



Amendment 01

Ref: CORP/MKTG/BSNL/NGWAN/19

Date: 04/11/2024

Sub: Notice Inviting EOI for selection of System Integrator (SI) for participating in tender for Selection of Next-Gen WAN Solution Provider (NGWSP) for IT Modernization Project 2.0

EOI Ref: CORP/MKTG/BSNL/NGWAN/19 dated 22-10-2024

SI No	Present Clause	Revised Clause
1	<p>Clause 4(i) A</p> <p>a. The Bidder must be a legal entity registered in India under the Company Act, 1956/2013 and must have a registered office in India.</p> <p>b. Bidder to be a System Integrator who can arrange the OEMs for the SD WAN and other project related components meeting the technical requirements of the customer tender and should be able to provide Manufacturer Authorization Form (MAF) in the name of ITI Ltd for addressing the Customer tender. Authorization from the OEMs regarding the same has to be submitted as part of the bid.</p> <p>c. Consortium of only 2 members including lead bidder is allowed. Consortium can be formed between either with an SDWAN OEM or with a System Integrator. Consortium should work exclusively with ITI Limited for the subject tender.</p> <p>In case of consortium, Consortium Agreement on Rs.100 Stamp paper to be signed by all members of the EOI name, Consortium member roles & responsibilities of each of the Consortium member) to be submitted along with the bid as per format enclosed in Annexure – VII)</p>	<p>Clause 4(i) A</p> <p>a. The Bidder must be a legal entity registered in India under the Company Act, 1956/2013 and must have a registered office in India.</p> <p>b. Bidder to be a System Integrator who can arrange the OEMs for the SD WAN and other project related components meeting the technical requirements of the customer tender and should be able to provide Manufacturer Authorization Form (MAF) in the name of ITI Ltd for addressing the Customer tender. Authorization from the OEMs regarding the same has to be submitted as part of the bid.</p> <p>c. Consortium of only 2 members including lead bidder is allowed. Consortium can be formed between either with an SDWAN OEM or with a System Integrator. Consortium should work exclusively with ITI Limited for the subject tender. Lead bidder of the consortium should have at least 3 years of operations in India as on bid submission date.</p> <p>In case of consortium, Consortium Agreement on Rs.100 Stamp paper to be signed by all members of the Consortium for the subject business opportunity (specifying subject EOI, EOI name, Consortium member roles</p>

Sl No	Present Clause	Revised Clause
		<p>& responsibilities of each of the Consortium member) to be submitted along with the bid as per format enclosed in Annexure – VII)</p> <p>For addressing the BSNL tender, The lead bidder of the Consortium has to sign a Consortium Agreement with ITI Limited as per Annexure VIII after the finalization of Partner and before bid submission to customer tender. Annexure VIII is attached below.</p>
2	<p>Clause 4(i) F OEM Eligibility requirement : Bidder to bring an OEM who meet the following eligibility requirement: 1. The proposed OEM must have supplied minimum 8100 quantities of the equipment (only SDWAN routers) after 01-04-2018 onwards including current year (Cumulative). Documentary proof must be enclosed. * In case of OEM being MSE/ startup or offering Class-I Local product, the past supply experience shall be 50% of 8100 i.e.4050 nos. 2. The OEM / Bidder must have 2 support centres per BSNL Zone (North, South, East and West Zone) with local logistics support and adequate spares for the equipment supplied in existence for last 1 year. The documented proof in this regard should be attached with the bid. This is to ensure immediate delivery of spare parts. The bidder should furnish the details of the physical address and telephone number (s) of the spares depot(s). In case of OEM being MSE/ startup or offering Class-I Local category product, then they shall have at least one support centre per BSNL Zone and shall submit undertaking that they</p>	<p>Clause 4(i) F OEM Eligibility requirement : Bidder to bring an OEM who meet the following eligibility requirement: 1. The proposed OEM must have supplied and successfully commissioned SDWAN routers including current year. i. One project of quantities not less than 6480 OR ii. Two projects of quantities not less than 4050 each. OR iii. Three projects of quantities not less than 3240 each. Cut-off date of current year supplies shall be taken as NIT date. Documentary proof must be enclosed. 2. The OEM / Bidder must have 2 support centres per BSNL Zone (North, South, East and West Zone) with local logistics support and adequate spares for the equipment supplied in existence for last 1 year. The documented proof in this regard should be attached with the bid. This is to ensure immediate delivery of spare parts. The bidder should furnish the details of the physical address and telephone number (s) of the spares depot(s). In case of</p>

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	shall set up more support centres within two months of award of work to their SI bidder to make support centres as required for nonMSE/startup/ Class-I i.e.2 per BSNL Zone.	OEM being MSE/ startup or offering Class-I Local category product, then they shall have at least one support centre per BSNL Zone and shall submit undertaking that they shall set up more support centres within two months of award of work to their SI bidder to make support centres as required for nonMSE/startup/ Class-I i.e.2 per BSNL Zone
3	Financial Bid	Financial Bid Revised Financial Bid (Annexure VI-A and Annexure VI-B) is as attached below.

Other terms & conditions are remaining same as per EOI including corrigendum.

GM- CM, Corporate Marketing, Corporate Office,
ITI Limited, Dooravaninagar, Bengaluru– 560016
email: vrsakum_crp@itiltd.co.in, bindums_crp@itiltd.co.in
Mob: 8078535507,9535325537
Web: www.itiltd.in

**Consortium Agreement as per BSNL Tender
(On Rs. 100 Non-Judicial Stamp Paper)**

In compliance to Clause No.....of T.E No..... dated....., a consortium has been formed on between and to meet various eligibility conditions and experience criteria specified in the T.E. No dated

It has been agreed among bidder and the consortium partner(s) that is designated to submit the Bid on behalf of this consortium and henceforth called as Bidder. "Lead Bidder" and the "Bidder" have been used interchangeably. It is also confirmed that all the members of the said consortium meet the eligibility conditions as specified in the above referred Tender and have authorized the "Lead bidder" by way of duly executed power of attorney in his favor to act on their behalf.

It has also been agreed that in its capacity as lead Bidder, will interact with BSNL for all obligations. The Lead bidder and consortium partner(s) shall be liable for due performance of the contract jointly and severally, whereas the responsibility of Consortium Partner(s) other than lead bidder, shall be limited to such Consortium Partner(s) share of obligations in the contract for products and /or services as defined in the agreement signed between the Lead Bidder and Consortium Partner(s) and is in accordance with the Tender requirements. Lead bidder and all consortium partner(s) agree to submit the Performance bank guarantee against the APO of the subject tender as follows:

- (a) Performance security of 2% of APO Value by the Lead Bidder of the Consortium and Performance Security of remaining 1% of APO Value to be submitted equally by remaining consortium partner(s).
- (b) 2/3rd of the AMC Performance security by the Lead Bidder of the Consortium and remaining 1/3rd of the AMC Performance Security to be submitted equally by remaining consortium partner(s).

The details of Bidder and consortium partner(s) are as under:- :- :- IN WITNESS WHEREOF the parties have caused this AGREEMENT to be executed by their duly authorized officers as of the day first above written

For <Lead Bidder's Name>

For<Consortium Partner(s)>

Signature of Authorized Signatory

Signature of Authorized Signatory

Name:-

Name:-

Designation:-

Designation:-

Contact Phone:-

Contact Phone:-

Email-ID:-

Email-ID:-

Date:-

Date:-

Witness-1

Witness-1

Signature:-

Signature:-

Name:-

Name:-

Designation:-

Designation:-

Contact Phone:-

Contact Phone:-

Email-ID:-

Email-ID:-

Date:

Date:

