="list-style-type: none"> • Strategy and approach for monetization of the assets. 	
Total marks		100

Note: Minimum absolute technical score to qualify for commercial evaluation is 60 marks out of total 100 marks.

Final Bid Evaluation:

a. Technical Bid Evaluation:

The technical score of a bidder 'Tb' will be assigned to the bidder and it will be awarded based on the Technical Evaluation Criteria as specified above. TENDERER's decision in this regard shall be final & binding and no further discussion will be held with the bidders.

Tb: Absolute Technical Score

Tmax: Maximum Technical Score

Tn: Normalized technical score of the bidder under Consideration

Normalized technical score (Tn) = $Tb/Tmax * 100$

b. Financial Bid evaluation:

The Financial Bids will be opened, in the presence of Bidders' representatives who choose to attend the Financial Bid opening on date and time to be communicated to all the technically qualified Bidders. The Bidder's representatives who are present shall sign a register evidencing their attendance. The name of bidder & bid prices will be announced at the meeting. The financial score of a bidder 'Fb' will be assigned to the bidder. 'Fb' will be the total financial quote made by the bidder

Fn: normalized financial score for the bidder under consideration

Fb: commercial quote for the bidder under consideration

Fmin: commercial quote of the lowest evaluated financial proposal

The lowest evaluated Financial Proposal (Fmin) will be given the maximum financial score (Fn) of 100 points. The financial scores (Fn) of the other Financial Proposals will be calculated as per the formula for determining the financial scores given below:

Normalized Financial Score (Fn) = $100 \times Fmin / Fb$

c. Final Evaluation of Bid

Proposals will be ranked according to their combined technical (Tn) and financial (Fn) scores using the weights (**T = 0.7 the weight given to the Technical Proposal; P = 0.3 the weight given to the Financial Proposal; T + P = 1**). The final evaluation will be based on Final Score which shall be calculated as shown below:

Final Score (S) = $Tn \times T + Fn \times P$

The bidder achieving the highest combined technical and financial score will be invited for negotiations for awarding the contract. In case of a tie where two or more bidders achieve the same highest combined technical and financial score, the bidder with the higher normalized technical score will be invited first for negotiations for awarding the contract.

4. AWARD OF CONTRACT

4.1.1. Award Criteria: The Criteria for selection will be the bidder achieving the highest combined technical and financial score, will be invited for

negotiations under each item/head offered by Bidder.

- 4.1.2. THE TENDERER right to vary requirements at time of award: GoG reserves the right at the time of award to increase or decrease quantity for the requirements originally specified in the document without any change in Bid rate or other terms and conditions.
- 4.1.3. In case, if lowest bidder does not accept the award of contract or found to be involved in corrupt and/or fraudulent practices, the next lowest bidder will be awarded the contract. In such scenario, the lowest bidder has to borne the difference between lowest prices and next lowest prices.

Note: In case of any conditions/clause specified in RFP is contradicted by conditions/clause stipulated in GeM, then RFP shall override the clauses/conditions mentioned on GeM. For any clarification in details, kindly follow the RFP.

Service Level Agreement & Penalties

1. Activity Timelines & Penalty

S/N	Activity	Target	Penalty for Delay
8.	T= Signing of Agreement	Within 21 calendar days from issuance of LOI / Award of Contract	Delay Beyond 4 weeks or successful bidder not signing the contract agreement, TENDERER may terminate the contract and Forfeit the PBG.
9.	Deployment of Resources	T1 = T + 3 week	<ul style="list-style-type: none"> - Rs 30,000/week delay or part thereof - In case of failure in deployment of the proposed Manpower for 45 days from date of Work Order, TENDERER may terminate the contract and forfeit the PBG.

2. Payment:

- i.) The payments to the successful bidder will be made **Quarterly** on acceptance of the invoice by the TENDERER or its designated agency.
- ii.) The successful bidder shall submit original copies of invoices along with the necessary supporting documents as may be required by the TENDERER for processing of invoices. Invoice should be raised in English language only.
- iii.) The invoice would be processed for release of payment within 45 days after due verification of the invoice and other supporting documents by the TENDERER or its designated agency.
- iv.) Payment shall be made in Indian Rupees. While making payment, necessary TDS, income tax and any other applicable tax, if any, shall be deducted.

3. Manpower Availability

Monthly invoice payment will be evaluated based on actual available resource in the month using following formulae.

Monthly Payment = Monthly Payment Value x Actual Man-days available in the Month/Total Man-days in the Month

- Total Man days will be calculated as per the Min. availability.
 - Monthly Payment value to be derived from the quoted rates
- Over and above following penalty will also be levied
- a. Non-availability of resource: Rs. 10000/ Person per Day
- **Penalty for Non-performance in required Service Levels/ Standards**
Any failure to deliver the required services due to reasons solely attributable to the Bidder, such as non-adhering to timelines, violation State/Central Guidelines, shall be bound to the penalty/decision, if any, with a maximum cap of Rs. 50,000/- per such incidence.

- Non – Availability of a resource for 07 Working days without any prior notice and without any suitable arrangement in 02 (Two) consecutive quarters may lead to **termination of Contract**.
- Any delay/ non-performance, not attributable to the selected bidder, shall not be considered while computing adherence to service levels but the selected bidder shall submit sufficient records/ documents that the delay/ non-performance is not on bidder's part.
- Note: The penalties, if any, will be recovered against the payment invoice submitted by the selected agency.

4. Replacement of resources:

In order to maintain continuity, resources initially deployed are not to be replaced during the tenure of the contract. In case resources are replaced with new resources, penalties will apply.

- 1st replacement – Rs. 50,000
- 2nd – 3rd replacement – Rs. 1,00,000 per replacement
- 4th – 6th replacement – Rs. 2,00,000 per replacement

FINANCIAL BID

Sr. No	Description	No. of Resources	Consulting Charges per month, With GST (in Rs.)	Duration of contract (in months)	Total charges for 36 months (Rs.)
		A	B	C	D = A*B*C
1	Sr. Consultant (Infra)/Team Leader/ Technical expert	1		36	
2	Sr. Consultant (Commercial operation)	1		36	
3	Sr. Consultant (Business Development, Tendering and Procurement)	1		36	
Total Contract value (in Rs.)					

Note:

- Initial contract period will be for 36 months. However, the contract will be extended for the period of another 24 months, subject to performance of the consultant.
- Further, the bidder is required to provide the additional resources at the finalized rates of the particular profile as asked in the bid, if required.

On letterhead of Bidder

**Undertaking as per guidelines published by Ministry of Finance, Dept. of Expenditure,
Public Procurement division dated 23.07.2020**

Mr._____undersigned authorized representative of M/s <<Name of Bidder>> has read clause regarding restriction on procurement from a bidder of a country which shares a land border with India; I certify that <<Name of Bidder>> is not from such a country or, if from such a country, has been registered with the Competent Authority and will not sub-contract any work to a contractor from such countries unless such contractor is registered with the Competent Authority. I hereby certify that <<Name of Bidder>> fulfils all requirements in this regard and eligible to be considered. [Where applicable, evidence of valid registration by Competent Authority shall be attached.]

If given information is found to be false, this would be ground for immediate termination and further legal action in accordance with law.

(Signature)

Authorized representative of <<Name of Bidder>>

Note: In case of any conditions/clause specified in RFP is contradicted by conditions/clause stipulated in GeM, then RFP shall override the clauses/conditions mentioned on GeM. For any clarification in details, kindly follow the RFP.

Additional Terms and Condition:

Confidentiality: It is the consultant's responsibility to ensure any information it possess relating to GFGNL that is not available in the public domain be treated with the utmost confidential at discretion. Where the consultant feels the need to disclose confidential information to a third party, it is their responsibility to ensure that it does so with the explicit permission of GFGNL.

Intellectual Property Rights :Intellectual Property Rights for any new development made as part of this consultancy service shall lie with GFGNL. Consultant will retain the ownership of its pre-existing intellectual property rights (including any enhancement or modification thereto) even if such IPRs are used for creating deliverables, are incorporated in the deliverables, etc. If a third party claims that a product/ services delivered by the selected consultant to GFGNL infringes that party's patent or copyright, the selected consultant shall defend GFGNL against that claim at his expense and pay all costs, damages, and attorney's fees that a court finally awards or that are included in a settlement. GFGNL notifies the selected consultant in writing of the claim.

Conflict of Interest, disclosure of Interests and Links:

Selected Consultant is expected to exercise due diligence to make the Government promptly aware about any possible scenario of conflict of interest.

CONTRACT FORM

THIS AGREEMENT made on the _____ day of _____, 2023
Between _____ (Name of purchaser) of _____
_____ (Country of Purchaser)

hereinafter "the Purchaser" of the one part and _____
(Name of Supplier) of _____ (City and Country of Supplier) her
einafter called "the Supplier" of the other part: WHEREAS the Purchaser is desirous that
certain Goods and ancillary services viz., _____

(Brief Description of Goods and S
ervices) and has accepted a bid by the Supplier for the supply of those goods and services i
n the sum of _____ (Contract Pri
ce in Words and Figures) hereinafter called "the Contract Price in Words and Figures" her
einafter called "the Contract Price." NOW THIS AGREEMENT WITNESSETH AS FOLLO
WS:

1. In this Agreement words and expressions shall have the same meanings as are re
spectively assigned to them in the Conditions of Contract referred to.
2. The following documents shall be deemed to form and be read and construed as part of th
is Agreement, viz. :
 - 2.1 the Bid Form and the Price Schedule submitted by the Bidder;
 - 2.2 terms and conditions of the bid
 - 2.3 the Purchaser's Notification of Award – GeM Contract number _____ dated

3. In consideration of the payments to be made by the Purchaser to the Supplier as hereinaft
er mentioned, the Supplier hereby covenants with the Purchaser to provide the good
s and services and to remedy defects therein in conformity in all respects with the provisi
ons of the Contract.

4. The Purchaser hereby covenants to pay the Supplier in consideration of the provisi
on of the goods and services and the remedying of defects therein, the Contract Pri
ce or such other sum as may become payable under the provisions of the Contract at th
e times and in the manner prescribed by the Contract.

5. Particulars of the goods and services which shall be supplied / provided by the Supplier ar
e as enlisted in the enclosed annexure:

TOTAL VALUE: _____ including GST

DELIVERY SCHEDULE: Attached herewith

IN WITNESS whereof the parties hereto have caused this Agreement to be executed
in accordance with their respective laws the day and year first above written.

Signed, Sealed and Delivered by the Said _____ (For th
e Purchaser)

in the presence of _____

Signed, Sealed and Delivered by the
said _____ (For the Supplier)

in the presence of _____