

Corrigendum - II for Request for Proposal for

“Selection of Managed Wi Fi Service Provider for installation and maintenance of Wi-Fi services at 3 A Category, 282 B Category & 363 C Category Railway Stations and monetization from 3 A Category, 295 B Category & 464 C Category stations through specified revenue streams on a 50:50 revenue share with minimum guaranteed revenue model”



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1 Corrigendum for RFP for Cat- B & C station wi-fi project

In reference to the Request for Proposal for “Selection of Managed Wi Fi Service Provider for installation and maintenance of Wi-Fi services at 3 A Category, 282 B Category & 363 C Category Railway Stations and monetization from 3 A Category, 295 B Category & 464 C Category stations through specified revenue streams on a 50:50 revenue share with minimum guaranteed revenue model” reference no. RailTel/Tender/OT/CO/Mktg/2018-19/Station Wi-Fi/441 dated: 08th June 2018, all are advised to note following:

S. No.	RFP Reference		Original Version	Modified Version
	Section	Clause		
1	Tender Heading	Page no 2	Request for Proposal (‘RFP’) for "Selection of Managed Wi Fi Service Provider for installation and maintenance of Wi-Fi services at 302 B Category & 363 C Category Railway Stations and monetization from 302 B Category & 464 C Category stations through specified revenue streams on a 50:50 revenue share with minimum guaranteed revenue model"	Request for Proposal (‘RFP’) for "Selection of Managed Wi Fi Service Provider for installation and maintenance of Wi-Fi services at 3 A Category, 282 B Category & 363 C Category Railway Stations and monetization from 3 A Category, 295 B Category & 464 C Category stations through specified revenue streams on a 50:50 revenue share with minimum guaranteed revenue model"
2	Section - I	Clause 1, Page no 5	This invitation to Bidder is for Request for Proposal (‘RFP’) for Selection of Managed Wi Fi Service Provider for installation and maintenance of Wi-Fi services at 302 B Category & 363 C Category Railway Stations and monetization from 302 B Category & 464 C Category stations through specified revenue streams on a 50:50 revenue share with minimum guaranteed revenue model.	This invitation to Bidder is for Request for Proposal (‘RFP’) for Selection of Managed Wi Fi Service Provider for installation and maintenance of Wi-Fi services at 3 A Category, 282 B Category & 363 C Category Railway Stations and monetization from 3 A Category, 295 B Category & 464 C Category stations through specified revenue streams on a 50:50 revenue share with minimum guaranteed revenue model.

3	Section - I	Clause 2, Page no 5	<p>2. For revenue monetization, additional 101 C-Category Wi-Fi completed stations will also be provided to the successful bidder. The revenue streams shall be Advertisement, Mobile Wi-Fi Data Offload (MDO), Paid wifi and any other services based on wi-fi technology proposed by the bidders. Any other services which are not based on wi-fi will not be allowed under this RFP.</p> <p>List of B Category stations is placed at Clause 7.3 of section-V of this RFP.</p> <p>List of C Category stations (including Wi-Fi ready stations) is placed at Clause 7.1 & 7.2 of section-V of this RFP.</p> <p>The number of stations may be increased or decreased by 10% due to reclassification of stations category by Indian Railways or inclusion of stations of any other Railway in the Scope of the work. In that case the minimum guaranteed payment to RailTel will be changed proportionately.</p>	<p>2. For revenue monetization, additional 13 B-Category and 101 C-Category Wi-Fi completed stations will also be provided to the successful bidder. The revenue streams shall be Advertisement, Mobile Wi-Fi Data Offload (MDO), Paid wifi and any other services based on wi-fi technology proposed by the bidders. Any other services which are not based on wi-fi will not be allowed under this RFP.</p> <p>List of Railway Stations to be covered under the project along with Lat-Long, no. of Platforms and Passenger footfall is provided as Annexure-1 of this corrigendum 1</p> <p>The number of stations may be increased or decreased by 10% due to reclassification of stations category by Indian Railways or inclusion of stations of any other Railway in the Scope of the work. In that case the minimum guaranteed payment to RailTel will be changed proportionately.</p>
4	Section - I	Clause 9, Page no 6	<p>Last Date and time for Submission of Bids-16 July, 2018 (15:00 Hrs)</p> <p>Technical Bid opening-16 July, 2018 (15:30 Hrs)</p>	<p>Last Date and time for Submission of Bids-31 July, 2018 (15:00 Hrs)</p> <p>Technical Bid opening-31 July, 2018 (15:30 Hrs) – <i>Issued vide Corrigendum-I of this tender.</i></p>
5	Section II	Clause 16.1, Page no 23	<p>A maximum of two organizations/ companies shall be allowed to represent a consortium. The bid should clearly identify the lead bidder among the consortium partners. An undertaking from all the consortium partners should be submitted defining the lead bidder and authorizing the authorized signatory from lead bidder to submit the proposal and interact with RailTel for this RFP. Credentials of consortium partners can be used for eligibility criteria and technical parameters</p>	<p>A maximum of four organizations/ companies shall be allowed to represent a consortium. The bid should clearly identify the lead bidder among the consortium partners. An undertaking from all the consortium partners should be submitted defining the lead bidder and authorizing the authorized signatory from lead bidder to submit the proposal and interact with RailTel for this RFP. Credentials of consortium partners can be used for eligibility criteria and technical parameters</p>