Type of PFC (Batteries)	Material & Type of Batteries	No. of PFC (Batteries) required by the bank	Unit PFC (Batteries) base price (Batteries) with the inclusion of all the necessary charges (GST) in INR	Total PFC (Batteries) base price (Batteries) with the inclusion of all the necessary charges (GST) in INR
		A	B	C = A x B
PFC (Batteries) Type-1	100 AH, 12V, 60 Ah	100		
PFC (Batteries) Type-2	100 AH, 12V, 60 Ah	100		
PFC (Batteries) Type-3	100 AH, 12V, 60 Ah	100		
Total Cost (C)				

Total Project Cost (A+B+C+D+E+F+G+H+I+J+K+L+M+N+O+P+Q+R+S+T+U+V+W+X+Y+Z) in INR, (Round off to Nearest)	
Total Project Cost (A+B+C+D+E+F+G+H+I+J+K+L+M+N+O+P+Q+R+S+T+U+V+W+X+Y+Z) in INR, (Round off to Nearest)	

- Notes for bidder:**
- Bidder must mandatorily quote for all GST components (CGST, SGST, and IGST) as required. If a bidder quotes in contract GST rates and becomes successful, then base and prices will be adjusted to an effective contract GST rate by bringing the all inclusive rate same as quoted by bidder.
 - The bidder who submit the offer with commercial credit and Reserve Tax (GST) shall submit the proof of applicable commercial GST. In case the commercial GST is not available to BIDD, it should be included in the price of the goods/services.
 - In case, bidder is required to pay commodity tax, it should be included in the BIDD, it is not eligible for input tax credit then the bidder should not deduct any amount in column 'To 12'.
 - Scope Bids (FF & F) should be taken off-basis. That their including all taxes & charges (i.e. as Page 05 of IFC).
 - The FF & F contract quoted shall not be subject to change after bid evaluation including an accidental change of Copper. Lead time price changes in India & rates of duty, etc.
 - Bidder must mandatorily mention IFC & Page 05 in IFC & Page 05.
 - The bidder shall quote the cost of IFC for a period of 3 years from the date of completion of the project and on the expiry of the contract. The bidder shall quote the IFC price as a percentage of the quoted equipment cost for each of the years as per IFC rates.

Disclosures by bidder:

"We hereby declare that in quoting the above prices, we have taken into account the entire credit and input credits under the GST Act introduced w.e.f. 1 July 2017 and further extended to cover from 01/07/2017."

"We hereby certify that BIDD, IFC, charges in column 14 or 15 are correct & correct of GST for the amount therein because it is shown as allowable per GST laws."

FINANCIAL BID

Notice Inviting EOI for selection of System Integrator (SI) for participating in tender for Selection of Next-Gen WAN Solution Provider (NGWSP) for IT Modernization Project 2.0
Ref: CORP/MKTG/BSNL/NGWAN/19 Date: 22-10-2024

Bidder Name

Bid Format

Sl. No	Description	Price/Margin
A	Total Project Cost as per Annexure VI A in INR (without Taxes) i.e (A1+A2+B1+B2+C1+C2+D1+D2+E-F) of Annexure- VI A (without Taxes)	
B	Quote margin to ITI as a percentage of A	
C	Absolute value of Margin = A*B	0
D	Overall Quoted price = A-C	0.00

During evaluation bidders with least "D" will be considered
Note: Schedule of Requirement & Scope of Work as per Tender document

Note:

- 1 ITI's Tender document can be downloaded from ITI web site www.itiltd.in or CPP portal www.eprocure.gov.in. For uploading the bid proposal, all vendors have to register in our eprocurement portal (<https://itilimited.euniwizarde.com/>). When submitting the bid please state the tender ID.
- 2 To be submitted online <https://itilimited.euniwizarde.com/>
- 3 During evaluation bidders with least "D" will be considered as L1
- 4 The bid having higher value of "B" will be selected in case of tied D
- 5 If the bidder is selected, during the final tender submission, the price to be quoted shall not be more than price "A" and the margin offered to ITI shall not be less than "B"
- 6 The lowest quoted bidder(least "D") considering the above cost calculation will be selected for addressing the customer tender