

**Pre Bid Queries Response for "Creation of OFC Network for BRTS Corridor and other important SMC Locations"**

**Tender : SSCDL-ConnectedSurat-OFC-RFP-02-2017**

#	RFP Document Reference (Volume, Section No., Page No.)	Content of the RFP requiring clarification	Clarification Sought	Our Response
1	Vol -1, Page-8, Section- 6.3	Bidder/ Consortium should have a minimum average annual turnover of Rs. 25 crores for last three financial years i.e. FY 2015-16, FY 2014-15, FY 2013-14	As per our understanding estimated project value is at least Rs. @20 Cr, and considering SOW and payment terms it's not services but also supply of Material. So there is a huge investment approx. 15 - 20 Cr by bidder and how it is expected an investment of this size from the bidder whose total turnover is 25 Cr. So in the interest of the project execution, SSCDL should look for bidder with sound investment capacity. Hence we request to change minimum Annual Turnover of Rs. 100 cr.	No change. RFP terms & condition prevail.

2	Vol 1, Page 13, Section 6	Bidder or any member of consortium should have completed laying, installation commissioning and maintenance of following in last 7 Years from the date of issuance of this RFP -at least 100 km of own fibre network in India or - at least 100 km of fibre network for other customers in India	The bidder / Consortium Partner should have demonstrable expertise and experience in executing at least ONE project of City Wide OFC laying for Government Application Or with Government Partnership during last five years as on tender floating date. This will encourage more participation in bid and will enable eligibility of potential bidders like us to participate in the bid.	No change. RFP terms & condition prevail.
3	Vol -1, Page-41, Section- 8.2.2	Equipment Availability (EA)	Since in SLA network availability uptime is already asked, Equipment availability suppose not to there as ultimate aim of this project is availability of Network and not individual hardware. Hence request you to remove this penalty clause. Alternatively SMC can ask for response/resolution time for specific hardware	No change. RFP terms & condition prevail.
4	Vol -1, Page-41, Section- 8	SLA Matrix for Post Implementation SLAs	As per industry standard SLA calculation are quarterly and not monthly, even payment terms are also quarterly. SLA calculation and payment cycle should be the same. Hence request to change penalty calculation quarterly in place of monthly	No change. RFP terms & condition prevail.
5	Vol -1, Page-41, Section- 8	SLA Matrix for Post Implementation SLAs	Penalty start with 5% penalty which is too high, request to reduce it to 1%/2%	No change.

6	Vol-1; 9.3. Payment Schedules; Page 47	1. SSCDL shall use the following payment milestones: · 10% of CAPEX against supply, installation and commissioning of Network Operating Centre (NOC) · 10% of CAPEX against supply of All Active Components other than NOC · 30% of CAPEX against the Go Live of Core ring · 30% of CAPEX against Go Live of Complete Network · 20% of CAPEX in equal half yearly instalments in 1 year after Go Live of complete network · OPEX projected by SI in their commercial bid will be paid in equally in 28 quarters	Request dilution/modification as: 1. SSCDL shall use the following payment milestones: 40% of CAPEX against supply, and delivery of All active components & Network Operating Center (NOC) · 30% of CAPEX against supply of installation and Commissioning of NOC · 20% of CAPEX against the Go Live of Core ring · 10% of CAPEX against Go Live of Complete Network along with PBG of 10% of CAPEX with validity of 1 year after Go Live of complete network · OPEX projected by SI in their commercial bid will be paid in equally in 28 quarters in arrears.	RFP terms & condition prevail.
7	Volume - 1 - Page No. 48 - Point No. 9.3 (1) (vi)	The % of the revenue for each of the stream quoted as share to SSCDL shall be minimum guaranteed amount to be paid to SSCDL. Actual payment to SSCDL shall be either this minimum guaranteed amount or the % of the actual revenue, whichever is higher. The amount on the higher side to be adjusted (paid to SSCDL) within 30 days after the 4th quarter of the respective year.	If there is no lessor found to get rent or revenue is 'Zero" so in that case still minimum guaranteed revenue is to be paid? Further, who is going to find the customer to take on lease? Will SMC/SSCDL going to support?	Yes, bidder is required to pay the quoted minimum guaranteed amount or the % of the actual revenue, whichever is higher. Please refer to the section 9.3 for more details
8	Volume - 1 - Page no - 97	Maintain standard forms of comprehensive insurance including liability insurance, system & facility insurance & any other insurance for the Assets, data, software, etc. in the joint names of SSCDL & the System Integrator, where SI shall be designated as the 'loss payee' in such insurance policies; SI shall be liable to pay premium for the insurance policy & shall ensure that each & every policy shall keep updated from time to time.	Please clarify.	The clause is self-explanatory.

9	Volume - 2 - Page No 24 - Point No 23	Helpdesk calling infrastructure (exclusive of desktops) shall be provisioned by SI. The workstations /desktops shall be provided by SMC/SSCDL	Please clarify that who will provide Office Infrastructure, Telco Setup and How many Helpdesk team members will be required?	Office space will be provided by SMC/SSCDL. Please refer to the section 6.4.1 of RFP Volume 2 for more details
10	Volume - 2 - Page No 24 - Point No 24	SI shall also be asked to provide connectivity on temporary basis for public events generally arranged at open grounds, large seminar halls etc. (which are not part of the location list of this RFP) through temporary arrangements like overhead fibre cabling from nearest access switch location to event location or through wireless connectivity based on actual field feasibility and bandwidth requirement.	Please clarify that how to consider commercials for any Special event or temporary location connectivity?	As mentioned, the connectivity will be provided based on actual field feasibility and bandwidth requirement. In this regard, the commercials (if any) may be decided mutually based on bandwidth consumption, duration and feasibility at the time of implementation.
11	Volume - 2 - Page No 12 - Point No 5 .5	Monitoring & Fault Management/logging of integrated leased line / MPLS/ Dark Fibre connectivity provided from other service provider for balance locations which will not be connected on BRTS fibre network as mentioned in detail	Kindly clarify Which type of Monitoring & Fault Management will be required? ...  SMC Need Complete call Centre like L1 Support Team?	Details are already mentioned in RFP volume 2. Please refer to the section 5.5 of RFP Volume 2
12	Volume - 2 - Page No 12 - Point No 5 .6	Configuring the network to establish the redundant functionality between DC and DR (Disaster Recovery) in future. Equivalent equipment may be procured at DR in future through separate tender and it may be from different OEM.	Please clarify that will other OEM or Project vendor also support for same part?  In addition to that the same terms and conditions will also be applicable for other OEM/Project vendor too?	The Equivalent equipment may be procured at DR in future through separate tender and it may be from different OEM. The bidder is required to support in configuration the network to establish the redundant functionality between DC and DR.  The terms & Condition for

				that Vendor shall be as per RFP that will be floated in future. Please refer to section 5.9 of RFP Volume 2
13	Volume - 2 - Page No 13 - Point No 5.1	Field Survey, GIS based Network planning and Mapping of All Network Elements	<p>Please clarify that will it be only for once for Project or will it be day to day activity till operations?</p> <p>Which GIS Tool will be used by SMC Team and who will update data in GIS?</p> <p>Further, This O&amp;M of project is for 7 years &amp; if contract will not get extended and new vendor is appointed then it is in whose responsibility to update into GIS and who will take care of other inventories?</p>	This is as part of Project Activity which is usually carried out at the time of Design phase.