

**Ministry of Communications & IT
Department of Telecommunications
Universal Service Obligation Fund (BB Unit)
Sanchar Bhawan, 20 Ashoka Road,
New Delhi -110 001, India**

F. No. 30-170-8-NE-I/2009-USF

Date: 04.03.2011

Sub.: Pre-Bid Conference on USOF's Tenders No. 30-170-8-NE-I/2009-USF Dt. 09-02-2011 for NE-I Circle (comprising states of Meghalaya, Mizoram & Tripura) and 30-170-8-1/NE-II/2009-USF Dt. 09-02-2011 for NE-II Circle (comprising states of Arunachal Pradesh, Manipur & Nagaland) regarding "Augmentation, Creation and Management of Intra-District SDHQ – DHQ OFC Network for Transport of Rural / Remote Area Traffic on Bandwidth Sharing Basis" in the respective Circles" - Issuance of clarifications

A **Pre-Bid Conference**, under the Chairmanship of the Administrator, USOF on the above cited Tenders, was held on 25.02.2011 at 15 00 hrs in the **Committee Room, 2nd Floor, Sanchar Bhawan, 20-Ashoka Road, New Delhi**. The list of participants is placed at **Annexure-3**.

The various issues, raised by the bidders, were deliberated upon in detail and clarified during the discussions.

Based on the queries received in writing from the Bidders and the discussion held in the Pre-Bid Conference, the clarifications on the subject Tender documents are issued with the approval of the Administrator, USF. These are placed at **Annexure-1** (Clarification sought by M/s Airtel & M/s Tulip), **Annexure-2** (Modifications agreed upon and incorporated in the subject tender document) and shall form an integral part of the tender document(s).

**(Arun Agarwal)
Director (BB)USOF**

To:

1. All IP-IIs/NLDOs/BSOs/ CMSPs/ UASLs
2. COAI / AUSPI/ TEMA
3. All the Participants

Annexure-1

I Clarifications sought by M/s AIRTEL & M/s TULIP dated 23.02.2011

(**Note:** Unless specified otherwise, all the clarifications/modifications, as indicated below, are applicable to both Tenders, i.e. No. 30-170-8-NE-I/2009-USF Dt. 09-02-2011 for NE-I Circle and 30-170-8-1/NE-II/2009-USF Dt. 09-02-2011 for NE-II Circle)

Sl. No.	Bidder's Query	USOF's Clarification
1	Number of nodes which are required to be planned inside government offices like (DHQ, SDHQ) so that bidders can then plan how many locations they need to build on their own.	As per tender document, the bidders may plan their nodes in suitable premises and it is not mandatory to plan them inside Government offices/buildings (at DHQ, SDHQ). For location of nodes, please refer Annexure I-1
2	Apart from 70% of the subsidized BW, Administrator would not have any control on the infrastructure built by host operator.	During the validity of the Agreement, to be signed between the USOF and the Host Operator, the Host Operator will conform to all the terms and conditions of the Agreement (including inter-alia clause Nos. 4.10, 4.22, 6.2, 6.5, 6.8, 6.9, 6.11, 7.6, 8.8.3)
3	The protocol mentioned in tender like Ethernet/ATM should it be transparently carried over the fiber network or an interfacing device also has to be provided by bidder?	All the protocols, mentioned in the tender document [(including in cl. 1.4.2, 5.4.2, and 5.5 (a), (b), & (e)], like Ethernet/TDM, etc., should be transparently carried over the fibre network as indicated. However, the term "ATM" stands deleted, wherever appears in the Tender Document. Further the Host Operator shall share/ lease bandwidth with the Other Operators at suitable interfaces as per demand of the Other Operators, <u>within an upper time period of 60 days, or as specified by TRAI/USOF/DOT, whichever is lower.</u> It is, therefore, suggested that the Host Operator may have all necessary HW/SW ready to meet the demand at short notice.
4	Please elaborate on the schedule of	In accordance with the Clause 7.2, "

	<p>disbursement of subsidy for District. If DHQ is connected with fiber but the ring is not complete connecting all the SDHQs, will the bidder its due 40% subsidy.</p>	<p>Schedule for Disbursement of Subsidy by the Administrator to the Host Operator”, of tender documents with tender No. 30-170-8-1-NE-II/2009-USF DATED 09.02.3011 and tender No. 30-170-8-NE-I/2009-USF DATED 09.02.2011, the District Commissioning Claim District Commissioning that is equivalent to forty percent (40%) of the subsidy for each district shall become due at the end of the quarter in which the network in that district is commissioned.</p> <p>In accordance with Clause 6.7, SECTION 6: OPERATING CONDITIONS, a district network shall be considered commissioned on the completion of augmentation and creation of Intra-district SDHQ-DHQ OFC transport network in accordance with the conditions specified in SECTION : 5 TECHNICAL REQUIREMENTS, inter-alia, the installation, testing and commissioning of the OF cable connecting all the nodes in ring configuration, OF Equipment of appropriate transport technology to create 2.5 Gbps bandwidth, meeting all the deliverables, and the Host Operator is ready for sharing network bandwidth with Other Operators as per the terms and conditions of the Agreement, followed by a self-certification and declaration of the same by the Host Operator.</p> <p>Hence, the District commissioning claim for a district shall only be raised upon the commissioning of the entire district network and not just on connecting the DHQ with other DHQs.</p>
5	<p>In the places where law and order is a concern we need an separate SLA for those locations since movement</p>	<p>The Host Operator shall ensure performance level (cl. 6.11) and QoS, (cl. 5.9), as indicated in the tender</p>

	becomes restricted in these locations. Such incidents should be treated under force measure	document. As regards SLA (as per cl. 4.9 & Annexure IV-1), during the Agreement period, to be mutually agreed upon between the Host and the Other Operators.
6	In places like Tripura, Mizoram providing a diverse path for ring creation is difficult due to geographic constraints. Please consider a separate SLA and linear architecture for these places	Route diversity is to be provided as per tender document, including Clause 5.4.2, 5.5 (i) etc., and no separate SLA is admissible in this regard.
7.	Also locations where putting underground cable is not possible, allowed, feasible due to political or terrain issues, overhead cable should be allowed with changed SLA to maintain the same.	Underground Cable is to be provided as per tender document, including Clauses 1.4.2, 5.4.2, Annexure V-2, etc., and no separate SLA is admissible in this regard.
8	Under finance bid form (section 2.2), “Percentage of NE-I Circle Benchmark Subsidy in () above#” shows few sites as 0.00%, please clarify the subsidy payable for such districts.	The section 2.2 of the Financial bid Form, provided as Annexure VIII-1 to the Tender Documents of Tender Documents of Tender No. 30-170-8-1-NE-II/2009-USF DATED 09.02.2011 and tender No. 30-170-8-NE-I/2009-USF DATED 09.02.2011, provides the district-wise breakup of benchmark subsidy. Under section 2.2, certain percentages have been mentioned as 0.00 which imply that no subsidy will be paid for the respective districts. However, until network in all the districts of a circle have been commissioned, the host operator will not be eligible to claim the circle commissioning claim. As mentioned in clause 7.2.2, SECTION:7 FINANCIAL CONDITION, “Twenty percent (20%) of total subsidy payment due as per Agreement for NE-I circle shall be paid on commissioning of the entire intra-district OFC network as specified in Annexure I.1 of the tender document.”

II Queries from Tulip dated 23.02.2011

Sl. No.	Page no.	Cl.No.	Details	Query	USOF's clarification
1	14	Sec.1; 1.4.2	The USOF approach is to utilize spare fiber and multiplex capacity where available in the network (its own or other's) as well as to utilize existing premises (instead of spending on new buildings/ shelters, etc. everywhere on the planned routes) and upgrade the existing capacity as required, installed new OFC routes to SDHQ still not having OFC connectivity.	Will DoT provide monetary support in getting the existing infrastructure shared by other providers	The USOF shall provide subsidy to the Host Operator, as indicated in the tender document, including inter-alia in clauses 1.4.2, & various clauses of Section VII of the tender document.
2	33	Sec. 4;4.7	The Host operator shall not levy any charges for making arrangement for installation and operation of the terminal equipment and accessories of the Service Providers. These arrangements, to be made, may, inter alias include the allocation of space to in stall their terminal equipment/the new overhead cable trays/A.C/D.C power supply/any other accessories.	What is the criteria to allocate space for equipment(How much space shall be allocated with different B/W sizes)	The Clause is self explanatory
3.	64-65	Annex ures; Table 1.1.1	Table showing Districts/Sub Districts/ other locations of MEGHALAYA that are to be interconnected in the augmented/expanded district-wise OFC network.	Is there any difference between SDHQ, En. Loc, Addl. Loc from implementation/ capacity point of view	Please refer to Clause 5.4.2. All nodes, irrespective of their nomenclature, shall be with equipped add/drop capacity.

III. MODIFICATIONS AGREED UPON AND INCORPORATED IN THE TENDER DOCUMENT(S) AS PER THE PRE-BID CONFERENCE HELD ON 25.02.2011

(Note: Unless specified otherwise, all the clarifications/modifications, as indicated below, are applicable to both Tenders, i.e. No. 30-170-8-NE-I/2009-USF Dt. 09-02-2011 for NE-I Circle and 30-170-8-1/NE-II/2009-USF Dt. 09-02-2011 for NE-II Circle)

1. In clause 3.5 & Annexure III-9, “**Networth**” shall be taken as on “31 March 2010” instead of as on “31 March 2009”. Further, wherever the term “Networth” appears in the Tender Document, shall be taken as on “31 March 2010” instead of as on “31 March 2009”.

2. The 2nd last para of clause 4.4.3, in the subject tender(s) dated 09.02.2011, as given below:

“The provisioning of the bandwidth to Other Operators should be in a reasonable time-frame, as specified by TRAI/USOF/DoT from time to time.”

Shall be replaced with the following text:

“The provisioning of the bandwidth to Other Operators should be in a reasonable time-frame, within an upper time period of 60 days, or as specified by TRAI/USOF/DOT, whichever is lower.”

3. In clause 4.12, the “**Duration of Agreement**” shall be taken as “Eight Years” instead of “Seven Years”. Further, wherever the term “**Duration of Agreement**” appears in the Tender Document, shall be taken as “Eight Years” instead of “Seven Years”

4. The term “ATM” stands deleted, wherever appears in the Tender Document.

5. **Extension of dates in Schedule of Important Events (Section – 2) for Tender No. 30-170-8-NE-I/2009-USF DT. 09-02-2011(NE-I Circle) -** The last date for sale of tender document is extended from 07.03.2011 to 14.03.2011, and the last date for submission of Bids from 08.03.2011 to 15.03.2011. Accordingly, the revised Schedule of Important Events (Section-2) is placed below. These dates, given in the revised Schedule of Events, shall supersede all the corresponding dates, appearing in the subject Tender document dated 09-02-2011.

“REVISED SECTION – 2
SCHEDULE OF IMPORTANT EVENTS
(Unless otherwise notified separately)

1.	<i>Start of sale of Tender Document and placing tender on web-site</i>	<i>14.02.2011</i>
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2.	Receipt of letters seeking clarification, if any, from Bidders.	23.02.2011
3.	Pre-Bid conference	25.02.2011
4.	Issue of comprehensive clarifications along with tender modifications, if any	04.03.2011
5.	Last date for sale of tender document	14.03.2011
6.	Last date for submission of Bids for pre-qualification, first financial Bids, earnest money bank guarantee	15.03.2011
7.	Opening of Pre-Qualification Bids for Responsiveness	15.03.2011
8.	Clarifications if any and Declaration of Pre-Qualified Responsive Bidders	22.03.2011
9.	Opening of financial Bids	25.03.2011
10.	Declaration of successful Bidder	30.03.2011
11.	Notice for entering into an Agreement (Issue of Letter of Intent) to short listed successful Bidder	04.04.2011
12.	Acceptance of Offer for Agreement	11.04.2011
13.	Submission of Performance Bank Guarantee by successful Bidder	18.04.2011
14.	Signing of Agreement by the date specified in LOI	By the date specified in LoI, Day 26.04.2011 onwards

NOTE: The dates of events may be changed at the discretion of Administrator without assigning any reason. Such change of dates, if any, will be suitably notified only to those who purchased the tender document. The notification will also be put up on USOF website www.usof.gov.in

6. **Extension of dates in Schedule of Important Events (Section – 2) for Tender No. 30-170-8-1-NE-II/2009-USF DT. 09-02-2011(NE-II Circle) -** The last date for sale of tender document is extended from 07.03.2011 to 21.03.2011, and the **last date for submission of Bids** from 08.03.2011 to 22.03.2011. Accordingly, the revised Schedule of Important Events (Section-2) is placed below. These dates, given in the revised Schedule of Events, shall supersede all the corresponding dates, appearing in the subject Tender document dated 09-02-2011

“REVISED SECTION – 2
SCHEDULE OF IMPORTANT EVENTS
(Unless otherwise notified separately)

1.	Start of sale of Tender Document and placing tender on web-site	14.02.2011
2.	Receipt of letters seeking clarification, if any, from Bidders.	23.02.2011
3.	Pre-Bid conference	25.02.2011
4.	Issue of comprehensive clarifications along with tender modifications, if any	04.03.2011

5.	<i>Last date for sale of tender document</i>	<i>21.03.2011</i>
6.	<i>Last date for submission of Bids for pre-qualification, first financial Bids, earnest money bank guarantee</i>	<i>22.03.2011</i>
7.	<i>Opening of Pre-Qualification Bids for Responsiveness</i>	<i>22.03.2011</i>
8.	<i>Clarifications if any and Declaration of Pre-Qualified Responsive Bidders</i>	<i>29.03.2011</i>
9.	<i>Opening of financial Bids</i>	<i>04.04.2011</i>
10.	<i>Declaration of successful Bidder</i>	<i>11.04.2011</i>
11.	<i>Notice for entering into an Agreement (Issue of Letter of Intent) to short listed successful Bidder</i>	<i>18.04.2011</i>
12.	<i>Acceptance of Offer for Agreement</i>	<i>25.04.2011</i>
13.	<i>Submission of Performance Bank Guarantee by successful Bidder</i>	<i>02.05.2011</i>
14.	<i>Signing of Agreement by the date specified in LOI</i>	<i>By the date specified in LoI, Day 09.05.2011 onwards</i>

NOTE: *The dates of events may be changed at the discretion of Administrator without assigning any reason. Such change of dates, if any, will be suitably notified only to those who purchased the tender document. The notification will also be put up on USOF website www.usof.gov.in”*

IV. List of Participants in the Pre-Bid meeting on “Support for Strengthening the General Rural Infrastructure-OFC Network Augmentation in NE-I & NE-II Circles”, held on 25.02.2011 at 1500 Hrs in Committee Room, 2nd Floor, Sanchar Bhawan. New Delhi

1. Mr. Ajay Bhattacharya, Administrator, USOF (in the Chair)
2. Mr. K.K. Minocha, DDG (BB) USOF
3. Mr. Arvind Chawala, JA (T), USOF
4. Ms. Archana Gulati, JA (F) USOF
5. Mr. Rupendra Kumar, Director (BB-I), USOF
6. Mr. Vijay Kumar, DAF, USOF
7. Mr. Arun Agarwal, Director (BB), USOF
8. Mr. Rajeev Kumar Kaushik, DA(T) USOF
9. Ms. Chanchal Pathak, DM, TCIL
10. Ms. Reena Gupta, DM, TCIL
11. Mr. S. Sahai, Advisor, TCIL
12. Mr. K Sudhakar, Sr. GM (CNP), BSNL CO
13. Mr. R.R Yadav, DGM (CNP-1), BSNL CO
14. Mr. Sameer Seth, DGM, Reliance Communications.
15. Mr. Rajat Luthra, Manager Bharti Airtel Ltd
16. Mr. Amit V. Chaudhary, Regional Head, Bharti Airtel
17. Mr. Anupam Gupta, Manager, Manager Bharti Airtel
18. Mr. Sachin Mathews, Assistant Manager, COAI
19. Mr. P. Paulraj, Advisor, COAI
20. Mr. Nikhil Jain, Manager AUSPI
21. Mr. P.K. Sharma, AUSPI
22. Mr. Kumar Bachchan, Rail Tel
23. Mr. Anshul Gupta, CGM/Mktg/ Rail Tel
24. Mr. Sanjai Kumar, CGM/ Mktg/ Rail Tel
25. Mr. Vikas Arora, RSM Tulip Telecom
26. Mr. Pawan Jain, Consultant
27. Mr. Ashwani Garg, National Manager, Tulip Telecom
28. Mr. Durgesh Singh Rajput, TCIL

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