



## Amendment 01

Ref: CORP/MKTG/BharatNet/ABP/2025/10/Amend01

Date: 18/08/2025

Sub: Notice Inviting EOI for selection of Partners for addressing Tender for Development (Creation, Upgradation and Operation & Maintenance) of Middle mile network of BharatNet on Design Build Operate and Maintain (DBOM) Model

Ref: CORP/MKTG/BharatNet/ABP/2025/10 dated 28 -07-2025

Sl No	Present Clause	Revised Clause
1	<p>4(i)J The Bidder should submit valid letter from the OEM against the proposed products confirming the following:</p> <p>OEM shall ensure that all equipment/ components/ sub- components being supplied by them shall be supported for entire contract period. If the same is de-supported by the OEM for any reason whatsoever, the bidder shall replace it with an equivalent or better substitute without any additional cost to BSNL and without impacting the performance of the solution in any manner whatsoever. In case replacement with a product from an OEM other than the OEMs proposed by bidder in their bid, prior approval of BSNL will be required.</p> <p>Supporting Documents required:</p> <p>The Bidder should submit valid Manufacturer Authorization Form (MAF) from at least one (01) OEM or up to maximum four (04) OEMs for each passive component (all types of OFC Cables, Duct, Joint Closures (SJC &amp; BJC), FDMS &amp; FTB) and up to maximum four (04) OEMs for each active component (Routers, RFMS, UPS &amp; Racks). Copy of Technical Specification Evaluation Certificate (TSEC), from each OEM of Active and Passive components, shall be enclosed with the bid. TSEC issued against</p>	<p>4(i)J The Bidder should submit valid letter from the OEM against the proposed products confirming the following:</p> <p>OEM shall ensure that all equipment/ components/ sub- components being supplied by them shall be supported for entire contract period. If the same is de-supported by the OEM for any reason whatsoever, the bidder shall replace it with an equivalent or better substitute without any additional cost to BSNL and without impacting the performance of the solution in any manner whatsoever. In case replacement with a product from an OEM other than the OEMs proposed by bidder in their bid, prior approval of BSNL will be required.</p> <p>The Bidder should submit valid Manufacturer Authorization Form (MAF) from at least one (01) OEM or up to maximum four (04) OEMs for each passive component (all types of OFC Cables, Duct, Joint Closures (SJC &amp; BJC), FDMS &amp; FTB) and up to maximum four (04) OEMs for each active component (Routers, RFMS, UPS &amp; Racks). Copy of Technical Specification Evaluation Certificate (TSEC), from each OEM of Active and Passive components, shall be enclosed with the bid. TSEC issued against earlier tender (s) of BSNL/BBNL/MTNL/State Government/</p>

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	<p>earlier tender (s) of BSNL/BBNL/MTNL/State Government/ Central Government /BharatNet Projects BSNL QA registered QF-103 or Form B issued by TEC for the quoted products shall also be acceptable for eligibility to submit the Bid only. {Bidders may refer the amended QA &amp; testing clause (Amendment#9) for further details} In order to meet the delivery timelines, the successful bidder can procure and supply the material from one or more quoted OEMs in any combination.</p>	<p>Central Government /BharatNet Projects BSNL QA registered QF-103 or Form B issued by TEC for the quoted products shall also be acceptable for eligibility to submit the Bid only. {Bidders may refer the amended QA &amp; testing clause (Amendment#9) for further details} In order to meet the delivery timelines, the successful bidder can procure and supply the material from one or more quoted OEMs in any combination.</p> <p><b>Supporting Documents required:</b></p> <p><i>Undertaking to submit MAF and other related documents from different OEMs as per customer tender, at the time of customer tender bid submission, need to be submitted along with the EOI bid proposal</i></p> <p><i>OEM MAFs to be submitted at the time of customer bid submission</i></p>
2	<p><b>6.a.6 (1.2)</b> Additional marks for experience from EPC OFC Construction 4(i)D(i)</p>	<p><b>6.a.6 (1.2)</b> Additional marks for experience from OFC Construction &amp;/ <i>OFC Laying execution</i> as per clause 4(i)D(i)</p>
3	<p>4(i)v. Experience of Active Nodes (<b>active node experience not mandatory for prequalification</b>) - <b>Additional evaluation marks as per clause 6.a.6</b></p> <p>Installation and Commissioning of Telecom Equipment consisting of at least-</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> 500 active nodes, if bidding for 1 package of Category-1,</li> <li><input type="checkbox"/> 400 active nodes, if bidding for 1 package of Category-2,</li> <li><input type="checkbox"/> 200 active nodes additional per package in addition to 500 active nodes (for 1 package of Category-1) / 400 active nodes (for 1 package of Category-2), if bidding for more than 1 package of Category-2</li> </ul> <p>The active nodes to be considered for this criterion can be Routers, Layer-3 Switches,</p>	<p>4(i)v. Experience of Active Nodes (<b>active node experience not mandatory for prequalification</b>) - <b>Additional evaluation marks as per clause 6.a.6</b></p> <p>Installation and Commissioning/<i>O&amp;M of Telecom Equipment</i> consisting of at least-</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> 500 active nodes, if bidding for 1 package of Category-1,</li> <li><input type="checkbox"/> 400 active nodes, if bidding for 1 package of Category-2,</li> <li><input type="checkbox"/> 200 active nodes additional per package in addition to 500 active nodes (for 1 package of Category-1) / 400 active nodes (for 1 package of Category-2), if bidding for more than 1 package of Category-2</li> </ul> <p>The active nodes to be considered for this criterion can be Routers, Layer-3 Switches,</p>

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	BNGs, PTNs/CPANs, DWDM, OLTs of 16 or more ports, enode-B, BTS and OTN.	BNGs, PTNs/CPANs, DWDM, OLTs of 16 or more ports, enode-B, BTS and OTN.
4	<p>4(i)K. The Public Procurement (Preference to Make in India) (PPP-MII) guidelines, issued vide No. P-45021/2/2017-PP (B.E.-II)-Part IV (Vol-II) dated 19.07.2024 and DoT Gazette Notification dated 21.10.2024, along with subsequent amendments, if any, shall be applicable to this tender.</p> <p>Class-I &amp; Class-II local and non-local bidders shall be eligible to participate in the tender. However, Preference shall be given to Class-I bidders as defined in the Public Procurement (Preference to Make in India) Order, 2017, as amended from time to time.</p> <p>The bidder must source notified items mandatorily from Class-I local suppliers. The overall local content of bid shall be calculated as per Clause 2(e) of the DPIIT PPP-MII order, which states: "For contracts involving the supply of multiple items, the weighted average of all items shall be taken while calculating the local content</p> <p>Supporting Documents Required:</p> <ul style="list-style-type: none"> <li>The bidder shall submit Form-1(as per Annexure-VIII) for overall local content of the total bid package, along with declaration specifying the local content of individual SOR items, failing which the bid is liable to be rejected.</li> <li>The declaration relating to percentage of local content shall be certified by the statutory auditor or cost auditor, if the bidder is a company and by a practicing cost accountant or a chartered accountant for bidders other than companies.</li> </ul>	<p>4(i)K. The Public Procurement (Preference to Make in India) (PPP-MII) guidelines, issued vide No. P-45021/2/2017-PP (B.E.-II)-Part IV (Vol-II) dated 19.07.2024 and DoT Gazette Notification dated 21.10.2024, along with subsequent amendments, if any, shall be applicable to this tender. Class-I &amp; Class-II local and non-local bidders shall be eligible to participate in the tender.</p> <p>However, Preference shall be given to Class-I bidders as defined in the Public Procurement (Preference to Make in India) Order, 2017, as amended from time to time.</p> <p>The bidder must source notified items mandatorily from Class-I local suppliers. The overall local content of bid shall be calculated as per Clause 2(e) of the DPIIT PPP-MII order, which states: "For contracts involving the supply of multiple items, the weighted average of all items shall be taken while calculating the local content</p> <p>Supporting Documents Required:</p> <p><b>1. At the time of ITI EOI bid submission</b></p> <p><i>Undertaking to submit the Form-1 &amp; Auditors certificate as per customer tender requirement, at the time of customer bid submission, need to be submitted along with the EOI bid proposal</i></p> <p><b>2. At the time of customer tender:</b></p> <ul style="list-style-type: none"> <li><i>The bidder shall submit Form-1(as per Annexure-VIII) for overall local content of the total bid package, along with declaration specifying the local content of individual SOR items, failing which the bid is liable to be rejected.</i></li> </ul>

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		<ul style="list-style-type: none"> <li><i>The declaration relating to percentage of local content shall be certified by the statutory auditor or cost auditor, if the bidder is a company and by a practicing cost accountant or a chartered accountant for bidders other than companies.</i></li> </ul>
5	<p><b>4(i)B. Turnover</b>  Bidder (Sole Bidder/ each member of the Consortium) should have a minimum average annual turnover as per following table (B.1) for last 3 financial years for Category 1 &amp; Category-2 packages of BSNL DBOM tender.</p> <p>Bidder is allowed to participate as sole bidder or as consortium of two members.  Note: * Bidder's Parent/group company turnover will not be considered in turnover criteria</p>	<p><b>4(i)B. Turnover</b>  Bidder (Sole Bidder/ each member of the Consortium) should have a minimum average annual turnover as per following table (B.1) for last 3 financial years for Category 1 &amp; Category-2 packages of BSNL DBOM tender.</p> <p>Bidder is allowed to participate as sole bidder or as consortium of two members.  Note:</p> <ol style="list-style-type: none"> <li><i>The packages to be addressed will be finalized based on the available turnover of sole bidder/lead bidder required for each of the package as mentioned in the below table as per clause 4(i)B.1</i></li> <li>Bidder's Parent/group company turnover will not be considered in turnover criteria</li> </ol>
6	Extension of bid submission due date	As per corrigendum already uploaded
7	Clarification to Prebid queries	Clarification to prebid queries uploaded as Amendment 01 Annexure-1

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

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**Amendment 01 Annexure-1**

**Clarification to queries of bidders after prebid meeting conducted on 01-08-2025 for Bharatnet EOI**

Notice Inviting EOI for selection of Partners for addressing Tender for Development (Creation, Upgradation and Operation & Maintenance) of Middle mile network of BharatNet on Design Build Operate and Maintain (DBOM) Model vide EOI Ref: CORP/MKTG/BharatNet/ABP/2025/10 Date: 28 -07-2025

Sl. No.	Clause No. of EOI	EOI Clause	Bidders Queries	Clarification to queries
1	Clause 4(i)(D)(v)	Experience of Active Nodes as per Clause 4(i)(D)(v):	Experience in both Project ( I & C) or Active nodes Operation & Maintenance (O&M) will also be considered for additional marks.	Kindly refer Amendment 01
2	Clause 4(i)(D)(i)	Additional Marks for Experience under Clause 4(i)(D)(i) – EPC OFC Construction:	Experience in EPC (Engineering, Procurement, and Construction) of OFC (Optical Fiber Cable) construction and/or OFC laying execution will also be considered for additional marks.	Kindly refer Amendment 01
3	Clause 4 (i) j Eligibility Criteria of Applicants 10 of 43	The Bidder should submit valid Manufacturer Authorization Form (MAF) from at least one (01) OEM or up to maximum four (04) OEMs for each passive component (all types of OFC Cables, Duct, Joint Closures (SJC & BJC), FDMS & FTB) and up to maximum four (04) OEMs for each active component (Routers, RFMS, UPS & Racks). Copy of Technical Specification Evaluation Certificate (TSEC), from each OEM of Active and Passive components, shall be enclosed with the bid. TSEC issued against earlier tender (s) of BSNL/BBNL/MTNL/State Government/ Central Government/BharatNet Projects BSNL QA registered QF 103 or Form B issued by TEC for the quoted products shall also be acceptable for eligibility to submit the Bid only. (Bidders may refer the amended QA & testing clause (Amendment#9) for further details) In order to meet the delivery timelines, the successful bidder can procure and supply the material from one or more quoted OEMs in any combination.	Submission of MAFs and other related documents from different OEMs should not be asked at this stage as it will disclose bidders information in industry. An undertaking should be asked to be submitted regarding the same.	Undertaking to submit MAF and other related documents from different OEMs as per tender, at the time of customer tender bid submission, need to be submitted along with the EOI bid proposal
4	Clause 4 (i) k Eligibility Criteria of Applicants 10 of 43	The bidder shall submit Form 1(as per Annexure-VIII) for overall local content of the total bid package, along with declaration specifying the local content of individual SOR items, failing which the bid is liable to be rejected. • The declaration relating to percentage of local content shall be certified by the statutory auditor or cost auditor, if the bidder is a company and by a practicing cost accountant or a chartered accountant for bidders other than companies.	We request that the requirement to submit Form-1 (Local Content Declaration) and individual SOR item- wise local content details be allowed after OEMs are finalized, and not at the Eoi stage. Since local content percentages are dependent on OEM-specific declarations and sourcing, accurate certification can only be done post OEM engagement. Therefore, we request that an undertaking be sought only at this EOI submission stage.	Kindly refer Amendment 01
5	Clause.6 2.4 Evaluation 6.a.6 Sr.No.2.4 / Page no 16 of 43	Current Ratio [Current Assets / Current Liabilities [Average of Last 3 FY]. Standard score of ratio for full marks is 2:1 or above	It is respectfully submitted that a current ratio of 2.00, though indicative of strong short-term liquidity, is significantly above the norm followed by both: Infrastructure industry practice, and Banking and project finance institutions, including norms laid out by the Reserve Bank of India (RBI) and major Public Sector Banks. In fact, the RBI's Resolution Framework mandates a minimum current ratio of 1.00 for project loan accounts, even in stress or restructuring scenarios. Furthermore, as per traditional working capital assessment methods (such as Tandon Committee norms), a current ratio of 1.33 is widely accepted by banks for approving and monitoring working capital facilities. Sector Characteristics The infrastructure sector is inherently working-capital intensive, with substantial receivables from government and quasi-government clients. As such, companies tend to operate with a current ratio ranging between 1.20 and 1.50, which is considered financially healthy and bankable. In view of the above, we humbly request that the current ratio requirement in the EOI document be rationalized from 2.00 to 1.50, which is aligned with banking standards, and reflects the financial structure of operationally sound infrastructure companies.	As per Eoi
6	General	Regional Experience	We request that if a bidder is having experience of working in National Capital Region (NCR), then that experience is to be treated as experience in Haryana region as well as many region of Haryana comes under NCR. Similarly, Madhya Pradesh experience to be considered for Rajasthan too as topography is similar in both states.	States sharing the border of the selected packaged State also will be considered for regional experience
7	General	Mode of Submission	Kindly let us know if Original hard copy of Legal instruments like JV Agreement, POA etc need to be submitted at ITI office. If yes, kindly provide timelines for the same.	Mode of submission is online

8	General	Participation in Packages	Bidder should to allowed to participate in each packages separately	As per clause 3.6 of the EoI
9	General	Marking related	We understand the project is capital intensive and with strict payment terms, so more weightage on financial soundness of the firm should be there. We propose minimum 40% marks to be allotted for technical capabilities of the firm, and 60% of financial capabilities.	As per EOI
10	General	EOI submission	Kindly provide at least 05 working days from EOI submission after issuance of pre-bid reply.	Kindly refer Corrigendum IV