

Sl No	Company	Clause No	Clause	Queries	BSNL Reply to the Query
1	NCPL Services Private Limited			Formats for the following are required from BSNL	
		6.1	Bidders submitting their proposal as consortium will be required to submit a legally bound consortium agreement with all consortium member(s) as per format provided.	a) Consortium agreement	Attached
		7	The Bidder shall be required to furnish PoC performance security of the value of Rs 10 lacs initially valid for a period of 12 months in the form of PBG, within 14 days of issues of Letter of Intent (LoI) by BSNL for conduct of PoC.	b) PBG format	Attached
		11.1 & point 10 of check list	11.1 Incomplete, ambiguous, conditional, unsealed Proposals are liable to be rejected.	Clarification for compliance of parameters (if partial list is complied and balance in WIP), will the bid be acceptable	No Change
		7	The Bidder shall be required to furnish PoC performance security of the value of Rs 10 lacs initially valid for a period of 12 months in the form of PBG, within 14 days of issues of Letter of Intent (LoI) by BSNL for conduct of PoC.	Confirmation that the PBG of Rs 10 lacs is refundable irrespective of POC result	Refer modified clause 7
		3.3	Eligibility Criteria	In order for more bidders to qualify for the EOI submission, it is proposed that: a) The average annual turnover should be reduced from 20 cr to 15 cr b) the current FY ie 21-22 year should be taken into consideration	Refer modified clause 3.2
				Clarification is required on the process which will be followed post the EOI validation and approval for starting the POC	Refer clause 4
		9 & 10	9.1 The date and time for submission of the offline Proposal documents is 11.05.2022 (11:30 AM) ("EOI Closing Date"). 10. Except as otherwise provided in the EOI, proposals received after the EOI Closing Date and Time will not be accepted	Request for extension of submission date (if required)	Refer modified clause 9.1
		1.1	BSNL intends to explore the deployment of low power consumption eNodeBs of different RF Transmit powers say 2 x (1, 2, 5, 10 Watt) per sector and to test the capabilities of such eNodeBs in terms of capacity and coverage so as to take a quick stock of the product to optimally fit the requirements for remote/rural scenarios including with solar support broadly as per TEC GR. No. TEC/GR/WS/ENB- 001/01/Mar-19 Category-II.	- Higher wattage radios should also be included - 20W and 40W - Can we demonstrate on regular power for POC? instead of solar. This will help to complete the showcase faster	No Change
		1.2	BSNL plans to deploy these low power consumption eNodeBs through a turnkey tender for PLANNING, ENGINEERING, SUPPLY, INSTALLATION, TESTING, COMMISSIONING & ANNUAL MAINTENANCE of Small Size LTE based 4G mobile system sites broadly based on Category-II of TEC GR TEC/GR/WS/ENB-001/01.March 2019 along with associated elements and with both omni as well as sector antenna. Exact quantum of procurement will be mentioned in the upcoming tenders of BSNL for Small Size LTE based 4G mobile system sites. The quantity and deployment in geographic area will be mentioned in upcoming tenders based upon the requirement on case to case basis with likely project works of defence, mining, Enterprise business customers, difficult terrain locations, and remote villages with less populations etc.	Is there a possibility to convert the POC sites under EOI to commercialized sites against purchase order?	No. Refer modified clause 4.1
				Can we suggest a location for POC.	Refer modified clause 4.1
		1.5	If any Indian registered company meets all other eligibility conditions except technical proven-ness of the equipment, then such companies may register for participation in Proof of Concept (PoC) as per the provisions of this Eoi so that on successful completion of PoC, their equipment meets technical proven-ness requirements for making them eligible to participate in upcoming 4G tender of BSNL.	How long would be the POC testing phase go on for, before going into future tenders? We hope that the results and certificate of successful POC will be valid for atleast 5 years.	Refer modified clause 4.4
		3.1.3	The source code for Category-2 RAN should be deposited in an Escrow account if it is mandated in tender requirements after completion of POC. The escrowed version of the software shall be upgraded/ updated regularly and will be the same as the version in the field. The source code should be compiled with non-proprietary compilers by the eligible bidder and installed in the field. A draft escrow agreement shall have to be signed and executed under the signature of Board Director or Key Managerial Personnel of the company, as defined under Indian Companies Act 1956/2013, who would be declared successful in the future 4G tender of BSNL/ USOF or any other Government funded projects. An undertaking along with draft escrow agreement signed by authorized signatory, to the effect that the bidder understands and agrees to the terms of draft Escrow agreement, shall form part of the proposal for registration under this Eoi.	It would be good to get details on the escrow procedure and our role as the lead bidder	Old Clause is referred, it is already changed in EOI.
