

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

Bid Number: GEM/2022/B/2925573 Dated: 03-01-2023

(Corrigendum no. 1 – 19.01.2023)

#	Ref. Clause	As per RFP	Queries	Clarification/ Corrigendum
1.	<u>PROFILE OF CONSULTANTS</u>	<p>Sr. Consultant (Infra)/Team Leader/Technical expert - 1 resource</p> <ul style="list-style-type: none"> - Minimum Education Qualification/certification <ul style="list-style-type: none"> • BE/B.Tech (EC/IT/Telecom Engineer or equivalent) with MBA • Some of the applicable certifications include CCIE (Cisco), CCNP (Cisco), JNCIE- ENT (Juniper), Network+(CompTIA) and WCNA(Wireshark). - Minimum Experience and Skill Level requirement <ul style="list-style-type: none"> • 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. 	<p>We request the authority following:</p> <p>1. Sr. Consultant (Infra)/Team Leader/Technical expert - 1 resource</p> <p>Minimum Education Qualification/certification — BE/B.Tech (CS/ EC/IT/Telecom or equivalent) / MCA / MSc (CS/IT)</p> <p>Minimum Experience and Skill Level requirement — Total Experience: Minimum 10 Years</p>	<p>Sr. Consultant (Infra)/Team Leader/Technical expert - 1 resource</p> <ul style="list-style-type: none"> - Minimum Education Qualification/certification <ul style="list-style-type: none"> • BE/B.Tech (EC/IT/Telecom Engineer or equivalent) with MBA • Some of the applicable certifications include CCIE (Cisco), CCNP (Cisco), JNCIE- ENT (Juniper), Network+(CompTIA) and WCNA(Wireshark). - Minimum Experience and Skill Level requirement <ul style="list-style-type: none"> • Total Experience: Minimum 10 + Years • 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.
2.	<u>PROFILE OF CONSULTANTS</u>	<p>2. Sr. Consultant (Commercial operation) – 1 resource</p> <p>Minimum Education Qualification/certification — BE/B.Tech (EC/IT/Telecom Engineer or equivalent)) with MBA in Marketing</p> <p>Minimum Experience and Skill Level requirement — Total Experience: Minimum 12 Years</p>	<p>Sr. Consultant (Commercial operation) – 1 resource</p> <p>Minimum Education Qualification/certification — Any Graduate with MBA in Marketing</p> <p>Minimum Experience and Skill Level requirement — Total Experience: Minimum 07 Years</p>	<p>Sr. Consultant (Commercial operation) – 1 resource</p> <p>Minimum Education Qualification/certification — BE/B.Tech (EC/IT/Telecom Engineer or equivalent)) with MBA in Marketing</p> <p>Minimum Experience and Skill Level requirement — Total Experience: Minimum 10 Years</p>
3.	<u>PROFILE OF CONSULTANTS</u>	<p>3. Sr. Consultant (Business Development, Tendering and Procurement) – 1 resource</p>	<p>Sr. Consultant (Business Development, Tendering and Procurement) – 1 resource</p>	<p>Sr. Consultant (Business Development, Tendering and Procurement) – 1 resource –</p>