6	Section II	Clause no 17.1, Page no 24	Eligibility Requirements for the Bidder	Eligibility Requirements for the Bidder/Lead Consortium Bidder
7	Section II	Clause 17.1, Point 4, Page no 25	The Bidder or its Parent Company and/or its affiliates shall have minimum annual turnover of INR 200 Crore each during last 3 financial years. The Bidder or its Parent Company and/or its affiliates shall submit the Annual Report/audited accounts certified by Auditor for the above two years to establish the turnover. (i.e. FY 15-16, 16-17 and 17-18)	The Bidder or its Parent Company and/or its affiliates shall have minimum average annual turnover of INR 200 Crore during last 3 financial years. The Bidder or its Parent Company and/or its affiliates shall submit the Annual Report/audited accounts certified by Auditor for the above three years to establish the turnover. (i.e. FY 15-16, 16-17 and 17-18)
8	Section II	Clause 18, Page no 26, Technical Evaluation Criteria, Point no 2	Average Annual Turnover of last 3 FYs. Marks INR 1 Cr to 5 Cr – 10 marks INR 5 Cr to 10 Cr – 15 marks Above INR 10 Cr – 20 Mark	Average Annual Turnover of last 3 FYs. Marks INR 1 Cr to 5 Cr – 5 marks equal to or more than INR 5 Cr – 10 marks
9	Section II	Clause 18, Page no 26, Technical Evaluation Criteria, Point no 4	No of Advertisers currently associated. Marks 1 to 5 – 10 marks 6 to 10 – 15 marks > 10 – 20 marks	No of Advertisers currently associated. Marks 1 to 5 – 5 marks equal to or more than 5 – 10 marks
10	Section II	Clause 19.2, Phase 2- Technical Evaluation, Page no 28	Bids, which meet the eligibility criteria (Phase 1 of evaluation), shall be considered for technical evaluation. The technical evaluation of all such bids will be done against the evaluation criteria mentioned in clause 28 of this section. All bidders scoring 60% marks or above shall be considered for financial evaluation (phase 3 of evaluation).	Bids, which meet the eligibility criteria (Phase 1 of evaluation), shall be considered for technical evaluation. The technical evaluation of all such bids will be done against the evaluation criteria mentioned in clause 18 of this section. All bidders scoring 60% marks or above shall be considered for financial evaluation (phase 3 of evaluation).

11	Section II	Clause no 19.3, Page no 28	<p>The entire project cost shall be borne by the bidder, bidder is required to quote the annual minimum guarantee revenue payable to RailTel as per the format below (Annexure-Form13). Revenue generated from the project shall be shared in the ratio of 50:50 or Minimum guarantee quoted, whichever is higher, with RailTel. Bidder may quote the minimum commitment according to their business case and can quote the minimum commitment much higher than the reserved price mentioned below. Financial Bid (Form – 12)</p> <table><tr><td>Station Category</td><td>Annual Reserve Price for Minimum Guarantee Amount (for all stations)-excl. of applicable taxes - In INR Cr</td></tr><tr><td>B & C</td><td>Rs. 8.55 Cr</td></tr></table>	Station Category	Annual Reserve Price for Minimum Guarantee Amount (for all stations)-excl. of applicable taxes - In INR Cr	B & C	Rs. 8.55 Cr	<p>The entire project cost shall be borne by the bidder, bidder is required to quote the annual minimum guarantee revenue payable to RailTel in INR Rs Cr (upto two decimal places) as per the format below (Annexure-Form12). Revenue generated from the project shall be shared in the ratio of 50:50 or Minimum guarantee quoted, whichever is higher, with RailTel. Bidder may quote the minimum commitment according to their business case and can quote the minimum commitment much higher than the reserved price mentioned below. Financial Bid (Form – 12)</p> <table><tr><td>Station Category</td><td>Annual Reserve Price for Minimum Guarantee Amount (for all stations)-excl. of applicable taxes - In INR Cr (upto two decimal places)</td></tr><tr><td>A, B & C</td><td>Rs. 8.55 Cr</td></tr></table>	Station Category	Annual Reserve Price for Minimum Guarantee Amount (for all stations)-excl. of applicable taxes - In INR Cr (upto two decimal places)	A, B & C	Rs. 8.55 Cr
Station Category	Annual Reserve Price for Minimum Guarantee Amount (for all stations)-excl. of applicable taxes - In INR Cr											
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A, B & C	Rs. 8.55 Cr											
12	Section II	Clause no 19.3, Page no 28-29	New clause-Stage-2: Forward E Auction	New clause-Stage-2: Forward E Auction: 6. To decide the highest bid, evaluation will be compared upto 2nd decimal place from the quoted figures/bids in INR Rs Cr (two decimal place)								
13	Section III	Clause no 3.5, Page no 35	<p>The bidder should not assign or sublet the contract or any part of it to any other vendor in any form. Any such practices shall result in termination of contract and forfeiture of FBG, RailTel may, at any time, terminate the contract by giving written notice to the selected vendor without any compensation, if the selected vendor becomes bankrupt or otherwise insolvent, provided that such termination will not prejudice or affect any right of action or remedy which has accrued or will accrue thereafter to RailTel.</p>	<p>The bidder should not assign or sublet the contract or any part of it to any other vendor in any form without the consent in writing of RailTel. Any such practices shall result in termination of contract and forfeiture of FBG. RailTel may, at any time, terminate the contract by giving written notice to the selected vendor without any compensation, if the selected vendor becomes bankrupt or otherwise insolvent, provided that such termination will not prejudice or affect any right of action or remedy which has accrued or will accrue thereafter to RailTel.</p>								

14	Section III	Clause 4.4, Page no 35	For revenue stream, selected bidder is required to sign a tripartite agreement with every advertisers/Telco's (in case of MDO) and RailTel clearly mentioning the financials involved for advertisement/MDO.	For all revenue streams, selected bidder is required to share the copies of agreements/ Work orders of every customer with RailTel. At any time, Bidder shall allow RailTel or its nominated agency to audit the financial books of the bidder to check on the reported revenues from all revenue streams of this tender
15	Section III	Para 4, Page no 35	New clause - 4.7	Bidder is required to pay revenue share to RailTel in the ratio of 50:50 or Minimum guarantee quoted, whichever is higher. Payout date shall start from beginning of eighth month from the date of LOA. The payout has to be made on quarterly advance basis. In case there is any delay in implementation which is on account of RailTel, those stations shall be excluded for the payout till the time the implementation at those stations will be completed. The payout will hence be on pro-rata basis on the number of stations completed.
16	Section III	Clause 8 , Page 37	The Bidder shall not, without the consent in writing of RailTel appoint any delegate/ subcontractor for the performance of Services under this contract.	The Bidder shall not, without the consent in writing of RailTel appoint any delegate/ subcontractor for the performance of Services under this contract. RailTel shall give the consent within 2 working days
17	Section III	Clause 15.1.a, Page 39	any negligence or wrongful act or omission by the Bidder or any third party associated with the Bidder in connection with or incidental to this Contract; or	any gross negligence or wilful misconduct by the Bidder or any third party associated with the Bidder in connection with or incidental to this Contract; or
18	Section III	Clause 25, Page no 42	Implementation schedule	Revised implementation schedule is placed as Annexure II of Corrigendum I

19	Section IV	Clause no 2.1, point no 4, Page no 48	The bidder should have minimum cumulative turnover of Rs200 Crores during last three financial years and must submit audited balance sheet of the company for last three financial years.	The bidder should have minimum average annual turnover of Rs200 Crores during last three financial years and must submit audited balance sheet of the company for last three financial years.				
20	Section - IV	Form 12, Page no 68	<div>Form 12- Financial Bid Format</div> <table><tr><td>Station Category</td><td>Annual Price for Minimum Guarantee Amount (for all stations)- excl. of applicable taxes In INR Cr</td></tr><tr><td>B & C</td><td>Rs.....</td></tr></table>	Station Category	Annual Price for Minimum Guarantee Amount (for all stations)- excl. of applicable taxes In INR Cr	B & C	Rs.....	Form 12- Financial Bid Format- Modified enclosed as Annexure-III of this Corrigendum-1
Station Category	Annual Price for Minimum Guarantee Amount (for all stations)- excl. of applicable taxes In INR Cr							
B & C	Rs.....							
21	Section - V	Clause 2, Page 71	For proper network coverage, minimum 2 nos. of APs per platform should be installed at C- Category Railway Stations, and minimum 2 nos. of APs in main platform and minimum 1 nos. of APs in other platforms at B-Category Stations. should be at least 60% of the station area at C-Category stations and at least 40% of the station area at B-Category stations.	For proper network coverage, minimum 2 nos. of APs per platform should be installed at A & C- Category Railway Stations, and minimum 2 nos. of APs in main platform & minimum 1 nos. of APs in other platforms at B-Category Stations.				
22	Section - V	Clause 3.1.37, Page no 73	Responsible for the service design / content of customer registration / login page/ web pages with the concurrence of RailTel. To design and commission the Wi-Fi network with high for Mobile Data Offload (MDO) services.	Responsible for the service design / content of customer registration / login page/ web pages with the concurrence of RailTel. To design and commission the Wi-Fi network with high availability for Mobile Data Offload (MDO) services.				

