

RFP No.: APSFL/CPE/14/13/2018, Dated 13.01.2019

Empanelment of Vendors by APSFL for Procurement of Customer Premise Equipment (CPE)

Clarifications: 25-01-2019

S.No.	RFP Part No	Section No.	Page No.	Content of the RFP requiring clarification	Clarification sought	Clarification By APSFL
1	6.3		28	Selected Vendor(s) has to provide a replacement warranty of one year from the date of commissioning of the equipment and needs to maintain at least 5% of ordered quantity as spares for immediate replacement of faulty equipment and to meet the SLA	Request to amend 5% spares to 3% since 5 % spares of ordered quantity is very huge compared to the CPE failure rate. It would help the MSO to reduce the CAPEX	As per RFP
2	7.1	1	44-45	Tech Spec IP Set-Top Box for gaining Internet Access - Type I	There is no DRM(Data Rights Management), Middleware & IPTV Server Hardware and Soft System Mentioned in order to provide the most comprehensive solution. Please clarify the business model of IPTV service.	The CPE should support Widevine DRM as mentioned in the specifications and should integrate with any Middleware solution that APSFL chooses which works on proposed configuration.
3	7.1	2	46-47	Tech Spec IP Set-Top Box for gaining Internet Access - Type II		
4	7.1	3	48-49	Combo Box for accessing internet with accessories		
5	7.1	5	55	Specifications for the OLT - Bidder must factor in all the costs associated with hardware/software and licenses for the EMS/NMS and the integration efforts to make it work with existing APSFL OSS/BSS and other IT systems.	Please clarify the data sheets and manuals for the already existing equipments such as 1. Existing GPON OLT; 2. Existing OSS/BSS; 3. Existing VOIP Headend	Refer to the Scope-Phase 1 - Sample Testing & Acceptance Phase in the RFP
6	1.1	1.1	9	Bid Processing Fee (Non Refundable) INR 5,00,000(Rupees Five Lakh 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.	Request to reduce the bid processing fee to INR 100,000 (rupees one lakh only)	No change
7	1.1	1.1	8	Performance Bank Guarantee 10% of the Contract Value 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 Vijayawad	Please clarify whether 10% PBG is to be provided for 10% of contract value or for the work order as mentioned in Section 6.19	10% of the Work Order Value
8		6.19	24	Performance Bank Guarantee As a condition precedent to execution of the Agreement, Bidder shall submit a (PBG) for 10% of the work order/purchase order value and shall be renewed and maintained as necessary by the SI for the term of the resultant Agreement, and extensions if any		

9	1.1	6	7	Last Date and time for Submission of Proposal (Proposal Due Date)	We kindly request you to extend the proposal due date by another 10 days which will enable us to provide the best price for the product proposed for procurement	Already Extended
10	5. Technical Bid Evaluation	1. Technical Criteria	19	Average Annual Turnover of minimum 100 Crore in the last 3 audited financial yrs. (2015-16, 2016-17 & 2017-18) (Or Cumulative turnover of 300 crores for all 3 years together)	Please clarify whether the marks awarded are for Average Annual Turnover or Cumulative Turnover	Marks will be awarded for Average Annual Turnover
11	5. Technical Bid Evaluation	Important Notes	19	Bidders should obtain minimum 80 out of 100 marks in the overall technical evaluation to qualify for opening of the Financial Bid.	Request you to relax this clause and reduce the minimum marks to be obtained by the bidder from 80 to 70 marks to have more no of competitive bids from medium companies too	Refer Corrigendum for Revised Clause
12	Technical Bid Evaluation	1. Technical Criteria	19	Average Annual Turnover of minimum 100 Crore in the last 3 audited financial yrs. (2015-16, 2016-17 & 2017-18) (Or Cumulative turnover of 300 crores for all 3 years together) (INR Crores) ≥ 100 & ≤ 150 -5 marks >150 & ≤ 200 -10 marks >200 - 15 marks	we request the department to clarify whether the marks will be awarded are for Average Annual Turnover or Cummulative Turnover	Marks will be awarded for Average Annual Turnover
13	Technical Bid Evaluation	1. Technical Criteria	19	Bidders should obtain minimum 80 out of 100 marks in the overall technical evaluation to qualify foopening of the Financial Bid.	As per the Previous tender the Minimum marks for Qualification is 70 out 100, we request the department to relax this clause and reduce the minimum marks from 80 to 70 marks to enable more no of companies to bid .	Refer Corrigendum for Revised Clause
14	Technical Bid Evaluation	1. Technical Criteria	19	Local Manufacturer in Andhra Pradesh / MSME companies registered in the state of Andhra Pradesh meeting criteria as per G.O. MS 22	We request the department to remove this criteria to enable more compnies to bid.	No change
15	2	Scope of work	13	The Bidder shall maintain a stock of 1,00,000 Nos. for immediate delivery and be able to deliver within a three week period.	Please confirm whether this 1,00,000 stock is based on issuing a purchase order from APSFL.	Recommended stock quantity to esnure timely delivery. however SLAs will be as per mentioned delivery timelines only
16	2	Scope of work	12	In case bidder fails to submit the samples along with bid (or) fails to submit successful test reports within the stipulated time, such bids will be rejected and their financial bids will not be open.	The sample can be submitted after bid submission and testing there after. A declaration for the same be given at the time of Bid submission. Kindly confirm	No change

