

Andhra Pradesh State FiberNet Limited (APSFL)

RFP for Supply, Installation, Commissioning & Maintenance of OFC and PoP Equipment

Ref. No. - APSFL/ OFC & SS Equipment/227/2017, dated 24/11/2017

Clarifications, Dated-08/12/2017

#	Part No. / Section No.	Page No.	Content of the RFP requiring clarification	Clarification Sought	Clarification Given
1	Pre-Qualification Criteria	17	In page No 17 it is mentioned that the consortium should not be more than 2 members hence this should be changed to minimum 4 members due to the complexity of the tender and large scope or work.		The RFP clause of consortium holds good (2 consortium members = 1 Lead Bidder plus 1 Partner)
2	4/9	16	The Bidder / Consortium should have executed work orders for a min value of INR 20 Crore for OLTs, ONT's or similar products in last 3 FY's in India.	In Section 5. Technical Bid Evaluation, RFP requires work order values of INR 20 Crore for supply of OLTs only or even ONT are also considered. Also whether order can be globally executed or it has to be only India. If only India then can this be 20Crores cumulative for 3 years or each individual year with 20 Crores supply.	It is 20Cr cumulative in three years and not for individual year. The work orders can be for OLT's, ONT's or equivalent GPON products from an Indian or Global player.
3				Where are the locations of APFSI lab for POC located hence needs to plan for a POC accordingly needs sufficient planning and time.	Network Operations Center, 1st Floor, Platinum Jubilee Guest House Road, Opp Andhra University, Kirlampudi Layout, Chinna Waltair, Visakhapatnam - 530017
4	Note	17	In case of consortium, all correspondence related to this project shall be done with /through the lead member. Consortium cannot be more than two members.	Does this include the main bidder. If yes then request for Main bidder with two consortium considering the global and Indian presence of Dasan for eligibility or	Consortium of two members (2 consortium members = 1 Lead Bidder and 1 Partner) and the global work orders will also be considered.

				please consider the global work orders be considered.	
5	Annexure X/9	58	ITU-T G.757: Characteristics of a Bending Loss:	G.757 seems typo of G.657, please clarify.	Please refer Corrigendum 1
6	Annexure X/9	60	The OLT shall be designed to Operate at 210- 250 V AC Dual Redundant Power supplies Operating temp 0 to 55 centigrade:	Is DC power (-48V) proposal acceptable for the proposed OLT model?	Should work efficiently in ambient temperature of -5 to 55 degree centigrade
7	6/22	21	Modular GPON OLT populated with 16 PON Ports: For 16PON ports OLT, can we propose pizzabox type?		For every chassis, min one additional slot should be provided 16, 32, 40 or 48 with one additional slot
8	7.3	30	Payment Terms: 1. 90% of work order value payable against successful commissioning & Acceptance/ Go-Live certificate from APSFL. 2. 10% of the total value will be given after completion of the warranty period of 1 years or against PBG.	Change in Payment Terms: 1. 20% of Work Order value as Mobilization advance against submission of PBG 2. 40% of Work order value against supply of material as per the BOQ 3. 30% of work order value against successful commissioning & Acceptance/ Go-Live certificate from APSFL. 4. 10% of the total value will be given after completion of the warranty period of 1 years or against PBG.	No changes in payment terms, RFP terms holds good
9	3	14	Scope of Work: b) Delivery & Commissioning Phase: The scope of work in this phase includes supply, installation and commissioning of required no. of OLTs & Sub-station	Please define the period within which the all the work orders will be released. This will help in estimating the project cost in terms of resource deployment, other overheads etc.	No further clarification required, as in the RFP it is clearly said as duration of 1 year

			PoP equipment against the work order issued that will be released on periodical basis by APSFL.		
10	4	17	Pre -Qualification Criteria: Existing service centers of OEM/Authorized Distributors or Dealers in Andhra Pradesh	OFC is a made to order product, as all cable designs are customized as per the need & application of the client. Also OFC does not require a service center as O&M issues are resolved on field. Therefore request you to delete the clause for OFC OEM.	Please refer Corrigendum 1
11	4	16	Pre -Qualification Criteria: Technical compliance for the min. specifications provided in scope of work:	In case of OFC cable, the manufacturer should have demonstrated the skill of manufacturing ADSS cables. In order to ensure the same a minimum supply experience of 5000kms of ADSS in last 2 FY's should be demonstrated by the manufacturer. A client certificate should be submitted.	Not required as part of Pre-Qualification Criteria
12			The NMS proposed should be interoperable with AGORA-NG and shall be configurable to monitor existing and new OLTs proposed as per the requirements of APSFL. The NMS proposed should be capable of monitoring entire GPON network (old & new PoPs) effectively with periodic SLA report generation as required by APSFL. The NMS proposed should support data porting to and from existing AGORA-NG:	We do understand that in case of multiple OEM devices in the network, standard NBI interfaces complying to TMF 814 V3.0 and above are used in the management system for integration. In line to same, we request to confirm our understanding that the existing AGORA-NG tool will be integrated with the proposed NMS solution on standard NBI interfaces complying to TMF 814 V3 & above using appropriate APIs to	Please refer Corrigendum 1

				realize the requirement. All 3rd party devices like ONT/ OLT management will be extended by using NBI interfaces Please do confirm.	
13	Scope of Work/OLT Scope	13	The NMS proposed should be interoperable with AGORA-NG and shall be configurable to monitor existing and new OLTs proposed as per the requirements of APSFL. The NMS proposed should be capable of monitoring entire GPON network (old & new PoPs) effectively with periodic SLA report generation as required by APSFL. The NMS proposed should support data porting to and from existing AGORA-NG:	<ol style="list-style-type: none"> 1. What should be the hardware capacity of NMS and how many OLTs and ONT it should support 2. How many Licenses are required for OLTs and ONTs 3. Will be proposed NMS work as redundant/DR of Existing Agora-NMS. 4. Will the existing and New NMS work as distributed Mode and each will cater to pre-defined specific areas. 5. Does existing Agora-NMS support the functionalities as defined in above mentioned Point 3 and 4. 6. Which interoperability protocols are supported by Agora-NMS and is required to be supported in New NMS. 	Please refer Corrigendum 1
14	Scope of Work/OLT Scope	13	The NMS proposed should be interoperable with AGORA-NG and shall be configurable to monitor existing and new OLTs proposed as per the requirements of APSFL. The NMS proposed should be capable of monitoring entire GPON network (old & new PoPs) effectively with periodic SLA report generation as required by	In any Network, EMS is used to manage the FCAPS of OEM specific Network Elements and NMS is deployed at layer above to manage the complete Network in a centralized way. EMS can be integrated with NMS (e.g Agora-NG) on suitable NBI (TL1/XML) protocols. So it is suggested that EMS	Please refer Corrigendum 1

			APSFL. The NMS proposed should support data porting to and from existing AGORA-NG.	instead of NMS should be asked as requirement in Tender. Request you to suitably modify this clause. Please confirm.	
15	Scope of Work/PoC (Testing & Acceptance Phase)	14	Successful configuration and testing of two different OLTs within a given PON port & PoP:	We understand that "PON port" is number of ports per OLT at POP. Please confirm and what is the port quantity required in these Test OLTs?	Please refer Corrigendum 1
16	Scope of Work/PoC (Testing & Acceptance Phase)	14	Successful configuration and testing of proposed OLTs with different ONU/ONTs deployed.	Interoperability of OLT and Other OEM ONT needs lot of customization and time. 1. It is suggested that POC should be conducted with same OEM OLT & ONT and undertaking should be asked from OEM to test the said clause within specific time-frame. 2. Customization cost should be provided to the OLT Vendor for any ONT interoperability. Please confirm.	Should be done at the Bidders cost
17	Instructions to the Bidder/Earnest Money Deposit	25		We understand that only Lead Bidder of consortium will have to submit the EMD. Please confirm	Yes
18	Instructions to the Bidder/Delivery Time Lines	26	The Successful Bidder shall deliver the first work order within four (4) weeks from the date of entering into contract:	These products are manufactured as per requirement of Customer, So request to modify delivery timelines as 12 Weeks from date of work-order. Please confirm.	The RFP clause holds good

19	Instructions to the Bidder/Payment Terms	30	<p>1. 90% of work order value payable against successful commissioning & Acceptance/ Go-Live certificate from APSFL.</p> <p>2. 10% of the total value will be given after completion of the warranty period of 1 years or against PBG.</p>	The supplier should not suffer due to delay in go-live of POP, so it is suggested that 70% payment should be done against delivery, 20% against go-live and 10% after warranty or PBG. Please confirm.	The RFP clause holds good
20	Scope of Work/OFC Scope	13	The selected bidder shall be responsible for supply, installation and commissioning of 24F ADSS of varying span length and wind speeds in order to commission new PoPs/ other fiber requirements planned across the State including the pole accessories, splicing joint enclosures and termination in the wall mount FDMS. Post installation bidder shall check for connectivity and submit the commissioning certificate towards the same:	We understand that Bidder will install and commission of supplied equipment/Device/Fiber, etc. and all statutory clearances/permissions should be APSFL responsibility for installation and access. Please Clarify	Yes, APSFL will take care
21	Scope of Work/OFC Scope	13	Periodical Maintenance: If any issue is reported by the end user/Government office with regard to the services, then the issue will be reported to centralized help desk of NOC of AP FiberNet and if there is any issue in OFC supplied, the issue will be forwarded to the service provider. These issues should be rectified so as to restore the services as per the SLA. Issues pertaining to the CPE, will be handled by	What's kind of issue should be responsible by bidder? We understand that the supplier should be responsible for quality issue of OFC(ODN),not operation and maintenance. Please confirm	Bidder is responsible only for OLT's and not for Fiber

			the CPE vendor:		
22	Scope of Work/OFC Scope	13	The selected bidder is responsible to ensure seamless transition in case of new OLT/ PoP commissioning.	We understand that the supplier should be responsible for the migration configuration of the first site. Please Clarify	Ok
23	Scope of Work/Delivery & Commissioning Phase	14	As part of commissioning, it is the responsibility of the selected bidder to migrate existing connections onto the new OLTs and ensure seamless transition.	The user level migration (onu configuration on new OLT) should be APFSL responsibilities, The supplier will ensure new OLTs is ready for migration. Please confirm	Ok
24	Instructions to the Bidder/Delivery Time Lines	26	The Successful Bidder shall deliver the first work order within four (4) weeks from the date of entering into contract. If the Successful Bidder fails to commence the assignment, the LOA may be, cancelled /terminated.	Does the delivery timelines of four weeks means the equipment delivered from the date of entering into contract to the date of equipment reach to the designated locations or central warehouse of APSFL? Please confirm	To the designated locations/DHQ
25	Scope of Work/Maintenance Phase	14	The selected bidder shall be solely responsible for support & maintenance during for a period of 1 year from the date of commissioning as per SLA	As mention is the scope of work maintenance period of 1 year, But in the Annexure IX Price Bid form, there is not any maintenance period price line item. We have to in build the maintenance period 1 year price in the exit line item or we have to create to new service line item.	It should be inclusive and no need of creating new service line item
26	OLT/Modular GPON OLT	56	Warranty: 3 years from the date of commissioning (Page 56), But in the para 1.1 key events & dates , clause 12 warranty & maintenance period mention 1 year, Please provide the clarity on	Please provide the more clarity on warranty period	Please refer Corrigendum 1

			these clause(Page 8)		
27	Scope of Work/OLT Scope	14	Provide necessary training to APSFL staff and service providers regarding the technology, operations, trouble shooting and other aspects of the solution proposed	What will be the training scope? Please confirm	Training Documents are comprised of Configuration Manuals, Hands ON Manuals, Operators hand book, Do's and Don'ts
28	Prequalification Criteria/9	16	The Bidder / Consortium should have executed work orders for a min value of INR 20 Crore for OLTs & ONTs or similar products in last 3 FYs in India:	We understand that If foreign company is participating as an OEM/consortium then PO/Client certificate issued to wholly owned Indian subsidiary company of that foreign company is acceptable. Please confirm.	Please refer Corrigendum 1
29	PreQualification Criteria/9	16	The Bidder / Consortium should have executed work orders for a min value of INR 20 Crore for OLTs & ONTs or similar products in last 3 FYs in India:	As per RFP foreign bidder can participate as OEM/Consortium and Work experience from India is required. This is ambiguity. So, we understand that Experience of deploying OLT & ONT outside India of Foreign Company participating as OEM/Consortium is accepted. Please confirm.	Please refer Corrigendum 1
30	3	13, 14	Scope of Work	Tender specifies that entire project is to be done in three phases. First phase is for Acceptance Testing will be completed 4 week? Tender is not clear about second phase i.e supply and commissioning. Third Phase is of 1 year? Please clarify the delivery time line of each phase	Supply & Commissioning of 1 year and O&M for 1 year

31				<p>For Telecom Products TL9000 Certification is mandatory in some projects as it certify the quality of products. Request you to include TL9000 Certification is mandatory document for eligibility in this tender for OFC/OLT suppliers. This was similar to previous tender floated by AP Grid</p>	<p>Not required in Pre-Qualification since the same has been asked in Technical Specifications</p>
32	7/7.3	30	<p>90% of work order value payable against successful commissioning & Acceptance/ Go-Live certificate from APSFL.</p>	<p>This project involves huge cash flow. Accordingly requesting to kindly Change the payment terms and 100% payment of Supply portion will be released immediately after completion of supply equipment and Installation payment will be released after completion of successful installation</p>	<p>The RFP clause holds good</p>
33				<p>There is a huge global shortage of Fiber. For Successful of Project kindly include OFC manufacturer should have their own fiber tower to draw Fiber. This will ensure uninterrupted fiber and cable supply in the project</p>	<p>The RFP clauses holds good</p>

34	4/Note	17	In case of consortium, all correspondence related to this project shall be done with /through the lead member. Consortium cannot be more than two members.	Tender allows Consortium of two members (One lead bidder and one Consortium partner). Since Eligibility condition requires to meet all criteria which is normally require consortium of minimum three vendors like (OLT manufacturer, OFC Manufacturer and EPC Contractor). Accordingly Consortium of minimum three companies should be allowed	The RFP clause holds good
35	5	19	Bidders should obtain minimum 60 out of 100 marks in the overall technical evaluation to qualify for opening of the Financial Bid.	Selection Criteria specifies that bidders are based has to achieve minimum 60 marks and them only lowest bidders will be selected. Our request you to kindly give weight edge for companies achieving >70, >80 and >90 marks . This will give edge to the quality bidders	The RFP clause holds good
36	Prequalification Criteria/9	16	The Bidder / Consortium should have executed work orders for a min value of INR 20 Crore for OLTs , ONTs or similar products in last 3 FYs in India	Kindly Clarify Inr 20 Cr is cumulative or for each year in last 3 FYs , Kindly Consider LTs , ONTs or similar products in last 3 FYs in India / global supply	20Cr cumulative in three years. Please refer Corrigendum - 1
37	Prequalification Criteria/5	16	The Bidder/ Consortium should have valid GST registration in India	Kindly Clarify and Consider in case Foreign Company in consortium with Indian lead bidder GST of Indian lead bidder to be considered	Yes

38	PreQualification	17	Note: In case of consortium, all correspondence related to this project shall be done with /through the lead member. Consortium cannot be more than two members.	Kindly Clarify our understanding is (1+2) ie Lead bidder and 2 Consortium member	It is consortium of 2 members = One lead bidder and the other consortium member
39	Annexure X – Minimum Tech Specifications/OLT Specifications	56	16/32/48 PON Ports:	Many of the Indian vendors have designed their OLT's based on the TEC GPON GR. As per our knowledge none of the Indian OLT manufacturers have 48 PON Ports in 6U chassis. Hence we kindly request you to modify this clause in line with TEC GR has 16/32/40 PON Ports. This will enable wider participation of Indian Manufacturers. 48 Port configuration with 6U chassis are available with Foreign vendors and it will scuttle the Make in India Program of Government of India. We kindly request to consider the same.	Please refer Corrigendum 1
40	Annexure X – Minimum Tech Specifications/OLT Specifications	57	Compliant with partly temperature controlled locations recommendation as stated by ETSI 300 019-1-3 class 3.2 -5 degrees to +45 degrees centigrade , 0-95% Relative humidity range:	the temperature range should be -5 degrees to +50 degrees. As many parts of Andhra Pradesh the temperature shoots beyond 45 degrees. Hence we kindly request to modify the temperature range from -5 degrees to + 50 degrees	Please refer Corrigendum 1
41	Annexure X – Minimum Tech Specifications/22, 23,24	43	Modular GPON OLT populated with 16 , 32,48 PON Ports:	Kindly clarify weather only modular is required Can we provide pizza Box	Please refer Corrigendum 1

42	1.6(a)/1.1 (Sr. 9)	10	Bid Processing Fee/Payment of Transaction Fee	As per clause 1.1(Sr 9) bidders are required to pay Bid processing fee of Rs 1 lac in form of DD to be submitted in APSFL office. Clause 1.6(a) Payment of Transaction Fee which is required to be paid electronically. Please confirm the bid processing fee and transaction fee are the same thing Please also confirm the mode of payment of Bid Processing fee/Transaction fee, whether it is to be paid in DD or electronically.	Bid Processing Fee and Transaction Fee are different. Bid Processing Fee is to be paid through DD and Transaction Fee is to be paid electronically while uploading bid
43	3	13	Scope of Work	The tender requires installation of ADSS OFC on the electrical poles. Please confirm that the permission for installation of OFC shall be arranged by APSFL and RoW payment, if any, shall be borne by APSFL only.	APSFL will take care of necessary approvals
44	4	15, 16	Pre-Qualification Criteria	Pre-Qualification criteria does not mention any requirement for OFC manufacturer. In the previous tender floated by APSFL, OFC manufacturer was required to be ISO-9001 as well as TL-9001 certified. Please confirm that no such certification requirement will be applicable for OFC manufacturer for the present tender.	The mentioned certifications are not part of the Pre-Qualification criteria