



Amendment I

Ref: CORP/MKTG/GFGNL/BH/2026/08/Amend01

Date: 07/08/2026

Sub: Notice Inviting EOI for selection of system integrator(s) for addressing Tender for Selection of Project Implementing Agency for Implementation of ABP (Amended BharatNet Program) in Gujarat under GFGNL

Ref: CORP/MKTG/GFGNL/BH/2026/08 dated 06-07-2026

CI No	EOI Existing Clause	EOI Revised Clause
4(i) B	Turnover: Bidder (Sole Bidder/ Consortium) should have a minimum average annual turnover as per following table (B.1) for last 3 financial years (FY 2022-23, 2023-24 & 2024-25 or FY 2023- 24, 2024-25 & 2025-26). Each member of the consortium should have minimum average annual turnover of INR 400 Cr during last 3 financial years. Note: 1. Turnover considered would be a consolidated turnover of the company i.e. A parent Company can use the turnover of its subsidiaries (50% and above holding) but a child company cannot use parent company's turnover. However, both the company should have same domain experience. Supporting documents 1. Audited Financial Statements/ Annual Report for each of the last three financial years (FY 2022-23, 2023-24 & 2024-25 or FY 2023-24, 2024-25 & 2025- 26) signed by the Statutory Auditor/ 2. Turnover Certificate with 3 Years Financials by a practicing CA with UDIN Number clearly specifying the annual turnover for each of the last 3 audited financial years Unaudited statement if certified by	Turnover: Bidder (Sole Bidder/ Consortium) should have a minimum average annual turnover as per following table (B.1) for last 3 financial years FY 2023- 24, 2024-25 & 2025-26). The Sole Bidder and Bidder in case of consortium (Lead and consortium partners) should be in the business of OFC Business or Telecom or EPC in underground utility (OFC or Power or Pipeline or GAS or other utility). Each member of the consortium other than Lead bidder in case of consortium should have minimum average annual turnover of INR 400 Cr during last 3 financial years. Note: 1. Turnover considered would be a consolidated turnover of the company i.e. A parent Company can use the turnover of its subsidiaries (50% and above holding) but a child company cannot use parent company's turnover. However, both the company should have same domain experience. Supporting documents 1. Audited Financial Statements/ Annual Report for each of the last three financial years (FY 2023-24, 2024-25& 2025- 26) signed by the Statutory Auditor

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	the Statutory Auditor/ practicing CA with UDIN Number for the year 2025-26 shall also be accepted. 3. Self-Certification to be signed by Company Secretary/Statutory Auditor on company's letter head mentioning the required shareholding. 4. Documentary Proof of Parent company & its subsidiaries	2. Turnover Certificate with 3 Years Financials by a statutory auditor / practicing CA with UDIN Number clearly specifying the annual turnover for each of the last 3 audited financial years in the specific business as above. 3. Self-Certification to be signed by Company Secretary/ Statutory Auditor on company's letter head mentioning the required shareholding. 4. Documentary Proof of Parent company & its subsidiaries
4(i) C	Net worth The sole Bidder/ consortium should have Net Worth of Rs. 235 Crs at the close of the preceding financial year or subsequent to that. Note: In case of Consortium, each member of the consortium should have positive Net Worth. All the consortium partners can meet the Net worth criteria cumulatively Supporting Documents Net Worth Certificate with UDIN Number for the last three Financial Years (2022-23, 2023-24, 2024-25) issued by the Company's Auditors/ a Practicing CA.	Net worth The sole Bidder/ consortium should have Net Worth of Rs. 235 Crs at the close of the preceding financial year or subsequent to that. Note: In case of Consortium, each member of the consortium should have positive Net Worth. All the consortium partners can meet the Net worth criteria cumulatively Supporting Documents Net Worth Certificate from the Statutory Auditor with UDIN Number on net worth for the last three Financial Years (2023-24, 2024-25, 2025-26)
4(i) D	Experience: The Sole or lead bidder (in case of consortium) or any consortium member should have demonstrable experience with following in last 10 Years, as on this bid submission date: a. EPC Construction Experience The Sole bidder or Consortium should have experience / Technical Capacity of having executed EPC OFC Network Construction project consisting of 24 or more core Under Ground OFC / OPGW/ADSS/Gas Pipeline/ Water Pipeline/Electric in the last 10 years (from bid submission date) within India for at least as per details mentioned in Appendix # A	Experience: The Sole or lead bidder (in case of consortium) should have demonstrable experience with following in last 10 Years, as on this bid submission date: a. For Optical Fibre: The Sole or lead bidder (in case of consortium) should have experience / Technical Capacity of having executed EPC OFC Network Construction project consisting of 24 or more core Under Ground OFC (to be calculated as per formula defined below) in the last 10 years (from bid submission date) within India, per table details mentioned in Appendix # A

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	• The EPC Under Ground OFC / OPGW/ADSS/Gas Pipeline/ Water Pipeline/Electric Construction project execution shall consist of both Supply of all material and Construction of Under Ground OFC / OPGW/ADSS/Gas Pipeline/ Water Pipeline/Electric Network, i.e., For underground (UG) activities, experience related to individual components such as separate Under Ground OFC / OPGW/ADSS/Gas Pipeline/ Water Pipeline/Electric construction activities (e.g., trenching & ducting (T&D), horizontal directional drilling (HDD)), OFC laying, ducts, etc., shall not be considered independently. Only the total executed Under Ground OFC /OPGW/ADSS/Gas Pipeline/ Water Pipeline/Electric length (in km) under EPC mode shall be considered for experience evaluation. AND b) For EPC O&M Experience: The bidder should have satisfactorily completed in the last 10 years (from bid submission date) within India, the O&M of any OFC network of 24 or more Core Under Ground OFC [upto 40% of the O&M requirement can also be met through O&M of 24 or more core Aerial Fiber Cables (deployed in BharatNet by BBNL or state SPV)/ ADSS/ OPGW OFC, as required for EPC Network Construction capability mentioned above in (a), refer the table details mentioned in Appendix # A	The EPC OFC Construction project execution shall consist of both Supply of all material and Construction of OFC Network, i.e., For underground (UG) activities, experience related to individual components such as separate OFC construction activities (e.g., trenching & ducting (T&D), horizontal directional drilling (HDD)), OFC laying, ducts, etc., shall not be considered independently. AND b) For OFC O&M Experience: The bidder should have satisfactorily completed in the last 10 years (from bid submission date) within India, the O&M of any OFC network of 24 or more Core Under Ground OFC [upto 40% of the O&M requirement can also be met through O&M of 24 or more core Aerial Fiber Cables/ ADSS/ OPGW OFC, as required for EPC Network Construction capability mentioned above in (a), refer the table details mentioned in Appendix # A
4(i) D	Note-3: If a bidder (The Sole bidder or any of the consortium members) falls short of the experience requirement through underground OFC- implementation, up to	Note-3: If Sole bidder/Lead bidder of consortium falls short of the experience requirement through underground OFC-implementation, upto 40% of the

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	40% of the requirement can also be met through work of 24 or more core Aerial Fiber Cables (ADSS/ OPGW) OFC (deployed in BharatNet by BBNL or state SPV)/ / TSPs, Category-A/B ISPs, IP-1, Central Government, State Government, Municipal Corporations for Smart City Projects, PSUs for their own network.	requirement can also be met through work of 24 or more core Aerial Fiber Cables (ADSS/ OPGW) OFC)/ TSPs, Category-A/B ISPs, IP-1, Central Government, State Government, Municipal Corporations for Smart City Projects, PSUs for their own network. (i.e., the experience requirement shall primarily be considered for Operation & Maintenance (O&M) of Underground (UG) Optical Fiber Cable (OFC) with a fiber count of 24F or higher. Further, in order to promote wider participation, it is clarified that if a bidder does not fully meet the prescribed UG OFC O&M experience criteria, up to 40% of the required O&M experience may be fulfilled through experience in aerial OFC O&M of 24F or higher fiber count. Such aerial OFC experience pertain to networks (deployed under BharatNet by BBNL or State SPVs)/ ADSS/OPGW OFC networks as required for EPC Network Construction capability mentioned above in the RFP.) Note (Applicable for all experiences): i) The evidentiary document must provide clarity on claimed purpose, i.e., OFC length in KMs or types of active equipment's alongwith numbers or O&M of OFC with length in KMs . ii) For claiming captive network experience, Internal evidentiary documents as mentioned above are essentially to be provided with endorsement of authorized signatory. (i.e., Internal evidentiary documents like NMS , GIS platform , mentioning OFC type and gauge(48/24F/etc.) ,type of installation (UG or Aerial), length of OFC, and for active elements and passive elements, integration dates as

