

1977770/2018/CMO,APSFL

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

## REQUEST FOR PROPOSAL FOR SELECTION OF IMPLEMENTATION AGENCY FOR PUBLIC WI-FI

Corrigendum 4, Dated 22<sup>nd</sup> November 2018

Bidders are requested to take note of the following changes in the RFP:

Sl. No	Section	Old Clause	New Clause			
1.	Section 5.8 Bid Security / EMD (Refundable)	INR 15,00,000 (Fifteen Lacs Indian Rupees Only) In the form of Demand Draft issued by one of the Nationalized / Scheduled Banks in India drawn in favor of Andhra Pradesh State FiberNet Ltd., payable at Vijayawada. Bid Security / EMD should be valid for a period of 90 (Ninety) days from Proposal Due Date. The Bid Security / EMD will be refunded to unsuccessful Applicant agencies within 60 (Sixty) days of completion of selection process.	INR 15,00,000 (Fifteen Lacs Indian Rupees Only) In the form of Demand Draft issued by one of the Nationalized / Scheduled Banks in India drawn in favor of Andhra Pradesh State FiberNet Ltd., payable at Vijayawada. Bid Security / EMD should be valid for a period of 180 (One Hundred and Eighty) days from Proposal Due Date. The Bid Security / EMD will be refunded to unsuccessful Applicant agencies within 60 (Sixty) days of completion of selection process.			
2.	Section 11.1.4 Experience	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.	<table border="1"> <tr> <td>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. In case of Consortium the combined experience of all members will be considered.</td> <td> <p><b>Single Bidder:</b> Experience of executing min. 3 projects (Central/State Govt. /any Govt. PSU/Local Bodies/ Educational Institutes/Private Organizations) in Setting up Wi-Fi Hotspot systems domain having minimum project value of Rs.1crores each in 2015-16, 2016-17, 2017-18 and till the RFP Date</p> </td> <td> <p><b>Consortium:</b> Experience of executing min. 3 projects (Central/State Govt. /any Govt. PSU/Local Bodies Educational Institutes/Private Organizations) in Setting up Wi-Fi Hotspot systems/Supply of WiFi Equipment having minimum project value of Rs.1crores each in 2015-16, 2016-17, 2017-18 and till the RFP Date. .</p> <p>In case of Consortium the combined experience of all members will be considered.</p> </td> </tr> </table>	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. In case of Consortium the combined experience of all members will be considered.	<p><b>Single Bidder:</b> Experience of executing min. 3 projects (Central/State Govt. /any Govt. PSU/Local Bodies/ Educational Institutes/Private Organizations) in Setting up Wi-Fi Hotspot systems domain having minimum project value of Rs.1crores each in 2015-16, 2016-17, 2017-18 and till the RFP Date</p>	<p><b>Consortium:</b> Experience of executing min. 3 projects (Central/State Govt. /any Govt. PSU/Local Bodies Educational Institutes/Private Organizations) in Setting up Wi-Fi Hotspot systems/Supply of WiFi Equipment having minimum project value of Rs.1crores each in 2015-16, 2016-17, 2017-18 and till the RFP Date. .</p> <p>In case of Consortium the combined experience of all members will be considered.</p>
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3.	Section 11.1 Important Notes Last Bullet Point	In case of bids where for the fulfillment of turnover & experience eligibility requirements, experience and turnover of parent company (for bidder or consortium partner) is being considered then the bidder and consortium partner (if any) shall submit a declaration cum an undertaking from its Parent company stating that it (The Parent Company) shall support and take responsibility to enable its subsidiary company (the bidder/consortium partner) to perform the contractual obligation.	Clause revoked			
4.	Section 11.1	New Addition	OEM can be a consortium partner and can supply to multiple bidders			

