

Corrigendum-VI

**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

25th September 2024



Issued By :

Gujarat Fibre Grid Network Limited (GFGNL)

A Government of Gujarat Company

Block No: 6, 5th 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	29/10/2024 16/11/2024 6/12/2024 13/12/2024 16/12/2024 23/12/2024 27/12/2024 06/01/2025 29/01/2025 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)	4/11/2024 19/11/2024 9/12/2024 16/12/2024 18/12/2024 26/12/2024 30/12/2024 08/01/2025 31/01/2025 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	4/11/2024 19/11/2024 9/12/2024 16/12/2024 18/12/2024 26/12/2024 30/12/2024 08/01/2025 29/01/2025 - at 06:10 pm (Date of submission of bid + 4 working Days)for physical copy
21.	PBG(Performance Bank Guarantee)	Rs 2,50,000/- Per zone on the name of "Gujarat Fibre Grid Network Limited, Gandhinagar

5.1 Eligibility Criteria:

Table-V Eligibility Criteria

#	Description	Minimum Requirement	Documentary Proof
1	Legal Entity	1.1 The Sole and lead bidder (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. 1.2 The Sole and each of the consortium members should be in operation in India for a period of at least 3 years as on publication of this tender.	a) Copy of certification of incorporation issued by competent authority/ Registration Certificate/ Shop & Establishment certificate b) Copy of PAN card c) Copy of GST registration

#	Description	Minimum Requirement	Documentary Proof										
2	Company Turnover	<p>2.1 The Sole bidder or lead bidder (In case of consortium) or consortium member/s should have average annual turnover of at least Rs. 20 Cr 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"> <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>>= 10</td> </tr> <tr> <td>2 Zone</td> <td>>= 15</td> </tr> <tr> <td>3 Zone</td> <td>>= 20</td> </tr> <tr> <td>4 Zone</td> <td>>= 25</td> </tr> </tbody> </table> <p>2.2 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>Note: 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>For Annual Turnover:</p> <ol style="list-style-type: none"> Copy of audited Balance Sheet, audited Profit & Loss statements for each of the last 3 financial years 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>For Positive net worth:</p> <ol style="list-style-type: none"> Certificate from the Statutory Auditor on net worth (i.e. FY 2021-22 FY 2022-23, and FY 2023-24)
Bidder Participating In	Average Annual Turn Over (Rs In Cr)												
1 Zone	>= 10												
2 Zone	>= 15												
3 Zone	>= 20												
4 Zone	>= 25												
3	License	<p>The Sole bidder or lead bidder (In case of consortium) or any of the consortium member/s should hold valid licenses,</p> <ol style="list-style-type: none"> Class 'A' ISP license Or National Long-Distance License Or Class B ISP License issued from DoT/TRAI as on bid submission date, To operate, like IPTV/Cable TV, OTT, and other digital services with MSO licenses. 	<p>Government approved Copy of valid Licenses including but not limited to following,</p> <ol style="list-style-type: none"> Class "A" ISP license Or National Long Distance License Or Class "B" ISP license issued by DoT/TRAI as on bid submission date, MSO licenses, Content aggregator license, OTT platform registration with Ministry of Information and Broadcasting(MIB) under the Information Technology rules,2021, Broadcasting license, other regulatory approvals, etc. <p>Note: ISP license of 100% subsidiary company will be allowed.*</p>										
4	Experience	<p>The Sole bidder or lead bidder (In case of consortium) or any member of the consortium should have demonstrable experience of Installation,</p>	<p>The Sole or lead bidder (In case of consortium) or any member of the consortium</p>										

#	Description	Minimum Requirement	Documentary Proof															
		<p>Configuration, Testing, Commissioning & Maintenance with following:</p> <p>4.1 Should have minimum 50,000 active internet users anywhere in the India on their own brand name.</p> <p>4.2 Must have delivered value added services such as CATV/ IPTV, OTT services for at least 25,000 subscribers.</p> <p>Subscriber base requirement:</p> <table border="1" data-bbox="435 527 1040 747"> <thead> <tr> <th data-bbox="435 527 651 621">Bidder's Participating In</th> <th data-bbox="651 527 829 621">Active Internet users</th> <th data-bbox="829 527 1040 621">CATV/IPTV, OTT services subscribers</th> </tr> </thead> <tbody> <tr> <td data-bbox="435 621 651 653">Zone-1</td> <td data-bbox="651 621 829 653">12,500</td> <td data-bbox="829 621 1040 653">6,000</td> </tr> <tr> <td data-bbox="435 653 651 684">Zone-2</td> <td data-bbox="651 653 829 684">25,000</td> <td data-bbox="829 653 1040 684">12,000</td> </tr> <tr> <td data-bbox="435 684 651 716">Zone-3</td> <td data-bbox="651 684 829 716">37,500</td> <td data-bbox="829 684 1040 716">18,000</td> </tr> <tr> <td data-bbox="435 716 651 747">Zone-4</td> <td data-bbox="651 716 829 747">50,000</td> <td data-bbox="829 716 1040 747">24,000</td> </tr> </tbody> </table> <p>4.3 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>4.4 Ready to deploy Platform & 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>4.1 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"> 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. The volume of Internet Telephony traffic flowing through bidder's network. Certified bidders NMS End point CPE nodes/ subscribers details <p>4.2 On Company letter Certificate from HR head confirming compliance with marketing team details and designation in marketing department.</p> <p>For Call Centre: If own call centre,self-certification with authorize persons signatory confirming Valid documentary proof of managing call center.</p> <p>If handling for ISP/SPV/Telecom need to submit WO Copy /LOI/LOA/Contract agreement</p> <p>4.3 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																
Zone-1	12,500	6,000																
Zone-2	25,000	12,000																
Zone-3	37,500	18,000																
Zone-4	50,000	24,000																
5	Mandatory Undertaking	<p>The Sole Bidder and each of the consortium members & OEM should:</p> <p>5.1 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>5.2 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>5.3 The Sole Bidder should have at least one office in Gujarat and preferably support centres/logistics for</p>	<p>Self-declaration by the Bidder duly signed and stamped by the authorized signatory.</p>															

#	Description	Minimum Requirement	Documentary Proof
		<p>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>5.4 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>5.5 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>	
6	Land Border	6.1 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	Certification	<p>7.1 The sole bidder or OEM should submit at least one distinct certification from any of the below Certifications (valid at the time of bidding):</p> <ul style="list-style-type: none"> • ISO 9001:2015 • ISO 27001 for Information Security Management Systems • ISO/IEC 20000 	Copies of valid certificates in the name of the bidding entity

Note:

- As this is Revenue sharing model, The all applicable Government laws, licenses, certificates including not limited to MTCTE, BIS, etc will be in the bidder's scope . Furthermore, Billing from 100% ISP subsidiary companies may be allowed.

6.1 Implementation timeline and penalties Per Zone

Table: VII Implementation Time Line Per Zone

#	Work type	GP	Number of Connections	Time Limit for Execution	Remarks
Target & Time limit for Implementation Partner for each package during implementation period					

#	Work type	GP	Number of Connections	Time Limit for Execution	Remarks
1	In first 3 Month: Minimum Target of New Connections = 2 (Connections) x (GP/8) of Selected District where GP is Totalno. of Gram panchayat per package	500 250	4,000 500 250	3Month from theAccepting of contract agreement	T1 = T0 + 3 Month
2	In next 3 Month, for remaining Grampanchayat other than Target 1 Minimum Target of New Connections = 10 (Connections) x (GP/8) of Selected District where GP is Totalno. of Gram panchayat per package	500 250	5,000 2500 1250	3 Month fromthe T1	T2 = T1 + 3 Month
3	In next 3 Month, for remaining Grampanchayat other than Target 1 &2 Minimum Target of New Connections = 12 (Connections) x (GP/2) of Selected District where GP is Totalno. of Gram panchayat per package	2000 1000	24,000 42,000 6000	3 Month fromthe T2	T3 = T2 + 3 Month
4	In next 3 Month, for remaining Grampanchayat other than Target 1,2 & 3 Minimum Target of New Connections = 20 (Connections) x (GP/4) of Selected District where GP is Totalno. of Gram panchayat per package	4000 500	20,000 40,000 5000	3 Month fromthe T3	T4=T3+3 Month

