



Expression of Interest (EOI)
for
Procurement of Customer Premise Equipment (CPE) boxes for providing Triple
Play Services

5th September, 2020

Andhra Pradesh State FiberNet Limited

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

Vijayawada – 520 013

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Assignment Title: Procurement of Customer Premise Equipment (CPE) boxes for providing Triple Play services

EOI No.: APSFL/CPE/41/2016/2020-21

Dated: 05th September 2020

APSFL, a Government of Andhra Pradesh Enterprise, established in 2015 with an intent to increase Digital Inclusiveness and provide Triple Play services to the citizens of Andhra Pradesh. It has license for NLD, Basic services and ISP from DoT. It provides internet leased lines, point to point leased circuits and MPLS VPN circuits as part of enterprise business. It has executed specialized projects like Digital class rooms, security and surveillance, citizen centric e-governance services, etc.

APSFL laid around 24,000KM of aerial Optical Fiber Cable (OFC), along with active network elements like IP-MPLS and DWDM in core network and GPON technology in access network. The Network Operating Center (NOC) has been created in Visakhapatnam and it houses all other key network elements like BSS system, AAA server, caching servers, etc. The IP-MPLS technology at core level is being used for creating the state-wide backbone network route and GPON technology is deployed for providing last mile connectivity from the backbone network to the household for Triple Play services (Voice, Video and Data). As on date, APSFL has an active subscriber base of around 1 million and is expecting the same to reach around 6 million, within next 2/3 years.

In order to deliver Triple Play services, APSFL intends to procure new CPE boxes. Through this EOI, APSFL wants to understand the following from the OEMs.

- a. **Business Model** – what are the potential financial/business models which can be explored for supply of CPE boxes, like one-time payment, deferred mode of payment, EMI based payment, etc.
- b. **Technical Specifications** – which technology to be deployed (AOSP or ATV) and what are the potential models of CPE boxes, with Wi-Fi access
 - i. Combo box solution (ONU and IPTV combined)
 - ii. Double box solution (ONU and IPVT separate)
 - iii. Enterprise solution
 - iv. Any other relevant information
- c. **Manufacturing unit** – whether there is a manufacturing unit in AP and what are the prospects of setting up a manufacturing plant for CPE boxes
- d. **Repair and return** – what are process being followed for repair and return of faulty units
- e. **Live support** – whether such functionality is available or what is the roadmap, if it is not
- f. **Product life cycle** – what is the useful life of the box, as per your testing
- g. **Regulations / Compliances** – what are the applicable regulations/compliances required and whether relevant documentation is available for the proposed boxes
- h. Any other relevant information.

The details for the response shall be limited to 30 pages.

In addition to the above, OEMs must furnish the following information:

1. Brief presentation of the enterprise(s) including turnover, years in business, etc.
2. Technical brochure, including product data sheet, network diagrams, etc.
3. Information indicating their experience in performing similar assignments – use cases, success stories, etc.
4. Firm/ Company contact information (full name and address, country, telephone and fax numbers, email address, website)
5. Contact person information (name, designation, address for communication, email address, telephone number).

Any queries related to this EOI may be submitted latest by 7th September 2020 and Expressions of Interest by **14th September 2020** through e-mail to ‘apsfl@ap.gov.in’ [with CC to ‘md.apsfl@ap.gov.in’].

Managing Director, APSFL