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	Important Notes		
5.	5. KEY EVENTS AND DATES	8. Bid Security / EMD (Refundable)	It is observed that due to technical issues the amount for EMD on e-Procurement is 5 Lakhs, However as per the tender the EMD is 15 Lakhs. Hence, it is requested that all bidders should fill in EMD on e-Procurement as 5 Lakhs but the original EMD which is to be submitted at APSFL office should be of 15 Lakhs as per the Tender.
6.	<b>Section 12.4</b> Earnest Money Deposit / Bid Security	Bidders should submit EMD of Rs. 5,00,000 (Rs. Five Lakhs Only), in the form of a Demand Draft / Bank Guarantee issued by any Nationalized bank or Scheduled Commercial Bank, in favor of the "Andhra Pradesh State FiberNet Limited" which should be valid for 90 days from the last date of submission of bids. Format of the Bank Guarantee is given in Annexure-III of this RFP (Part I).	Bidders should submit EMD of Rs. 15,00,000 (Rs. Fifteen Lakhs Only), in the form of a Demand Draft / Bank Guarantee issued by any Nationalized bank or Scheduled Commercial Bank, in favor of the "Andhra Pradesh State FiberNet Limited" which should be valid for 180 days from the last date of submission of bids. Format of the Bank Guarantee is given in Annexure-III of this RFP (Part I).
7.	<b>New Clause</b> Survey		The bidders have to complete survey of the finalized sites for the implementation of the infrastructure within 1 month from the date of signing of contract. The Survey report along with the finalized bill of material shall be provided to APSFL for approval and placement of PO for the procurement of material as per prices mentioned in the Price bid.
9	<b>Section 13.7</b>	ANNEXURE-VII – FORMAT FOR EMD :	Please Refer Annexure A (Attached)
10	<b>13.8.2.2.1</b>  <b>Indoor Access Points, Clause 9</b>	Antenna gain should be minimum 3.5 dBi and 6.9 dBi for 2.4GHz and 5.8GHz respectively.	Antenna gain should be minimum 3 dBi and 5 dBi for 2.4GHz and 5.8GHz respectively.
11	<b>13.8.2.1</b>	For management and monitoring operations, the controller must provide a web interface, command-line interface, and APIs.	For management and monitoring operations, the controller solution must provide a web interface, command-line interface, and APIs integration.

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	WLAN Controller, Clause 3		
12	8.2.2	Laying of required overhead aerial optical fiber cable from APSFL POP to Access Point location.	Deleted. Laying is not required.
13	8.2.5	APSFL shall provide network backhaul to the Implementing Agency for the Access Points in the selected locations. Implementation agency shall be responsible of laying aerial optical fiber cable (as per specification) from APSFL POP to the Wi-Fi Access Point location.	APSFL shall provide network backhaul to the Implementing Agency for the Access Points in the selected locations. Lastmile Agency of APSFL shall be responsible of laying aerial optical fiber cable (as per specification) from APSFL POP to the Wi-Fi Access Point location.
14	13.8.2.4	Telemetry	The proposed solution must support telemetry to push the real time data
15	13.8.3	General functional Requirements of Optical Fiber	Clause revoked
16	11.3	Price Bid Evaluation Criteria	Please refer Annexure B (Attached)
17	13.6  ANNEXURE- VI	PRICE BID FORMAT	Please refer Annexure C (attached)

**Annexure A**

(Either DD or BG from Nationalized / Scheduled Bank on INR 100/- Stamp Paper)

To

The Chief Marketing Officer,  
Andhra Pradesh State FiberNet Limited  
NTR Administrative Block, 3rd Floor,  
Pandit Nehru Bus Station, NH -65,  
Vijayawada - 520013

Subject: Selection of an agency to be partnered with APSFL for providing managed Wi-Fi services at various locations in A.P

Ref: RFP No: APSFL-15026(31)/1/2018, Dated: 13/11/2018

WHEREAS M/s <Name of the Bidder, having its registered office at < ----- address ----- >, hereinafter called "the Bidder", has submitted its proposal for Selection of an agency to be partnered with APSFL for providing managed Wi-Fi services at various locations in A.P

AND WHEREAS it has been stipulated by you in the said RFP (Request for Proposal) Document that the Bidder shall furnish you with a Demand Draft or the Bank Guarantee issued by any Nationalized / Scheduled bank, for the sum of INR 15,00,000/- (Rupees Fifteen Lakhs Only), specified therein as security for compliance with the Bidder's obligations in accordance with the RFP;

AND WHEREAS we <Name of the Bank>, hereinafter referred to as "the Bank" have agreed to give the Bidder the said guarantee.

THEREFORE WE, the Bank, hereby affirm that we are Guarantors and responsible to you, on behalf of the Bidder, up to a total of INR 15,00,000/- (Rupees Fifteen Lakhs Only) and we undertake to pay you, upon your first written demand declaring the Bidder to be in default under the terms and conditions of the RFP and without cavil or argument, any sum or sums within the limit of INR 15,00,000/- (Rupees Fifteen Lakhs Only), without your needing to prove or to show the grounds or reasons for your demand or the sum specified therein.

The Bank shall not be discharged or released from liability under this Guarantee by reason of:

any change in the Constitution of the Bank or

any arrangement entered into between the You and the Bidder with or without our consent;

any forbearance or indulgence shown to the Bidder,

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any variation in the terms, covenants or conditions contained in the said RFP;

any time given to the Bidder, OR

Any other conditions or circumstances under which in a law a surety would be discharged.

This guarantee is valid up to <180 days from date of submission> and shall be governed and construed in accordance with Indian Laws.

Signature and Seal of Guarantors

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Date:

Address: \_\_\_\_\_

## Annexure B

Price Bids of only those bidders who are found eligible and obtain the minimum prescribed qualifying marks as per the Technical Evaluation Criteria as detailed under Section 11.2 of RFP will be evaluated. Eligible and qualified bidders be required to submit the following details for price bid evaluation:

Sl. No.	Line Item	Unit	Quoted Price Per Unit	Tentative Units to be used for the project	Total Price
1.	Indoor Access Point (AP) (including all required accessories)	Per Access Point		800 APs	
2.	Outdoor Access Point (AP) (including all required accessories)	Per Access Point		3200 APs	
3.	Poles including required accessories and concrete foundations.	Per Pole		800 Nos	
4.	8 Port POE/POE+ switches	Per Switch		800 Nos	
5.	Enclosures for UPS and Switch	Per enclosure		1000 Nos	
6.	Power Injectors	Per Injector		400 Nos	
7.	Cat 6 Cable	Per meter		3,60,000 meters	
8.	1Sq mm, 3 Core Power Cable	Per meter		1,00,000 meters	
9.	UPS with one-hour backup on full load & accessories	Per Unit		1000 Nos	
10.	Survey of proposed sites	Lumpsum		1 No	
11.	O&M	One Year		5 Years	
<b>Total Quoted Project Price (in figures and in Words)</b>					

- The Bidder offering the lowest project quote (Total Quoted Project Price) will be selected as an agency for implementation and management of Wi-Fi project in AP.
- The number of units mentioned above is indicative and there can be a variation in the quantities mentioned above. In case of any such variation the Implementation agency shall be paid on actuals basis as per the unit prices quoted above.
- The prices quoted above should be exclusive of GST.
- If there is any discrepancy in the Price Bid, it will be dealt as per the following:
  - If, in the price structure quoted for the required goods/ services/ works, there is discrepancy between the unit price and total price (which is obtained by multiplying the unit price by the quantity), only the total price/cost as quoted in the table in the Price Bid shall prevail.

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- If there is a discrepancy between words and figures, the amount in words shall prevail.

**Note:**

Total Quoted should be exclusive of GST and inclusive of all other applicable charges, annual support charges or any other recurring charges such as license fees etc. (for hardware as well as software components) as applicable.

## Annexure C

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
1.	Indoor Access Point (AP) (including all required accessories)	Per Access Point		800 APs	
2.	Outdoor Access Point (AP) (including all required accessories)	Per Access Point		3200 APs	
3.	Poles including required accessories and concrete foundations.	Per Pole		800 Nos	
4.	8 Port POE/POE+ switches	Per Switch		800 Nos	
5.	Enclosures for UPS and Switch	Per enclosure		1000 Nos	
6.	Power Injectors	Per Injector		400 Nos	
7.	Cat 6 Cable	Per meter		3,60,000 meters	
8.	1Sq mm, 3 Core Power Cable	Per meter		1,00,000 meters	
9.	UPS with one-hour backup on full load & accessories	Per Unit		1000 Nos	
10.	Survey of proposed sites	Lumpsum		1 No	
11.	O&M	One Year		5 Years	
<b>Total Quoted Project Price (in figures and in Words)</b>					



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**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: