



Request for proposal

For

Provisioning, commissioning and maintenance

of 100G bandwidth, 10G links and dedicated bandwidth at identified locations

Ref. No. APSFL/Dedicated Bandwidth/37/2016, Dated 11/01/2019

Andhra Pradesh State FiberNet Limited

NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station,

Vijayawada - 520013

Web address: www.apsfl.in

Email address: apsfl@ap.gov.in

1. Introduction

Andhra Pradesh State FiberNet Limited (APSFL) has been incorporated under the Companies Act 2013 in October 2015, to undertake the works of AP Fiber Grid, its operations & maintenance and related business activities. It is a fully owned entity of the Government of AP under the control of Energy, Infrastructure & Investment (E, I&I) department. APSFL aims to provide high quality & affordable digital services to households, government departments and enterprises across the State.

Fiber Grid is one of the 5 Grids identified by the Government of Andhra Pradesh to accelerate socio-economic growth of the State. Fiber Grid is primarily aimed at harnessing the power of information resource and enabling provision of qualitative and cost-effective IT, Communication (data, voice & video) and other related services to the citizens of A.P.

Vision of AP Fiber Grid is as follows:

“To establish a highly scalable network infrastructure, accessible on a non-discriminatory basis, to provide on demand, affordable and end-to-end broadband connectivity of 15 Mbps for all households and 1 to 10 Gbps for institutions & multi-dwelling units by 2018, to enable realization of the Vision of Digital Andhra Pradesh, in partnership with the Government of India and Private Sector.” In line with the vision, a dual phased approach has been undertaken to deliver the project mandate in AP.

Phase I – Aerial Fiber Grid Network will create an aerial fiber network up-to Mandal level by leveraging assets of Electricity companies.

Phase II - Aerial Fiber network covering the entire State up to Gram Panchayats level.

Phase I of the Project (Aerial Fiber grid project), APSFL has established state-wide high speed optical fiber network infrastructure covering approximately 23,000 kms route across the 13 districts of Andhra Pradesh through 2449 PoPs being operated and controlled from Network Operations Centre (NOC) setup in Vishakhapatnam. Phase I project components include laying aerial optical Fiber across the State up to mandal level, so that the State, District, Zonal and Mandals are connected with each other using ring topology as much as possible. In addition, the last mile connectivity is to be made available through a network of MSOs/ LCOs.

2. RFP Notice

Andhra Pradesh State FiberNet Limited (APSFL) invites sealed bids from the prospective bidders for provisioning, commissioning and maintenance of 100G network connectivity, 10G bandwidth links &

40Gig dedicated bandwidth in order to meet the ever increasing demand of bandwidth for provisioning uninterrupted triple play services across state of Andhra Pradesh.

Key Events and Dates

Sl. No.	Description	Details
1.	Name of the Authority	Andhra Pradesh State FiberNet Limited
2.	Name of the Assignment	Request for proposal for Provisioning, commissioning and maintenance of 100G bandwidth, 10G links and dedicated bandwidth at identified locations
3.	TENDER Number	APSFL/Dedicated Bandwidth /37/2016, Dated 11/01/2019
4.	TENDER Publishing Date	11/01/2019
5.	Last date and time for submission of proposals (Proposal Due Date)	18/01/2019 at 3:00 PM The proposal is to be submitted at APSFL Office, Vijayawada
6.	Date and time of opening tender	18/01/2019 at 4:00 PM Andhra Pradesh State FiberNet Limited NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station, NH -65, Vijayawada - 520013 Web address: www.apsfl.in Email address: apsfl@ap.gov.in
7.	Bid Processing Fee (Non-refundable)	INR 10,000 (INR Ten Thousand Only) in the form of Demand Draft issued by one of the Nationalized / Scheduled Banks in India drawn in favour of Andhra Pradesh State FiberNet Ltd' , payable at Vijayawada. Original DD must be submitted in APSFL office at Vijayawada before proposal due date.
8.	Bid Security / EMD (Refundable)	INR 25,000 (INR Twenty Five thousand Only) in the form of Bank Guarantee issued by one of the Nationalized / Scheduled Commercial Banks in India drawn in favour of Andhra Pradesh State FiberNet Ltd , payable at Vijayawada. Original BG must be submitted in APSFL office at Vijayawada before proposal due date. Bid Security / EMD should be valid for a period of 180 days from Proposal Due Date. The Bid Security / EMD will be refunded to unsuccessful Applicant agencies within 30 (Thirty) days of completion of selection process.

9.	Performance Bank Guarantee	10% of the PO value with the validity of contract period + 3 months
10.	For any enquiries and clarifications, please contact:	Executive Director -Technical Andhra Pradesh State FiberNet Limited NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station, Vijayawada - 520013 Web address: www.apsfl.in Email: edt.apsfl@ap.gov.in
11.	Validity of the Proposal	Bidder proposals shall remain valid for a period of 180 days from the Proposal due date.
12.	Method of Selection	L1

Details of Bank for EMD:

Name of Beneficiary	Andhra Pradesh State Fibernet Limited
Name of Bank	Andhra Bank
Bank address	Andhra Bank, Main Branch, RR Apparao street, Vijayawada, Andhra Pradesh
Bank Account No	100611100002032
IFSC CODE	ANDB0000606
MICR CODE	520011025
BRANCH CODE	000606

3. Scope of work

(A) Provisioning, commissioning and maintenance of 100G bandwidth

APSFL is looking to connect DC of Vishakhapatnam, Tirupati, Vijayawada, NIXI at Chennai, Netmagic Data center at Chennai and IP transit locations in Chennai and Mumbai. In this regard, selected service provider shall be responsible to deliver the following:

1. The service provider shall provide full Mesh network topology between APSFL Data Centres (Vishakhapatnam, Tirupati, Vijayawada) and Multiple peering locations (in Chennai, Mumbai) & IP Transit (at Chennai and Mumbai).
2. The requirement is to have a 100 Gbps consolidated bandwidth which can be shared across locations that can be used for establishing a P2P logical link to any other location at a given point in time.
3. The SP should provide the circuits such that APSFL can make any routing changes without the SPs intervention and can carry either IP or MPLS labelled packets, multicast/unicast traffic over these links.
4. The service provider shall offer a 100G backbone pipe for APSFL which can be used by APSFL optimally to carry traffic from any APSFL PoP location to any other PoP/DC location as long as the capacity is planned to be within 100G capacity.
5. The service provider needs to offer at least 50G Internet bandwidth from IP Transit location which should be served equally from both Chennai and Mumbai locations on load sharing and optimal path selection basis.
6. The service provider shall provide carrier drop on 10G interface at peering locations from their nearest PoP location:
 - a. Peering location in Chennai
 - b. Peering location in Mumbai
7. The service provider shall provide carrier drops on 100G interface from Service Provider network to the following APSFL PoP:
 - a. Vishakhapatnam
 - b. Vijayawada
 - c. Tirupati
8. The Service Provider shall handoff 100G interface to Vishakhapatnam, Vijayawada & Tirupati by providing CPE at each DC with all necessary optical interfaces. Total dedicated bandwidth offered by SP across all locations should be 100Gbps CIR.

(B) Provisioning, commissioning and maintenance of 10G bandwidth

1. The Service Provider shall provide a 10G aggregate bandwidth pipe with 10G interface drops to the APSFL PoPs initially in following locations:
 - Vizianagaram
 - Srikakulam
 - Ichapuram
 - Tekkali
 - Palasa
 - Sompeta
2. The SP should provide the circuits such that APSFL can make any routing changes without the SPs intervention and can carry either IP or MPLS labelled packets, multicast/unicast traffic over these links.
3. The 10G bandwidth can be shared across locations that can be used for establishing a P2P logical link to any other location at a given point in time. Effectively each location might be using 1G/2G based on the APSFL choice but the aggregate of all locations will not cross 10G.

(C) Procurement of Dedicated bandwidth

1. The service provider shall provide 40Gig dedicated bandwidth at the following locations
 - NOC, Visakhapatnam
 - DHQ, Vijayawada
 - DHQ, Tirupati
2. The Connection should be provided on Underground Fiber Last mile from two different paths for establishing a redundant network.
3. The service provider shall provide 10,000IPV4 addresses for each 10Gig bandwidth.
4. The Access capacity should be 10Gbps(1:1) and handoff will be 10G LANPHY
5. Full routing table shall be supported.
6. Shall be able to provide upgradation of the bandwidth within 24hrs of initiation. Similarly, in case of down gradation one month notice shall be given.

4. Eligibility Criteria

The Service Provider should have Class A ISP license to provide the service

5. SLA Parameters

The Service Provider will have to enter into SLA with APSFL adhering to following parameters and The SLA would be applicable during the hiring/contract period of the connectivity, starting from the date of commissioning of the connectivity. The commissioning certificate shall be issued by APSFL.

S.No	Link Availability – Penalty 24*7	
1	>=99.6%	Nil
2	99.6% to >= 98.6%	1.5% of the QGR value
3	98.6% to >= 97.6%	3.5% of the QGR value
4	97.6% to >= 96.6%	5.5% of the QGR value
5	96.6% to >= 95.6%	7.5% of the QGR value
6	95.6% to >= 94.6%	10% of the QGR value
7	94.6% to >= 93.6%	12.5% of the QGR value
8	93.6% to >= 92.6%	15% of the QGR value
9	92.6% to >= 91.6%	17.5% of the QGR value
10	91.6% to >= 90.6%	20% of the QGR value
11	90.6% to >= 89.6%	22.5% of the QGR value
12	89.6% to >= 88.6%	25% of the QGR value
13	88.6% to >= 87.6%	27.5% of the QGR value
14	87.6% to >= 86.6%	30 % of the QGR value
15	86.6% to >= 85.6%	32.5% of the QGR value
16	85.6% to >= 84.6%	35% of the QGR value
17	84.6% to >= 83.6%	37.5% of the QGR value
18	83.6% to >= 82.6%	40% of the QGR value
19	82.6% to >= 81.6%	42.5% of the QGR value
20	81.6% to >= 80.6%	45% of the QGR value
21	Less than 80.6%	No payment

6. Deliverables

1. The links to be delivered within four weeks from the date of Purchase order.
2. Shall provide single SPOC for attending any service related support.
3. Shall be able to provide upgradation of the bandwidth within 24hrs of initiation. Similarly, in case of down gradation one-month notice shall be given.
4. Service Provider shall adhere to Service Level Agreement and MOU for SLA shall be entered with APSFL.
5. The Service Provider Shall provide the 50G international bandwidth from transit locations at Chennai & Mumbai to respective APSFL PoP locations
6. The Service Provider shall provide underground connectivity for the Provisioning, commissioning and maintenance of 100G/10G bandwidth

7. The SP should proactively monitor provide link (end-to-end) and register the complaints for any issue in the network online.
8. The SP should be able to provide online portal access for uptime/downtime and all other SLA parameters.
9. Shall provide link status reports on monthly basis.
10. Original invoice with details of aggregated bandwidth by APSFL.
11. Satisfactory certificate duly signed by ASPFL authorized representative.

7. Payment Terms

- Payment shall be made by APSFL to the Service Provider quarterly on per link basis after completion of every quarter along with the certificate from authorized authority.
- An invoice along with the certified SLA parameters shall be submitted for release of payment.
Price bid format

8. Annexures

Price Bid Forms

Bidders were requested to quote separately for the above referred works. APSFL will evaluate separately and place orders independently.

Annexure I

(To be submitted by Bidder on original letterhead)

To

Date:

The Managing Director,
Andhra Pradesh State FiberNet Limited,
3rd Floor, NTR Administrative Block,
Pandit Nehru Bus Station,
NH – 65, Vijayawada – 520013

Subject: RFP for Provisioning, Commissioning and maintenance of 100G bandwidth

S.No.	Description	Amount (Rs.) per annum
1.	Cost for providing 100G Pipe as mentioned in Scope (A)	
2.	Cost per 100G drop from the common 100G pipe	
3.	Cost per 10G drop from the common 100G pipe	

Note

- Unit Rate shall include all duties, levies, insurance, transport and other charges excluding Taxes.
- **The Bidders offering the Lowest Cost (Exclusive of Taxes) will be considered for award of contract.**
- If there is a discrepancy between words and figures, the amount in words shall prevail.
- For additional procurement if any, the prices quoted for the mentioned items would be considered as discovered prices valid for the Three year period.
- Quantities indicated herein are for price discovery, actual requirement could be more or less. Hence payment will be paid on actuals.

APSFL reserves the right to

1. Negotiate with the Bidder whose offer is the lowest (L1) for further reduction of prices.
2. Ask other bidders to match the price of L1 to declare them as the shortlisted bidders and issue the order in case L1 defaults in performance of agreed terms and conditions.
3. Modify, reduce or increase the quantity requirements to an extent of the tendered quantity

4. Change the list of areas of work from time to time based upon the requirement of the purchase.
5. If delivery performance of the Bidder is not as per the Schedule, then APSFL reserves the right to take action against them.
6. APSFL reserves its right to withhold any amount for the deficiency in the service aspect of the ordered items supplied.

(Signature, name and designation of the authorized signatory)

(To be submitted by Bidder on original letterhead)

To

Date:

The Managing Director,
Andhra Pradesh State FiberNet Limited,
3rd Floor, NTR Administrative Block,
Pandit Nehru Bus Station,
NH – 65, Vijayawada – 520013

Subject: RFP for Provisioning, Commissioning and maintenance of 10G bandwidth

S.No.	Description	Amount (Rs.) per annum
1.	Cost for providing 10G Pipe as mentioned in Scope (B)	
2.	Cost per 10G drop from the common 10G pipe	

Note

- Unit Rate shall include all duties, levies, insurance, transport and other charges excluding Taxes.
- **The Bidders offering the Lowest Cost (Exclusive of Taxes) will be considered for award of contract.**
- If there is a discrepancy between words and figures, the amount in words shall prevail.
- For additional procurement if any, the prices quoted for the mentioned items would be considered as discovered prices valid for the Three year period.
- Quantities indicated herein are for price discovery, actual requirement could be more or less. Hence payment will be paid on actuals.

APSFL reserves the right to

1. Negotiate with the Bidder whose offer is the lowest (L1) for further reduction of prices.
2. Ask other bidders to match the price of L1 to declare them as the shortlisted bidders and issue the order in case L1 defaults in performance of agreed terms and conditions.
3. Modify, reduce or increase the quantity requirements to an extent of the tendered quantity
4. Change the list of areas of work from time to time based upon the requirement of the purchase.
5. If delivery performance of the Bidder is not as per the Schedule, then APSFL reserves the right to take action against them.
6. APSFL reserves its right to withhold any amount for the deficiency in the service aspect of the ordered items supplied.

(Signature, name and designation of the authorized signatory)

Annexure III

(To be submitted by Bidder on original letterhead)

To
The Managing Director,
Andhra Pradesh State FiberNet Limited,
3rd Floor, NTR Administrative Block,
Pandit Nehru Bus Station,
NH – 65, Vijayawada – 520013

Date:

Subject:RFP for

Procurement of Dedicated bandwidth

S.No	Description	Amount (Rs.) per Annum in Visakhapatnam	Amount (Rs) per Annum in Vijayawada	Amount (Rs.) per Annum in Tirupati
1.	10Gbps			
2.	20Gbps			
3.	30Gbps			
4.	40Gbps			

Note

- Unit Rate shall include all duties, levies, insurance, transport and other charges excluding Taxes.
- **The Bidders offering the Lowest Cost (Exclusive of Taxes) will be considered for award of contract.**
- If there is a discrepancy between words and figures, the amount in words shall prevail.
- For additional procurement if any, the prices quoted for the mentioned items would be considered as discovered prices valid for the Three year period.
- Quantities indicated herein are for price discovery, actual requirement could be more or less. Hence payment will paid on actuals.

APSFL reserves the right to

1. APSFL decides quantity of order to be placed on L1.
2. Negotiate with the Bidder whose offer is the lowest (L1) for further reduction of prices.
3. Ask other bidders to match the price of L1 to declare them as the shortlisted bidders and issue the order in case L1 defaults in performance of agreed terms and conditions.
4. Modify, reduce or increase the quantity requirements to an extent of the tendered quantity
5. Change the list of areas of work from time to time based upon the requirement of the purchase.
6. If delivery performance of the Bidder is not as per the Schedule, then APSFL reserves the right

to take action against them.

