

SECTION - 1

DETAILED NOTICE INVITING EXPRESSION OF INTEREST (EOI)

1. Introduction

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

2. EOI brief

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

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2.5. Details of Cities and capacity in the zone:

Name of Zone	BSNL Telecom Circles covered	City Name	Capacity
Zone - 16	Orissa	Bhubaneswar	7360
		Rourkela	640
		Sambalpur	640
	Jharkhand	Ranchi	12480
		Bokaro	1280
		Dhanbad	640
		Jamshedpur	640

Note:

(1) Number of cities can vary (increase as well as decrease) and the same can be amended by BSNL.

(2) BSNL reserves the right to divert the capacity from one city to other city depending on the demand and business requirements.

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

4.

5. Eligibility Requirement

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

i. The Bidder firm shall be a company registered/incorporated in India under the Indian Companies Act, 1956.

ii. The Bidder shall have annual turnover of minimum INR 5 Crores (Rs Five Crore) each during last 3 financial years (i.e. 2010-2011, 2011-12 and 2012-13). Certified Copy of Audited Balance Sheet to be attached. If the turnover criterion is not met by the bidder on its own the turnover of bidder's parent company may be considered to fulfill this criterion. However in such cases the bidder shall submit a declaration cum an undertaking from its parent company stating that (The Parent Company) will support and take responsibility to enable its subsidiary company (the bidder) to perform contractual obligation.

iii. The Bidder shall have got an experience of 50 Km laying of OFC OR micro-duct within the campus / building / customer premises after 1-04-09. Self certification with details of experience with address of places, location to be given.

iv. In case the bidder is not having the experience as mentioned at Para (iii) above, then the bid can be submitted through a legally bound consortium format as in the Section 7 (D) with a firm who is having experience as at Para (iii) above. In case of consortium bids, lead Bidder (lead member of Consortium) shall have experience of successful implementation of IT/Telecom/Networking/Content/Media Projects of a total value of minimum INR 5 Crore after 01-04-09. Details along with client certificate to this effect stating value of such projects shall be submitted along with the technical bid.

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5.2. The Bidders shall submit necessary documentary proof showing that they meet the eligibility criteria along with their tender bid. All documents submitted will also be self attested by the Bidder.

5.3. In case a bidder is submitting the bid through a legally bound consortium with the partner, the bidder is required to submit the following documents pertaining to consortium member:

- (i) Attested copy of the Certificate of Incorporation for Consortium member, registered in India.
- (ii) Board's resolution in favour of authorized signatory of consortium partner to participate in the bid as consortium.

4.3.1 *In case of consortium bids, only lead bidder will interact with BSNL for all obligations/payment; however all consortium members will be responsible for the execution of the project.*

4.3.2 *A consortium member may participate in more than one consortium. However the bidder is not permitted to be a consortium member under another bidder for this project.*

4.3.3 *No change in consortium members i.e. addition or dropping of a member shall be permitted after the submission of the bid.*

6. As this EOI Document shall be following the e-Tendering Process, the Bidders may download the Detailed NIT along with Performa for Non Disclosure Agreement ("NDA") (**Section 7(e)**) from the BSNL Web site www.orissa.bsnl.co.in following the link "Tenders" and then select www.tenderwizard.com/BSNL following the "Link for E-tenders by BSNL" in the tender section from **03/01/2014** , to **07/02/2014**.

7. Purchase of Tender Document:

(i) EOI document can be obtained by downloading it from the website www.orissa.bsnl.co.in following the link "Tenders" and then select orissa circle as well as Tender Wizard portal www.tenderwizard.com/BSNL.

(ii) The bidder downloading the EOI document are required to submit the EOI document fee of Rs.8000/- (Rupees Eight Thousand Only), through crossed Demand Draft with their EOI BID , failing which the EOI bid shall be rejected. The crossed Demand Draft shall be drawn from any Nationalized/Scheduled Bank in favour of the '**Accounts Officer (A&P), O/o CGMT, BSNL, Odisha Telecom Circle; and payable at Bhubaneswar.**

8. Registration with M/s ITI Ltd.

Intending bidders are requested to register themselves with M/s ITI Ltd. (if not registered earlier) through www.tenderwizard.com/BSNL for obtaining user id, digital signature, etc. by paying vender registration fee Rs. 3500/- (+ Service Tax as applicable). For participating in the above mentioned tender an additional non refundable amount (as decided by M/s ITI Ltd.) shall have to be paid directly to M/s ITI Ltd online, as tender processing fee failing which the tender bid shall be rejected.

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9. EMD/Bid Security: The Bidder shall furnish the bid EMD of **of INR 21 Lakh**

9.1. EMD/Bid security may be submitted in one of the following ways:

- a) Demand Draft/ Banker's cheque issued by a scheduled, Nationalized Indian bank's Bhubaneswar Branch drawn in favour of **Accounts Officer (A&P), O/o CGMT, BSNL, Odisha Telecom Circle** Payable at **Bhubaneswar**.
- b) Bank Guarantee from a scheduled Nationalized Indian bank's **Bhubaneswar** Branch drawn in favour of **Accounts Officer (A&P), O/o CGMT, BSNL, Odisha Telecom Circle** which shall be valid for minimum **180 days** from the EOI opening date.

10. Date & Time of Online Submission of EOI bid: 07/02/2014 by 13:00 Hrs

Note 1: In case the date of submission (opening) of bid is declared to be a holiday, the date of submission (opening) of bid will get shifted automatically to next working day at the same scheduled time. Any change in bid opening date due to any other unavoidable reason will be intimated to all the Bidders separately.

11. Online Opening of EOI Bids: At **15:00** Hours of this EOI closing date i.e. **07/02/2013**.

12. Place of opening of EOI bids:

BSNL has adopted e-Tendering process which offers a unique facility for 'Public Online Tender Opening Event (TOE)'. BSNL's EOI Opening Officers as well as authorized representatives of Bidders can attend the Public Online Tender Opening Event (TOE) from the comfort of their offices.

However, if required, authorized representatives of Bidders can attend the TOE at the **Seminar Hall, Doorsanchar Bhawan, BSNL, Unit-IX, Bhubaneswar-751022**, where BSNL's EOI Opening Officers shall be conducting Public Online Tender Opening Event (TOE).

13. EOI bids received after due time & date shall not be accepted.

14. CGMT, BSNL, Odisha Telecom Circle, Bhubaneswar reserves the right to accept or reject any or all EOI bids without assigning any reason. He is not bound to accept the highest bid.

15. The Bidder shall furnish a declaration under his digital signature that no addition / deletion / corrections have been made in the downloaded EOI document being submitted and it is identical to the EOI document appearing on E- Tender Portal www.tenderwizard.com/BSNL

16. In case of any correction/addition/alteration/omission in the EOI document, the EOI bid shall be treated as non responsive and shall be rejected summarily.

17. Submission of Integrity Pact signed by BSNL and Bidder is mandatory.

Note 2: All documents submitted in the bid offer shall be preferably in English. In case the certificate viz experience, registration etc. is issued in any other language other than English, the Bidder shall attach an English translation of the same duly attested by the Bidder & the translator to be true copy in addition to the relevant certificate.

All computer generated documents shall be duly attested/ signed by the issuing organisation.

AGM (TP)

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