		<p>Minimum Education Qualification/certification</p> <ul style="list-style-type: none"> — BE/B.Tech (EC/IT/Telecom Engineer or equivalent)) with MBA <p>Minimum Experience and Skill Level requirement</p> <ul style="list-style-type: none"> — Total Experience: Minimum 12 Years 	<p>Minimum Education Qualification/certification</p> <p>— BE/B.Tech (Computer/ CS/ EC/IT/Telecom or equivalent) / MCA / MBA</p> <p>Minimum Experience and Skill Level requirement</p> <ul style="list-style-type: none"> — Total Experience: Minimum 07 Years 	<p>- Minimum Education Qualification/certification</p> <p>— BE/B.Tech (EC/IT/Telecom Engineer or equivalent)</p> <p>Minimum Experience and Skill Level requirement</p> <ul style="list-style-type: none"> — Total Experience: Minimum 10+ Years
4.	<u>Methodology of Selection</u>	<p>3 BID EVALUATION PROCESS</p> <p>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</p> <ul style="list-style-type: none"> • 2000 to 5000 = 2 marks • 5001 to 7000 = 4 marks • More than 7000 = 6 marks 	<p>Request to remove the criteria as it is very difficult to produce such a document that lists the number of devices or other components utilized in any network setup.</p>	<p>Revised :</p> <p>The bidders have experience of designing/ consultancy/ advisory service in large scale telecom sector-based network having nodes/ endpoints</p> <ul style="list-style-type: none"> • 2000 to 5000 = 2 marks • 5001 to 7000 = 4 marks • More than 7000 = 6 marks <p>Copy of work order along with self-declaration from the competent authority to be submitted on letter pad.</p>
5.	Profile of Consultant Page 13	<p>Sr. Consultant (Infra)/Team Leader/Technical expert - 1 resource</p> <ul style="list-style-type: none"> - Minimum Education Qualification/certification <ul style="list-style-type: none"> • BE/B.Tech (EC/IT/Telecom Engineer or equivalent) with MBA • Some of the applicable certifications include CCIE (Cisco), CCNP (Cisco), JNCIE- ENT (Juniper), Network+(CompTIA) and WCNA(Wireshark). - Minimum Experience and Skill Level requirement <ul style="list-style-type: none"> • 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. 	<p>Request you to kindly modify the clause as:</p> <p>Sr. Consultant (Infra)/Team Leader/Technical expert - 1 resource –</p> <ul style="list-style-type: none"> - Minimum Education Qualification/certification <ul style="list-style-type: none"> • BE/B.Tech(EC/IT/Telecom Engineer or equivalent)/ MSc IT/MCA/MBA/PDGM • Some of the applicable certifications include but not limited to CCIE (Cisco)/, CCNP (Cisco)/ JNCIE- ENT (Juniper)/Network+(CompTIA) / WCNA(Wireshark). – - Minimum Experience and Skill Level requirement <ul style="list-style-type: none"> • Total Experience: Minimum 10-15 Years • Relevant Experience: Minimum 7-10 Years of Experience in Network Consulting and worked as a 	<p>As above.</p>

			network architect, system administrator, security specialist or a related work specialist in the Telecom Industry.	
6.	Profile of Consultant Page 14	<p>Sr. Consultant (Business Development, Tendering and Procurement) – 1 resource –</p> <ul style="list-style-type: none"> • Minimum Education Qualification/certification • BE/B.Tech (EC/IT/Telecom Engineer or equivalent)) with MBA <p>Minimum Experience and Skill Level requirement</p> <ul style="list-style-type: none"> • Total Experience: Minimum 12 Years 	<p>Request you to kindly modify the clause as:</p> <p>Sr. Consultant (Business Development, Tendering and Procurement) – 1 resource –</p> <ul style="list-style-type: none"> - Minimum Education Qualification/certification • BE/B.Tech (EC/IT/Telecom Engineer or equivalent))/MSc IT/MCA/MBA/PDGM 	As above.
7.	Eligibility criteria pg 19	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.	<p>We request you to kindly modify the clause as:</p> <p>The Bidder should have executed/ executing, at least 5 projects of consultancy in India for at least 3 5 Years as on date of submission of bid having a value more than 1 Crore. Also, we request you to clarify the document to be attached i.e. 'Certificate of Incorporation.' Is the bidder's certificate of incorporation and not the client</p>	No change. As per bid
8.	Bid Evaluation Process pg 20	<p>The bidders have experience of designing/consultancy/advisory service in large scale telecom sector based network with similar technology like GPON/DWDM/STM16/STM32</p> <ul style="list-style-type: none"> ☑ 2000 to 5000 = 2 marks ☑ 5001 to 7000 = 4 marks ☑ More than 7000 = 6 marks 	<p>We request you to kindly modify the clause as:</p> <p>The bidders have experience of designing/consultancy/advisory/IT Audit/IT service in large scale telecom sector-based network with similar technology like GPON/DWDM/STM16/STM32</p> <ul style="list-style-type: none"> • 2000 to 5000 = 2 marks • 5001 to 7000 = 4 marks • More than 7000 = 6 marks <p>Also, we request you to clarify the Unit as mentioned here i.e.: If these are nodes/GPs/Device?</p> <ul style="list-style-type: none"> • 2000 to 5000 = 2 marks • 5001 to 7000 = 4 marks • More than 7000 = 6 marks 	As per Above.
9.	Bid evaluation process pg 20	<p>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.</p> <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 	<p>We request you to kindly modify the clause as:</p> <p>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.</p> <ul style="list-style-type: none"> • Turnover 100 Cr to 200 Cr. : 2 marks • Turnover More than 200 Cr to 300 Cr :3 marks • More than 300 Cr: 5 marks 	No change. As per bid