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		are essentially to be provided with endorsement of authorized signatory and CE certified.) iii) Digital truth from source of origin/portals will be accepted. However, GFGNL reserves the rights to seek evidence. iii) The client name with authorized contact person name, reachable postal address, official email id and telephone numbers are must for official verification. iv) Any misleading/fake information shall result into disqualification of bid with forfeiture of EMD and will be debarred for further participation in any of the GFGNL bid.
4(i)D	Appendix #A: i. Total EPC project Experience Of Sole bidder /Consortium in Last 10 Years as per a defined above. Three (3) Orders/ Organization Work, each having 3600 Kms or Rs. 150 Cr. Or Two (2) orders/ Organization Work, each having 4500 Kms or Rs. 180 Cr. Or One (1) order/Organization Work, each having 7500 Kms or Rs. 300 Cr.	i) Total Experience of OFC Project(Km) Sole bidder/ Lead Bidder In Last 10 Years as per 4(i) D a. defined above: Sole Bidder/Lead bidder of the consortium should have minimum experience out of total cumulative experience / technical capacity Three (3) Orders/Organization Work, to fulfil total 15000 Km or of value INR 600 Cr. having executed EPC OFC Network Construction project in Last 10 Years (from bid submission date) within India. Illustration on 3 Orders/Organizations: The requirement of 3 orders/organizations means that experience from a maximum of one work order per organization will be considered. If a bidder submits two or more separate work orders from the same organization, they shall be counted as only one qualifying order/organization against the requirement of three. For example: Organization A: 2 work orders → Counted as 1

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	ii) Experience Of O&M (Kms) Sole bidder/Lead Bidder in Last 10 Years The bidder/consortium should have Satisfactorily completed in the last 10 years within India, the O&M of any 24 or more Core Under Ground OFC /OPGW/ADSS/Gas Pipeline/ Water Pipeline/Electric network for the number of ‘Year Kms’ (for the network for which O&M has been done for at least one year) at least equal to 25500 Kms (a minimum 40% of the O&M requirement should be met through O&M of 24 or more core aerial fibre cables) (deployed in BharatNet by BBNL or state SPV)/ ADSS/ OPGW/Gas pipeline /Water pipeline/Electric as required for EPC Network Construction capability mentioned above. Year Kms : If O&M of “X” Kms of Under Ground OFC / OPGW/ADSS/Gas Pipeline/ Water Pipeline/Electric has been done for “N” years (N>=1), then ‘Year Kms’= ”X multiplied by N”. c) Bidder to bring an NMS OEM who meet the following condition: Offered Product (OEM) NMS Experience: Deployment and maintaining of NMS including Helpdesk- Ticketing solution as a bundle, with	Organization B: 1 work order → Counted as 1 Organization C: 1 work order → Counted as 1 Total qualifying count = 3 organizations/orders So, multiple work orders from the same organization do not increase the count; the bidder must demonstrate experience across maximum 3 distinct organizations. ii) Experience Of OFC- O&M (Kms) Sole bidder/Lead Bidder in Last 10 Years The sole /lead bidder of the consortium should have satisfactorily completed in the last 10 years within India, the O&M of any OFC network of 24 or more Core Under Ground OFC OFC for the number of ‘Year Kms’ (for the network for which O&M has been done for at least one year) at least equal to 28500 Kms (upto 40% of the O&M requirement can be met through O&M of 24 or more core aerial fibre cables (deployed in BharatNet by BBNL or state SPV)/ ADSS/ OPGW OFC as required for EPC Network Construction capability mentioned above. Year Kms: If O&M of “X” Kms of OFC has been done for “N” years (N>=1), then ‘Year Kms’= ”X multiplied by N”. c) Bidder to bring an NMS OEM who meet the following condition: Offered Product (OEM) NMS Experience: Deployment and maintaining NMS including Helpdesk- Ticketing solution as a bundle, with

