

REF No. APSFL-15026(31)/1/2018, Dated:13/11/2018

SELECTION OF IMPLEMENTATION AGENCY FOR PUBLIC WI-FI

Corrigendum 1, Dt: 17.11.2018

Bidders may please note that this corrigendum document is part of this RFP. The items listed in the corrigendum will supersede the corresponding clauses in RFP

| S.No. | Section | Clause | Brief Description of the clause | Ref Page No in Tender | Revised clause |
|-------|-------------------------------|----------------------|--|-----------------------|--|
| 1. | 11 Evaluation Framework | 11.1 | Pre-Qualification Bid Evaluation Criteria | 24 | Please refer Annexure A |
| 2. | 11 Evaluation Framework | 11.2 | Technical Bid Evaluation Criteria | 28 | Please refer Annexure B |
| 3. | | | Price Bid Format | | Please refer Annexure C |
| 4. | | | New clauses | | Bidder has to provide Part Coded BoM of offered OEM Products |
| 5. | 13.8.2 Technical Requirements | 13.8.2.2.1, Point 9 | Antenna gain should be minimum 3.5dBi and 6.9dBi for 2.4GHz and 5.8 GHz respectively | 69 | Antenna gain should be minimum 3.3 dBi and 5.9 dBi for 2.4GHz and 5.8 GHz respectively |
| 6. | 13.8.2 Technical Requirements | 13.8.2.2.2, Point 24 | Must Support direct 100-240 V AC/DC or POE/POE+ to power up access point. In case access point doesn't have both , please plan for POE injector as part of your BoQ and solution at no extra cost. | 71 | Must Support direct 100-240 V AC/DC or POE/POE+ to power up access point. Indoor and outdoor Access Points to be supplied with Power Injector wherever required. |
| 7. | 13.8.2 Technical Requirements | | Enclosure Specification | | Refer Annexure D |

Annexure A: Pre-Qualification Bid Evaluation Criteria

| Sl. No | Criteria | | Supporting documents required | |
|--------|---|---|---|--|
| | In case of Single Bidder | In case of Consortium Bidding | In case of Single Bidder | In case of Consortium Bidding |
| 1 | <p>LEGAL ENTITY</p> <p>The Bidder should be a Company registered in India under the Indian Companies Act 1956 / 2013 existing for the past 3 years as on the date of submission of RFP</p> <p>The bidder should be ISO 9001:2008 certified</p> | <p>LEGAL ENTITY</p> <p>Only 2 members are allowed as part of the Consortium (including lead member). Both members should be registered in India under the Indian Companies Act 1956 / 2013 existing for the past 3 years as on the date of submission of RFP. One of the members shall be designated as the Lead member.</p> <p>The prime bidder should be ISO 9001:2008 certified</p> | <p>A copy of the Certificate of Incorporation.</p> <p>Relevant certificate copy(s) to be attached</p> | <p>Copies of Certificate of Incorporation for all members of the Consortium.</p> <p>A notarized agreement or registered agreement between the Consortium members duly detailing their strengths, respective roles and responsibilities has to be submitted.</p> <p>Relevant certificate copy(s) to be attached</p> |
| 2 | <p>GOODS AND SERVICES TAX(GST) REGISTRATION</p> <p>The bidder should have valid GST registration in India</p> | <p>GOODS AND SERVICES TAX(GST) REGISTRATION</p> <p>Lead member should have valid GST registration in India.</p> | <p>Certified copy of valid GST registration certificates issued by competent authority.</p> | <p>Certified copy of valid GST registration certificates issued by competent authority in India for the Lead partner.</p> |
| 3 | <p>POWER OF ATTORNEY / BOARD RESOLUTION</p> <p>The bidder should submit an authorization letter for</p> | <p>POWER OF ATTORNEY / BOARD RESOLUTION</p> <p>The bidders should submit an authorization letter for authorizing the tender</p> | <p>A Board Resolution / authorization letter from the board of directors or Power of</p> | <p>For the lead member - A Board Resolution / authorization letter from the board of directors or</p> |

| | | | | |
|---|--|---|---|---|
| | authorizing the tender signing authority for signing and submission of the tender. | signing authority i.e., Lead Member for signing and submission of the tender. | Attorney authorizing the tender signing authority (as per the Format provided under Annexure- IV) | Power of Attorney authorizing the tender signing authority (as per the Format provided under Annexure-IV) |
| 4 | <p>EXPERIENCE</p> <p>Experience of executing / Supplying Wi-Fi Hotspot / Equipment for min. 3 govt. projects (Central/State Govt. /any Govt. PSU/Local Bodies) having minimum project value of Rs.1 crores each since 01/01/2016.</p> | <p>EXPERIENCE</p> <p>Experience of executing / Supplying Wi-Fi Hotspot / Equipment for min. 3 govt. projects (Central/State Govt. /any Govt. PSU/Local Bodies) having minimum project value of Rs.1 crores each since 01/01/2016.</p> <p>In case of Consortium the combined experience of all members will be considered.</p> | Copy of Work Orders / Contracts / Work Completion Certificates from Clients (or) Certificate(s) from statutory auditor with all relevant details. | |
| 5 | <p>FINANCIAL CAPABILITY</p> <p>The Bidder shall have minimum annual turnover of INR 75 Crore each during last three financial years i.e. 2015-2016, 2016-17 and 2017-18. The bidder shall submit the Annual Report/ audited accounts certified by Auditor for the above three years to establish the turnover.</p> <p>The bidder shall have a minimum Cumulative turnover of INR 3 Cr exclusively from projects related to Supply / Installation and Maintenance of</p> | <p>FINANCIAL CAPABILITY</p> <p>The Lead Bidder should have overall cumulative annual turnover of at least Rs.75 Cr.</p> <p>Out of the total turnover as stated above, the bidder (inclusive of all the consortium members) should have min. cumulative turnover of Rs.3 Cr exclusively from projects related to Supply / Installation and Maintenance of Wi-Fi Equipment / hotspot</p> | Certificate(s) from statutory auditor with all relevant details from the bidder/the respective consortium members. | |

| | | | |
|---|---|---|---|
| | <p>Wi-Fi Equipment / hotspot services in last 3 financial years (i.e. FY 15-16, 16-17 and 17-18).</p> <p>The bidder shall have been a profitable company for the last 3 financial years (i.e. FY 15-16, 16-17 and 17-18).</p> | <p>services in last 3 financial years (i.e. FY 15-16, 16-17 and 17-18).</p> <p>Both members of the consortium shall have been a profitable company for the last 3 financial years (i.e. FY 15-16, 16-17 and 17-18).</p> | |
| 6 | <p>NON-BLACKLISTING</p> <p>The Bidder should not have been blacklisted by any Government (Central / State / PSU) Organization in India as on the date of bid Submission</p> | <p>NON-BLACKLISTING</p> <p>Any of the Consortium members should not have been blacklisted by any Government (Central / State / PSU) Organization in India as on the date of bid Submission</p> | <p>Self-Certification from the authorized signatory of the Bidder and respective Consortium member(s)</p> |
| 7 | <p>CONFLICT OF INTEREST</p> <p>The Company (Bidder) shall not be a Licensed Telecom/Internet Service Provider to provide Basic Services/ Cellular Telephony Services anywhere in India.</p> | <p>CONFLICT OF INTEREST</p> <p>Bidder in case of single entity, Lead bidder in case of consortium</p> | <p>Self-Certification from the authorized signatory of the Bidder and respective Consortium member(s)</p> |

Important Note(s):

- 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.
- The bidder should have direct authorization from the OEM for selling and supporting the equipment offered.
 - OEM Qualification for Wi-Fi: a). OEM must be in the business of providing wired and wireless LAN access infrastructure for last three years (i.e. 2015, 2016, 2017). b). The OEM must have installation base of minimum 4000 APs in India in Govt or public sector or banks or Telecom sector.

- The bidders who have been awarded projects by APSFL in the past 2 years but have failed to execute, are not eligible to bid for this tender.
- Formats for Pre-Qualification Bid along with the required supporting documents for each of the criteria.
- Proposals without necessary supporting documents or without meeting the prescribed qualification criteria will be treated as ineligible and will not be considered for further evaluation.
- In case of Consortium, one of the members should expressly be designated as the Lead member and all correspondence should be through the Lead member only.
- Only 2 members are allowed in the Consortium including the lead member.
- OEM may also be a consortium partner in which case OEM is limited to partner with only 1 bidder.
- In case of consortium bids, only lead bidder will interact with APSFL for all obligations/payment.
- No change in consortium members i.e. addition or dropping of a member shall be permitted after the submission of the bid.

Annexure B: Pre-Qualification Bid Evaluation Criteria

| S.No | Parameter | Criteria | Max. marks | Supporting Docs | | | | | | | | |
|------------------------|--|--|---|-----------------|---------------------|----|------------------------|----|--------------|----|----|--|
| 1 | FINANCIAL CAPACITY (OVERALL) Cumulative Annual Turnover in the last 3 financial years (i.e. FY 15-16, 16-17 and 17-18). In case of Consortium, the combined cumulative annual turnover of all members will be considered. | <table border="1"> <tr> <td>Cumulative Annual Turnover in last 3 FYs.</td> <td>Marks</td> </tr> <tr> <td>INR 75 Cr to 100 Cr</td> <td>10</td> </tr> <tr> <td>> INR 100 Cr to 125 Cr</td> <td>15</td> </tr> <tr> <td>> INR 125 Cr</td> <td>20</td> </tr> </table> | Cumulative Annual Turnover in last 3 FYs. | Marks | INR 75 Cr to 100 Cr | 10 | > INR 100 Cr to 125 Cr | 15 | > INR 125 Cr | 20 | 20 | Certificate(s) from statutory auditor with relevant details. |
| | | Cumulative Annual Turnover in last 3 FYs. | Marks | | | | | | | | | |
| | | INR 75 Cr to 100 Cr | 10 | | | | | | | | | |
| | | > INR 100 Cr to 125 Cr | 15 | | | | | | | | | |
| > INR 125 Cr | 20 | | | | | | | | | | | |
| INR 75 Cr to 100 Cr | 10 | | | | | | | | | | | |
| > INR 100 Cr to 125 Cr | 15 | | | | | | | | | | | |
| > INR 125 Cr | 20 | | | | | | | | | | | |
| 2 | FINANCIAL CAPACITY (IT) Cumulative Annual Turnover exclusively from projects related to Supply / Installation and Maintenance of Wi-Fi Equipment / Hotspot services in last 3 financial years (i.e. FY 15-16, 16-17 and 17-18). In case of Consortium, the combined exclusive annual turnovers of all members will be considered. | <table border="1"> <tr> <td>Cumulative Annual Turnover of last 3 FYs.</td> <td>Marks</td> </tr> <tr> <td>INR 3 Cr to 5 Cr</td> <td>10</td> </tr> <tr> <td>> INR 5Cr to 7Cr</td> <td>15</td> </tr> <tr> <td>> INR 7 Cr</td> <td>20</td> </tr> </table> | Cumulative Annual Turnover of last 3 FYs. | Marks | INR 3 Cr to 5 Cr | 10 | > INR 5Cr to 7Cr | 15 | > INR 7 Cr | 20 | 20 | Certificate(s) from statutory auditor with relevant details. |
| | | Cumulative Annual Turnover of last 3 FYs. | Marks | | | | | | | | | |
| | | INR 3 Cr to 5 Cr | 10 | | | | | | | | | |
| | | > INR 5Cr to 7Cr | 15 | | | | | | | | | |
| > INR 7 Cr | 20 | | | | | | | | | | | |
| INR 3 Cr to 5 Cr | 10 | | | | | | | | | | | |
| > INR 5Cr to 7Cr | 15 | | | | | | | | | | | |
| > INR 7 Cr | 20 | | | | | | | | | | | |