10	Project Profile -> Project Background PG 6	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	Request you to please clarify, 1. Is the implementation yet to start or it has been started? 2. Is the project in third phase of implementation? 3. Is the bid for implementation agency yet to be prepared or it has been prepared	1. Implementation of BharatNet Phase II has already been completed in Gujarat and it is at Operation and Maintenance Phase. 2. Government of Gujarat has submitted the detailed Project report to the Government of India for implementation of the BharatNet Phase-III project and awaiting the approval of the same from competent authority at Gol. 3. If GOG got approval from GOI, Bid for implementation agency need to be prepared as and when required.
11	Project Profile Pg 8 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.	Request you to please clarify 1. Is the implementation yet to start or it has been started? 2. Is the project in third phase of implementation? 3. Is the bid for implementation agency yet to be prepared or it has been prepared	Actual status of the project along with implementation model, network design/plan, no. of GP's covered, the technology used, Fibre roll-out plan, etc will be explained to selected bidder. As Government of Gujarat has submitted the DPR for implementation of BharatNet Phase III to central Government for approval at that time selected bidder will be required to perform scope of work (page 9)
12	Scope of Work Pg 9	<ul style="list-style-type: none"> • 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. 	Bidder Request: The activities defined are related to more of project inception i.e. network designing or BOM specification, etc. However, as understood the project is already at an advance state of implementation. Hence, we would request to provide actual status of the project along with implementation model, network design/plan, no. of GP's covered, the technology used, Fibre roll-out plan, etc.	Actual status of the project along with implementation model, network design/plan, no. of GP's covered, the technology used, Fibre roll-out plan, etc will be explained to selected bidder. As Government of Gujarat has submitted the DPR for implementation of BharatNet Phase III to central Government for approval at that time selected bidder will be required to perform scope of work (page 9)
13	Service Level Agreement & Penalties Pg 23	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	Bidder Request: Competent resource as defined in RFP. Also, in many cases, Bidder may require replacing the resource due to various reasons like family emergency, medical emergency, other Professional and Personal reason etc. So, looking to the above, Bidder, at its discretion, may change/replace the resources in line with RFP requirement under intimation and approval of GFGNL. In such cases, 30 days buffer time will be given to Bidder to provide the replacement.	No change. As per bid
14			in continuation Requesting to amend this clause as under: "The replacement of resources by the	No change. As per bid