23	Section - V	Clause 3.1.52, Page 74	All respective hardware/software should be as per the Technical Specification provided at clause 6 of this section.	Indicative Technical specifications of hardware and software are provided at clause 6 of this section. Bidders are advised to deploy best in class network equipment
24	Section - V	Clause 3.2.6, Page no 75	Data centre space for NMS, AAA, Wifi controller and other associated items shall be provided by RailTel in RailTel's Data Center at no cost to bidder. The space requirement should not exceed 10U, any requirement above 10U shall be charged to bidder.	Data centre space for NMS, AAA, Wifi controller and other associated items shall be provided by RailTel in RailTel's Data Center at no cost to bidder. The space requirement should not exceed one full rack space (42U), any requirement above this shall be charged to bidder.
25	Section - V	Clause no 4.6, Page no 75	Revenue generation shall be the responsibility of the BIDDER. BIDDER shall make reasonable efforts to increase revenue during the project period. RailTel will also have the option of using alternate means of generating advertising revenue without affecting the revenue share.	Revenue generation shall be the responsibility of the BIDDER. BIDDER shall make reasonable efforts to increase revenue during the project period. RailTel will also have the option of using alternate means of generating revenue from the created infrastructure through this tender without affecting the revenue share.
26	Section - V	Clause 6.1, Page no 77 & 78	Fiber Switch - Annexure I	Fiber Switch - Annexure I (Indicative Specifications)

27	Section - V	Clause 6.2, Page no 78 & 79	Access Switch PoE - Annexure II	Access Switch PoE - Annexure II(Indicative Specifications)
28	Section - V	Clause 6.3, Page no 79 to 82	Outdoor AP - Annexure III	Outdoor AP - Annexure III (Indicative Specifications)
29	Section - V	Clause 6.4, Page no 82 to 85	Wireless Controller - Annexure IV	Wireless Controller - Annexure IV (Indicative Specifications)
30	Section - V	Clause 6.5, I, Page 110	Functional Specifications – Annexure- V, Module I MOBILE APP	Functional Specifications – Annexure- V, Module I MOBILE APP - Not mandatory module
31	Section - V	Clause 6.8, Page no 113	Wifi Network Management Specs	Wifi Network Management Indicative Specifications
32	Section - V	Clause 7, Page 117	List of Railway Stations to be covered under the project	List of Railway Stations to be covered under the project along with Lat-Long, no. of Platforms and Passenger footfall as Annexure-1 of this corrigendum 1

1.1 Annexure I – List of Stations to be covered under the project (As attachment)

1.2 Annexure II – Revised implementation schedule

Delivery Schedule - Wi-Fi services at Cat-A, B & C Railway Stations										
Project Phase /weeks	Responsibility	Date / Date From	Date to	M1	M2	M3	M4	M5	M6	M7
		T is the date of Letter of Acceptance								
Implementation of Wi-Fi services at 20 % of allocated Railway Station	Bidder		T+ 75 days							
Implementation of Wi-Fi services at 50 % of allocated Railway Station	Bidder		T+ 120 days							
Implementation of Wi-Fi services at 75 % of allocated Railway Station	Bidder		T+ 165 days							
Implementation of Wi-Fi services at 100 % of allocated Railway Station	Bidder		T+ 210 days							

1.3 Annexure III

Form 12- Financial Bid Format

Name of Bidder:

Tender No:

Tender Date:

Station Category	Annual Price for Minimum Guarantee Amount (for all stations)- excl. of applicable taxes In INR Cr (up to two decimal places)
A, B & C	Rs.....

*The number of stations may be increased or decreased by 10% due to reclassification of stations category by Indian Railways or inclusion of stations of any other Railway in the Scope of the work. In that case the minimum guaranteed payment to RailTel will be changed proportionally

Authorized Signatory Name:

Signature with Date:

Stamp: