



NOTICE INVITING TENDER

Tender No. and Date: CTD/IMPCS/TENDER/PHASE VI/2008-09 Dated 01/05/2008

Due date of receipt: 16-07-2008 up to 1130 hours.

Date of opening: 16-07-2008 at 1200 hours.

- On behalf of Chairman and Managing Director, Bharat Sanchar Nigam Limited, sealed tenders, on rupee payment basis, are invited on two stage bidding system in four parts from the eligible bidders for planning, engineering, supply, installation, testing & commissioning of GSM/UMTS based cellular mobile and supply, installation, testing & commissioning of infrastructure for network of capacity for eighteen million lines to be rolled out in three phases in the licensed service areas of BSNL in East Zone covering Assam (AS), Bihar (BH), Jharkhand (JKD), Orissa (OR), West Bengal (WB), A&N Is. (A&N), North East - 1(NE-1), North East – II (NE-2) telecom circles and Calcutta Telephone District (CTD) as per the table below:

Tentative Capacity Required in Million lines																				
	A & N		AS		BH		JKD		OR		NE-1		NE-2		WB		CTD		TOTAL	
Phase	2 G	3 G	2 G	3 G	2 G	3 G	2 G	3 G	2 G	3 G	2 G	3 G	2 G	3 G	2 G	3 G	2 G	3 G	2 G	3 G
Phase-VI.1	0.0320	0.0080	0.4560	0.1140	0.9600	0.2400	0.6080	0.1520	0.9600	0.2400	0.1920	0.0480	0.1920	0.0480	0.9800	0.2450	0.9600	0.2400	5.340	1.335
Phase-VI.2	0.0240	0.0060	0.5320	0.1330	0.7200	0.1800	0.4560	0.1140	0.7200	0.1800	0.2560	0.0640	0.2560	0.0640	0.9800	0.2450	0.7200	0.1800	4.664	1.166
Phase-VI.3	0.0240	0.0060	0.5320	0.1330	0.7200	0.1800	0.4560	0.1140	0.7200	0.1800	0.1920	0.0480	0.1920	0.0480	0.8400	0.2100	0.7200	0.1800	4.396	1.099
Total	0.0800	0.020	1.520	0.380	2.400	0.600	1.520	0.380	2.400	0.600	0.640	0.160	0.640	0.160	2.800	0.700	2.400	0.600	14.400	3.600

- The tender is in four parts. Part-1 covers planning, engineering, supply, installation, testing and commissioning of GSM based cellular network together with 3GPP R4 Core, IMS, IN and VAS. Part-2 covers the planning, engineering of 3G network, VAS and MBMS. Part-3 covers supply, installation, testing and commissioning of infrastructure and associated items for radio sites. Part-4 covers the OSS/BSS. Eligible bidders can participate in one or more of the parts independently subject to the fulfilment of the specified eligibility criteria.
- Eligibility criteria common for all parts
 - The eligible bidder shall fulfil the following eligibility criteria:
 - The bidder shall be a company registered in India and incorporated under the Indian Companies Act, 1956.



- (ii) The bidder company or their collaborators shall not have any equity stake or operating partnership with any other cellular operators except MTNL in India. The successful bidder shall not acquire equity share/enter into partnership with any other cellular mobile operator except MTNL in India for a period of 2 years from the date of NIT. The bidder shall furnish a certificate in this regard, which shall form the part of the bid.
4. Eligibility criteria specific to individual parts
- 4.1 Eligibility Criteria for Part-1.
- 4.1.1 The bidder eligible as per clause-3 above shall fulfil the following criteria related to establishment and experience:
- (i) The eligible bidder company or its parent company shall be manufacturer of GSM EDGE Radio Access Network (GERAN). Such bidder company shall also be registered in India to carry out telecom related activity.
 - (ii) The bidder company or its collaborators/parent company shall possess experience of planning, engineering, supply, installation and commissioning of at least a total of 20 million lines of GSM 900 and/or GSM 1800 network comprising of GERAN, MSC, IN, SMSC, UMS, SGSN and GGSN. The experience sought can be from single or multiple networks. Only successfully completed contracts shall be counted towards such experience.
 - (iii) The bidder or its parent company shall have the experience of rolling out the network of the size of minimum 2 million lines comprising of GERAN, MSC, IN, SMSC, UMS, SGSN and GGSN. The experience shall also include among other activities de-commissioning, de-installation, re-installation and re-commissioning of the swapped BSS and implement full interworking in a multi-vendor environment. Only successfully completed contracts shall be counted towards such experience.
 - (iv) Experience, if any, claimed against the GSM based expansion project (Phase-IV) of BSNL shall not be counted against the eligibility requirement for this tender unless specific certificate is enclosed as part of the bid from the concerned planning branch of BSNL circle to the effect that all the obligation as per the tender document has been completed in full in respect of the network element concerned.
 - (v) The bidder shall undertake AMC as per the provisions made in this tender document.
- 4.2 Eligibility Criteria for Part-2
- 4.2.1 The bidder eligible as per clause-3 above shall fulfil the following criteria related to establishment and experience for participation in Part-2:



- (i) The bidder or its collaborator/parent company shall have supplied, installed and commissioned a minimum of 2000 Node-Bs of UTRAN. The complete details of 2000 Node-Bs with address and date of commercial launch is to be included in the bid. This Node-Bs should be working in minimum two UMTS networks of different countries.
 - (ii) The bidder or its collaborator/parent company should have at least two 3GPP Release-4 or higher version UMTS core network of capacity 5 million subscribers in two countries. These networks should have been commercially operational for at least six months as on the date of bid opening. The bidder or their collaborators should have successfully completed IOT test of their core network/UTRAN with all the network elements of various vendors existing in the BSNL network and other established suppliers of network elements called for in this tender.
- 4.3 The bidder shall submit references of experiences in 2G and 3G, as called for above, in the form of an original certificate with company seal from the network operator signed by the senior official of the company (including name, designation, telephone number, fax numbers and e-mail id of the signatory and that of the company) of all such existing networks in operation. References shall be considered valid provided that the networks mentioned thereof exist and are in operation for the period as mentioned above. References shall also mention performance of network equipment supplied and installed. BSNL reserves the right to verify such references by visiting directly or through Indian consulate or through any other means for which necessary arrangements are to be made by the bidder. However, the cost of TA/DA shall be borne by BSNL. Only user certificates shall be considered valid and no self certification from either the bidder or their collaborators shall be accepted.
- 4.4 The bidders participating in Part-1 and Part-2 shall give an undertaking for network elements to support their respective technologies both 2G and 3G technologies for next 7 years with a product portfolio and roadmap till 3GPP R6 for committed deliveries upto Phase-VI.3 and its implementation in the entire network.
- 4.5 The bidders participating in Part-1 and Part-2 shall also submit an undertaking to set up necessary infrastructure in all the circles for project implementation, O&M support and annual maintenance contract within one month of issue of APO.
- 4.6 The bidder participating in Part-1 and Part-2 should be a company having a minimum turnover of Rs. 8000 crores each in the last two years (i.e. 2005-06 and 2006-07). It shall be substantiated with by audited profit and loss account. In case of an Indian subsidiary, the turnover of the parent company would also be taken into consideration for determining the fulfilment of this condition.
- 4.7 Eligibility Criteria for Part-3



- 4.7.1 The bidder eligible as per clause-3 above shall fulfil the following criteria related to establishment and experience for participation in Part-3:
- (i) Licensed Infrastructure Provider Company (IP1 Category registered with DOT) having proven capability to supply towers, battery, power plant, DG sets and other infrastructure items are eligible to participate in Part-3 subject to the fulfilment of the following requirements:
 - (a) The bidder or its parent/holding company must have annual audited turnover of Rs. 10 crores in the last financial year ending 31st March, 2007.
 - (b) The Net Worth of the bidder or its parent/holding company should be at least Rs.100 crores as on 31st March, 2007.
 - (c) The bidder should have at least one year experience of providing such services satisfactorily to any other Telecom operator or should have at least 100 towers operational and functional as on date of the NIT.
 - (d) Necessary documentation to establish the fulfilment of clauses (a) to (c) above shall form part of the bid.
 - (ii) Those bidders who are eligible to participate in Part-1 and/or Part-2 are also eligible to participate in Part-3.
- 4.8 Eligibility Criteria for Part-4
- 4.8.1 The company shall have a minimum annual turnover of INR 200 Crore each year during last 2 years (financial year 2005-06, FY 2006-07). Out of this turnover figure, INR 100 Crore shall be from IT/Telecom/Networking business.
- 4.8.2 Bidder shall have the experience of implementing at least two IT projects (involving servers, networking equipment, software etc) during last three years (after 1st April 2004), of 25 POPs (Point of Presence) each.
- 4.8.3 Bidder or its Billing OEM should have implemented CDR based billing (retail or interconnect or both) solution for 5 million subscriber base for Telecom operator.
- 4.8.4 The bidder shall be ISO 9001 company/ SEI CMM level 4 certified companies.
5. Scope
- 5.1 The tender envisages planning, design, engineering, supply, installation, testing, commissioning and Annual Maintenance Contract for 18 Million lines of GSM/UMTS R6 equipment in four parts for BSNL Network each part on turnkey basis in the service areas in which BSNL has been licensed to operate its mobile services in East Zone. The project is proposed to be executed in four parts out of which part 1, 2 and 3 will be executed in three phases while part 4 will be executed in two phases.



- 5.2 Wherever new elements are being inducted, upgradation of the existing infrastructure as per the tender needs to meet the growth requirements of the subscribers as sought in the tender and to integrate with all the network elements being inducted in the network is the responsibility of the successful bidder. The readjustment of geographical boundary between the existing vendor's equipment and consequent decommissioning/ redeployment is also covered within the scope of this tender.
- 5.3 While planning the supply and subsequent rollout of the network, the existing network elements of various technologies in the present GSM network of BSNL, for which vendor shall have to confirm the compliance to IOT requirement, should be taken into account for seamless inter-working of the equipment procured against this tender with the existing equipment.
- 5.4 Circle-wise details of the existing network elements of East Zone are given in Section-IV (except for Part-III).
- 5.5 The detailed scope of each part of the tender is elaborated in Section-IV of the respective parts.
6. Bid security in the form of bank guarantee is **Rs 88.56 crores- (Rs Eighty Eight Crores and fifty six lakhs only) for Part-1, Rs 9.72 crores (Rs Nine Crores Seventy Two lakhs only) for Part-2, Rs 21.60 Crores (Rs Twenty One Crores and Sixty lakhs only) for Part-3 and Rs. 10.80 crores (Rs. Ten Crores and Eighty lakhs Only) for Part-4.**
7. Intending bidders may download the NIT from BSNL Calcutta Telephones Web site <http://www.calcuttatelephones.com> and collect the complete tender document from DGM(MM), Calcutta Telephones District, BSNL, 10, G.C. Bose Rd, Kolkata-700 014 from 05/05/2008 to 19/05/2008 between 1500 hrs to 1700 hrs on all working days on non-refundable payment of Rs. 10,00,000/- (Rs. ten lakhs only) for all parts, Rs. 500000/- (Rs. five lakhs only) for Part-1 and Rs. 250000/- (Rs. Two lakh fifty thousand only) each for Part-2, Part-3 and Part-4 in the form of crossed demand draft, drawn on any scheduled bank in Kolkata, in favour of Accounts Officer (Cash)/CMTS, BSNL, Calcutta Telephones and submission of Non Disclosure Agreement (NDA) duly signed by the intending bidder.

sd/- .
DGM(MM)
Calcutta Telephones, BSNL
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