		3.3.1 (d)	The eNodeB shall be of Outdoor versions with minimum IP65 compliant and not requiring air-conditioning (not applicable for eNodeB deployed indoor for in building coverage).	Can we get a higher rating of equipment - for example IP 66 and above	No Change. Referred standards are the minimum requirement, higher/updated standards are always welcome.

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		3.3.1 (f)	Maximum Power consumption (per sector) to be	We feel that Power norms must be relaxed (per sector), because with more digitization the power consumption can increase. Limiting or Hardcoding the power consumption, will have a direct impact on capability of digitization for digital India.	No Change
		4.4	Subsequent to issuance of Successful completion certificate of PoC by BSNL, the respective bidder will also become eligible to participate in the future Tenders of BSNL for Small Size LTE based 4G mobile system sites.	Can we get details on the validity of the POC certificate for more than 4 years?	Refer modified clause 4.4
		7	The Bidder shall be required to furnish PoC performance security of the value of Rs 10 lacs initially valid for a period of 12 months in the form of PBG, within 14 days of issues of Letter of Intent (LoI) by BSNL for conduct of PoC.	Can we ensure the return of PBG irrespective of the challenges faced from either party? NSPL or BSNL or the POC itself. What would be the return period	Refer modified clause 7
		1.1	BSNL intends to explore the deployment of low power consumption eNodeBs of different RF Transmit powers say 2 x (1, 2, 5, 10 Watt) per sector and to test the capabilities of such eNodeBs in terms of capacity and coverage so as to take a quick stock of the product to optimally fit the requirements for remote/rural scenarios including with solar support broadly as per TEC GR. No. TEC/GR/WS/ENB-001/01/Mar-19 Category-II.	<ul style="list-style-type: none"> - EOI mention requirement to demonstrate low power consumption eNodeBs of different RF Transmit powers say 2 x (1, 2, 5, 10 Watt) per sector. We intend to apply all types of transmit powers. - New Generation Products are software based and remains the same features and functionality apart from Transmit power. These can be leveraged to make the POC process efficient and faster. Thereby, we request to allow us to deploy all radio types at the same site. And also, it keeps the Core integration intact. 	Refer modified clause 4.1
				Please give clarity about the bands - Multiple RF Transmit Power eNodeBs will be from Single Band or Multiple Bands of 4G.	Refer modified clause 2.4
				Driven by Atma Nirbhar initiative of India, we have been working on developing indigenous radios of 20W, 40W. And we are sure there are other players and companies, who also would have developed it. We suggest that radios for 20W and 40W to this EOI	No Change
				To meet High throughput requirements. Reason being that there is limited spectrum available BSNL. It is our request that 4x4 MIMO should also be tested.	Refer modified clause 4.2
				<ul style="list-style-type: none"> - Please also add the radios for 20W and 40W to this EOI. As multiple scenarios listed here might require higher power radios. For example - Defence, Mining, Rural long ranges. Also absorption with forest, green foliage requires higher wattage to begin with - Based on our existing surveys of such kinds, including Enterprise businesses, we recommend to add 20W and 40W radios. - Also, BSNL has floated Earlier EoI for MII Compliant Product offering on January 2021. And the above clarifications are aligned to the BSNL strategy. By accomodating the above suggestions, it will also allow us to plan the supply more efficiently. So we would request to consider this for demonstration. This will allow us to plan it accordingly while submission or EoI. - We have this line of products created and ready based on this EOI. We would be happy to demonstrate this during the POC <p>Considering the requirement mentioned in upcoming tenders based upon the requirement on case to case basis with likely project works of defence, mining, Enterprise Business Customer, difficult terrain locations and remote villages with less populations etc. and earlier last year EOI requirement we have design the product to support 20W and 40W.</p>	No Change
				Do we need to supply Solar System. If so what is sizing of the Solar System like No. of KW, Battery, Life, etc..). We assume all the approval and electrical work will be done by BSNL. Our request is consider existing sites where power is available to reduce POC timeline and investment part for SI and OEM.	Refer new clause 4.10

