



Expression of Interest (EOI) for the Selection of Partner for Operations, Business, and Innovations  
for APSFL

**EOI NO: APSFL/BO/EOI/2025/001, Dt. 23.07.2025**

Andhra Pradesh State FiberNet Limited  
3rd Floor, NTR Administrative Block, Pandit Nehru Bus Station, NH 65, Vijayawada-520001,  
Andhra Pradesh, India

## **DISCLAIMER**

The information contained in this Expression of Interest document (the “EOI”) or subsequently provided to Applicant(s), whether verbally or in documentary or any other form shared on behalf of Andhra Pradesh State FiberNet Limited (“Authority”) is provided to the Applicant to assist in preparing the non-binding EOI on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

This EOI includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each applicant may require. The assumptions, assessments, statements and information contained in this EOI may not be complete, accurate, adequate or correct. Each applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources.

The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The authority, its employees and advisors make no representation or warranty and shall have no liability to any person, including any applicant, under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI.

The Authority may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

The issue of this EOI does not imply that the Authority is bound to select an Applicant for the Project and the Authority reserves the right to reject all or any of the Applications without assigning any reasons whatsoever.

The applicant shall bear all its costs associated with or relating to the participation in this process regard less of the conduct or outcome of the process.

Notice Inviting Expression of Interest (EOI) for the Selection of Partner for Operations, Business, and Innovations for APSFL		
Address	The Managing Director, Andhra Pradesh State FiberNet Limited, 3rd Floor, NTR Administrative Block, Pandit Nehru Bus Station, NH 65, Vijayawada-520001, Andhra Pradesh, India.  <a href="http://www.apsfl.in">www.apsfl.in</a>	
Queries	Applicants shall post queries by email to <a href="mailto:apsfl@ap.gov.in">apsfl@ap.gov.in</a> .  Note: Please mention the subject of the email as: Query on “Expression of Interest (EOI) for the Selection of Partner for Operations, Business, and Innovations for APSFL.	
EOI Schedule	Activities	Deadline
	Issue of EOI Document	23.07.2025
	Last Date for sending queries. Or clarifications regarding EOI	30.07.2025
	Last date for EOI Submission	13.08.2025
Point of Contact	Managing Director, APSFL	
Website to download EOI	<a href="http://www.apsfl.in">www.apsfl.in</a>	
The right to accept/reject any or all EOI(s) received is reserved with APSFL, Government of Andhra Pradesh without assigning any reason thereof.		

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## **1. Introduction**

### **Andhra Pradesh State Fibernet Limited (APSFL)**

APSFL has been incorporated under the Companies Act 2013 in October 2015, to undertake the work 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 the Infrastructure & Investment (I&I) department having its registered Office at 3rd Floor, NTR Administrative Block, Pandit Nehru Bus Station, NH – 65, Vijayawada – 520013, Andhra Pradesh, India. APSFL aims to provide high quality & affordable digital services to households, government departments and enterprises across the State.

APSFL has established a highly scalable network infrastructure to provide on-demand, affordable and end-to-end broadband connectivity of 15 to 50 Mbps for households and 100 Mbps to 1 Gbps for institutions & enterprises, to enable realization of the Vision of Digital AP, in partnership with the Government of India and the other Private Sector entities.

The AP Fiber Grid Project has a high-speed optical fiber network infrastructure connecting the entire State of Andhra Pradesh. A 24-core optical fiber cable runs along the electric poles for about 24,000 kms across the 26 districts of Andhra Pradesh. The network infrastructure connects to electrical sub-stations that serve as PoPs (Points of Presence). The Network Operations Centre (NOC) at the Andhra University Campus in Visakhapatnam (Vizag) manages and controls the entire network infrastructure.

### **BharatNet Phase-II**

This phase was executed by GoAP through APSFL under State-led model covering 11,254 GPs and 55,000 Kms of optical fiber laid covering over 600 Mandals across the state of Andhra Pradesh. APSFL has adopted IP-MPLS technology in ring architecture for the implementation of the project.

### **Vision of AP State FiberNet Ltd.**

AP State FiberNet Limited is the pathway to make available highly qualitative and affordable digital services (data, voice and video etc..) to households, government Offices and private agencies on demand in the State of AP. This endeavor can truly turn the State of AP as Digital AP in the direction of realizing the dream of Digital India.