			selected bidder after deployment will be allowed with the intimation and approval of GFGNL. In such cases, selected bidder must intimate GFGNL in advance and ensure proper knowledge transfer should be done with replacement resources. Bidder is required to replace the resource within 30 days of buffer time of exit of resource. No penalty will be levied on Bidder during said buffer periods."	
15	Additional Clause:		Limitation of the Bidder's Liability towards the Purchaser The Client (and any others for whom Services are provided) shall not recover from the Bidder, in contract or tort, under statute or otherwise, any amount with respect to loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated	No change. As per bid
16	Additional Clause:		Limitation of the Bidder's Liability towards the Purchaser The Client (and any others for whom Services are provided) shall not recover from the Bidder, in contract or tort, including indemnification obligations under this contract, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement or otherwise relating to the Services	No change. As per bid
17	Additional Clause:		Indemnity The Client shall indemnify and hold harmless the GT Entities and GT Bharat LLP for all Losses incurred in connection with any third-party Claim, except to the extent finally judicially determined to have resulted primarily from the fraud or bad faith of such GT Entity or GT Bharat LLP	No change. As per bid
18	Additional Clause:		Retention of Copies Request you to kindly consider the clause as under: The Bidder shall be permitted to retain all information and documents as maybe required for legal or professional regulatory purposes, provided that such retained information remains subject to confidentiality obligations for the entire retention period.	No change. As per bid

19	Additional Clause:		Non-Exclusivity Request you to kindly consider the clause as under: It is agreed that the services are being rendered on a non-exclusive basis and the Bidder shall have the right to pursue business opportunities that it may in its sole discretion deem appropriate.	No change. As per bid
20	Additional Clause:		Non-solicitation During the Restricted Period, no Engagement Personnel of either party shall solicit for employment any Engagement Personnel of the other party. "Engagement Personnel" shall be defined as only those personnel of either party who a) are directly involved in the provision of Services under the applicable Statement of Work, or b) are the direct recipients of such Services. The "Restricted Period" shall be defined to include a) the Term of the applicable Statement of Work, b) a period of 12 months after the expiration of such Term, and c) for those Engagement Personnel whose involvement as a direct provider or recipient of Services ends prior to the expiration of the Term, for 12 months after such involvement ends. Provided, that this restriction shall not apply to (i) Engagement Personnel of a party who respond to general advertisements for positions with the other party,	No change. As per bid
21	Additional Clause:		Non-solicitation (ii) Engagement Personnel of either party who come to the other party on their own initiative without direct or indirect encouragement from the other party's Engagement Personnel, or (iii) generic recruiting activities by non-Engagement Personnel, including direct outreach by recruiters of either party who have sourced the individuals in the ordinary course of recruiting through the use of research, agencies, social media and/or other	No change. As per bid
22	Additional Clause:		Force Majeure Force Majeure to facilitate remote working. i. To the extent that the provision of the Services is impacted by a pandemic (including COVID19) and any reasonable concerns or measures taken to protect the health and safety interests of either Party's personnel, the Parties will work together to amend the Agreement to provide for the Services to be delivered in an appropriate manner, including any resulting modifications	No change. As per bid

			with respect to the timelines, location, or manner of the delivery of Services. ii. Where the Bidder Personnel are required to be present at Client's premises, the Bidder will use reasonable efforts to provide the Services on-site at Client side, provided that, in light of a pandemic the parties agree to cooperate to allow for remote working and/or an extended timeframe to the extent	
23	Additional Clause:		Force Majeure a. any government or similar entity implements restrictions that may interfere with provision of onsite Services; b. either party implements voluntary limitations on travel or meetings that could interfere with provision of onsite Services, or c. an bidder's resource determines that he or she is unable or unwilling to travel in light of a pandemic-related risk.	No change. As per bid
24	Point no. 7 of Eligibility Criteria of RFP. Page no. 19	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.	Please allow Self-Declaration from the bidder as proof of address	No change. As per bid
25	Point no. 2 of technical bid evaluation of RFP. Page no. 20	The Bidder should have demonstrable experience of designing/consultancy/advisory service for at least 5 such projects.	Please clarify the meaning of "such projects"	Such projects means the project experience having demonstrable experience of designing/consultancy/ Advisory service in Telecom Project /Networking/Networking enabling services Project
26	Point no. 6 of technical bid evaluation of RFP. Page no. 20	Personnel interview of proposed manpower w.r.t experience and the job responsibility	Please reduce the Max. Marks of the line item to 25 from 50. Reduced marks shall be added to approach and methodology (point no. 7) line item	No change. As per bid
27	Section 1.2 (a), (c) and Section 1.4 (9) of RFP. Page no. 11	Business Advisory Services to the TENDERER a.) Organization Structure of the SPV	The service requested in the TOR does not fall in the expertise of demanded consultants. Development of organization structure required specific skill set of Peoples Advisory Services. Request to either exclude from scope or add requisite team member for desired skill set.	We may remove this clause
28	Section 1.4 (1) of RFP. Page no. 11	Contract Monitoring: Project Infrastructure	Please clarify whether contract monitoring of infrastructure is pertinent to be based out of	Contract monitoring of infrastructure is pertinent to be based on entire geographical