7. APSFL reserves its right to withhold any amount for the deficiency in the service aspect of the ordered items supplied.

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

Anenxure IV - EMD Format

(To be executed in Rs.100/- Stamp Paper)

To,
The Managing Director,
Andhra Pradesh State FiberNet Limited,
3rd Floor, NTR Administrative Block,
Pandit Nehru Bus Station,
NH – 65, Vijayawada – 520013

Bank Guarantee No:
Amount of Guarantee:
Guarantee covers from:
Last date for lodgement of claim:

This Guarantee executed by _____ (Banker's Name & Address) having our Head Office at _____ (address) (hereinafter referred to as “Bank”) in favour of Andhra Pradesh State FiberNet Limited NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station, NH -65, Vijayawada – 520013 India (hereinafter referred to as “Beneficiary”) for an amount not exceeding Rs. _____/- (Rupees _____ Only) as per the request of M/s. _____ having its office address at _____ (hereinafter referred to as “Bidder”) against TENDER reference _____ dated ___/___/___ of M/s. Andhra Pradesh State FiberNet Limited (APSFL). This guarantee is issued subject to the condition that the liability of the Bank under this guarantee is limited to a maximum of Rs. _____/- (Rupees _____ Only) and the guarantee shall remain in full force up to _____ (date) and cannot be invoked otherwise by a written demand or claim by the beneficiary under the Guarantee served on the Bank before _____ (date).

ANDWHEREAS it has been stipulated by you in the said ORDER that the Supplier shall furnish you with a Bank Guarantee by a Scheduled/Nationalized Bank for the sum specified therein as EMD towards bid submission.

ANDWHEREAS we have agreed to give the Bidder a Guarantee.

THEREFORE, we (Bankers address), hereby affirm that we are Guarantors and responsible to you on behalf of the Bidder for Rs. _____/- (Rupees _____ Only) and we undertake to pay you, upon your first written demand without any demur, cavil or argument, any sum or sums within the limit of Rs. _____/- (Rupees _____ Only) as aforesaid, without your needing to prove or show grounds or reasons for your demand or the sum specified therein. We will pay the guaranteed amount notwithstanding any objection or dispute whatsoever raised by the Bidder.

This Guarantee is valid until _____.

Place:

Date:
(Bank)

Signature and seal of Guarantors

Annexure V- Performance Bank Guarantee Format

(To be submitted by the successful bidder on Rs.100/- stamp paper)

In consideration of APSFL (“Authority”), having agreed to accept from _____ “successful bidder”, a Performance Bank Guarantee as maybe modified from time to time wherever necessary under the terms and conditions of the Agreement entered into by the said successful bidder in respect of work _____, TENDER No. _____ under APSFL for the due fulfilment of the terms and conditions of the said Agreement under APSFL, on production of a Bank Guarantee for Rs.____ (Rupees _____ only), we “Bank” _____ branch, hereby undertake the guarantee to pay immediately to APSFL, on demand in writing by APSFL, an amount of Rs. _____ (Rupees _____) without any reservation and recourse against any loss or damage caused to or suffered by APSFL by reason of any breach by the successful bidder of any of the terms and conditions of the said agreement under the said Authority.

We _____ Bank, further agree that the guarantee hereby contained shall remain in full force and effect during the period that will be taken for the performance of the said Agreement under the APSFL and that it shall be in enforcement until all the dues of APSFL under or by virtue of the said Agreement under the APSFL have been fully paid and their claims satisfied or discharged or until the said Authority certifies that the terms and conditions of the said Agreement under the APSFL have been fully and properly carried out by the successful bidder and accordingly discharges the guarantee subject. This bank guarantee is valid till _____ (date) and APSFL shall have no rights under this guarantee after _____ (date).

We _____ Bank, lastly undertake not to revoke this guarantee during its currency except with the previous consent of the APSFL in writing.

Dated _____ day of _____ 2018.

Place:

Date:

Signature and seal of Guarantors (Bank)