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2	Tidalwave	1.2	BSNL plans to deploy these low power consumption eNodeBs through a turnkey tender for PLANNING, ENGINEERING, SUPPLY, INSTALLATION, TESTING, COMMISSIONING & ANNUAL MAINTENANCE of Small Size LTE based 4G mobile system sites broadly based on Category-II of TEC GR TEC/GR/WS/ENB-001/01.March 2019 along with associated elements and with both omni as well as sector antenna. Exact quantum of procurement will be mentioned in the upcoming tenders of BSNL for Small Size LTE based 4G mobile system sites. The quantity and deployment in geographic area will be mentioned in upcoming tenders based upon the requirement on case to case basis with likely project works of defence, mining, Enterprise business customers, difficult terrain locations, and remote villages with less populations etc.	<ul style="list-style-type: none"> - We are requesting to commit minimum quantity or forecast quantity as per the required specification of each radio for the rural and other requirements BSNL Projects requirement. - We request not to float again separate Tender and consider this EoI Submission for extension of getting Purchase Order from BSNL. As it has been done in the EOI floated by BSNL on 1st January 2021 - Request if POC is successful BSNL would convert the POC Site for the actual Purchase order. 	No Change, also refer modified clause 4.1
		1.3	To ascertain eligibility of bidders for participation in such tenders of BSNL for Small Size LTE based 4G mobile system sites and keeping in consideration the spirit of the 'Atma Nirbhar Bharat' initiative of the Government of India to promote Indigenous manufacturing in Telecom sector, BSNL invites proposals through this Expression of Interest (EoI) for prior Registration/ Proof of Concept (PoC) from Indian Companies interested in participating in the future tenders of BSNL for Small Size LTE based low power consumption 4G mobile system sites.	What is qualification criteria for the Atma Nirbhar Bharat. Is it as per Clause 1.6. Please share the document reference for Clause 1.6	No Change
		1.5	If any Indian registered company meets all other eligibility conditions except technical provenness of the equipment, then such companies may register for participation in Proof of Concept (PoC) as per the provisions of this EoI so that on successful completion of PoC, their equipment meets technical proven-ness requirements for making them eligible to participate in upcoming 4G tender of BSNL.	What is timeline for completion of the PoC. e.g. Number of weeks or months. Start from Supply, Integration with Core & BSNL Network and Demonstration. What is Validity of POC to know investment projection of POC for Bidder and OEM. We would request to consider 3 Year Validity so investment of POC can be protected for Bidder and OEM.	No Change, Also refer modified clause 4.4
		2.4	Category-2 4G RAN for the purpose of technical-provenness and PoC under this EoI shall include the eNodeBs of various spectrum/configuration providing minimum of 512 kbps data speed to the consumers at the edge of the coverage. 4G RAN shall be integrated with BSNL's core networks already deployed (Nokia and ZTE make) as well as with CDoT (which is under testing). Currently BSNL is having the spectrum of 5 MHz in 2100 MHz band pan India, except Rajasthan and Delhi (850 MHz band in Rajasthan and 1800 MHz band in Delhi).	Is RAN Integration required for all three OEM or single OEM will suffice the requirement for the PoC. Does MHz band mention will be same procured in the actual Future Tender. If we can know the estimated QTY for planning the supply chain and business forecast.	Refer modified clause 2.4
		3.1.3	The source code for Category-2 RAN should be deposited in an Escrow account if it is mandated in tender requirements after completion of POC. The escrowed version of the software shall be upgraded/updated regularly and will be the same as the version in the field. The source code should be compiled with non-proprietary compilers by the eligible bidder and installed in the field. A draft escrow agreement shall have to be signed and executed under the signature of Board Director or Key Managerial Personnel of the company, as defined under Indian Companies Act 1956/2013, who would be declared successful in the future 4G tender of BSNL/ USOF or any other Government funded projects. An undertaking along with draft escrow agreement signed by authorized signatory, to the effect that the bidder understands and agrees to the terms of draft Escrow agreement, shall form part of the proposal for registration under this EoI	<ul style="list-style-type: none"> - Please share the agreement details to give affirmative confirmation. With knowledge of actual commercial or business value it will be easier to get management approval at board level. Please provide clarity, how BSNL proposes to handle the situation when Bidder is who is qualified part of EoI doesn't comply giving software in escrow in future BIDs. - If the Product provenness is achieved, then is this clause still needed? Requesting you to relax this condition for proven products that are under Atma Nirbhar Bharat because they are all Indian companies 	Old Clause is referred, it is already changed in EOI.