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	Minimum 3 projects comprising of both each catering to managing minimum 12,000 network devices during last 7 years OR Minimum 2 projects each catering to minimum 15,000 devices during last 7 years Or Minimum 1 projects each catering to minimum 24,000 devices during last 7 years Definition: Network devices to be considered for this criterion can be IP MPLS Routers (other than FTTx/Wi-Fi CPE), Layer-3 Switches, BNGs, PTNs/CPANs, DWDM, OLTs of 16 or more ports, and OTN. Documents to be submitted at the time of customer tender submission. Documentary proof (Purchase Order & completion certificate) should be submitted at the time of customer tender submission.	Minimum 24,000 devices during last 10 years with 3 orders/ organizations works Definition: Network devices to be considered for this criterion can be, i.e., either all or any one or any of the combination, IP MPLS Routers (other than FTTx/Wi-Fi CPE), Layer-3 Switches, BNGs, PTNs/CPANs, DWDM, OLTs of 16 or more ports, and OTN. Documents to be submitted at the time of customer tender submission. Documentary proof (Purchase Order & completion certificate) should be submitted at the time of customer tender submission. O&M Work Experience & performance Certificate by clearly define deployed and maintained dates and types of devices.
4(i)E	Bidder to bring Router OEM who meets the following condition: Need to submit Following along with LOI/LOA/Contract agreement/PO copy. i) Delivery Challan Copy with Sign/stamp Or ii) Successful Go-live Certificate, Or iii) Successful Acceptance Test Report.	Bidder to bring Router OEM who meets the following condition: Need to submit Following along with LOI/LOA/Contract agreement/PO copy. i) Delivery Challan Copy with Sign/stamp of end customer or customer's authorized agency Or ii) Successful Go-live Certificate, Or iii) Successful Acceptance Test Report
4(i)G	MAF Supporting Documents Required	MAF Supporting Documents Required

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	Documents to be submitted at the time of ITI EOI bid submission An undertaking to submit the relevant documents at the time of customer bid submission to be submitted along with the bid proposal At the time of customer tender: Documentary evidence such as Authorization letters, MAF (Annexure IX) from all OEM/Vendors authorizing the Lead Bidder whose products are being quoted by the Bidder need to be attached in the bid. Copy of Type Approval Certificate given by Telecom Engineering Centre (TEC)/ TSEC issued by the Quality Assurance Circle of BSNL or proof of having applied for TAC/ TSEC (Copy of Form-B/ Form QF-103 of offered product be attached) from each OEM whose products are being quoted by the Bidder. The Bidder or the lead member (in case of Consortium) should submit valid Manufacturer Authorization Form (MAF) from maximum two (2) for all passive and active components (Like, (all types of OF Cables, Duct, Joint Closures (SJC & BJC), FDMS & FTB) (Routers, RFMS, UPS & Racks).	Documents to be submitted at the time of ITI EOI bid submission An undertaking to submit the relevant documents at the time of customer bid submission to be submitted along with the bid proposal At the time of customer tender: Documentary evidence such as Authorization letters, MAF (Annexure IX) from all OEM/Vendors authorizing the Lead Bidder whose products are being quoted by the Bidder need to be attached in the bid. Copy of Type Approval Certificate given by Telecom Engineering Centre (TEC)/ TSEC issued by the Quality Assurance Circle of BSNL or proof of having applied for TAC/ TSEC (Copy of Form-B/ Form QF-103 of offered product be attached) from each OEM whose products are being quoted by the Bidder. The sole bidder or the lead member (in case of Consortium) should submit valid Manufacturer Authorization Form (MAF) from maximum two (2) for all active(Routers, RFMS, UPS & Racks). and four (4) for passive components (Like, (all types of OF Cables, Duct, Joint Closures (SJC & BJC), FDMS & FTB) . Refer the list in Annexure-XXXXV for MAF Required in the customer tender. For the NMS, OSS, BSS either individual element or combination of all/any PIA ensures maximum One (1) OEM MAF for each shall be allowed

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		TSEC/TEC issued against earlier tender(s) of DoT/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 for further details. In order to meet the delivery timelines, the successful bidder can procure and supply the material from one or maximum two quoted OEMs. However, The purpose of secondary MAF is backup arrangement can be exercised based on the clause reference in Note:2 (ii) of tender document page. 47
4(i)M	ISP/ TSP License An ISP/ TSP license holder for Gujarat LSA shall be ineligible to participate	An ISP/ TSP license/authorization holder for Gujarat LSA shall be ineligible to participate
6.a.5	The marking system of the Technical & financial capacity criteria of the bidder will be as follows: Grading System for valuation of Technical & financial capacity criteria of the bidder	The marking system of the Technical & financial capacity criteria of the bidder will be as follows: Revised Grading System for valuation of Technical & financial capacity criteria of the bidder as per Annexure – X1

Annexure XI			
Revised Grading System for valuation of Technical & financial capacity criteria of the bidder			
Sl. No.	Technical & Financial Capacity of the consortium	Maximum Marks allocated	Scoring basis
1	Technical Capability(Sole bidder/Consortium)		
1.1	Bidder should have minimum experience out of total cumulative experience / technical capacity Three (3) Orders/Organization Work, having executed EPC EPC Construction such as OFC/OPGW/ADSS/Gas pipelines/ Water pipeline/Electric etc in Last 10 Years (from bid submission date) within India.	20 Marks	1. 15000 Kms – 23000 Kms or Rs. 600 Cr -800 Cr : 10Marks 2. >23000 Kms & up to 30000 Kms or >800 Crs & up to 1200 Crs : 15 Marks 3. > 30000 Kms or >1200 Crs 20 Marks Note : The above requirement to be met cumulatively from maximum of 3 orders
1.2	Bidder should have satisfactorily completed in the last 10 years within India, the O&M of any OFC network of 24 or more Core Under Ground OFC / Aerial/ADSS/ OPGW OFC/ Gas pipelines/ Water pipeline/ Electric etc for the number of ‘Year Kms’ (for the network for which O&M has been done for at least one year) as required for EPC Network Construction capability mentioned above. Year Kms : If O&M of “X” Kms has been done for “N” years ($N \geq 1$), then ‘Year Kms’= ”X multiplied by N”.	10 marks	1. 28500 Kms to 42750 Kms -5 marks 2. >42750 Kms and up to 57000 Kms: 8 marks 3. > 57000 Kms : 10 marks Note : The above requirement to be met cumulatively from maximum of 3 orders
1.3	Project experience in EPC Construction/ O&M (any from 4(i) D a or b) for single order of values above 300 Crs	10 Marks	1. 300 Crs to 450 Crs: 5 marks 2. >450 Crs & < 600 Crs : 8 marks 3. >600 Crs : 10 marks
1.4	Project Implementation Plan & Presentation	10 Marks	Approach, methodology, implementation plan and execution capacity

2	Financial Capacity Criteria [Sole bidder/Lead Bidder of the Consortium] supported with CA Certificate		
2.1	Average Turn over for last three financial years (2023-24, 2024-25, 2025-26)	20 Marks	For Sole Bidder: (in Crs) 2,350 – 3,350 = 8 marks >3,350– 4,700 = 15 marks >4,700 = 20 marks For Lead Bidder of Consortium) (in Crs) 1,900 – 2,900 = 8 marks >2,900 – 4700 = 15 marks >4700 = 20 marks
2.2	Net worth as on 31.03.2026	20 Marks	235 Crs to 350 Crs = 8 marks >350 Crs to 470 Crs = 15 marks >470 Crs = 20 marks
2.3	Current Ratio [Current Assets / Current Liabilities] [Average of Last 3 FY]. Standard score of ratio is 1.2:1 or above	5 Marks	1.2:1 to 1.5:1 =2. 5 Marks >1.5:1 =5 marks
2.4	Debt Service Coverage Ratio [DSCR]: EBITDA/(Interest on debt+ Repayment of principal amount of debt) wherein EBITDA means Earnings before Interest, Taxes, Depreciation and Amortization. [Average of Last 3 FY]. Standard score of ratio is 1.5:1 or above	5 Marks	1.5 to 3 =2. 5 Marks >3 =5 marks
	Total Marks (TFs total)	100 Marks	

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

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