

RFP Number: RailTel/RFP/OT/CO/Mktg/2018-19/GBM&RTP installation/453 dated 11<sup>th</sup> Feb 2019

Corrigendum - IV on 15.03.2019 to  
**REQUEST FOR PROPOSAL (RFP) for**

“Selection of business partner for supply, installation, maintenance and operation of Ground Based Mast (GBM) and Roof Top Poles (RTP) on Railway premises/buildings pan India”



**RailTel Corporation of India Ltd.**

Plot No. 143, Institutional Area, Sector -44

Gurgaon-122003, Ph: 0124-4236085-86, Fax: 0124-4236084

Website: [www.railtelindia.com](http://www.railtelindia.com)

In reference to the Request for Proposal for “Selection of business partner for supply, installation, maintenance and operation of Ground Based Mast (GBM) and Roof Top Poles (RTP) on Railway premises/buildings pan India” reference no. RailTel/RFP/OT/CO/Mktg/2018-19/GBM&RTP installation/453 dated: 11<sup>th</sup> Feb 2019, following clauses are amended:

Sno	RFP reference	Original Version	Modified version
1	NIT & Corrigendum-III	Last date for submission of bid has been extended to 19.03.2019 at 15:00 hrs. Technical bid will be opened on 19.03.2019 at 15:30 hrs.	Last date for submission of bid has been extended to 28.03.2019 at 15:00 hrs. Technical bid will be opened on 28.03.2019 at 15:30 hrs.
2	Clause 2.4	Each GBM/RTP shall be capable of providing Managed colocation services to minimum three cellular operators as per clause no.6.1.1. of this RFP document.	Each GBM/RTP shall be capable of providing Managed colocation services to cellular operators as per clause no.6.1.1. of this RFP document.
3	Clause 2.5	Selected bidder (L-1 bidder) will have to install/erect the GBM/RTP (basis on site feasibility) as per the requirement and will be paid by RailTel in the form of free one tenancy out of three tenancies for a specific period of time called Guaranteed Lease Period (GLP). Guaranteed Lease Period (GLP) will be derived as follows. [...]	Selected bidder (L-1 bidder) will have to install/erect the GBM/RTP (basis on site feasibility) as per the requirement and will be paid by RailTel in the form of free one tenancy out of total tenancies for a specific period of time called Guaranteed Lease Period (GLP). Guaranteed Lease Period (GLP) will be derived as follows. [...]
4	Clause 2.7	Each GBM/RTP shall be installed as per the approved structure of Railways only and as per the specifications mentioned at Annexure – II.	Each GBM/RTP shall be installed in the approved space of Railways only and as per the specifications mentioned at Annexure – II.
5	Clause 2.8	RailTel will lease out remaining two GBM/RTP colocation spaces to its customers. The discount of 10% on second tenant and discount of 10% on third tenant will be offered, from the date of respective occupancy on the site, to bidder. The discounts earned by the bidder from second and third tenancy will be applied to increasing the GLP proportionately. Bidder shall continue managing the sites after GLP.	RailTel will lease out balance tenancies in GBM/RTP to its customers either by itself or through the bidder. On getting the 2 <sup>nd</sup> tenancy occupied in GBM/RTP, a discount of 10% on anchor tenancy rate will be offered to bidder and on getting the 3 <sup>rd</sup> tenancy occupied in GBM/RTP, additional discount of 10% on anchor tenancy rate will be offered to bidder. The discounts earned by the bidder from second and third tenancy will be applied to increasing the GLP proportionately. Bidder shall continue managing the sites after GLP. The above-mentioned discounts shall be applicable till the period site is being occupied by 2 <sup>nd</sup> and 3 <sup>rd</sup> tenants.

6	Clause 3.1	The period of this contract shall be for five years or period equivalent to guaranteed lease period (GLP), calculated as per clause 2.5 above, whichever is higher and the same may be further extended on mutual consent.	The period of this contract shall be for 10 (ten) years and the same may be further extended on mutual consent. However, after GLP, regular invoices will be raised by RailTel to bidder for first tenancy.
7	Clause 5.4, Document required	Attach copy of Documentary evidence in the form of Work Order/ Purchase Order/ Contract and Completion Certificate.	Attach copy of Documentary evidence in the form of Work Order/ Purchase Order/ Contract and Completion Certificate OR Company secretary certificate along with copy of fixed asset report of at least 300 Towers or claimed, whichever is higher.
8	Clause 5.5, Document required	Statutory auditor certificate	Statutory auditor certificate OR Certificate from Chartered Accountant may be submitted along with counter sign copy of balance sheet by same CA.
9	Clause 5.6, Eligibility Criteria	The Bidder should have average annual turnover of at least Rs. 5000 Crores (Rupees Five Thousand Crore Only) during the last three financial years ending 31st March of the previous Financial Year as on Last Bid Submission Date. The turnover should be applicable to the bidder and not for its group companies/ subsidiary companies/ parent company/ consolidated.	The Bidder should have average annual turnover of at least Rs. 500 Crores (Rupees Five Hundred Crore Only) during the last three financial years ending 31st March of the previous Financial Year as on Last Bid Submission Date. The turnover should be applicable to the bidder and not for its group companies/ subsidiary companies/ parent company/ consolidated.
10	Clause 6.1.1	Supply, Installation, Operation and Maintenance of GBM/RTP and associated infrastructure capable of providing Managed GBM/RTP colocation services to minimum three cellular operators in Railway approved Space and drawing, for Colocation/s to accommodate at least three BTS sites. Each BTS site should include minimum "One BTS Rack space and mounting capability for four nos. of 0.6m MW antenna or two no. of 1.2m MW antenna, six nos. of GSM/CDMA/LTE panel antennae and 6 nos. of RRU/RRH". The requirement of site creation may be of RailTel or bidder, bidder shall create the site within two months from the date of issue of purchase order, any delay if on account of permissions from Railway/RailTel will not be considered in site installation period and for calculating the penalty for delay in installation	Supply, Installation, Operation and Maintenance of GBM/RTP and associated infrastructure capable of providing Managed GBM/RTP colocation services to minimum three cellular operators for Mumbai, New Delhi, Metro/Mini metro and state capital/specified city categories and minimum two cellular operators for ordinary cities category in Railway approved Space and drawing, for Colocation/s to accommodate at least three BTS sites for Mumbai, New Delhi, Metro/Mini metro and state capital/specified city categories and atleast two BTS sites for ordinary cities category. Each BTS site should include minimum "One BTS Rack space and mounting capability for two (02) nos. of 0.6m MW antenna or one (01) no. of 1.2m MW antenna, six (06) nos. of GSM/CDMA/LTE panel antennae and six (06) nos. of RRU/RRH".  The requirement of site creation may be of RailTel or bidder, bidder shall create the site within two months from the date of issue of purchase order, any delay if on account of permissions from Railway/RailTel will not be considered in site installation period and for calculating the penalty for delay in installation