		3.2	The Bidder or the lead bidder of consortium shall have an average annual financial turnover of Rs. 20 crores during the last three years (i.e. 2018-19, 2019- 20 and 2020-21) in case of Financial Year and 2018, 2019 and 2020 in case of Calendar Year). Annual financial turnover shall be substantiated by the audited profit and loss accounts.	<p>We request you to consider the following scenarios and the suggested mitigations.</p> <p>(I) If OEM is participating directly as part of POC, then please relax the Turnover clause. This will be seen as highly supportive to production of indigineous product lines in India. OEMs, whose POC is successful, then can easily collaborate with lead bidders who meets turnover requirement of the tender.</p> <p>(II) If during the tender the requirement is for more than 20cr Turnover, then it should be allowed to add a consortium partner in the existing consortium to meet the new turnover criteria.</p> <p>(III) If existing partner within the consortium doesnt want to bid in future due to any reason, then please allow change of partner</p> <p>We would request to consider Financial Year 2021 (i.e. 2021-2022) as well for the Turnover Requirement</p>	Refer modified clause 3.2

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		4.7	The bidder submitting the PoC proposal shall not be permitted to change the OEM/Consortium member(s) after submission of the proposal.	This clause should be relaxed considering Larger Business Aspects. As a OEMs Product Proveness is complete as part of POC. In any scenario Bidder is not able to work after successful POC completion with OEM based on future tender demands. Being product OEM we wanted to be part of BSNL future tender requirement, so we would request to relax clause and allow OEM to bid qualified bidder. In view of interest of OEM the following is suggested. 1. OEM whose POC is successful should be allowed to change Bidder in future Tender	No Change
		7	The Bidder shall be required to furnish PoC performance security of the value of Rs 10 lacs initially valid for a period of 12 months in the form of PBG, within 14 days of issues of Letter of Intent (LoI) by BSNL for conduct of PoC.	What is procedure to release PBG and if POC is partially successful because of Bidder/OEM or limitation at BSNL end, how PBG will get released?	Refer modified clause 7
		New	Agreements formats	Please share the NDA and consortium agreements	NDA not required. PBG/consortium format attached.
3	Protean eGov Technologies Limited	1.1	BSNL intends to explore the deployment of low power consumption eNodeBs of different RF Transmit powers say 2 x (1, 2, 5, 10 Watt) per sector and to test the capabilities of such eNodeBs in terms of capacity and coverage so as to take a quick stock of the product to optimally fit the requirements for remote/rural scenarios including with solar support broadly as per TEC GR. No. TEC/GR/WS/ENB- 001/01/Mar-19 Category-II.	Can we propose execution and demonstration at the POC stage with regular power instead of Solar?	No Change
		4.3	Also Bidder shall demonstrate the successful operation of eNodeBs on VSAT media	We believe in coverage to remote locations. Could you please explain the VSAT media description?	No Change
4	Signaltron	3.1.3	Eligibility criteria.	May we know the purpose of the escrow? If it is ensuring security of the source code, can the requirement for the source code to be deposited in escrow be changed to audit rights on the source code?	No Change
		4.3	Proof of Concept /....Also Bidder shall demonstrate the successful operation of eNodeBs on VSAT media.../	Is there is any other backhaul option considered apart from satellite in PoC? Can the PoC configurations be shared in advance to enable us to prepare in view of global component shortage and supply chain disruptions?	No Change
				We understand that we can submit the proposal documents online to neprojectbsnl@gmail.com? Please can you confirm.	Refer modified clause 9.1
5	Mavenir	2.4	Category-2 4G RAN for the purpose of technical-proveness and PoC under this EoI shall include the eNodeBs of various spectrum/configuration providing minimum of 512 kbps data speed to the consumers at the edge of the coverage. 4G RAN shall be integrated with BSNL's core networks already deployed (Nokia and ZTE make) as well as with CDoT (which is under testing). Currently BSNL is having the spectrum of 5MHz in 2100 MHz band pan India, except Rajasthan and Delhi (850 MHz band in Rajasthan and 1800 MHz band in Delhi).	As per our understanding BSNL will provide adequate ports on existing MPBN network i.e. router/switches for connectivity. Please confirm	Refer new clause 4.10
				As per our understanding, BSNL will arrange the technical support from the incumbent Core vendor as and when it will be required for integration of new eNodeBs. Please consider and confirm.	Refer new clause 4.10
				Request BSNL to share spectrum detail (Bands & respective Bandwidths) for desired 4G RAN, else vendor will only consider 4G RAN for 2100 Mhz, 850 MHz(Rajasthan) and 1800 Mhz(Delhi).	Refer modified clause 2.4
		5	Responsibility Matrix during PoC Space & Electric connections & Configuration in Core	As per our understanding BSNL shall arrange all the power related equipment (PDU, power cables for connectivity, MCBs etc) at test sites, else provide the complete scope for vendors.	Refer new clause 4.10
		5	Responsibility Matrix during PoC Handover, CSFB and other critical tests mentioned by BSNL	We request BSNL to share the test procedure and test equipment requirement if any to estimate the cost, efforts and test equipment requirements	Refer modified clause 4.2
		2.2	In response to this EoI, OEMs of Small Size LTE based low power consumption 4G mobile system broadly based on Category-II of TEC GR TEC/GR/WS/ENB- 001/01.March 2019 4G RAN, are eligible to submit the proposal	We request BSNL to confirm the scope of Test Sites for PoC, so that vendor can propose solution accordingly	No Change
		2.2	In response to this EoI, OEMs of Small Size LTE based low power consumption 4G mobile system broadly based on Category-II of TEC GR TEC/GR/WS/ENB- 001/01.March 2019 4G RAN, are eligible to submit the proposal	We request BSNL to confirm the Antenna requirement (in terms of Ports and Band combination to be supported) to assist participant vendor in selecting the apt Antenna solution .	No Change
		5	Responsibility Matrix during PoC	We assume that BSNL will provide access to site as and when it will be required by vendor or its sub-vendor to visit the site during testing of RAN equipment.	No Change
		2.2	In response to this EoI, OEMs of Small Size LTE based low power consumption 4G mobile system broadly based on Category-II of TEC GR TEC/GR/WS/ENB- 001/01.March 2019 4G RAN, are eligible to submit the proposal	Request BSNL to confirm whether vendor need to provide EMS for offered RAN equipment or not. If yes please confirm the capacity sought by BSNL.	No

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		5	Responsibility Matrix during PoC Handover, CSFB and other critical tests mentioned by BSNL	As per our understanding, vendor need to support CSFB voice solution only. Please confirm	No Change
		1.1	BSNL intends to explore the deployment of low power consumption eNodeBs of different RF Transmit powers say 2 x (1, 2, 5, 10 Watt) per sector and to test the capabilities of such eNodeBs in terms of capacity and coverage so as to take a quick stock of the product to optimally fit the requirements for remote/rural scenarios including with solar support broadly as per TEC GR. No. TEC/GR/WS/ENB 001/01/Mar-19 Category-II	We shall arrange the solar power compliant eNodeB for each site as per sector configuration, we expect the BSNL to arrange the Solar Panels/Batteries for alternate Power backup, kindly confirm	Refer new clause 4.10
		2.4	Category-2 4G RAN for the purpose of technical-provenness and PoC under this EoI shall include the eNodeBs of various spectrum/configuration providing minimum of 512 kbps data speed to the consumers at the edge of the coverage. 4G RAN shall be integrated with BSNL's core networks already deployed (Nokia and ZTE make) as well as with CDoT (which is under testing). Currently BSNL is having the spectrum of 5MHz in 2100 MHz band pan India, except Rajasthan and Delhi (850 MHz band in Rajasthan and 1800 MHz band in Delhi).	<p>- Apart from the 512Kbps at Cell edge, is there any other criteria for cell coverage range? As the same shall vary for different Bands, Terrain/clutter conditions and Radio Transmit powers, kindly confirm</p> <p>- Apart from the 512Kbps at Cell edge, is there any other criteria for capacity dimensioning per Cell/Site. kindly confirm</p>	Refer modified clause 2.4
				Considering the PoC Cluster, what is the Bandwise percentage of the Radios defined. Please confirm	Refer modified clause 2.4
6	Meridian Infotech Ltd.	1.1	BSNL intends to explore the deployment of low power consumption eNodeBs of different RF Transmit powers say 2 x (1, 2, 5, 10 Watt) per sector and to test the capabilities of such eNodeBs in terms of capacity and coverage so as to take a quick stock of the product to optimally fit the requirements for remote/rural scenarios including with solar support broadly as per TEC GR. No. TEC/GR/WS/ENB-001/01/Mar-19 Category-II.	<p>We would also request to add 20W and 40W radios to EOI - considering our country's rural deployment too.</p> <p>We are ready to do Solar. However, in the interest expediting the POC setup, Requesting you to keep the POC at sites that have regular power, instead of Solar power, as it will expedite the POC process and assessment of 4G</p>	No Change
		1.2	BSNL plans to deploy these low power consumption eNodeBs through a turnkey tender for PLANNING, ENGINEERING, SUPPLY, INSTALLATION, TESTING, COMMISSIONING & ANNUAL MAINTENANCE of Small Size LTE based 4G mobile system sites broadly based on Category-II of TEC GR TEC/GR/WS/ENB-001/01.March 2019 along with associated elements and with both omni as well as sector antenna. Exact quantum of procurement will be mentioned in the upcoming tenders of BSNL for Small Size LTE based 4G mobile system sites. The quantity and deployment in geographic area will be mentioned in upcoming tenders based upon the requirement on case to case basis with likely project works of defence, mining, Enterprise business customers, difficult terrain locations, and remote villages with less populations etc.	<p>Is there a possibility to convert the POC sites under EOI to commercialized sites against purchase order?</p> <p>To help plan the execution post-POC What would be the potential order quantity after POC?</p>	No Change
		1.3	To ascertain eligibility of bidders for participation in such tenders of BSNL for Small Size LTE based 4G D79mobile system sites and keeping in consideration the spirit of the 'Atma Nirbhar Bharat' initiative of the Government of India to promote Indigenous manufacturing in Telecom sector, BSNL invites proposals through this Expression of Interest (Eoi) for prior Registration/ Proof of Concept (PoC) from Indian Companies interested in participating in the future tenders of BSNL for Small Size LTE based low power consumption 4G mobile system sites.	Please share the definition of Atma Nirbhar Bharat - as we are an indigenous bidder.	No Comment
		1.5	If any Indian registered company meets all other eligibility conditions except technical provenness of the equipment, then such companies may register for participation in Proof of Concept (PoC) as per the provisions of this Eoi so that on successful completion of PoC, their equipment meets technical proven-ness requirements for making them eligible to participate in upcoming 4G tender of BSNL.	How long would be the POC testing phase go on for, before going into future tenders? We hope that the results and certificate of successful POC will be valid for atleast 5 years.	Refer modified clause 4.4
		1.6	The instructions regarding Public Procurement (Preference to Make in India) as amended from time to time by Govt. of India shall be applicable to the future 4G Tenders of BSNL's USOF/Government funded projects.	Please provide the base document for PMI	No Comment
		3.1.2	The offered Core for testing by BSNL shall be of Nokia/ZTE/CDoT make	We expect full support from BSNL for interoperability and coordination with the respective OEMs	Yes
		3.1.3	The source code for Category-2 RAN should be deposited in an Escrow account if it is mandated in tender requirements after completion of POC. The escrowed version of the software shall be upgraded/updated regularly and will be the same as the version in the field. The source code should be compiled with non-proprietary compilers by the eligible bidder and installed in the field. A draft escrow agreement shall have to be signed and executed under the signature of Board Director or Key Managerial Personnel of the company, as defined under Indian Companies Act 1956/2013, who would be declared successful in the future 4G tender of BSNL/ USOF or any other Government funded projects. An undertaking along with draft escrow agreement signed by authorized signatory, to the effect that the bidder understands and agrees to the terms of draft Escrow agreement, shall form part of the proposal for registration under this Eoi.	<p>What is the role of the lead bidder who is not an OEM regarding escrow of OEM's product?</p> <p>Please provide any document format to review the overall procedure</p>	Old Clause is referred, it is already changed in EOI.

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		3.3.1 (d)	The eNodeB shall be of Outdoor versions with minimum IP65 compliant and not requiring airconditioning (not applicable for eNodeB deployed indoor for in building coverage).	We recommend to consider IP66 or higher to accomodate our country's vast weather diversity. IP65 might not sufficient for extreme enviornmental conditions in many parts.	No Change. Refered standards are the minimum requirement, higher/updated standards are always welcome.
		3.3.1 (e)	Latest EMF Radiation norms of DoT shall be complied	Please share the respective EMF document to understand these requirements precisely	No Change
		3.3.1 (f)	Maximum Power consumption (per sector) to be	As the country is digitizing rapidly and the vision of Digital India. In near future, there is requirement for more throughput and IoT, Edge applications. More throughput, warrants more power consumption. Hence request you to keep power requirements flexible to meet near future / futuristic digitization requirements - as part of Digital India	No Change
		4.3	During PoC, Bidder shall demonstrate the remote operation & maintenance capabilities of the eNodeB. Also Bidder shall demonstrate the successful operation of eNodeBs on VSAT media	It is understood that BSNL will support the provisioning for VSAT with equipment. We will connect our network port with VSAT	Refer new clause 4.10
		4.4	Subsequent to issuance of Successful completion certificate of PoC by BSNL, the respective bidder will also become eligible to participate in the future Tenders of BSNL for Small Size LTE based 4G mobile system sites.	We hope that the results and certificate of successful POC will be valid for atleast 5 years.	Refer modified clause 4.4
7	ITI Limited			Request BSNL to extend the date for submission of proposal at least by one month.	Refer modified clause 9.1
8	Precision Electronics Ltd.	1.1	BSNL intends to explore the deployment of low power consumption eNodeBs of different RF Transmit powers say 2 x (1, 2, 5, 10 Watt) per sector and to test the capabilities of such eNodeBs in terms of capacity and coverage so as to take a quick stock of the product to optimally fit the requirements for remote/rural scenarios including with solar support broadly as per TEC GR. No. TEC/GR/WS/ENB-001/01/Mar-19 Category- II.	1. Separate Radio module for each defined fixed power levels from 2 x (1 to 10) Watt are required or single Radio module with all power options upto 2 x (10W) can suffice the requirement. 2. Please specify the frequency range of BSNL LTE band. 3. What Solar support is required? Kindly clarify.	Refer modified clause 2.4, and new clause 4.10
		1.3	To ascertain eligibility of bidders for participation in such tenders of BSNL for small size LTE based 4G mobile system sites keeping in consideration the spirit of the 'Atma Nirbhar Bharat' initiative of the Government of India to promote Indigenous manufacturing in Telecom sector, BSNL invites proposals through this Exprespress in of Interest (Eoi) for prior Registration/ Proof of Concept (PoC) from Indian Companies interested in participating in the future tenders of BSNL for Small Size LTE based low power consumption 4G mobile system sites.	Please quantified the eNodeB required for POC.	Refer modified clause 2.4 and 4.2
		3	3.2 The Bidder or the lead bidder of consortium shall have an average annual financial turnover of Rs. 20 crores during the last three years (i.e. 2018-19, 2019-20 and 2020-21) in case of Financial Year and 2018, 2019 and 2020 in case of Calendar Year). Annual financial turnover shall be substantiated by the audited profit and loss accounts. 3.2.1 if required, the above requirement can be met jointly by all members of the consortium.	PEL agreed with the financial terms for the current EOI. But however, in case of future Tenders for which the Tender price is unknown and may be for the higher value and its financial capability may be driven from its estimated cost wherein as stated in clause no 3.2.1, both lead Bidder & Consortium partner-Technology partner(s) couldnot meet the financial requirement jointly then in that case an additional consortium partner may be allowed to join the exisitng bidder/technology partner to meet its financial eligibility condition. That may be allowed without any alteration in the Name of front bidder or its technology partner .	Refer modified clause 3.2
		3	3.3 The Bidder or its consortium member shall be OEM of Category-2 4G Radio Nodes. (ii) 4G Technical Specification will be based on Category-II of TEC GR TEC/GR/WS/ENB-01/01.March 2019, with mandatory salient features as: a. Full Mobility for Voice & Data Services. b. eNodeB based on LTE technology. c. Availability of minimum of 512 kbps data speed to the consumer at the coverage edge. d. The eNodeB shall be of Outdoor versions with minimum IP65 compliant and not requiring air-conditioning(not applicable for eNodeB deployed indoor for in building coverage) e. Latest EMF Radiation norms of DoT shall be complied.	1. For Indoor version, please specifiy the permissible IP rating of the eNodeB enclosure & type of mounting. For outdoor, please specify the type of mounting required. 2. Please provide the EMF standard reference to be complied.	No Change
		4	4.4 Subsequent to issuance of Successful completion certificate of PoC by BSNL, the respective bidder will also become eligible to participate in the future Tenders of BSNL for Small Size LTE based 4G mobile system sites.	What we understand that based on sucessful POC against the referred EOI, bidder may participate against upcoming tenders called by BSNL, there may not be requirement of its POC for the same make & model number to be offered from same OEM as quoted aganst the current EOI.	No Change
		7	The Bidder shall be required to furnish PoC performance security of the value of Rs 10 lacs initially valid for a period of 12 months in the form of PBG, within 14 days of issues of Letter of Intent (Lol) by BSNL for conduct of PoC.	The validity of PBG is limited upto 12 months or it can be extended further? If yes, then for how many months. Does the winning bidders may submit Surity bond/Corporate Bank gurantee to improve our cash flow.	Refer modified clause 7

Clause No	Old Clause in Eol # BSNLCO-LWE/25(11)/1/2022-LWE/18	Revised Clause
2.4	Category-2 4G RAN for the purpose of technical-provenness and PoC under this Eol shall include the eNodeBs of various spectrum/configuration providing minimum of 512 kbps data speed to the consumers at the edge of the coverage. 4G RAN shall be integrated with BSNL's core networks already deployed (Nokia and ZTE make) as well as with CDoT (which is under testing). Currently BSNL is having the spectrum of 5MHz in 2100 MHz band pan India, except Rajasthan and Delhi (850 MHz band in Rajasthan and 1800 MHz band in Delhi)	Category-2 4G RAN for the purpose of technical-provenness and PoC under this Eol shall include the eNodeBs of various spectrum/configuration providing minimum of 512 kbps data speed to the consumers at the edge of the coverage. 4G RAN shall be integrated with BSNL's core networks already deployed (Nokia and ZTE make) as well as with CDoT (which is under testing). Currently BSNL is having the spectrum in 850 MHz, 900 MHz, 1800 MHz, 2100 MHz and 2500 MHz bands. BSNL offers to test the equipment in all bands available with BSNL; subject to its availability in the testing circle, and the operability feature of RAN equipment. Bidder has to specify the bands to evaluate their RAN equipments.
3.2	The Bidder or the lead bidder of consortium shall have an average annual financial turnover of Rs. 20 crores during the last three years (i.e. 2018-19, 2019-20 and 2020-21) in case of Financial Year and 2018, 2019 and 2020 in case of Calendar Year). Annual financial turnover shall be substantiated by the audited profit and loss accounts.	The Bidder or the lead bidder of consortium shall have an average annual financial turnover of Rs. 20 crores during the last three years (i.e. 2019-20, 2020-21, 2021-22 in case of Financial Year and 2019, 2020 and 2021 in case of Calendar Year). Annual financial turnover shall be substantiated by the audited profit and loss accounts. In case of MSEs (Micro & Small Enterprises) & Startups, financial turnover shall be of Rs. 10 crores in any of the year during last three years (i.e. 2019-20, 2020-21, 2021-22 in case of Financial Year and 2019, 2020 and 2021 in case of Calendar Year). This benefit shall not be available to Medium Enterprise. Annual financial turnover shall be substantiated by the audited profit and loss accounts. However, the work will be awarded to MSE/Startup based on its financial capability.
4.1	BSNL intends to carry out the PoC (Proof of Concept) to verify the technical provenness requirements of the offered equipment, at the mutually agreed location.	BSNL intends to carry out the PoC (Proof of Concept) to verify the technical provenness requirements of the offered equipment, at the mutually agreed location. The RAN equipment installed for PoC testing will be in test module only, no commercial traffic will run on these sites.
4.2	The Bidder will be responsible for successful conduct of PoC including supply & deployment of equipment, Integration with existing network of BSNL, conduction of end-to-end testing in coordination with BSNL Team etc.	The Bidder will be responsible for successful conduct of PoC including supply & deployment of equipment, Integration with existing network of BSNL, conduction of end-to-end testing in coordination with BSNL Team etc. Test Schedule will be prepared in consultation with Bidder, however TSTP for this TEC GR is available on TEC website.
4.4	Subsequent to issuance of Successful completion certificate of PoC by BSNL, the respective bidder will also become eligible to participate in the future Tenders of BSNL for Small Size LTE based 4G mobile system sites.	Subsequent to issuance of Successful completion certificate of PoC by BSNL, the respective bidder will also become eligible to participate in the forthcoming tenders of BSNL for Small Size LTE based 4G mobile system sites during period of next 03 years.
7	The Bidder shall be required to furnish PoC performance security of the value of Rs 10 lacs initially valid for a period of 12 months in the form of PBG, within 14 days of issues of Letter of Intent (LoI) by BSNL for conduct of PoC.	The Bidder shall be required to furnish PoC performance security of the value of Rs 10 lacs initially valid for a period of 12 months in the form of PBG, within 14 days of issues of Letter of Intent (LoI) by BSNL for conduct of PoC. PBG will be refunded once POC testing phase is completed irrespective of PoC result being successful or unsuccessful, but subject to no loss/liability report/clearance from the concerned testing circle. Any loss to BSNL shall be payable by the bidder alongwith applicable GST.
9.1	The date and time for submission of the offline Proposal documents is 11.05.2022 (11:30 AM) ("EOI Closing Date").	The date and time for submission of the offline Proposal documents is 28.07.2022 (11:30 AM) ("EOI Closing Date"). Advance scanned copy of proposal/documents received on email by date will be considered as received on time. Original documents may be submitted by Post or in person.
4.10	New Clause	BSNL will arrange for space, tower, power connectivity, media backhaul, connectivity ports at test sites, but any test equipment if required shall be arranged by vendor. Bidder has to specify the power & connectivity ports required. Vendor have to pay non refundable POC test fee of Rs 5 Lakhs + GST to BSNL for these charges, either vide Demand draft in favour of "AO (Cash), BSNL C.O. New Delhi" or via epayment. Account details will be shared with vendor on demand. For this purpose, bidder shall provide its GSTIN and address where billing by BSNL will be done.
Checklist	2. MOU of Company	MOU may kindly be read as MoA.
Checklist	7. Legally bound consortium agreement	Consortium Agreement / PBG format attached.
Checklist	New Clause	12. MSME Certificate / Startup Certificate 13. Copy of valid PAN and GSTIN 14. Demand Draft / Payment receipt for POC test fee