



No. ND/NCNGN/2017-18/SI EOI

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EOI for System integrator in Smart City project

1.0 Introduction:

- 1.1 **Bharat Sanchar Nigam Ltd (BSNL)**, a wholly owned Public Sector Enterprise of the Govt of India is a **leading Telecom Service Provider** in the country with PAN-India presence except in Delhi and Mumbai Metro Cities.
- 1.2 Government of India has come up with Smart City Mission where many cities have been selected for transformation into Smart Cities and in future many more cities will be coming in the umbrella of Smart City. Essential Component in the Smart City Transformation is the implementation of new Smart ICT Solutions or implementation of Smart Solutions over existing infrastructure.
- 1.3 The most important requirement for Smart City implementation is Core Communication Network/Infrastructure to interconnect various Smart Elements. Considering this fact, great role of BSNL in this Smart City Mission is envisaged. As per current trends, Complete End to end Smart Solutions Implementation, which includes the Bandwidth Provisioning as well as other IT Hardware/Software/Sensors/Smart Elements/Command and Control Centre etc., is demanded.
- 1.4 Accordingly, BSNL invites proposal from System Integrators who has the capability of providing customised SmartICT based solutions leveraging the existing Communication Network/Infrastructure of BSNL under Smart City Mission.

2.0 Salient Points:

- 2.1 The business aim of BSNL is to utilise the existing telecom infrastructure of BSNL for creation of Smart City Infrastructure. The foremost requirement from System Integrator will be to design Smart ICT Solutions utilising the BSNL existing infrastructure to the fullest.
- 2.2 There can be 2 models, first one is where BSNL is assigned the work on nomination basis, in other case BSNL is participating in the bidding process as Lead Bidder. In both the cases, there is a requirement of System integrator who will partner with BSNL with the preferred Technology Partner/OEMs for provisioning of the required Smart City Solutions.
- 2.3 Design/utilisation of communication network/infra will be done by System Integrator in consultation with BSNL. If it is felt that there is a requirement of a completely new Communication infrastructure, then also the design, planning and implementation of the same shall be done by System Integrator in consultation with BSNL. However, the BSNL's decision in this regard would be final and binding on System Integrator.
- 2.4 The responsibility of designing the solution, arrangement of hardware, software and various other components as well as the management of the same shall be the responsibility of System Integrator. As designing needs to be done on case to case basis i.e. depending upon Customer's / RFP requirement, recommendations need to be sought by the System integrator in this regard from BSNL also.
- 2.5 As in case of Bidding, both technical as well as commercial play a major role, it is as expected that the System Integrator shall prepare the best commercial and technical proposal in consultation with BSNL.

3.0 Eligibility Qualifications:

The System Integrator is required to meet the following criteria –

- 3.1 The SI should be a corporate entity duly incorporated in India under the relevant law and engaged in the business of providing ICT based Smart Solutions.

3.2 SI should have firm orders of four or more ICT based works, given by State/Urban Authorities in India or Abroad in last 3 Years. These works could be individual projects or part of larger projects. The four or more Smart City Works/ICT Works out of the following indicative works should have a total value of not less than Rs.100 Crores.

- a. Smart Lighting Poles
- b. Smart Parking
- c. Smart Kiosks
- d. Smart Transport Management System
- e. Smart Building Management System
- f. CCTV Surveillance
- g. Citizen Centric Applications
- h. Command and Control Centre
- i. Smart Utility Management System
- j. Wi Fi Hot spot
- k. Web Hosting and related cloud computing services
- l. ICT based Solid waste Management
- m. Tele-Education and Tele-Medicine

3.3 The System Integrator, fulfilling the above criteria shall have an average annual turnover of Rs. 500 Cr or more in last 3 years.

4.0 Business Methodology:

4.1 For Work allocated on Nomination Basis:

4.1.1 Three System Integrators will be selected by BSNL at Pan India Level for works allocated to BSNL on the nomination basis.

4.1.2 SIs shall be selected on the basis of marking criteria mentioned in the Annexure attached. H1, H2 and H3 will be empanelled for the works received on nomination basis.(H1 – Highest Marks Getter , H2 – second Highest Marks Getter, H3 – Third Highest Marks Getter)

4.1.3 BSNL shall invite financial bids from these three System Integrators for every project and work shall be allotted to the SI with the lowest bid.

4.1.4 BSNL will be the final approving authority for the technical and commercial proposal of the SI. In case of disagreement between BSNL and the SI, both the parties shall rework the solution / proposal. However in case even the new solution / proposal is not conducive, BSNL can select the other partner out of the other two empanelled System Integrators. This is required since BSNL is bringing the work and its name is on stake.

4.2 **Through Bidding Process:**

4.2.1 BSNL, for its Pan India business will select one System Integrator for participating together in Bidding/tendering process for Smart City related Work throughout the country.

4.2.2 SI with the Highest Marks (H1) based on the marking criteria mentioned in the Annexure attached, will be selected as sole partner of BSNL in Bidding/tendering process for Smart City related Work.

4.2.3 BSNL will jointly bid with selected System Integrator. In case the selected SI is not fulfilling the eligibility/requirements conditions of the RFPs, BSNL is free to select/invite the other empanelled SIs (Empanelled for Nomination based works) for fulfilling the eligibility conditions.

4.2.4 Selected System Integrator will bid for all smart cities works with BSNL only and not independently or with any other partner. However, in case BSNL is not bidding/ participating in a Smart City Project, then the System Integrator may bid independently.

4.2.5 Selected System Integrator is required to compulsorily partner with BSNL in the Smart City projects. In case of refusal by the System Integrator for reasons which are not considered reasonable by BSNL, the same shall lead to revocation of their partnership in bidding process and further financial penance.

4.2.6 Selected System Integrator can also be member in panel of three SIs for nomination basis. (For both SI for nomination basis work and for bidding work).

5.0 **Commercial Conditions:**

- 5.1 System Integrator should already have agreements / MAFs in place with the leading and renowned OEMs and Technology Partners for offering the solutions along with BSNL. List of such OEM partners along with categorisation of partner with other details shall be provided by the SIs beforehand.
- 5.2 The SI should have valid ISO certifications- ISO 9000, ISO 20000, ISO 27000 in the field of IT Systems Integration and other related fields.
- 5.3 The System Integrator should not have been defaulted/ blacklisted regarding bad performance/delayed delivery or for any other reason by any Central/State Govt departments, Autonomous Bodies, Private organisation from participating in projects either individually or as a member of a consortium as on the date of submission of EOI.
- 5.4 The SI must comply with all regulatory and legal guidelines issued by GOI/DOT/TRAI regarding M-Gov., E-Gov., and IOT/M2M & Smart City Solutions. (Attach an undertaking confirmation)
- 5.5 The SI should also submit a declaration stating that in case BSNL jointly participates in the tender with the bidder then the bidder should be ready to submit the performance security/EMD etc. on back to back basis as per value/amount required by the tendering authority.
- 5.6 In case Technology Partner/Application Developer/Sensors Partner etc. is decided by BSNL, SI shall be obliged to follow BSNL decision.
- 5.7 Revenue sharing between BSNL and partners will be through Escrow Account back to back received from Client.
- 5.8 **Duration of Agreement:** 1 year (12 months) initially and thereafter on year to year basis on mutual agreed terms.

5.9.1 **Empanelment Fee:**

H1 Bidder – <u>Rs. 25 Lakhs</u>
H2 & H3 Bidder – <u>Rs. 15 Lakhs</u>

5.9.2 **Mode of Payment:** Cheque/DD/RTGS.

5.9.3 Empanelment fee is valid for entire partnership duration with selected SI. Empanelment fee is non – refundable.

5.10 **Submission of EMD, PBG:** No BG is required to be deposited at the time of empanelment. The same will be decided at the time of signing agreement for execution of projects on case to case basis.

5.11 SI must pay back EMD/other payments required before agreement back to back to BSNL.

5.12 **Exit Clause:**

5.12.1 If SI (System Integrator) want to exit during the agreement period this move shall carry following penalties on SI:

- a. Surrender of all equipment and transfer of ownership to BSNL at zero cost to BSNL.
- b. The sum of all consequential damages, if any that arise on account of pre- mature closure will be borne by SI.
- c. Infrastructure will be transferred to BSNL at depreciated cost.
- d. Cost of any contract with any third party will be borne by SI till currency of existing contracts.
- e. SI will pay all dues to BSNL if any and take “NOC” from BSNL.
- f. SI will refrain to take up any new telecom business for next 2 years.

5.12.2 If SI (System Integrator) exits after agreement period, SI will do the following:

- a. Infrastructure will be transferred to BSNL at depreciated cost.
- b. Cost of any contract with any third party will be borne by SI till currency of existing contracts.
- c. SI will pay all dues to BSNL if any and take “NOC” from BSNL.

5.12.3 SI has to handover all the records /data (manually/computerized) to BSNL, in both cases if SI wants to exit during agreement period or after agreement period.

5.12.4 SI will have to clear all the dues to BSNL, if wants to exit after agreement period.

5.13 Termination of contract due to non-performance (default) [Exit Clause invoked by BSNL]

5.13.1 BSNL may, without prejudice to any other remedy for breach of contract, by written notice of default, sent to the SI (System Integrator), terminate this contract in whole or in part

a. If SI (System Integrator) fails to deliver any or all of the goods and perform services within the time period(s) as specified in the contract, or any extension thereof granted by the BSNL;

b. If SI (System Integrator) fails to perform any other obligation(s) under the Contract; and

5.13.2 If SI (System Integrator), in either of the above circumstances, does not remedy his failure within a period of 15 days (or such longer period as the purchaser may authorize in writing) after receipt of the default notice from the BSNL/client.

BSNL

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Annexure (Criteria for Evaluation)

*** All Relevant Certificates should be attached.**

S. No.	Items	Marks	Range
1	Average Annual Turnover for the last three years	30	Rs 500 Crores → Rs 2000 Crores (15 Marks) → (30 Marks)
2	Turnover in SMART City Projects (as given in Paragraph 2 of Eligibility Qualifications)	20	Rs 100 Crores → Rs 1000 Crores (10 Marks) → (20 Marks)
3	Prior Agreement with Technology Partners/SMART City Operating Platform Providers	20	2 Partners → 5 Partners (10 Marks) → (20 Marks)
4	Prior Agreements with Application Providers and/or/ready applications	10	4 Applications → 10 Applications (5 Marks) → (10 Marks)
5	Project Experience in the following Components -: a) SMART Transport Management b) CCTV Surveillance c) Command and Control Centre d) SMART Utility Management	8	2 Marks per Component for any Completed Project greater than Rs. 10 Crores
6	Experience in ICT Work (in years)	2	3 Years → 6 Years (1 Marks) → (2 Marks)
7	Government project experience (in years)	5	3 Years → 6 Years (3 Marks) → (5 Marks)
8	No. of Projects completed on time	5	2 Projects → 5 Projects (2.5 Marks) → (5 Marks)