

का0 महाप्रबंधक दुरसंचार
O/o The General Manager Telecom,
बी.एस.एन.एल. भवन, एलूरु
BSNL Bhavan, Eluru –534 002



भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

Lr.No.AP ELR-16/11(12)/12/2023-NWO AND PM-ELR

Dated at Eluru the 21.07.2023

To

Sub: **Notice Inviting Quotation from TIPs for Maintenance of the FTTH Connections working from BSNL Owned OLTs at various locations in Eluru BA and for Provisioning of new connections from these OLTs.**

* * *

1. Sealed Quotations are invited on behalf of GMTD Eluru BA from the existing TIPs of Eluru BA for Operation and Maintenance of the FTTH Connections working from BSNL Owned OLTs at various locations (furnished hereunder) in Eluru BA **under Case-V Revenue Share Model** and Provision of new connections from these OLTs and Maintenance of the same under Case-II & Case-III Revenue Share Models of BSNL.

| Last Date & Time for submission | Location of OLTs* | Approx No. of Connections | Security Deposit | Period of Contact |
|---------------------------------|-------------------|---------------------------|------------------|--|
| Before 15.00 hrs of 31-07-2023. | BHIMAVARAM | 412 | ₹11,000.00 | One year (Will be renewed further based on performance) |
| | PALAKOLLU | 361 | ₹10,000.00 | |
| | NARASAPURAM | 250 | ₹10,000.00 | |
| | TANUKU | 235 | ₹10,000.00 | |
| | NIDADAVOLE | 318 | ₹10,000.00 | |

* Note : FTTH connections are working from above OLTs in the towns OLTs located as well as in the rural areas. Coverage Details / Areas served by the OLTs may be obtained by the bidders/TIPs from the local BBC (JTO/SDE) concerned.

Sealed Quotations in the enclosed format should be submitted to AGM(PM&AM), O/o GMTD, BSNL, Near Jute Mill, Eluru.

2. The bidder quoting the lowest revenue share % (below 10%) would be selected.

If two or more TIPs/bidders quote the same L1 revenue share %, then the TIP with highest number of Active FTTH connections among such L1 bidders will be selected.

GMTD, Eluru reserves the right to accept or reject any Quotation, and to annul the process and reject all Quotations, at any time prior to award of contract without assigning any reason whatsoever and without thereby incurring any liability to the TIPs on the grounds of action of BSNL. GMTD, Eluru is not bound to accept the Lowest Quote.

3. Telecom Infrastructure Provider (TIP) Responsibilities : (For Case V)

a. To maintain the OLTs, ONTs and all Telecom Network infrastructure up to Customer's Premises for provision/replacement of fault of BSNL FTTH Services. OLTs/ONTs shall be installed in mutual consultation with BSNL for compatibility parameters.

b. All the provided connections are to be maintained faults free by the TIPs whenever fault

arises/ the fault should be registered with BSNL section by the customer same to be attended by TIPs.

c. Any Testing Equipment, Computers etc for carrying out maintenance works should be owned by Telecom Infrastructure Provider (TIP).

d. There shall be no other payment other than the revenue share to be paid to Telecom Infrastructure Provider (TIP). All cost incurred on account of Telecom Infrastructure Provider (TIP) responsibilities shall not be claimed from BSNL by Telecom Infrastructure Provider (TIP).

e. To allow BSNL to do periodical inspection to avoid any misuse.

f. The Telecom Infrastructure Provider (TIP) shall comply with all labour laws with respect to manpower engaged by them.

g. Invoices to be submitted on monthly basis by TIP.

h. Maintenance/ Fault Clearance:

Any fault occurred from OLT to ONT at customer premises should be cleared as per SLA. That means the TIP should be able to clear any fault occurred in Patch Cords/ Connectors/ Overhead OF Cable/ Splitters and any other accessories associated with FTTH connection/ Leased Circuit.

i. Complete responsibility of maintenance beyond OLT {excluding UG OFC but including overhead OFC(2F/4F)} along with material supply shall be the responsibility of the Partner. Accordingly Channel Partner is responsible to repair/replace faulty ONT/2F & 4F cable/splitters/joint enclosures. Partner can also arrange ONT for customer on outright purchase by customer or on rental basis.

j. New FTTH connections can be provisioned from the OLT under Case-II and Case-III as the case may be.

k. Maintenance and provision of Leased Lines/Circuits as per the existing policy

Note: No Men / Material including Testing Meters/Splicing machines etc will be supplied by BSNL for maintenance and it is the sole responsibility of the TIP to upkeep the existing Network.

4. Service Level Agreement(SLA) & Penalties

Key Performance Indicator (KPI): SLA is defined as under:

| FTTH Operational Parameters | Target | Penalty Parameter |
|--|---------------|--|
| FTTH Fault Rate (%) | < 02% | 0.4% of invoice value for each 1% of slippage. |
| FTTH Fault clearance within 24 Hrs (%) | > 90% | 0.4% of invoice value for each 1% of slippage. |
| FTTH repeat Fault rate (%) | < 5% | 0.8% of invoice value for each 1% of slippage. |
| FTTH Provisioning within 2Days (%) | > 90% | 0.4% of invoice value for each 1% of slippage. |
| FTTH MTTR (in Hrs) | < 8 Hrs | 0.4% of invoice value for each 1 hour of slippage. |

Penalty levied can be maximum of 15% of invoice amount.

If the faults continue unattended for more than 2 days then, in the interest of service, the work will be carried out from outside party and the expenditure so incurred plus 10% will be deducted as additional penalty from the payable invoices of the contractor in addition to the above Penalty (No capping). GST will be extra .

- 1) In case of major faults, if declared as critical fault by the section in-charge officer, then no penalty will be imposed.
- 2) The calculation of above penalty is purely the responsibility of SSA where the agreement is signed by TIPs.

5. General Conditions:

The contract is applicable for maintenance of FTTH telecom service. BSNL head of BA will review the connections maintained by TIPs on monthly basis and if there is any abnormal decrease in count then Head of BA having full right to terminate the contract without any notice to TIPs.

6.Period of agreement: This agreement shall be valid for the period of one year. Based on performance of monthly review by head of BA, the agreement will be renewed for further period.

7.Termination of the agreement:

a)The contract(s) will be terminated & PBG forfeited, upon non-performance & failure to meet all the SLAs i.e. MTTR, Provisioning, fault clearance and repeat faults parameters for consecutive 3 months. Notice shall be served for non-performance in 1st month, 2nd month and 3rd month before final termination.

b)In case partial SLAs are met then also it is liable for termination. However, GMTD, Eluru reserves the right to grant any relief in action for termination considering the circumstances/nature on the appeal made by the bidder if one or more parameter are met.

c)The BSNL has right to reject any bid/cancel the EOI at any stage, cancel the Contract at any stage without assigning any reason.

The agreement may also be terminated by mutual, written consent of the both parties by giving 3 months' notice. On termination of agreement, the customers shall continue to use the Telecom Services of BSNL, through commissioned equipment under the contract.

8.Revenue share shall be as given below:

| Business Model | BSNL Share | Telecom Infrastructure Provider Share |
|----------------|------------------------------|---------------------------------------|
| Case V | (100% minus Approved Quote%) | Approved Quote% subject to max of 10% |
| Case-II | 80% | 20% |
| Case-III | 75% | 25% |

9.Payment terms

- The TIP should submit the tax invoice to the officer in-charge of the area in triplicate.
- Revenue sharing shall be from fixed monthly rental + Usage charges on revenue realized basis excluding VAS after the deduction of applicable statutory levies which includes license fees payable by BSNL and / or taxes applicable from time to time, from the revenues accrued.
- The Collection of customer bills is through FTTH Wallet System. The TIP has to maintain FTTH wallet. The Revenue Share/Commission will be paid to the FTTH Wallet only. The TIP should submit the tax invoices along with requested documents.

Note: - All statutory taxes and levies as applicable shall be deducted at source before payment.

- Online generated GST payment details of previous month shall be submitted with the invoice(s) for payments.

For further Details, the undersigned may be contacted.

(VENKATA RATNAM MANDRU)
सहायक महाप्रबंधक (सा प्र व प प्र)
Asst. General Manager (PM & AM)
का() म प्र दू, बीएसएनएल भवन
O/o GMTD, BSNL Bhavan
एलूरु Eluru - 534002
Mob: 8985456777

Encl: Quotation format

ANNEXURE –I

FINANCIAL QUOTE

From

_____(Name & Address of TIP)

To

The General Manager,
BSNL, Eluru BA,
Eluru-534002

Name of the BA : ELURU

| Sl. No. | OLTs' LOCATION | Financial Quote by TIP (in %)** | In Words |
|---------|----------------|---------------------------------|----------|
| 1 | BHIMAVARAM | | |
| 2 | PALAKOLLU | | |
| 3 | NARASAPURAM | | |
| 4 | TANUKU | | |
| 5 | NIDADAVOLE | | |

**** TAXES shall be extra as applicable.**

If there is a discrepancy in the amounts of “Figures” and “In Words” quoted by the TIP, then the amount specified in the “In Words” will be taken as final.

1.The TIP should quote a fixed monthly amount of revenue share in % of Rupees Maximum up to 10% (Ten percent only)(Exclusive of GST). TIP who quotes greater than 10% will be disqualified.

2.TIP WILL PRESENT MONTHLY CLAIMS WITH SUPPORTING DOCUMENTS.

Signature of the

Authorised signatory with Seal