APSFL aims to promote Digital inclusiveness by providing affordable, high-speed broadband connectivity to households, deepening the reach of Internet in the rural areas. It throws up immense possibilities for enhancing the quality of life of people. The services from AP State FiberNet system can effectively be utilized in education, health, law enforcement, agriculture and allied sectors and open new vistas in e-governance and enable delivering citizen-centric services in an efficient & transparent way.

## **2. Objective**

Andhra Pradesh State Fibernet Limited (APSFL) intends to invite Expressions of Interest (EOI) for the selection of Partner for Operations, Business, and Innovations for APSFL from experienced and capable entities to propose a business model to enhance the APSFL network outreach and customer subscriptions and increase the revenue of APSFL.

The objective of this EOI is to identify and onboard technically competent and financially sound partners with proven capabilities to support and strengthen the delivery of broadband, IPTV, VoIP, and other value-added services, last-mile service delivery and customer relationship management in alignment with APSFL's strategic vision of providing affordable and reliable digital connectivity to all households and institutions in the state.

APSFL seeks to create a robust network of partners who can operate in various geographies of the state, deliver high-quality customer experiences, ensure adherence to service-level agreements (SLAs), and act as a key interface between APSFL and end-users. This EOI will serve as a pre-qualification for future service delivery contracts and operational partnerships.

### **3. APSFL Infrastructure**

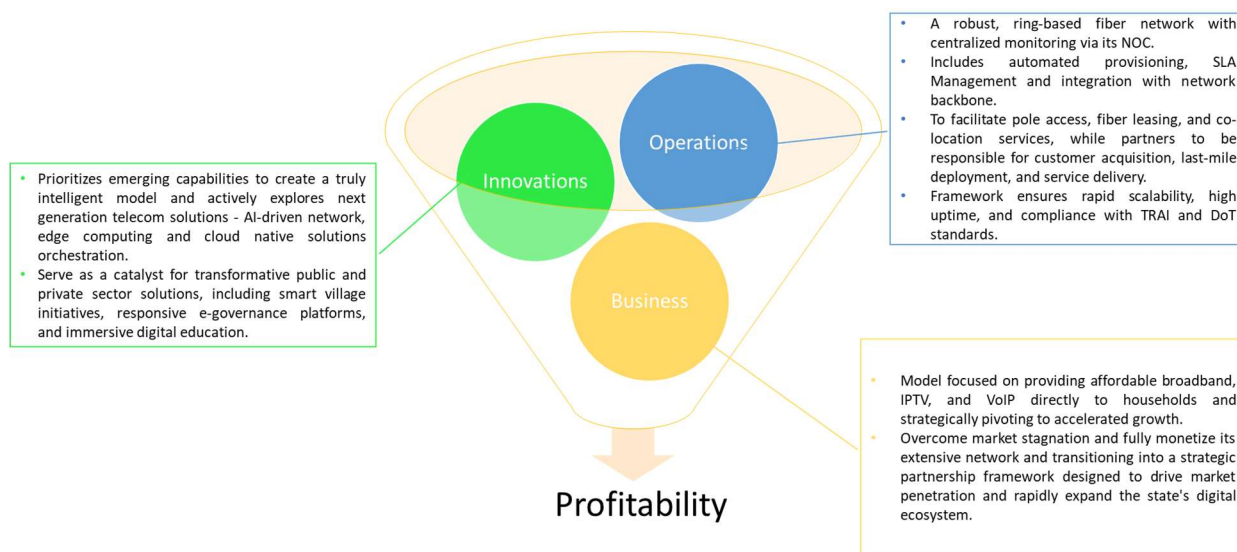
- i) APSFL has deployed around 80,000 km of optical fiber cable in a robust ring topology, ensuring redundancy to provide seamless connectivity across the state.
- ii) All district headquarters are equipped with Dense Wavelength Division Multiplexing (DWDM) and IP-MPLS (Internet Protocol Multi-Protocol Label Switching) technology, ensuring high-speed data transmission with low latency.
- iii) District HQs/Zonal HQs/Mandal HQs and Grama Panchayats are equipped with next generation IP-MPLS technology routers to provide robust, reliable, and scalable network infrastructure.
- iv) APSFL has floated RFP for the selection of agency for the implementation of Amended BharatNet Program in the state of Andhra Pradesh.