11	Clause 6.1.2	Bidder shall make necessary arrangements to provide required power supply at the site to at least three operators and RailTel shall facilitate permission from Railway for raw power. Wherever RailTel/Railways is not in position to provide electricity, bidder shall obtain the same from state power utility in the name of M/s RailTel Corporation of India Ltd. RailTel shall facilitate no objection certificate from Railways. All expenses in this regard shall be borne by bidder. Electrical Connection so taken must meet the load of at least three operators	Bidder shall make necessary arrangements to provide required power supply at the site to at least three operators for all the category sites other than ordinary city category and atleast two operators for ordinary city category. RailTel shall facilitate permission from Railway for raw power. Wherever RailTel/Railways is not in position to provide electricity, bidder shall obtain the same from state power utility in the name of M/s RailTel Corporation of India Ltd, RailTel shall facilitate no objection certificate and ROW from Railways within Railway premises at no cost to bidder. All other expenses in this regard shall be borne by bidder. Electrical Connection so taken must meet the load of tenants as specified in this clause.
12	Clause 6.1.4	Power backup (DG/Battery) catering the load of minimum 3 operators has to be arranged by the selected bidder at his own cost. Housing of DG set/Batteries has to be ensured within the approved space only. Additional space/rack will be permitted, subject to feasibility, on chargeable basis. All the equipment envisaged in the said collocation shall be housed on the approved structure only.	Power backup (DG/Battery) catering the load of operators as per clause 6.1.1 has to be arranged by the selected bidder at his own cost. Housing of DG set/Batteries has to be ensured within the approved space only. Additional space/rack will be permitted, subject to feasibility, on chargeable basis. All the equipment envisaged in the said collocation shall be housed on the approved structure only.
13	Clause 6.2.2	RailTel will provide the space and facilitate for power supply from Railways. The entire construction work comprising civil, electrical have to be arranged by the successful bidder. The required permissions for using the space shall be arranged by RailTel without any extra cost to the bidder	RailTel will provide outdoor space of 3m x 4m for GBM, and space on building per availability for RTP . Space of 2m x 3m for DG set, if required, shall be provided subject to feasibility. RailTel will facilitate for power supply from Railways. The entire construction work comprising civil, electrical have to be arranged by the successful bidder. The required permissions for using the space shall be arranged by RailTel without any extra cost to the bidder
14	Clause 7.12	During operation and maintenance of the site, bidder has to maintain the service uptime (power availability) of 99.95% per month. SLA penalty will be as follows( .....)	During operation and maintenance of the site, bidder has to maintain the service uptime (power availability) of 99.95% per quarter. SLA penalty will be as follows (.....)
15	Clause 7.15	The selected L-1 bidder of RTP shall install poles required for one tenant but shall provision and maintain power and back up required for at least 3 tenants.	The selected L-1 bidder of RTP shall install poles required for one tenant but shall provision and maintain power and back up required for tenants as per clause 6.1.1.
16	Clause 8.1.3	List of locations where installation of GBM/RTP is proposed.	Clause removed
17	Clause 8, Technical	INR 5000 Cr to 7000 Cr – 10 marks	INR 500 Cr to 700 Cr – 10 marks

	Evaluation Criteria (Marks for Average annual turnover of bidder)	Above INR 7000 Cr to 10000 Cr – 20 marks Above INR 10000 Cr –30 marks	Above INR 700 Cr to 1000 Cr – 20 marks Above INR 1000 Cr –30 marks
18	Clause 9.1	<p>Submission of Bids only through online process is mandatory for this RFP. E-RFPing is a new methodology for conducting Public Procurement in a transparent and secured manner. Now, the Government of India has made e-RFPing mandatory. Suppliers/ Vendors will be the biggest beneficiaries of this new system of procurement. For conducting electronic RFPing, RailTel has decided to use the portal <a href="https://www.tcil-india-electronicRFP.com">https://www.tcil-india-electronicRFP.com</a> through TCIL, a Government of India Undertaking. This portal is based on the most ‘secure’ and ‘user friendly’ software from Electronic RFP®. A portal built using Electronic RFP’s software is also referred to as Electronic RFP System® (ETS). Benefits to Suppliers are outlined on the Home-page of the portal.</p> <p>RFP Bidding Methodology:</p> <p>Sealed Bid System - ‘Single Stage - Double Envelope’: In this, bidder has to submit Technical bid as well as commercial via “ONLINE MODE”.</p>	<p>Submission of Bids only through online process is mandatory for this RFP. E-tendering is a new methodology for conducting Public Procurement in a transparent and secured manner. Now, the Government of India has made e-tendering mandatory. Suppliers/ Vendors will be the biggest beneficiaries of this new system of procurement. For conducting electronic tendering, RailTel has decided to use the portal <a href="https://www.tcil-india-electronictender.com">https://www.tcil-india-electronictender.com</a> through TCIL, a Government of India Undertaking. This portal is based on the most ‘secure’ and ‘user friendly’ software from Electronic tender®. A portal built using Electronic tender’s software is also referred to as Electronic tender System® (ETS). Benefits to Suppliers are outlined on the Home-page of the portal.</p> <p>RFP Bidding Methodology:</p> <p>Sealed Bid System - ‘Single Stage - Double Envelope’: In this, bidder has to submit Technical bid as well as commercial via “ONLINE MODE”.</p>
19	Clause 9.4	<p>To make use of the Electronic RFP portal (<a href="https://www.tcil-india-electronicRFP.com">https:// www.tcil-india-electronicRFP.com</a>), vendor needs to register on the portal (if not registered earlier). Registration of each organization is to be done by one of its senior persons who will be the main person coordinating for the e-RFPing activities. In ETS terminology, this person will be referred to as the Super User (SU) of that organization. For further details, please visit the website/portal (<a href="https://www.tcil-india-electronicRFP.com">https://www.tcil-india-electronicRFP.com</a>) and click on the ‘Supplier Organization’ link</p>	<p>To make use of the Electronic tender portal (<a href="https://www.tcil-india-electronictender.com">https:// www.tcil-india-electronictender.com</a>), vendor needs to register on the portal (if not registered earlier). Registration of each organization is to be done by one of its senior persons who will be the main person coordinating for the e-tendering activities. In ETS terminology, this person will be referred to as the Super User (SU) of that organization. For further details, please visit the website/portal (<a href="https://www.tcil-india-electronictender.com">https://www.tcil-india-electronictender.com</a>) and click on</p>

		under ‘Registration’ (on the Home Page), and follow further instructions as given on the site.[...]	the ‘Supplier Organization’ link under ‘Registration’ (on the Home Page), and follow further instructions as given on the site.[...]								
20	Clause 9.19.1	Receipt of cost of RFP document as per clause 13	Cost of RFP document as per clause 13								
21	Clause 9.19.5	Response to Eligibility Criteria and evaluation criteria along with document proofs.	Response to Eligibility Criteria and evaluation criteria along with document proofs. And compliance of tender document and corrigenda/addenda.								
22	Clause 9.19.7	NA	Bidder shall submit cost analysis showing the details of cost of each of the component taken into consideration while arriving at the quoted cost to be submitted along with the financial bid in envelope B.								
23	Clause 21.2	NA	In case the handed over site is required to be dismantled during GLP due to reasons related any act of Railways/RailTel, the bidder will be compensated for the balance GLP by way of adjusting the same in any other handedover site by the bidder.								
24	Clause 27.1	The Goods supplied under this Contract shall be fully insured by the Bidder at his own cost, against any loss or damage. The Bidder shall submit to RailTel, documentary evidence issued by the insurance company, indicating that such insurance has been taken.	Clause removed								
25	Clause 34, Annexure -I , number of MW antennae*	<table><tr><th>Ground Based Mast (GBM)</th><th>Roof Top GBM/RTP/Pole (RTT/RTP)</th></tr><tr><td>Two with a diameter of 1.2 metres each; or one with a diameter of 1.2 metres and two with a diameter of 0.6 metres each; or  four with a diameter of 0.6 metres each.  MW antennas will be mounted along with respective ODUs</td><td>One with a diameter of 1.2 metres and one with a diameter of 0.6 metres; or  three with a diameter of 0.6 metres each.  MW antennas will be mounted along with respective ODUs</td></tr></table>	Ground Based Mast (GBM)	Roof Top GBM/RTP/Pole (RTT/RTP)	Two with a diameter of 1.2 metres each; or one with a diameter of 1.2 metres and two with a diameter of 0.6 metres each; or  four with a diameter of 0.6 metres each.  MW antennas will be mounted along with respective ODUs	One with a diameter of 1.2 metres and one with a diameter of 0.6 metres; or  three with a diameter of 0.6 metres each.  MW antennas will be mounted along with respective ODUs	<table><tr><th>Ground Based Mast (GBM)</th><th>Roof Top Pole (RTP)</th></tr><tr><td>One with a diameter of 1.2 meter; or  two with a diameter of 0.6 meter each;</td><td>One with a diameter of 1.2 meter; or  two with a diameter of 0.6 meter each;</td></tr></table>	Ground Based Mast (GBM)	Roof Top Pole (RTP)	One with a diameter of 1.2 meter; or  two with a diameter of 0.6 meter each;	One with a diameter of 1.2 meter; or  two with a diameter of 0.6 meter each;
Ground Based Mast (GBM)	Roof Top GBM/RTP/Pole (RTT/RTP)										
Two with a diameter of 1.2 metres each; or one with a diameter of 1.2 metres and two with a diameter of 0.6 metres each; or  four with a diameter of 0.6 metres each.  MW antennas will be mounted along with respective ODUs	One with a diameter of 1.2 metres and one with a diameter of 0.6 metres; or  three with a diameter of 0.6 metres each.  MW antennas will be mounted along with respective ODUs										
Ground Based Mast (GBM)	Roof Top Pole (RTP)										
One with a diameter of 1.2 meter; or  two with a diameter of 0.6 meter each;	One with a diameter of 1.2 meter; or  two with a diameter of 0.6 meter each;										
26	Clause 34, Annexure -I , Height of RTP	12 meter	Up to 6-meter, subject to line of sight and station building infrastructure								
27	Clause 34, Annexure -I , Wind factor	Up to 180 Kmph	As per standard set by Telecom Engineering Center's generic requirements with relevant factor of safety.								

	for the location		
28	Clause 34.1	*The above-mentioned specification is for one tenant, bidder shall ensure that minimum three (3) tenant with same specification can be accommodated in the created infrastructure.	*The above-mentioned specification is for one tenant, bidder shall ensure that minimum three (3) tenant with same specification can be accommodated in the created infrastructure in all the categories other than ordinary city category and minimum two (2) tenants can be accommodated in ordinary city category.
29	Clause 34.2	Design of GBM should be certified by IIT/SERC and copy of certificate is to be enclosed along with the technical documents	Design of GBM should be certified by SERC and copy of certificate is to be enclosed along with the technical documents
30	Clause 34.5 (New clause)	NA	The design of GBM/RTP should conform to the Telecom Engineering Center's generic requirements.
31	Clause 35, Annexure - IV, financial Bid form	Financial Bid form format	Revised financial bid format is enclosed as Annexure-I to this corrigendum

## 1 Annexure – I to Corrigendum-III (Revised Financial Bid Form)

To,

RailTel Corporation of India Ltd.  
Plot no.143, Sector-44, Gurugram (Haryana)

Subject : Commercial Proposal for supply, installation, maintenance and operation of GBM and RTPs

Name of the bidder:

RFP No.:

RFP Date:

Amount in INR (including GST)		
Category	Cost of supply, installation, maintenance and operation of per GBM/RTP as per clause no. 6.1 of this RFP	
	Ground Based Mast (GBM of 30 mt)	Roof Top Poles (RTP of height upto 6m)
Mumbai (loading of minimum 3 BTS as per clause 6.1.1)		
New Delhi (loading of minimum 3 BTS as per clause 6.1.1)		
Metro /Mini Metro (loading of minimum 3 BTS as per clause 6.1.1)		
State Capitals/Specified cities (loading of minimum 3 BTS as per clause 6.1.1)		
Ordinary cities (loading of minimum 2 BTS as per clause 6.1.1)		

Note: (1) Bidder shall mandatorily quote for all the categories mentioned above

(2) Bidder shall submit cost analysis showing the details of cost of each of the component taken into consideration while arriving at the above quoted cost along with the financial bid.

Authorized signatory Name:

Signature and Date:

Stamp: