

**Clarification Note**

**Corrigendum-III**

**Request for Proposal (RFP)  
For Selection of Business Service Partners  
For FTTH/FTTX broadband connections along with Value Added  
Services using Bharat Net Network**

**Issued by:**

**Gujarat Fibre Grid Network Limited**

Reference No: GFGNL/GFG/e-file/263/2023/0096/Commercial-

Utilization

25<sup>th</sup> September 2024



Issued By :

Gujarat Fibre Grid Network Limited (GFGNL)

A Government of Gujarat Company

Block No: 6, 5<sup>th</sup> Floor, Udyog Bhavan, Sector-11, Gandhinagar 382010

## V. Fact Sheet

#	Particular	Details
2.	Job Requirement	Request for Proposal(RFP) for Selection of Business Service Partner for FTTH/FTTX broadband connections along with Value Added Services using Bharat Net Network
9.	Last date for submission of Bid/proposal	<del>29/10/2024</del> <del>16/11/2024</del> <b>6/12/2024</b> <b>13/12/2024</b> at 06:10 pm
10.	Last date for submission of Bid/proposal (Physical copy excluding financial bid only if asked based on nature of RFP)	<del>4/11/2024</del> <del>19/11/2024</del> <b>9/12/2024</b> <b>16/12/2024</b> at 06:10 pm (Date of submission of bid + 4 working Days) In event of particular ask of submitting physical copy then logical portion of the bid should be appropriate in the respective sealed cover for maintaining confidentiality.
13.	Submission of i) Integrity Pact, ii) EMD, iii) RFP Document Fee and iv) Letter of Authorization	<del>4/11/2024</del> <del>16/11/2024</del> <b>9/12/2024</b> <b>16/12/2024</b> At 06:10 pm (Date of submission of online bid + 4 working Days) for physical copy

### Revised Clause:

Clause Title	Content of the RFP Requiring Clarification	Response / Revised Clause
Eligibility Criteria-03(Licenses)	The Sole bidder or lead bidder (In case of consortium) should hold valid licenses,  i) Class 'A' ISP license Or National Long-Distance License Or Class B ISP License issued from DoT/TRAI as on bid submission date, ii) To operate, like IPTV/Cable TV, OTT, and other digital services with MSO licenses.	The Sole bidder or lead bidder <b>or consortium member/s</b> should hold valid licenses,  i) Class 'A' ISP license Or National Long-Distance License Or Class B ISP License issued from DoT/TRAI as on bid submission date, ii) To operate, like IPTV/Cable TV, OTT, and other digital services with MSO licenses.

## Table-V Eligibility Criteria

- Eligibility criteria per Zone

#	Description	Minimum Requirement	Documentary Proof										
1	<b>Legal Entity</b>	<p><b>1.1 The Sole and lead bidder</b> (In case of consortium) should be registered under the Companies Act 1956 in India or a Limited Liability Partnership Firm under Limited Liability Partnership Firm Act 2008 at the time of the bidding.</p> <p><b>1.2 The Sole and each of the consortium members</b> should be in operation in India for a period of at least 3 years as on publication of this tender.</p>	<p>a) Copy of certification of incorporation issued by competent authority/ Registration Certificate/ Shop &amp; Establishment certificate</p> <p>b) Copy of PAN card</p> <p>c) Copy of GST registration</p>										
2	<b>Company Turnover</b>	<p><b>2.1</b> The Sole bidder or lead bidder or (In case of consortium) or consortium member/s should have average annual turnover of at least from Telecom Services/ISP Businesses like Internet/Broadband Services, digital Content services like but not limited to IPTV/Cable TV, OTT Platforms, VoD etc in the last three (3) financial years (i.e. FY 2021-22 and FY 2022-23 and FY 2023-24)</p> <table border="1" data-bbox="435 926 932 1146"> <thead> <tr> <th>Bidder Participating In</th> <th>Average Annual Turn Over (Rs In Cr)</th> </tr> </thead> <tbody> <tr> <td>1 Zone</td> <td>&gt;= 10</td> </tr> <tr> <td>2 Zone</td> <td>&gt;= 15</td> </tr> <tr> <td>3 Zone</td> <td>&gt;= 20</td> </tr> <tr> <td>4 Zone</td> <td>&gt;= 25</td> </tr> </tbody> </table> <p><b>2.2</b> The Sole and lead bidder (In case of consortium) bidder must have positive net worth or should be profit-making in last three (3) financial years (i.e., FY 2021-22, FY 2022-23, FY 2023-24)</p> <p><b>Note:</b> Turnover considered would be a consolidated turnover of the company i.e. A parent Company can use the turnover of its subsidiaries (100% subsidiary of parent) but a child company cannot use parent company's turnover.</p>	Bidder Participating In	Average Annual Turn Over (Rs In Cr)	1 Zone	>= 10	2 Zone	>= 15	3 Zone	>= 20	4 Zone	>= 25	<p>The Sole Bidder or lead bidder(in case of consortium)</p> <p><b>For Annual Turnover:</b></p> <p>a) Copy of audited Balance Sheet, audited Profit &amp; Loss statements for each of the last 3 financial years</p> <p>b) Copy of Certificate from the statutory auditor / Chartered Accountant (CA) clearly specifying the annual turnover for each of the last 3 financial years, i.e. FY 2021-22, FY 2022-23 and FY 2023-24</p> <p><b>For Positive net worth:</b></p> <p>a) Certificate from the Statutory Auditor on net worth (i.e. FY 2021-22 FY 2022-23, and FY 2023-24)</p>
Bidder Participating In	Average Annual Turn Over (Rs In Cr)												
1 Zone	>= 10												
2 Zone	>= 15												
3 Zone	>= 20												
4 Zone	>= 25												
3	<b>License</b>	<p>The Sole bidder or lead bidder (In case of consortium) should hold valid licenses,</p> <p>i) Class 'A' ISP license Or National Long-Distance License Or Class B ISP License issued from DoT/TRAI as on bid submission date,</p> <p>ii) To operate, like IPTV/Cable TV, OTT, and other digital services with MSO licenses.</p>	<p>Government approved Copy of valid Licenses including but not limited to following,</p> <p>i) Class "A" ISP license Or National Long Distance License Or Class "B" ISP license issued by DoT/TRAI as on bid submission date,</p> <p>ii) MSO licenses, Content aggregator license, OTT platform registration with</p>										

#	Description	Minimum Requirement	Documentary Proof															
			Ministry of Information and Broadcasting(MIB) under the Information Technology rules,2021, Broadcasting license, other regulatory approvals, etc.															
4	<b>Experience</b>	<p>The Sole bidder or lead bidder (In case of consortium) should have demonstrable experience of Installation, Configuration, Testing, Commissioning &amp; Maintenance with following:</p> <p><b>4.1</b> Should have minimum 50,000 active internet users anywhere in the India on their own brand name.</p> <p><b>4.2</b> Must have delivered value added services such as CATV/ IPTV, OTT services for at least 25,000 subscribers.</p> <p><b>Subscriber base requirement:</b></p> <table border="1"> <thead> <tr> <th>Bidder's Participating In</th> <th>Active Internet users</th> <th>CATV/IPTV, OTT services subscribers</th> </tr> </thead> <tbody> <tr> <td>Zone-1</td> <td>12,500</td> <td>6,000</td> </tr> <tr> <td>Zone-2</td> <td>25,000</td> <td>12,000</td> </tr> <tr> <td>Zone-3</td> <td>37,500</td> <td>18,000</td> </tr> <tr> <td>Zone-4</td> <td>50,000</td> <td>24,000</td> </tr> </tbody> </table> <p><b>4.3</b> Bidder should have experience in marketing of CATV/IPTV/ISP and handling local customer care/ call centre capable to handle all services mentioned in these documents for Telecom or ISP.</p> <p><b>4.4</b> Ready to deploy Platform &amp; Technology inclusive of Billing, CATV/IPTV and VAS (value added services or have readymade availability.</p>	Bidder's Participating In	Active Internet users	CATV/IPTV, OTT services subscribers	Zone-1	12,500	6,000	Zone-2	25,000	12,000	Zone-3	37,500	18,000	Zone-4	50,000	24,000	<p>The Sole or lead bidder (In case of consortium) bidder</p> <p><b>4.1</b> Validated Data from Government sources or copy of NOC report/invoice/digitally generated report ascertaining number of active customers (reports, portal log Etc.)</p> <ul style="list-style-type: none"> <li>The details of ISP nodes or points of presence with their locations and number of broadband/ leased/ dialup subscriber/OTT/IPTV and other digital value added subscribers.</li> <li>The volume of Internet Telephony traffic flowing through bidder's network.</li> <li>Certified bidders NMS End point CPE nodes/ subscribers details</li> </ul> <p><b>4.2</b> On Company letter Certificate from HR head confirming compliance with marketing team details and designation in marketing department.</p> <p><b>For Call Centre: If own call centre</b>,self-certification with authorize persons signatory confirming Valid documentary proof of managing call center.</p> <p><b>If handling for ISP/SPV/Telecom</b> need to submit WO Copy /LOI/LOA/Contract agreement</p> <p><b>4.3</b> Work order/PO or agreements or demo of Proven deployments of the CATV/IPTV/OTT software solution for streaming of all kind of services.</p>
Bidder's Participating In	Active Internet users	CATV/IPTV, OTT services subscribers																
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5	<b>Mandatory Undertaking</b>	<p>The Sole Bidder and each of the consortium members &amp; OEM should:</p> <p><b>5.1</b> Not have been blacklisted by Central Government / Any State Government / Urban Local Body (ULB) /SmartCity (SPV)/ Supreme Court of India / Any government / PSU in India as on the date of bid submission.</p> <p><b>5.2</b> Not be insolvent, in receivership, bankrupt or being wound up, not have its affairs administered by a court or a judicial officer, not have its business activities suspended and must not be the subject of legal proceedings for any of the foregoing reasons.</p> <p><b>5.3</b> The Sole Bidder should have at least one office in Gujarat and preferably support centres/logistics for the entire state. If the Bidder is not having any office in Gujarat, then bidder should submit a letter of undertaking to open the office in Gujarat within 45 days from the date of issue of work order if he is awarded the work.</p> <p><b>5.4</b> Not have their directors and officers convicted of any criminal offence related to their professional conduct or the making of false statements or misrepresentations as to their qualifications to enter into a procurement contract within a period of three years preceding the commencement of the procurement process, or not have been otherwise disqualified.</p> <p><b>5.5</b> There must not be any criminal case booked by any Government authority against the sole/lead bidder (in case of a consortium) in any court in last 5 years as on bid submission date.</p>	Self-declaration by the Bidder duly signed and stamped by the authorized signatory.
6	<b>Land Border</b>	<b>6.1</b> The sole bidder and each of the consortium - and OEM of proposed solution from a country which shares a land border with India will be eligible to bid in this tender only if the bidder is 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 sole and OEMs in the prescribed format separately.
7	<b>Certification</b>	<b>7.1</b> The sole bidder or OEM should submit at least one distinct certification from any of the below Certifications (valid at the time of bidding): <ul style="list-style-type: none"> <li>• ISO 9001:2015</li> <li>• ISO 27001 for Information Security Management Systems</li> <li>• ISO/IEC 20000</li> </ul>	Copies of valid certificates in the name of the bidding entity

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