#### **APSFL Uniqueness**

- i) First State Government entity in India to obtain licenses for providing Internet Service (ISP), Telecommunication Service (TSP), and Internet Protocol Television (IPTV).
- ii) Offers reliable Leased Line connections, Dark fibers, secure VPN solutions etc., tailored for government institutions and private enterprises.
- iii) Partnered with multiple active Local Cable Operators (LCOs) as business partners for expanding the service reach and ensuring last-mile connectivity to customers across urban and rural areas.
- iv) Currently serves 4.8 lakh domestic customers and 31,000 enterprises, contributing to the digital growth of the region.

#### 4. Scope of Work

The selected partner for Operations, Business, and Innovations for APSFL shall provide a model to APSFL that can rapidly increase the customer base and network outreach thereby allowing APSFL to focus on its core infrastructure strengths and achieve its planned growth targets more efficiently and effectively. The selected partner shall be responsible for a comprehensive range of services, encompassing subscriber acquisition, last-mile infrastructure support, service operations, and marketing. The selected partner should be capable of penetrating new markets using a suitable business model to capture potential business opportunities for APSFL.



This EOI invites partners to support APSFL in Operations, Business, and Innovation by proposing a viable business model to bridge infrastructure gaps, complementing APSFL's existing setup but not limited to

- i) The selected partner shall provide internet broadband services, triple play, quad-play, OTT, video/ content on demand, etc. services as per the requirement of APSFL.
- ii) Expand APSFL's subscriber base and enhance network outreach through effective partner engagement/ management, targeted marketing campaigns and efficient lead conversion processes for domestic and enterprise customers.
- iii) Procure and maintain the necessary inventory for deployment of Customer Premises Equipment (CPE) and ensure compatibility with APSFL's network and adherence to quality standards.
- iv) The selected partner is responsible for supply, delivery, warranty, replacement of CPEs and last-mile hardware.
- v) Provide comprehensive last-mile cable maintenance services, including preventative maintenance, fault diagnosis, and repair, to ensure service availability and reliability.
- vi) Maintain accurate and up-to-date inventory records of all CPE and related equipment, including records for audits and regulatory compliance.



- vii) Maintain close coordination with APSFL's network team and Network Operations Center (NOC) to ensure efficient service delivery and identify and notify APSFL/ O&M agency on the timely resolution of network & infrastructure issues that affects quality of service delivery.
- viii) Collaborate with APSFL's Network Operations Center (NOC) to efficiently provision new services and manage subscriber configurations.
- ix) Provide necessary solutions for BSS/ CRM IT systems, subscriber management, Billing & Invoicing, Payment Gateway, Web Self Care, MIS, Reporting and Analytics System and Contact Centre. SDP shall integrate BSS/CRM systems with APSFL OSS solution to perform its duties in this regard.
- x) Establish and operate a multi-channel (phone, email, chat) customer help desk to provide responsive and effective technical support and customer service.
- xi) The selected partner will be responsible for all statutory requirements and payments pertaining to broadcaster content delivery and its digital rights management without any additional cost implication to APSFL.
- xii) The selected partner shall indemnify APSFL against any loss/damage, financially or legally.
- xiii) Develop attractive Ala-carte service bundles and packages to cater to diverse customer segments.
- xiv) Develop and execute targeted marketing campaigns to promote APSFL's services and drive new subscriber acquisition.
- xv) Maintain brand consistency and enhance APSFL's brand image. The selected partner may conduct market research to identify customer needs and preferences, informing service development and marketing strategies.
- xvi) Selected partner must fulfill all DoT's legal/ contractual obligations for ISPs regarding KYC data – including any future guidelines – and comply with all statutory regulations of DoT and GoI concerning KYC, CDR, and all other applicable legal requirements.
- xvii) Selected partner shall coordinate and cooperate with APSFL/ O&M agency for the smooth network operations and maintenance of Amended BharatNet Program.

#### **4.1. Role of APSFL**

- i) APSFL retains full ownership and responsibility for the core network infrastructure (fiber backbone, PoPs, core routers, NOC etc.).
- ii) Maintaining and operating the Network Operations Center (NOC) as the central point for network monitoring, incident management, and escalation.
- iii) Managing core network configurations, implementing network optimization strategies, and ensuring network performance aligns with overall business objectives.
- iv) Maintaining a centralized inventory management system for all APSFL network assets.
- v) Establishing and enforcing Service Level Agreements (SLAs) with the selected partner, monitoring performance against those SLAs, and managing the trouble ticketing process for escalated issues.

- vi) APSFL retains sole discretion to determine the final scope of work based on responses received to this EOI.

#### **4.2. Role of Selected Partner**

- i) Driving subscriber growth through targeted marketing, partner network development and efficient lead conversion.
- ii) Provide solutions/ applications for subscriber management, billing, invoicing, reporting and customer support.
- iii) Ensuring the reliable operation of the last-mile network infrastructure, including fiber optic cables, splitters, and connectors providing proactive and reactive maintenance services.
- iv) Managing the entire lifecycle of Customer Premises Equipment (CPE) from procurement and inventory management to deployment, configuration, and warranty support.
- v) Responsible for delivering internet broadband services, including triple play, quad-play, OTT, and video/content on demand offerings, in accordance with the requirements defined by APSFL.
- vi) Providing comprehensive customer support services to address technical issues, billing inquiries, and general customer concerns.
- vii) Coordinate and cooperate with APSFL/ O&M agency for the smooth network operations and maintenance of Amended BharatNet Program.
- viii) Back-to-Back arrangements with other partners.
- ix) Shall comply with all DoT and GoI regulations regarding KYC, CDR, and all other applicable legal requirements and adhering to any future DoT guidelines/ regulations.
- x) Responsible for all duties, taxes (including GST), labor law compliance, and adherence to all applicable regulatory and legal requirements related to its operations.

## **5. Eligibility Criteria**

- i) The Bidder should be a registered company in India, incorporated under the Indian Companies Act.
- ii) The Bidder should have cumulative total turnover of INR 50 Cr. during last three financial years with positive net worth. Bidder must submit audited balance sheet of the company for the previous 3 financial years.
- iii) Experience in delivery of value-added services such as IPTV, OTT, G2C services on a multicast technology will be preferred.
- iv) Ready to deploy Platform & Technology inclusive of Billing, SMS (Subscriber Management System), IPTV DRM (Digital Rights Management) and VAS (value added services).
- v) Experience in handling customer care call center for Telecom or ISP.
- vi) Bidder's experience in manufacturing / supply of CPE boxes will be preferred.
- vii) Necessary documents to prove the above criteria are to be submitted by along with the proposal.

## **6. General Instructions to bidders**

- i) The Approach & Methodology must cover the following:
  - a) A long-term vision aligned with APSFL's mission
  - b) Scope of operations and service offerings
  - c) Investment commitments and financial sustainability.
  
- ii) The Bidder must comply with the following:
  - a) Adhere to national and state-level telecom regulations
  - b) Comply with TRAI guidelines, safety standards, and operational protocols
  - c) Possess valid licenses or authorizations from relevant authorities
  - d) Comply with conditions in section 5. Eligibility Criteria.

**7. EOI Documents & application submission****7.1. Availing EOI Documents**

The EOI document can be downloaded from the website link <https://www.apsfl.in> up to the date and time mentioned in the EOI.

**7.2. Completeness of the EOI Response**

Applicants are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of EOI shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications. The response to this EOI should be full and complete in all respects.

**7.3. EOI Response Preparation Cost**

The Applicant is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of EOI response, in providing any additional information required by APSFL. APSFL will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the process. All materials submitted by the Applicant shall become the property of APSFL and may be returned at its sole discretion.

**7.4. Submission of EOI Queries**

<b>Subject: Query for EOI for the Selection of Partner for Operations, Business and Innovations for APSFL</b>		
<b>Details of the query seeker</b>	Name and Address of the Company	
	Name and Position of the Person submitting the query	
	Contact details	Mobile: Email id:
<b>S. No.</b>	<b>EOI Reference (Page/ Section)</b>	<b>Points of Clarification required</b>
1.		
2.		
3.		

#### 7.5. Amendment of EOI Document

At any time before the deadline for submission of EOI, APFSL, may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Applicant, modify the EOI Document by an amendment.

In order to afford prospective Applicants reasonable time in which to take the amendment into account in preparing their EOIs, APFSL may, at its discretion, extend the last date for the receipt of EOIs. The Applicants are advised to visit the official website of APFSL [www.apsfl.in](http://www.apsfl.in) on regular basis for checking necessary updates. APFSL also reserves the right to amend the dates mentioned in this EOI.

#### 7.6. APSFL's Right to Terminate the EOI Process

APSFL reserves the right to terminate the EOI process at any time and without assigning any reason thereof. APSFL makes no commitments, express or implied, that this process will result in a business transaction with anyone. This EOI does not constitute an offer by APSFL.

#### 7.7. Documents Establishing Applicants Qualification

The Applicant shall furnish, as part of its EOI documents establishing the Applicant's qualification in the formats provided in this EOI. The documentary evidence should be submitted by the Applicant as part of the response to the EOI. The documentary evidence of the Applicant's qualification shall be as specified in this EOI document.

#### 7.8. Format and Signing of EOI

- i) The Applicant shall prepare one hard copy of the EOI.
- ii) The EOI document shall be signed, at the time of submission, by the applicant or a person duly authorized by the applicant. It is clarified that submitting an EOI is non-binding and does not obligate the Applicant or the Andhra Pradesh State Fibernet Limited to enter into any subsequent agreements or commitments.
- iii) Submission of EOI responses: The Applicant should submit the Proposal as per the requirement of EOI which should be received in the office of the Managing Director, Andhra Pradesh State Fibernet Pvt Ltd, Government of Andhra Pradesh with the proper postal address of APSFL on or before due date and time as mentioned in the EOI.
- iv) The postal cover should also highlight the "Expression of Interest (EOI) for the selection of Partner for Operations, Business and Innovations for APSFL". The Proposal received after due date and time will not be entertained. APFSL is not liable/ responsible for any delay in receipt of documents for the reason whatsoever. APFSL will not consider any proposal that arrives after the deadline as prescribed in the EOI. Any Proposal received after the deadline will be out rightly rejected by APFSL.

7.9. Late Submission of EOI

EOI being submitted after the specified time limit and date will not be accepted.

7.10. Language of EOI

The responses prepared by the Applicant and all correspondence and documents relating to the documents exchanged by the Applicant and APSFL, shall be written in English language. Any printed literature furnished by the Applicant in another language shall be accompanied by an English translation, in which case, for purposes of interpretation of the EOI, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Applicant.

## 8. Formats for EOI Submission

### 8.1. Annexure A – Covering Letter

(To be submitted on Bidder's Letterhead)

Date: DD-MM-YYYY

To,  
The Managing Director,  
Andhra Pradesh State Fibernet Limited,  
3rd Floor, NTR Administrative Block,  
Pandit Nehru Bus Station,  
NH-65, Vijayawada- 520001

Sub: Selection of Partner for Operations, Business and Innovations for APSFL – Reg.

Ref:EOI number

Dear Sir,

1. With reference to your EOI Document dated DD-MM-YYYY, I/We, having examined all relevant documents and understood their contents, hereby submit our Proposal towards Selection of Partner for Operations, Business and Innovations for APSFL.
2. All information provided in the Proposal and in the Appendices is true and correct, and all documents accompanying such Proposal are true copies of their respective originals.
3. I/We shall make available to the Authority any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
4. I/We acknowledge the right of the Authority to reject our Proposal without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
5. I/We to the best of our knowledge certify that in the last three years, we or any of our Associates have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the applicant, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
6. I/We understand that you may cancel the selection process at any time and that you are neither bound to accept any proposal that you may receive nor to select the selected service provider, without incurring any liability to the applicant.
7. I/We to the best of our knowledge certify that in regard to matters other than security and integrity of the country, we or any of our associates have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the project or which relates to a grave offence that outrages the moral sense of the community.
8. I/We to the best of our knowledge further certify that in regard to matters relating to security and integrity of the country, we have not been charge- sheeted by any agency of



the Government or convicted by a Court of Law for any offence committed by us or by any of our associates.

9. I/We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the authority and/ or the Government of AP in connection with the selection of Partner or in connection with the selection process itself in respect of the selection.
10. I/We agree and understand that the proposal is subject to the provisions of the EOI document. In no case, shall I/We have any claim or right of whatsoever nature if our proposal is not opened or rejected.
11. I/We agree and undertake to abide by all the terms and conditions of the EOI document.
12. In witness thereof, I/We submit this proposal under and in accordance with the terms of the EOI document.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

## 8.2. Annexure B – Applicant's profile

(To be submitted on Bidder's Letter Head)

S. No.	Particulars	Details
1.	Name of the Company	
2.	Year of incorporation	
3.	Nature of the Company (Registered Company)	
4.	Registered Office Address	
5.	Office Telephone Number	
6.	Fax Number	
7.	Contact Person	
8.	Name	
9.	Telephone Number	
10.	Email Address	
11.	Local presence in Andhra Pradesh, if any	
12.	Office Address	
13.	Office Telephone Number	
14.	Fax Number	
15.	Registration Details	
16.	Permanent Account Number	
17.	GST Registration Number	
18.	Banker's Name, Address and Account	
19.	No. of Technical staff employed	
20.	Solutions Offered	

8.3. Annexure C – Experience Summary

(To be submitted on Bidder's Letter Head)

S. No.	Client Name	Project Name	Scope of Work	Locations covered	Duration
1.					
2.					
3.					

(Supporting documents to be enclosed)

8.4. Annexure D – Financial Declaration

(To be submitted on Bidder's Letter Head)

S. No.	Financial Year	Annual Turnover	Net Profit/Loss
1.	FY 2021-22		
2.	FY 2022-23		
3.	FY 2023-24		

(Audited Balance Sheets/ CA certificate to be attached)

8.5. Annexure E – Declaration of Clean Track record

(To be submitted on Bidder's Letterhead)

Date: DD-MM-YYYY

To,  
The Managing Director,  
Andhra Pradesh State Fibernet Limited,  
3rd Floor, NTR Administrative Block,  
Pandit Nehru Bus Station,  
NH-65, Vijayawada- 520001

Sub: Selection of Partner for Operations, Business and Innovations for APSFL er – Reg.

Ref: EOI NO: APSFL/BO/EOI/2025/OX/001, Dt. XX.xx.2025

Dear Sir,

I/We hereby declare that my company has not been debarred / black listed as on Bid submission date by any State Government, Central Government, Central & State Govt. Undertakings / Organizations and by any other Quasi Government bodies / Organizations, and any other major Enterprise / Organizations in India for non-satisfactory past performance, corrupt, fraudulent or any other unethical business practices.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

8.6. Annexure F – Declaration of Acceptance of the Terms and Conditions in the EOI

(To be submitted on Bidder's Letterhead)

Date: DD-MM-YYYY

To,  
The Managing Director,  
Andhra Pradesh State Fibernet Limited,  
3rd Floor, NTR Administrative Block,  
Pandit Nehru Bus Station,  
NH-65, Vijayawada- 520001

Sub: Selection of Partner for Operations, Business and Innovations for APSFL – Reg.

Ref: EOI NO: APSFL/BO/EOI/2025/OX/001, Dt. XX.XX.2025

Dear Sir,

It is to certify that the Expression of Interest EOI No.....is carefully read & understood and all the sections and clauses are COMPLIED UNCONDITIONALLY AND UNEQUIVOCALLY. There is no deviation from the terms and conditions of the EOI.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

8.7. Annexure G – Undertaking on Scope of Work Compliance and Unconditional Acceptance

(To be submitted on Bidder's Letterhead)

Date: DD-MM-YYYY

To,  
The Managing Director,  
Andhra Pradesh State Fibernet Limited,  
3rd Floor, NTR Administrative Block,  
Pandit Nehru Bus Station,  
NH-65, Vijayawada- 520001

Sub: Undertaking on SoW Compliance and Unconditional Acceptance with reference to the EOI No. -----.

Ref: EOI NO: APSFL/BO/EOI/2025/001, Dt. XX.XX.2025

Dear Sir,

We, M/s,..... based at..... hereby confirm our compliance to the requirements outlined in Section (4) – Scope of Work (SoW) of the above referenced EOI. By way of this compliance undertaking, we confirm that we have adequate capability and experience to perform the services outlined in SoW, as per the requirements defined in EOI.

We confirm our unconditional acceptance of full responsibility of providing services in accordance with the Terms and Conditions and Scope of work of this EOI.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

8.8. Annexure H – Approach & methodology

(Detailed Proposal, Approach and Methodology to be submitted on basis of the Scope of Work Mentioned duly compiling all the parameters)