			GHQ or GPs/ block infrastructure falls in the category	location of Bharat net Phase 2 which include GPs, BHQ, Taluka, District & SDC
29	Section 1.4 (1) of RFP. Page no. 11	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	Please clarify; whether contract monitoring of O&M activities and NOC handling as written in scope of consultants participating in this RFP	Revised: Bidder selected through this RFP is responsible to consult/advise State NOC O&M agency
30	Section 1.4 (3) of RFP. Page no. 11	Preparation of various MIS Reports on daily, weekly, monthly basis	More clarity is required on various types of MIS report and accordingly it would request to add team member with lower experience profile to deliver this work activity	Asked candidate have desire skill to design various MIS Report as per GFGNL Team it may include but not limited to progress of New GP Lit up, H-Connectivity status, O&M , Network Up gradation etc.
31	Section 1.4 (18) of RFP. Page no. 12	Programming functions, designing networks and systems and allocating resources as required	Please clarify the role of management consultant with respect to programming function and allocation of resources as required to be hired through this RFP	Revised: Designing Networks and system
32	Section 1.4 (20) & (21) of RFP. Page no. 12	Monitor and test systems and peripherals, and troubleshoot problems	Please clarify the role of management consultant with respect to Monitor and test systems and peripherals, troubleshooting problems as required to be hired through this RFP	Project Management Include regular Monitoring & Testing of Network/System and its Peripheral/Device also troubleshoot problems
33	Profile of Consultants. Serial no. 1	Sr. Consultant (Infra)/Team Leader/Technical expert (BE/B.Tech (EC/IT/Telecom Engineer or equivalent) with MBA) Total Experience: Minimum 15Years 1. Some of the applicable certifications include CCIE (Cisco), CCNP, (Cisco), JNCIE- ENT (Juniper), Network+(CompTIA) and WCNA (Wireshark) 2. 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."	Request to change requirement of MBA as optional. Request to reduce min. 15 years of experience to 12 years For point 1. Please amend bare minimum or good to have certification For point 2. Request to exclude "survey" from job profile as this is out of scope of management consultant and specific skill set	As above
34	Profile of Consultants. Serial no. 2 and 3	1. Sr. Consultant (Commercial operation) 2. Sr. Consultant (Business Development, Tendering and Procurement) Resource Minimum Experience and Skill Level requirement Working knowledge in telecommunications, cable/conduit routing, equipment rack layouts, floor plans, and data centre projects strongly preferred.	a. The commercial profile asked for comes from management, financial and strategy background. Hence, request you to amend the job description as it is ambiguous in nature b. Request to reduce minimum experience requirement to 8-10 years for both Sr. Consultants	As above
35	Service Level Agreement. Point no: 3 Page no. 23	SLA: Manpower Availability: Any failure to deliver the required services due to reasons	Please clarify if the delay is attributable to SIA/PIA, how would GFGNL address the same.	No change. As per bid

		solely attributable to the Bidder, such as nonadhering 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.	Penalty to be waved off or reduced to INR 10,000 maximum 1-2 instance in a quarter with a max. capping of 5% of contract value.	
36	Point no 4. Page no. 24	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	Request to reduce the penalty as below: INR 10,000 for 1st replacement INR 20,000 for 2nd -3 rd replacement INR 30,000 for 4th- 6 th replacement	No change. As per bid