| 3 | <p>EXPERIENCE OF THE BIDDER WITH GOVT. IN RELATED PROJECTS</p> <p>Experience of executing / Supplying Wi-Fi Hotspot / Equipment for min. 3 govt. projects (Central/State Govt. /any Govt. PSU/Local Bodies) having minimum project value of Rs.1 crores each since 01/01/2016.</p> <p>In case of Consortium, the combined experience of all members will be considered.</p> | <table border="1"> <thead> <tr> <th>No. of Projects (min. value INR 1 Cr each)</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>3 – 4</td> <td>5</td> </tr> <tr> <td>4 – 5</td> <td>10</td> </tr> <tr> <td>> 5</td> <td>15</td> </tr> </tbody> </table> | No. of Projects (min. value INR 1 Cr each) | Marks | 3 – 4 | 5 | 4 – 5 | 10 | > 5 | 15 | 15 | Copies of Work Orders/Client's certificates/ Certificate(s) from statutory auditor with all relevant details |
|--|---|---|--|-------|-------|---|-------|----|-----|----|----|--|
| No. of Projects (min. value INR 1 Cr each) | Marks | | | | | | | | | | | |
| 3 – 4 | 5 | | | | | | | | | | | |
| 4 – 5 | 10 | | | | | | | | | | | |
| > 5 | 15 | | | | | | | | | | | |
| 4 | <p>DETAILED PROPOSAL</p> <p>Detailed proposal from the bidder highlighting the following:</p> <ol style="list-style-type: none"> 1. Proposed equipment make and model 2. Implementation plan 3. Detailed profile of the key resources that the bidder proposes to employ for this project. | | 30 | | | | | | | | | |
| 5 | <p>EXPERIENCE OF Supply / Installation & Maintenance of OUTDOOR Wi-Fi Equipment / Networks with a project cost of at least INR 1 Cr in each case since 01/01/2012.</p> <p>In case of consortium, the combined experience of all the</p> | <table border="1"> <thead> <tr> <th>No. of Projects (min. value INR 1 Cr each)</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1-2</td> <td>5</td> </tr> <tr> <td>2-5</td> <td>10</td> </tr> <tr> <td>> 5</td> <td>15</td> </tr> </tbody> </table> | No. of Projects (min. value INR 1 Cr each) | Marks | 1-2 | 5 | 2-5 | 10 | > 5 | 15 | 20 | Copies of Work Orders/Clients certificates with all relevant details. |
| No. of Projects (min. value INR 1 Cr each) | Marks | | | | | | | | | | | |
| 1-2 | 5 | | | | | | | | | | | |
| 2-5 | 10 | | | | | | | | | | | |
| > 5 | 15 | | | | | | | | | | | |

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| | members will be taken into consideration. | | | |
| | | TOTAL MARKS | 100 | |

Important Notes:

- The Bidders shall submit the Technical Solution Proposed and compliance to the min. specifications for IT/non-IT components for the Project as detailed under. The Bids submitted without these documents are liable to be rejected. The Technical/Evaluation Committee’s decision shall be final and binding on all.
- With reference to point 4 of technical evaluation framework (Detailed Proposal), the bidders may be asked to present the proposal to APSFL senior management team.
- Bidders should obtain minimum 80 marks in the overall technical evaluation to qualify for opening of the Price Bid.
- In case, none of the bidder achieves the min. qualifying marks, the Technical Evaluation Committee may revise the min. qualification marks to 70 as per the case in the interest of this RFP. The Technical Evaluation Committee’s decision in this regard shall be final and binding on the Bidder.
- Bidders are required to provide the aforementioned information as per the Formats provided at ANNEXURE V – Formats of technical bid along with the required supporting documents for each of the criteria. Proposals without necessary supporting documents will be treated as ineligible and will not be awarded any marks.
- Bidders should submit necessary proofs towards experience claimed such as work orders / work completion certificates from clients/certificate from Auditors etc. as per the case as explained above.
- The bidder may note that parameters of the bidder company only will be considered for technical evaluation. The credentials of the parent company shall not be considered for the Technical Evaluation.

ANNEXURE-C PRICE BID FORMAT

To,

[Date]

The Chief Marketing Officer,

Andhra Pradesh State FiberNet Limited

NTR Administrative Block, 3rd Floor,

Pandit Nehru Bus Station, NH -65,

Vijayawada – 520013.

Subject: RFP for Selection of Agency to provide Wi-Fi Solution

Ref: APSFL-15026(31)/1/2018, dated 13/11/2018

With reference to the subject work and RFP referred above we submit the following Price Bid:

| Sl. No. | Line Item | Unit | Quoted Price Per Unit | Tentative Units to be used for the project | Total Price |
|---------|--|------------------|-----------------------|--|-------------|
| | Indoor Access Point (AP) (including all required accessories) | Per Access Point | | 800 APs | |
| | Outdoor Access Point (AP) (including all required accessories) | Per Access Point | | 3200 APs | |
| | Poles including required accessories and concrete foundations. | Per Pole | | 800 Nos | |
| | 8 Port POE/POE+ switches | Per Switch | | 800 Nos | |
| | Enclosures for UPS and Switch | Per enclosure | | 1000 Nos | |
| | Power Injectors | Per Injector | | 400 Nos | |
| | 2 core Optical Fiber laying (including all | Per Km | | 4000 Kms | |

| | | | | | |
|---|---|-----------|--|-----------------|--|
| | required accessories) | | | | |
| | Cat 6e Cable | Per meter | | 3,60,000 meters | |
| | 1Sq mm, 3 Core Power Cable | Per meter | | 1,00,000 meters | |
| | UPS with one hour backup on full load & accessories | Per Unit | | 1000 Nos | |
| | O&M | One Year | | 5 Years | |
| Total Quoted Project Price (in figures and in Words) | | | | | |

PRICE AND VALIDITY

- All the prices mentioned by us in this Price Bid are in accordance with the terms as specified in the RFP Documents. All the prices and other terms and conditions of this RFP are valid for a period of 180 calendar days from the date of opening of this Price Bid.
- We hereby confirm that our prices are exclusive of GST.
- We understand and agree that the finalization/selection of the agency is solely on the basis of the lowest "Total Quoted Project Price" in the above table subject to fulfilment of other requisite eligible criteria.

Bidder Signature

Bidder Seal

Name:

Designation:

Address:

Place:

Date:

Annexure D: Specification of Enclosure

| Sr No | Description | Qty Nos |
|-------|--|---------|
| | ODU IP55- 600mm H X 500mm W X 600 mm D | |
| 1 | <p>IP55 Rated Outdoor Rack : 400 MM Height x 600mm mm W x 600 mm D (Useable)</p> <ul style="list-style-type: none"> - Pole Mounting Arrangement with Support Brackets - Front Steel Door with Dual Compression Locks & Pad lock provisions . - Removable high quality EPDM Gaskets for IP - Complete welded structure With Fixed Rear and Sides - Powder coating (Colour : RAL 7032 - or as specified by customer) | 1 |
| | <p>Horizontal PDU with 5 Sockets of Indian 6A & 1 socket of 15amps + On/Off Switch. PDU Rating : 66A .5 long Input cable with Indian 15A Plug Top</p> | 1 |
| | Front Door with breathers and filters | 1 |
| | Rain canopy | 1 |
| | Spl arrangement for batteries & GPON equipments | 2 |
| | Shelf for equipments | 1 |
| | Spl provisions for NON RACK MOUNTED UPS | 1 |
| | Fan 90CFM 230V AC, 4" dia (4 Nos. per Rack) | 1 |
| | Din Rails with provisions for 3 power supplies | 3 |
| | Pole mounting brackets | 1 |
| | 5mp Gang Box with on/off switch | 1 |
| | LED Lamp with door switch 2 Volts | 1 |
| | 6amps Double Pole MCB | 1 |
| | Earthing Kit | 1 |
| | Terminal connectors - Connectwell | 1 |