Penalty

Sl.	Number Of Connections	% Penalty deduction on BNU OTC Charges on non achievement of Target
1	Delay upto 10 th working days(i.e., >0 to<=10 th working days) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 01	2%
	Delay from 11 th Working days to upto 20 th working days (i.e., >11 th to<=20 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 01	5%
	Delay from 21 st Working days to upto 30 th working days (i.e., >21 st to <=30 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 01	7%
	Delay Beyond 31 st working days(> 30 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 01	No BNU 10%
2	Delay upto 10 working days in milestone-02 of implementation time line-Table:VII including discovered counts in Financial bid line item 02	4% 2%
	Delay from 11 th Working days to upto 20 th working days (i.e., >11 th to<=20 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 02	5%
	Delay from 21 st Working days to upto 30 th working days (i.e., >21 st to <=30 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 02	7%
	Delay Beyond 10 working days in milestone-02 of implementation time line-Table:VII including discovered counts in Financial bid line item 02	No BNU 10%
3	Delay upto 10 working days in milestone-03 of implementation time line-Table:VII including discovered counts in Financial bid line item 03	8% 2%
	Delay from 11 th Working days to upto 20 th working days (i.e., >11 th to<=20 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 03	5%
	Delay from 21 st Working days to upto 30 th working days (i.e., >21 st to <=30 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 03	7%

Sl.	Number Of Connections	% Penalty deduction on BNU OTC Charges on non achievement of Target
	Delay Beyond 10 working days in milestone-03 of implementation time line-Table:VII including discovered counts in Financial bid line item 03	No BNU 10%
	Delay upto 10 working days in milestone-03 of implementation time line-Table:VII including discovered counts in Financial bid line item 04	10% 2%
4	Delay from 11 th Working days to upto 20 th working days (i.e., >11 th to <=20 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 04	5%
	Delay from 21 st Working days to upto 30 th working days (i.e., >21 st to <=30 th working day) in milestone-01 of implementation time line-Table:VII including discovered counts in Financial bid line item 04	7%
	Delay Beyond 10 working days in milestone-03 of implementation time line-Table:VII including discovered counts in Financial bid line item 04	No BNU 10%

Note:

I. The maximum cap limit for penalty would be limited to **20% of the BNU scheme for overall agreed beneficiary customers**. The penalties will be deducted from the dues payable quarterly from the BNU approved scheme to selected bidder.

I. GFGNL reserves the right to enforce penalties on any chosen bidder due to non-performance.

The prescribed measures are as follows:

- a. A non-achievement penalty of ~~Rs 1 lakh~~ Rs 25,000/- (Twenty Five Thousands) will be imposed in the event of objective failure for a given quarter. Should the customer acquisition show signs of degradation or ramp up, potential adjustments will be considered for the succeeding quarter. Persisting failures over two consecutive quarters will result in a penalty of ~~Rs 2 lakh~~ Rs 50,000/- (Fifty Thousands). Consecutive failures across three quarters create solid grounds for initiating contract termination proceedings.
- b. If non-compliance extends beyond three quarters, GFGNL maintains authority to enforce jurisdictional restrictions.
- c. GFGNL reserves the right to forfeit the bidder's Performance Bank Guarantee (PBG).
- d. GFGNL holds the right to curtail the bidder's ability to procure new customers. These remedial actions could, based upon severity, also lead to contract termination.

Kindly note, these measures aim to uphold and prioritize quality, ensuring optimal service delivery while minimizing risk and disruption. Continued non-compliance could lead to severe penalties and contractual consequences.

=====~~End Of Document~~=====