17	3	Prequalification Criteria	15	The Bidder/Consortium should have an average annual turnover of at least ₹ 100 Crores per year in the last three audited financial years. In case of consortium, the Lead Bidder should contribute to at least 50% of consortium's turnover.	The turnover to be considered from the IT related equipment supply & maintenance, as this will give a healthy competition between the vendors who can understand the technical importance of the solution rather than just focusing on the commercials.	No change
18	6.24	Delivery timeline	26	6.24 Delivery Timelines The Successful Bidder shall deliver the CPEs within 60 days from the date of first purchase order. For the subsequent work orders bidder shall deliver the CPEs within 30 days.	There is conflict in given delivery terms between 6.24 delivery timelines and 3. Scope of work. 6.24: 60 days for first order, 30 days for subsequent order p.3 : Immediate delivery in 3 weeks Please consider to revise immediate delivery term as 30 days according to 6.24, 30 days.	Delivery is within 30 Days from the Date of release Purchase Order / Signing the contract. Refer Corrigendum
19	6.26	Empanelment Methodology	26	APSFL through this RFP is empanelling bidders, and as this is a framed contract, GO MS 22 may not be applicable directly. However, to keep the spirit of encouraging the local manufacturers the following procedures are being adopted. 40% of the total order quantity is being reserved for local manufacturers meeting the criteria for the preferred vendors/Developers/Service Providers for Categories I, II and III as per the G. O. M.S. No. 22.	As per GO no 22 "As per this Procurement Policy, the methods of procurement prescribed for compliance by all the Departments, are (i) Rate Contracts (RC), (ii) Limited Tenders - through Empanelment of Vendors, (iii) Swiss Challenge, (iv) Promotion of Innovative products & Solutions, (v) PPP Methods, (vi) Open competitive Bid and with (vii) Special Provisions for Procurement in case of Repeat Orders, Emergency Procurements and Procurement of proprietary products.", .. it is a reserved volume of 50% of the total order quantity for local manufacturers. GO No 22 is attached for your reference. Kindly clarify	No change, Clause is clear
20	6.3	Service & warranty	28	Replacement warranty for one (1) years and needs to maintain at least 5 % of SOR as spares (Percentage of spares mentioned is minimum and it has to be planned by Successful bidder to maintain SLAs)	Please consider to revise 5% of SOR (spares) into 1% based on common spare standard globally.	No change
21	6.32	Payment terms	31	1st- 30% : 30 days after the delivery of the items at the site, after deducting the LD if applicable. 2nd- 60% : paid after completion of QC check 4th - 10% : after completion of one-year warranty period payment will be released after submission of Bank Guarantee	Please consider to revise the payment terms as same as previous CPE (combo box) bid/project. 1st - 95% : 30 days after the delivery of the items at the site, after deducting the LD if applicable. (The 5% payment will be released after submission of Bank Guarantee)	No change

22	1.1	1	7	Last date and time for submission of proposal (Proposal Due Date) 30/01/2019 at 3:00 PM	Please consider to extend submission date to 05/02/2019 at 3:00 PM.	No change
23		Prequalification Criteria		Empanelment Methodology: Additional Clause. The bidders who has already Business interests with APSFL operations (Agencies who are developing / providing the softwares like BSS/OSS & Middleware to APSFL) will not be eligible for this empanelment as conflict of business interest will arise.	This point is not there in new RFP, as this was there in previous RFP. This would lead to conflict of Interest. Kindly clarify.	Please refer corrigendum 1
24	Note	Prequalification Criteria	16	The Number of consortium partners must not exceed three (3) parties including the Lead Bidder. One of the consortium members must be a OEM/ODM of CPEs.	This consortium has to be limited to 2 members. This helps in getting eligible companies into the race.	No change
25	7.10.1 7.10.2 7.10.3 7.10.4 7.10.6	21, 22	45, 47, 49	RCU, "BT with mic. Basic layout a per Android TV minimum requirement, with number pad, must support usage s cordless phone for voice. Signalling(SIP) and Voice Data should be extended to ATV for handing voice through BT RCU"	<p>1. Please clarify if this RCU with codeless phone requirement is mandatory or optional.</p> <p>2. Please provide service scenario and detailed features for codeless phone.</p> <p>3. Please provide further description on how Android box SIP feature and ONT VoIP feature is working properly.</p> <p>For example, is it seperate function with two seperate account such as one for ONT VoIP and another account for Android SIP application? In that case, codeless phone would be implement with Android SIP application seperated with ONT VoIP feature.</p> <p>If this understanding is wrong, please kindly advise exact service concept and technical requirement.</p>	<p>1). The cordless RCU, though it is optional for APSFL technical evaluation, the solution on CPE should be ready on day one to support RCU when available.</p> <p>2) The voice incoming call can be taken either using FXS phone connected to ONT box or BT RCU connected to STB (both phones ring simultaneously) and outgoing call can be initiated using either of the modes.</p> <p>3) The solution is proposed to extend the voice functionality into STB from CPE/ONT by still retaining the SIP signalling and voice data coding of VoIP in ONT only. The VoIP SIP account still be one only i.e. only with ONT and no separate account for STB.</p>

26	7.10.3	24	49	"Build Tools and packages to develop and test custom made system applications along with a development version of the 10 no's ATV boxes with source, and necessary tools to develop and test application shall be provided."	Please consider to remove the term 'with source'. We will provide required ATV boxes with necessary tools as per requirement, but any OS source code shall not be provided according to Android software license policy. It is strictly prohibited that Android certified vendor share full or any part of OS source code.	Bidder need to supply all the customized source code which they built on top of standard Google Android TV codebase.
27	7.10.4	3.5	50	Priority-controlled mode or up to 16 queues per T-CONT in	Please consider to revise 16 queue to 8 queue. 8 queue is common standard by mapping with IEEE 802.1p, so we think 8 queue is sufficient to implemented GPON related service. As far as we understand from incumbent customers, most of Telco, Enterprise, hospitality customers are using 8 queue only.	No change
28	7.10.4	3.12	50	VPN	Please specify required VPN service. We support VPN pass-through.	Clause is self-explanatory
29	7.10.4	6.14	50	ONT should support NAT44 (translation of private-address to wan side IPv4 address).	What is meaning of "NAT44"?	Clause is self-explanatory
30	7.10.4	10.5	50	Must expose all its interfaces via HTTP, REST API only when connected directly via USB or RJ45, and over Wi-Fi with password access, which is visible in a menu in the CPE, All message (both send and receive) must be in JSON-LD format	This feature needed to be developed in Server level.	Clause is self-explanatory
31	7.10.4	10.6	50	CPE should provide an interface to publish VOIP status messages	Please provide further clarification, how 'Ringing' feature is working on IPTV and Combo box, conceptually and technically.	Clause is clear
32	7.10.5.3 7.105.4 7.105.5 7.10.4	14	50	-5°C to +60°C, 0 - 90% Relative Humidity	Please consider to revise '60°C' to '55°C' as like as previous CPE bid requirement. ONT and OLT are working under in-door environment mostly so '60°C' requirement looks not required. As well, ONT chipset itself recommend '55°C' as operation temperature.	Refer Corrigendum for Revised Clause. OLT should support 65°C
33	7.10.4	3.3	50	ONT should have ability to set DSCP values.	Please clarify this is mandatory or optional requirement, as well provide expected service with this feature.	No change

34	7.10.4	6.19	50	ONT should be able to send the transfer the voice call	Please provide further information and description on 'Dial Protocol' as well as related Technical standard.	Clause is self-explanatory
35	7.10.5.1 7.10.5.2 7.10.5.3 7.10.5.4 7.10.5.5	1	56	Warranty is 5 years from the date of commissioning	Please consider to revise 5 year warranty into 1 year warranty based on common warranty standard globally.	No change
36					The companies registered as MSME in the state of Andhra Pradesh are exempted from submission of EMD. The bidder shall submit valid MSME certificate along with the bid	No change
37				We have submitted our Bank Guarantee No. 1629218BG000258 dated 12th Nov 2018 with expiry date 30th June 2019 for Rs. 1,50,00,000 (One crore and Fifty lakhs) against your tender No. APSFL/CPE/14/13/2018, Dated 27/08/2018 and subsequently this tender was cancelled by AP FIBRE.	We request your kind selves to consider the same BG for new tender no. APSFL/CPE/14/13/2018, Dated 13/01/2019 for the EMD purpose.	No, New BG have to be submitted. As RFP reference No and Terms are changed.