

Response to EOI Queries Received from Bidders

Eoi No : SSCDL-Network-EOI-01-2016

Sr. No	EOI Reference(s) (Section, Page)	Content of EOI requiring clarification	Points of clarification required	SSCDL Response to Queries
1	Online Queries/ Page 4	Pre-Bid Queries to be submitted on 11th November'16	1. Will there be a pre-bid meeting post to sending queries ? 2. When can we expect the response from SSCDL on the queries shared?	At Eoi stage, pre-bid conference will not be scheduled. The responses to queries will be shared by 21/11/16.
2	Last date (deadline) for EOI Submission/Page 4	Complete EOI in sealed envelope with relevant details may be submitted strictly through Speed Post or RPAD only so as to reach by 22/11/2016	Looking at complexity of the solution asked for (demand estimation, revenue generation estimation..) we would request you to give 3-4 weeks for the EOI response submission from the date of posting of response to pre-bid queries. This would help in stitching a qualitative EOI response.	The Eoi submission date is extended to 9/12/16
3	Last date (deadline) for EOI Submission/Page 4	Complete EOI in sealed envelope with relevant details may be submitted strictly through Speed Post or RPAD only so as to reach by 22/11/2016	As the bidder will not have control over the delivery assurance and time to deliver from speed post or RPAD, 1) Request you to allow bidders with option to deliver it by hand. 2) request you to change receiving date to dispatch date and time.	The responses will have to shared by speed post post or RPAD, kindly account for their turnaround times while submitting the bid. The responses will have to shared by speed post post or RPAD, kindly account for their turnaround times while submitting the bid. The responses will have to shared by speed post post or RPAD, kindly account for their turnaround times while submitting the bid.
4	1.6 Description of Bidding Process/ Page 6	Shortlisted Bidders based on EOI stage, shall be invited for Request for Proposal (RFP) stage.	1. We understand that only bidders who participate in the EOI process will be issued RFP / can submit the bid as prime bidder. Please clarify. 2. In case of a bidder who meets the eligibility criteria, however suggests alternate business models / payment milestones, would that be a dis-qualifying factor - Please clarify.	Understanding is correct. The bidder can also submit the bid as consortium partner but prime bidder has to be the one who has been selected in Eoi process. Recommendation of alternate business models will not lead to disqualification at Eoi stage. Qualification will be as per the pre-qualification criteria mentioned in the Eoi.
5	Mode of submission/ Page 11	SSCDL will not accept submission of a proposal in any manner other than that specified in the EOI document. Proposals submitted in any other manner shall be treated as defective, invalid and rejected.	Does this point refer to the mode of submission i.e physical submission vs postal submission? Please clarify.	The responses will have to shared by speed post post or RPAD, no other means of submission will be expected.
6	4.16 Proposed Consortium and Teaming Agreement for RFP/ Page 12	Bidder is required to submit the teaming details for Consortium	1.Does the submission of consortium details at the EOI stage is optional / mandatory; Our suggestion is to make it optional. 2. We understand that the bidder be allowed to change the consortium partner at the RFP stage. Please confirm.	Submission of teaming agreement is required at Eoi stage as per section 6.8 with format as per 4.16. Understanding is correct.
7	5.1 Laying of Underground fiber/ Page No . 15	Estimated length of underground fiber to be laid across the City for creating the backbone is estimated to be around 1300 Km	Kindly share the KMZ file of the mentioned 1300 Km .	These details will be shared during the RFP stage.
8	5.1 Laying of Underground fiber/ Page No . 15	The same network may also be extended (to approx. 3000 KM) to provide the FTTH services to citizen.	Mentioned 3000 KM fiber Scope of FTTH is falling under this EOI/RFP ? Kindly confirm.	The core network will be leveraged to provide FTTH services based on the demand uptake. Provision of FTTH will be on need basis post development of the core network for the city.
9	5.2 Creation of PoP at identified locations/Page No . 16	These PoPs shall be created at locations identified by SMC	Kindly share identified locations lat/longs if already identified by SMC.	These details will be shared during the RFP stage.
10	5.2 Creation of PoP at identified locations/Page No . 16	These PoPs shall be created at locations identified by SMC	Request to SMC to share the proposed plan /kmz file so that additional points can be suggested to SMC with respect to Fiber & Electronics planning if missing . Kindly share the Proposed Plan and KMZ file if already workout done by SMC for better understanding and suggestions.	These details will be shared during the RFP stage. These details will be shared during the RFP stage.
11	5.3 Provisioning of WiFi Services/ Page No.16	Project scope includes creation of Wi-Fi Hot Spots across city to provide internet service within approx. 100 meters radius of installation location. Wi-Fi service will enable users to access broadband internet using their Wi-Fi appliances (i.e. Laptops, Tablets, Mobile Phones, and computers using Wi-Fi access point).	No. of WiFi Locations to be confirmed along with Lat-Long.	These details will be shared during the RFP stage.
12	5.4 Central Infrastructure/ Page No.16	The NOC of System Integrator may be utilized for administration, management, controlling and monitoring the network.	Kindly confirm the NOC location.	The successful bidder at the RFP stage will be required to propose a NOC location. SSCDL is open to using a shared services NOC.
13	5.5 Marketing & Retailing services/ Page No. 16	Project is envisaged with a vision to boost the digital inclusion within the city. Thus, the project scope includes the marketing of various services like Triple play, premium WiFi, FTTH etc. through partners by utilizing the fiber backbone created under this project.	Is mentioned Marketing is with SI's Scope of Work ? Kindly confirm .	Marketing of services such as triple play, premium WiFi, FTTH etc. is under the scope of the bidder.
14	5.9 Proposed Business Model/ Page No. 17	B.Services	We understand that all Trenching including last mile to be done by SSCDL.	The responsibilities are indicative and may change during the RFP stage. It is envisaged that SSCDL will bear the responsibilities of ducting. SSCDL may float the separate RFP or may ask selected bidder to carry out the scope.
15	Annexure I – Tentative List of Locations/ Page No. 27		Kindly share the Lat/ Longs of all locations mentioned in Annexure-I so that Network Topology /Core/Access Can be workout.	These details will be shared during the RFP stage.
16	5.1 Laying of Underground Fiber/Page 15	Two Layer representative Network Design Diagram	Representative Network Architecture is depicted as two layer design. However 3000 Km of network will have very large number of elements and hence three layer network architecture may be needed for certain portion of network. Whether bidder can deviate from the architecture mention in the Eoi ? Please confirm.	The bidder may choose to recommend a different network architecture. The network architecture in Eoi is representative. The bidder may choose to recommend a different network architecture. The network architecture in Eoi is representative.
17	Pg 16 Section 5.4	Central IT infrastructure will be required to centrally monitor, control and manage the city wide network. This comprises establishment of Network Operations Centre (or using third party NOC as shared service), development and deployment of Operations Support System and Business Support Systems. The NOC of System Integrator may be utilized for administration, management, controlling and monitoring the network.	Please clarify where the NoC establishment is in the Scope of SI or not. If there is 3rd party NoC, what will be the scope of integration.	The successful bidder at the RFP stage will be required to propose a NOC location. SSCDL is open to using a shared services NOC from a 3rd party. In case a 3rd party NOC is used, configuration and operationalisation of NOC alongwith managed services will be a under the scope of selected bidder.
18	Pg 16 Section 5.3 Provisioning of WiFi Services	Project scope includes creation of Wi-Fi Hot Spots across city to provide internet service within approx. 100 meters radius of installation location. Wi-Fi service will enable users to access broadband internet using their Wi-Fi appliances (i.e. Laptops, Tablets, Mobile Phones, and computers using Wi-Fi access point).	Will WiFi hotspots mentioned be used for Free and Paid WiFi Services? How many subscribers do we foresee who will use these services. Apart from Access Points, controllers and WiFi service management platform, a gateway should also be in place to support Public WiFi services Please clarify the minimum BW to be provided to the subscriber (in terms of the MB or the time to be used per day & cumulative qty in the month). Also clarify the concurrent users for which the WiFi network to be planned.	The bidder is open to suggest the business model for the WiFi services (and other services) with the objective of making the project financially sustainable. The components of WiFi ecosystem will be provided at the RFP stage. It is envisaged that dedicated 1:1 bandwidth will be provided for WiFi network. The number of concurrent users at each location will be shared at RFP stage.

19	General		Required Network Architecture / Topology (not Mentioned) - Ring / Mesh / 2CNO etc Please clarify	The network architecture (Section 5) in EoI is representative. The bidder may choose to recommend a different network architecture.
20	Page 17, 5.2	PoP locations	What are the no of PoP locations?	These details will be shared during the RFP stage.
21	Page 17, 5.3	Wifi	What are the no of AP's required?	These details will be shared during the RFP stage.
22	Page 17, 5.3	General	What is the distance between PoP locations and wifi hotspot?+G10g	These details will be shared during the RFP stage.
23	Page 17, 5.3	Wifi	Who will provide electricity?? Under whose name will Electric meter be taken? Who will pay the monthly electrical bills?	Electricity will be provided by SMC for the setup/ equipments placed in SMC premises. However, the necessary meters will be installed by the successful bidder.
24	Page 17, 5.3	Wifi	Are RoW permissions required? If yes, Who will provide RoW permissions for installing pole for wifi? Who will pay for RoW charges?	RoW permissions for all areas under jurisdiction of SMC will be provided by SMC, for areas where permissions are required from government entities other than SMC - the selected bidder will have to bear responsibility of obtaining permissions. RoW permissions for all areas under jurisdiction of SMC will be provided by SMC, for areas where permissions are required from government entities other than SMC - the selected bidder will have to bear responsibility of obtaining permissions. RoW permissions for all areas under jurisdiction of SMC will be provided by SMC (with SMC bearing cost), for areas where permissions are required from government entities other than SMC - the selected bidder will have to bear responsibility of obtaining permissions.
25	Page 17, 5.2	PoP locations	Is there bandwidth requirement at PoP?? If yes how much? Who will provide bandwidth?	The bandwidth details will be shared during the RFP stage. The successful bidder will be required to provide bandwidth.
26	5.1 Laying of Underground Fiber/ Page 15	FTTH Services to Citizen	Whether FTTH network to be designed for Neutral FTTH or Single Operator FTTH. Please clarify	It is envisaged that a neutral FTTH will be designed whereby multiple players can use the underlying network to offer services.
27	5.1 Laying of Underground Fiber/ Page 15	FTTH Services to Citizen	If Neutral FTTH Model, Network to be designed for supporting how many Service Providers ? Please confirm.	The number of service providers will be provided at the RFP stage.
28	5.1 Laying of Underground Fiber/Page 15	FTTH Services to Citizen	What is the Download and upload Speed planned for each FTTH customer ?	The speeds and specifications for the FTTH services will be provided at the RFP stage.
29	5.1 Laying of Underground Fiber/Page 15	FTTH Services to Citizen	Whether GPON has been considered as technology choice for FTTH ? If any other technology considered ? (Globally GPON has been extensively deployed as FTTH technology of choice and hence this should be specifically mentioned as FTTH technology requirement.)	The bidder can provide technology recommendations at the EoI stage.
30	5.1 Laying of Underground Fiber/ Page 15	FTTH Services to Citizen	Will there be provision of separate duct for FTTH network rollout ?	SSCDL desires a scalable network which if financially sustainable during the O&M phase. SSCDL is open to idea of multiple ducts provided financial sustainability of project can be ascertained.
31	5.1 Laying of Underground Fiber /Page 15	FTTH Services to Citizen	Whether FTTH network will be designed for Multi - dwelling Units or it needs to be designed for all household, including Single Dwelling Units ?	FTTH services are desired for for multi dwelling unit and single dwelling units, including households and commercial establishments.
32	5.1 Laying of Underground Fiber/Page 15	FTTH Services to Citizen	What is the Network Architecture Planned for FTTH Network - Linear or Ring ?	A ring architecture is envisaged; however, SSCDL is open to alternate architecture suggested by bidders at EoI stage.
33	5.1 Laying of Underground Fiber/Page 15	FTTH Services to Citizen	For FTTH connectivity across city, large number of OLT locations will be needed. Please confirm whether OLT will be installed at SMC - POP locations only or there is a possibility that OLT can be installed at locations other than that of SMC - POP (e.g. Housing Societies, Other Government offices, Outdoor environment etc)	SSCDL is open to OLT installation at other locations; however, prior permissions will have to be taken by the successful bidder. For locations that is under the jurisdiction of SMC, the permission will be granted by SMC. If there is any private premises then selected bidder is responsible to take the permission
34	5.1 Laying of Underground Fiber/Page 15		Is SSCDL open for idea of Micro-ducting instead for direct cable laying. Micro ducting can be used for last mile work in case of FTTH Network. Use of this method will help save substantial amount of investment by avoiding need of large quantity of Joint Chambers. This will also help reduce complexities of FTTH deployment. (Micro-ducting is popular method of FTTH deployment globally)	The bidder can provide technology recommendations at the EoI stage.
35	Pg 15 Section 5 Scope of Work	The "Connected Surat" is an attempt to create the Digital Government with the focus to provide enhanced citizen experience through improved connectivity across the city. SSCDL desires to leverage this network to provide citywide Fiber to the Home (FTTH) connectivity which will be useful in providing high bandwidth connectivity, meeting the present and future requirements. It will also help in bridging digital divide by enabling Internet access to all section of society.	Please clarify the minimum BW intended to the end user via FTTH network.	These details will be shared during the RFP stage.
36	Responsibility Matrix, Clause 5.9/Page 17	SSCDL shall invest for the components marked against it. SSCDL may ask the SI to execute the same or may get it executed from third party.	Duct, DWC, Rope and Handhole has been mentioned as part of SSCDL responsibilities. 1. Is there existing ducts available for cable pulling or this scope will be floated as separate tender ? 2. If the SI executes the scope for SSCDL, will SSCDL provide RoW and Restoration free of cost?	The responsibilities are indicative and may change during the RFP stage. It is envisaged that SSCDL will bear the responsibilities of ducting. The responsibilities are indicative and may change during the RFP stage. It is envisaged that SSCDL will bear the responsibilities of ducting. SSCDL may float the separate RFP or may ask selected bidder to carry out the scope. RoW permissions for all areas under jurisdiction of SMC will be provided by SMC (with SMC bearing cost), for areas where permissions are required from government entities other than SMC - the selected bidder will have to bear responsibility of obtaining permissions.
37	Revenue Model Clause 5.10/ Page 18		Is bidder allowed to propose any other revenue model for monetization, other than the ones mentioned in RFP ?	The bidder is free to suggest other revenue models than the ones mentioned the EoI.
38	Section 5.10/ Page 18	Revenue Model for SI	For triple play services, a reputed Gartner OSS-BSS solution should be installed in the network which can handle triple play, Dark fibre, bandwidth and Enterprise/Retail billing. How many subscribers do we foresee who will use these services?	An indicative number for expected subscribers will be provided in the RFP.
39	Demand & Revenue Estimations/ Page 25, 26	Suggestions on the Innovative revenue models and willingness to share the revenue with SSCDL; Demand estimation under various revenue stream for project viability.	Will the demand and revenue estimations submitted by the bidder during the EOI stage become binding on the bidder? Please elaborate	The demand and revenue estimates are to submitted by the bidder at EoI stage, such estimates will not be considered as binding.
40	Page 17, 5.6	O & M	What all field elements are to be included in O & M phase?	The O&M will entail all active components (electronics) and passive devices deployed for operational fiber optic network.
41	5.7 Proposed Timelines/ Page No. 16	As part of EOI response, bidders are required to submit the phase wise Project implementation plan covering 15 months of implementation followed by O&M phase.	This is for only SMC location connectivity time line ? Or For Last Mile	The implementation plan is expected to cover only the SMC locations provided in annexure 1, the implementation for FTTH services will be based on demand.

42	Measurement of SLA, clause 5.8/Page 16-17		(1) Network Availability has been mentioned as > 99.99%. With the mentioned reference architecture, achieving this figure is not possible. Normally with three path mesh network, Network availability of >99.9% is achievable. In ring network of access layer, achieving availability of > 99.7 % is very difficult	Liquidated damages will be specified at the RFP stage.
			(2) Also if trenching, ducting and maintenance of OSP to be done by other party than the bidder, SLA responsibility for Duct infrastructure will be owned by that party and not the bidder. Bidder scope will be limited to the management of active elements only.	The successful bidder will be responsible managing the overall network which includes active and passive components during the O&M phase.
			(3) For the calculation of Network availability, Total downtime needs to be defined explicitly. Total Downtime = Count of Network Element Outage X Outage Minutes	The definition for uptime has provided as "(1- [No of AP hours not available/(Total APs * Total hours in a quarter)])*100", and for calculating downtime, scheduled downtime will not be considered, such that downtime will 100-uptime.
43	Measurement of SLA, clause 5.8/Page 16-17		Whether provision for Dark fiber Monitoring System has been incorporated in the network design to ensure Dark fiber maintenance as part of SLA adherence ? Please confirm.	O&M for entire network will be responsibility of the successful bidder. Exhaustive SLAs will be shared at the RFP stage.
44		General	Is there any LD penalty in case timelines are not met? If yes, please specify the LD	Liquidated damages will be specified at the RFP stage.
45	General		Number of Duct laid is not mentioned. Please clarify	SSDCL desires a scalable network which if financially sustainable during the O&M phase. SSDCL is open to idea of multiple ducts provided financial sustainability of project can be ascertained.
46	General		Type of Fiber along with core is not mentioned clearly for the backbone and for the last mile connectivity. Please clarify	The technical specifications for all components will be provided during the RFP stage.
47	5.10 Revenue Model for SI	It is proposed that selected bidder will monetize the network and share the revenue share with the SSDCL. Various Revenue streams proposed are as below:	Is it correct to assume that the EOI and subsequently the RFP will be open only to Class A/B ISP or Unified Access Services License holders as none on other IT/Telecom companies are legally allowed to sell such solutions directly to the clients?	The revenue streams are provided for reference purposes. The bidder may choose to adopt few or all of the revenue streams. The selection will be as per the pre-qualification criteria established in the EOI and subsequently RFP.
48	5.10 Revenue Model for SI	It is proposed that selected bidder will monetize the network and share the revenue share with the SSDCL. Various Revenue streams proposed are as below:	With many Class A/B ISPs and other Unified Access Services License holders already present in the city with various and similar services, please explain the feasibility of this model? Has any exercise been conducted to calculate an ROI estimation for the project and if yes, the same must be shared with the bidders as all bidders would like to look at the same before pitching for the revenue based model. In the absence of such business model or without adequate detailing this model may not be sustainable even if few bidders may attempt for the same. Also why SSDCL is attempting to get into FTTH services in a city environment at a time when Govt of India is putting emphasis on minimum business and maximum governance model.	SSDCL desires to develop the network for digital inclusion and connecting its own locations and is inviting the interested bidders to participate in EOI. The participants for EOI are expected to perform due diligence prior to suggesting the revenue streams.
49	5.9 Proposed Business Model	The above table is indicative in nature. SSDCL shall invest for the components marked against it. SSDCL may ask the SI to execute the same or may get it executed from third party.	AS the trenching and ducting are the prerequisite for the SOW defined in the current EOI, the bidders must be informed if SSDCL is coming up with any separate RFP for the work defined under their scope in the given responsibility matrix. If this is taken as a separate project then one will have to wait for atleast an year before this EOI for laying of Fibre and associated passive and active components of FTTH really makes sense. Hence it is requested to review the scope properly and provide clarity to the bidders considering the mutual times and efforts that will go in such exercise.	The responsibilities are indicative and may change during the RFP stage. It is envisaged that SSDCL will bear the responsibilities of ducting. SSDCL may float the separate RFP or may ask selected bidder to carry out the scope.
50	Sec-5.9, Proposed Business Model, P-17	Passive Components	Kindly add Passive components for LAN set up also e.g. Structured Cabling, Jack Panel, Information outlets & Patch cord etc.	The technical specifications for all components will be provided during the RFP stage.
51	Sec-5.9, Proposed Business Model, P-17	Active Components	As per EOI doc. there is need to create PoP that would be work as aggregation points and also act as core network. And further to deliver services like FTTH & triple play etc. on SMC backbone there should be an access network . In view of this kindly add details of Core, distribution & Access network components as well.	The technical specifications for all components will be provided during the RFP stage.
52	Sec-5.2, Creation of PoP, P-16	1. Power provisioning including backup power 2. Access Control & security through Surveillance	Kindly elaborate the requirement & same need to add in Proposed Business model.	Electricity will be provided by SMC for the setup/ equipments placed in SMC premises. However, the necessary meters will be installed by the successful bidder
53	5.0 Scope of Work	Scope Elements	We understand that the bidder is expected to give a complete technical design of the envisaged Fiber network comprising of Fiber layout, locations of the PoPs, Active Components, FTTH, Wi-Fi Network, & its related technical & functional specifications including the marketing plan for monetisation without SMC sharing any detailed information of the requirements except general requirements in the EOI document. This is huge activity & involves a lot efforts & expenses for proposing an effective proposal. Normally this expected to be shared by the Customer or its appointed PMC with the bidders in the RFP while at the EOI stage bids are called to identify the potential bidders having requisite qualifications as per the envisaged SoW. Please clarify what is expected out of the Response to the EOI.	At the stage of EOI following are expected from the bidder as per format specified in section 6.8: 1. Understanding of Project Scope – Bidders may also propose any additional scope which they deem necessary to achieve objectives set out for the project 2. Approach & Methodology for implementation & post-implementation period. Strategy to manage the proposed SLA requirements. 3. High level project plan with proper Timelines 4. Detailing of Project Risks & Mitigation Plan 5. Teaming details for Consortium as per section 4.16 6. Illustrative business models implemented for similar project implemented globally 7. Valuable, pragmatic suggestions for the proposed PPP responsibility matrix as mentioned in section 5.9 8. Suggestions on the Innovative revenue models and willingness to share the revenue with SSDCL 9. Demand estimation under various revenue stream for project viability.
54	6.8 General Instructions for the Technical Proposal	Each point listed below must be provided in detail with the necessary supporting documents and assumptions. Information to be included by the bidders in their Technical Proposal is as follows:	Please remove point# 3, 4 and 6 for the EOI response part as they can be detailed only during the RFP stage	The EOI clause remains unchanged.
55		Suggestion	It is suggested that the Network should be built on CAPEX basis and once built, SMC can appoint either the same SI or separate concessionaire to work out monetisation / revenue model through a separate contract. This way SMC can get the best of both the worlds i.e. the most techno-commercially competitive System Integrator to Build & Maintain the Proposed Network and then the most competitive concessionaire for monetising the same.	The EOI clause remains unchanged; however, bidders are open to suggest alternate business / implementation models.
56		EOI Bid Submission timelines	It is requested to give at least 15 working days time to prepare an effective bid response post clarifications to the pre-bid queries. The bid submission timelines should be extended accordingly.	The EOI submission date is extended to 9/12/16.

57	6.1 EOI Cover Letter	We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the selection process, we are liable to be dismissed from the selection process and legal action. We agree for unconditional acceptance of all the terms and conditions set out in the EOI document and also agree to abide by this EOI response.	It is humbly requested to remove these contentious statements as the EOI hardly provides any inputs of the design detailing or the kind of technology to be tabled. With due respect to the EOI authors, the current EOI document ask for bidders solution details which will help SSDCL to come up with the best solution against the scope at the expense of bidder's resources and hence it is very ironical to have such statements in the EOI document itself.	The Eoi clause remains unchanged.
58	Notice Inviting EOI, Page 4.	Last Date (deadline) for Eoi submission: (By: 22/11/2016 18:00 hrs)	Considering the scope of EOI & technical design which need to be prepared, we request you to extend the submission date to 6 th Dec, 2016.	The Eoi submission date is extended to 9/12/16.
59	Pre- Qualification Criteria Point 5. Bidder should have 1000 km of own fiber network or Completed laying of at least 1000 km of fiber network or Provided broadband/FTTH to at least 1,00,000 customers.	Self-Declaration for 1000 Km experience with JV company	If the SI has consortium partner who owns/experience of laying a 1000 km of fiber network, SI should be allowed to bid.	Please refer the Corrigendum
60	Pre- Qualification Criteria, Page No. 8, Point 3 & 4	· Copy of the Audited Profit and Loss statement and statutory auditor's certificate from them regarding turnover · Certificate from the statutory auditor towards positive net worth of the company	Change of Statutory auditor's certificate to Certified CA's certificate as the former will take a lot of time to receive.	Please refer the Corrigendum
61	Scope of Work, 5.3 Provisioning of WiFi Services	Project Scope includes creation of Wifi Spots across city to provide internet service within appx. 100 meters radius of installation location.	1. How many wifi spots are required by SMC. 2. Clarity on definition of Premium Wifi & Free Wifi.	The detailed will be shared during RFP stage. SSCDL envisages to provide free WiFi services for limited duration, following which services will be changed. The details will be shared in the RFP stage.
62	Scope of Work, 5.4 Central Infrastructure	The NOC of System Integrator may be utilized for administration, management, controlling and monitoring the network	1. Functional capabilities of NOC to be described in detail. 2. Would it be funded by SMC? 3. Can we utilize our existing NOC?	The detailed will be shared during RFP stage. The successful bidder at the RFP stage will be required to propose a NOC location. SSCDL is open to using a shared services NOC. The successful bidder at the RFP stage will be required to propose a NOC location. SSCDL is open to using a shared services NOC.
64	Scope of Work, 5.9 Proposed Business Model, Page No. 19	B. Services: Survey, Drawing & Liasoning.	What would be the scope of Liasoning for SI.	Scope of liasoning will include undertaking necessary coordination with RoW permission granting authorities (other than SMC)
65	Scope of Work, 5.1 Laying of underground cable.	Clarification on FTTH network Extension to be clarified	Extension of Fiber network for FTTH to be specified in numbers and locations.	The core network will be leveraged to provide FTTH services based on the demand uptake. Provision of FTTH will be on need basis post development of the core network for the city.
66	Annexure 1, Page 28	Tentative List of Locations	1. How many locations can be provided at free of cost to put following for telecom infra: a. Smart GBMs: Ground space of 3 mtr x3 mtr. b. Smart Poles: Rooftop Space of 1.5m x 1.5 m where min. height of building is 21 mtr. 2. Can we get the lat-long of the locations mentioned in annexure 1? 3. Can existing street pole or any other location under SMC be utilized to put Smart GBM wherever required for Wi-Fi, PoP or Telecom Infrastructure? · Based on this, there is an additional revenue potential which we would like to consider in our proposal. Smart Pole/Smart GBM would be used to install Wifi, Telecom equipment for 2G/3G/4G. · Same smart pole /GBM can be used for smart city for sensors, cctv camera, etc also.	Bidder may suggest the space and no of locations required in Eoi response. The decision may be taken at the time of RFP stage The selected bidder is required to undertake the survey The bidder is open to suggest the business models with the objective of making the project financially sustainable. The components of telecom infrastructure ecosystem will be provided at the RFP stage. The bidder is open to suggest the business models with the objective of making the project financially sustainable. The components of telecom infrastructure ecosystem will be provided at the RFP stage.
67	General	General	Please clarify the maximum number of partners in case of a Joint Venture	In case of consortium number of partners is limited to 2.
68	General	General	Please clarify whether the project can be converted to turnkey project with complete procurement in the scope of System Integrator	The scope of project remains unchanged.
69	General	General	Please clarify whether aerial OFC cabling is allowed.	Aerial cabling will not be allowed.
70	General	General	Please clarify whether Right of Way (RoW) procedure/charges has to be undertaken by SI or is exempted by Surat Municipal Corporation (SMC)	RoW permissions for all areas under jurisdiction of SMC will be provided by SMC, for areas where permissions are required from government entities other than SMC - the selected bidder will have to bear responsibility of obtaining permissions.
71	Pre-Qulification Criteria	Bidder should be in business of providing telecommunication infrastructure or internet service provider or bandwidth provisioning.	Bidder / Consortium should be in business of providing telecommunication infrastructure or internet service provider or bandwidth provisioning since last 5 years. And Bidder Should have min Class A ISP License by DoT. Justification: Class A License Holder ISP with 5 years of telecom / ISP Experience are More Reliable for this kind of Project. Also Class A ISP Bound to Maintain Compliance as per DoT / TRAI.	Please refer the Corrigendum
72	Pre-Qulification Criteria	Bidder (or holding company) should have a minimum average annual turnover of Rs. 500 crores for last three financial years i.e FY 2015-16, FY 2014-15, FY 2013-14	Bidder / consortium should have a minimum average annual turnover of Rs. 250 crores for last three financial years i.e FY 2015-16, FY 2014-15, FY 2013-14 Justification: To Increase More Participation consortium should be Allowed	Please refer the Corrigendum
73	Pre-Qulification Criteria	Bidder should have 1000 km of own fiber network or completed laying of at least 1000 km of fiber network or provided broadband /FTTH to at least 1,00,000 customers	Bidder / Consortium should have 1000 km of own fiber network or completed laying of at least 1000 km of fiber network or provided broadband /FTTH to at least 1,00,000 customers OR Bidder Should Have One Similar Project Experience with Government with Revenue Sharing Model. Justification : Bidders Experience on Similar Project can add Value.	Please refer the Corrigendum
74			In this EOI SMC is Asking for Only Passive Network , FTTH will be rollout in Later Stage with Fresh tender.	The core network will be leveraged to provide FTTH services based on the demand uptake. Provision of FTTH will be on need basis post development of the core network for the city. The Eoi scope includes both passive and active components for core network
75			In this EOI SMC is Asking for Only Passive Network, WIFI Internet will be rollout in Later Stage with Fresh tender	The core network will be leveraged to provide FTTH services based on the demand uptake. Provision of FTTH will be on need basis post development of the core network for the city. The Eoi scope includes both passive and active components for core network
76			NOC Space will be Provided by SMC	The successful bidder at the RFP stage will be required to propose a NOC location. SSCDL is open to using a shared services NOC.
77			in Current EIO Bidder Need to Consider Active Component for Locations Connectivity listed in last page of EOI Document	The bidder needs to consider both active and passive componets.

78	Section 5.1, Page 15	1300 kms of core and access network included, which may be extended to 3000 km	SSDCL should also provide RoW and UG infrastructure creation support (trenching and duct laying services) for these 3000 km extension as well. This will contribute towards increased viability and better uptake of Broadband/FTTH services	RoW permissions for all areas under jurisdiction of SMC will be provided by SMC, for areas where permissions are required from government entities other than SMC - the selected bidder will have to bear responsibility of obtaining permissions.
79	Section 5.9 – A, Page 17	Shelter for PoPs	SSDCL should facilitate provisioning of access controlled space within SSDCL premises for co-location of PoPs and provide the details of locations where this would be possible	These details will be shared during the RFP stage.
80	Section 5.9 –B, Page 18	SSDCL scope for services	RoW permissions from State and Central government agencies should also be within the scope of SSDCL	RoW permissions for all areas under jurisdiction of SMC will be provided by SMC, for areas where permissions are required from government entities other than SMC - the selected bidder will have to bear responsibility of obtaining permissions.
81	Section 5.10, Page 18	Revenue Model – Renting of ducts	Since ducts infra will be created by SSDCL, SSDCL should specify the number of ducts that will be made available for renting out	SSDCL desires a scalable network which if financially sustainable during the O&M phase. SSDCL is open to idea of multiple ducts provided financial sustainability of project can be ascertained.
82	General	General	1. EOI talks about backhaul network preparation for FTTH services, we recommend to include FTTH Active components specification in the RFP such as OLT & ONT so that the prime bidder has full view on monetization beyond backbone also. 2. We recommend MPLS up to street layer to exploit the advantages of MPLS technology basically leaving street layer on layer2 switches is not correct choice. 3. City would build state of art green field network so asking support for legacy interfaces like E1, E3 etc is not desired. 4. Including GPON active components in the RFP, will lead to easy management & service provisioning of end to end network till last mile connection	The bidder can make suggestions during the EoI stage. The scope of the project remains unchanged.
83	Page 8, Section 2	Pre-Qualification Criteria	Will the experience of consortium partners be considered for fulfillment of some of the pre-qualification criteria or the lead bidder has to fulfill all the criteria as mentioned in section 2	The experience of consortium partners will not be considered to fulfill the pre-qual criteria.
84	Page 8, Section 2.3	Bidder (or holding company) should have a minimum average annual turnover of Rs. 500 crores for last three financial years i.e FY 2015-16, FY 2014-15, FY 2013-14	As we are representing a Government PSU wherein our primary objective is not only to generate turnover, hence we request that the average annual turnover for the last 3 financial years may be reduced to 100 Cr	Please refer the Corrigendum
85	Page 8, Section 2.4	Bidder (or holding company) should have a positive net worth in each of last three financial years i.e FY 2015-16, FY 2014-15, FY 2013-14	Being a PSU we have certain liabilities and CSR commitments. Hence we request that the clause 2.4 "Bidder (or holding company) should have a positive net worth in each of last three financial years i.e FY 2015- 16, FY 2014-15, FY 2013-14" may be removed from the eligibility criteria.	Please refer the Corrigendum
86	Page 19, section 5.10	Revenue Model for SI	As we are a Government PSU, a PPP model of engagement will be difficult for use to undertake. Hence we would request to change the PPP mode of engagement for the execution of the project	The EOI clause remains unchanged.
87	Page 12, 4.16	Consortium and Teaming Agreement	While we submit the names of the lead bidder and consortium partner during the EoI, can the combination be changed within the consortium during submission of RFP? In other words, can the lead bidder submitted in the EoI be changed to a consortium partner and a consortium partner become the lead bidder? This is because, it is very difficult to finalize the combination without the details of the RFP.	Yes, flexibility will be permitted, provided clauses in section 4.16 are adhered.
88	Page 12, 4.16	Consortium and Teaming Agreement	While we submit the names of the lead bidder and consortium partner during the EoI, can the combination be changed to include new partners in the consortium during submission of RFP?	Yes, flexibility will be permitted, provided clauses in section 4.16 are adhered.
89	Page 12, 4.16	Consortium and Teaming Agreement	Do we need to submit agreements among the consortium partners during along with the EoI?	Agreement submission is not required at EoI stage.
90	Page 12, 4.16	Consortium and Teaming Agreement	Is it compulsory for the consortium who qualifies post EoI to participate in the RFP?	Flexibility will be permitted for consortium partners provided clauses in section 4.16 are adhered.
91			The EoI indicates that laying of 1,300 Kms of fiber which is likely to get extended to 3,000 Kms. However, there is no time line for the same. Can we understand the timelines for the later?	Timelines for 1300 Kms is provided in section 5.7
92			Can the bidding consortium use their own existing fiber infrastructure in Surat while planning to lay the 1,300 Km of fiber as per this project?	The bidder is open to provide recommendations during the EoI stage.
93			Is the last mile included in 1300 Km or it will be over and above? Who will bear the cost of the last mile?	1300 Km is the indicative and may undergo change at the time of RFP. The last mile connectivity for SSDCL offices as mentioned in Annexure has been included. The cost for last mile will be bear by the bidder.
94			Who will decide the path and route for the 1300 Kms of fiber? Will this be decided by SMC or left to bidding consortium?	The bidder may choose to recommend a different network architecture. The network architecture in EoI is representative. The KMZ file may be shared during the RFP stage. The bidder selected during RFP stage may decide the path and route in consultation with the SSDCL and based on the GPR survey
95			Once laid, will this fiber infrastructure be owned by the bidding consortium or SMC and if owned by the bidding consortium can that be utilized for other businesses (like mobility) without any revenue share?	The core infrastructure will be owned by SSDCL. The bidder may utilize network for other businesses, however it is envisaged that revenue may be shared with SSDCL
96			Who will provide the space and power and who will decide the best suitable option for location and will the bidder get 24x7 access to the POP?	SMC will provide the space and power. The location may be selected in consultation with selected bidder and SMC
97			We need to clarify on the power supply for the POP locations - are we going to take the power from Torrent /GEB or it will be provided by SMC and will be charged to us?	Electricity will be provided by SMC for the setup/ equipments placed in SMC premises. However, the necessary meters will be installed by the successful bidder.
98			Will SMC provide us the matrix on their planned & tentative location with the classification of the Core, Access and last mile indicating the kind of services required at that location?	These details will be shared during the RFP stage
99			Will the NOC (Central infrastructure) be part of the Surat city only or can be placed at any other location outside Surat and if it is in Surat than who will provide the space, power and other infra required?	The successful bidder at the RFP stage will be required to propose a NOC location. SSDCL is open to using a shared services NOC.
100			For Wifi Services, What is the concurrent user dimensioning and expectation and how many hot spots required across the city?	These details will be shared during the RFP stage
101			What is the business continuity plan for the "Connected Surat" project	These details will be shared during the RFP stage
102			SMC needs to be flexible A for Network & Service Availability – 99.99% is very stringent	Noted. The SLA may be reviewed at the RFP stage

103			The point on revenue share with SMC needs to be clarified and the amount needs to be stated clearly?	It is expected that participating bidder will perform the due delingence based on demand / revenue estimation and suggest the revenue share.
104		Suggestions	EOI talks about backhaul network preparation for FTTH services, we recommend to include FTTH Active components specification in the RFP such as OLT & ONT so that the prime bidder has full view on monetization beyond backbone also	Bidder may provide their suggestions in EoI
105		Suggestions	Including GPON active components in the RFP, will lead to easy management & service provisioning of end to end network till last mile connection	Bidder may provide their suggestions in EoI
106		Suggestions	We recommend to include different FTTH deployment model in RFP such as residential, business,government offices and give flexibility to prime bidder to come out with innovation partnership based revenue models	Bidder may provide their suggestions in EoI
107	Pre-Qualification	Suggestions	COMMERCIAL ELIGIBILITY CRITERIA Bidder should have a minimum turnover of Rs. 25 Crores in the last successive three Audited Financial Years. Copies of the Audited Balance sheets and Profit and Loss account for last 3 Financial years should be enclosed.	Please refer the Corrigendum
108	Pre-Qualification	Suggestions	TECHNICAL ELIGIBILITY CRITERIA The Bidder should have the capability to execute the work with respect to personnel and establishment facilities and should have successfully executed the work. The bidder should qualify following conditions:-	
			1. Bidder Should have built & maintained city wide Own Underground OFC network of minimum 500 KMs for more than 3 years & also have capability to provide FTTH on Existing Network so time of delivery will be Less	Please refer the Corrigendum
			2. Bidding company / Firm shall have experience of carried out project on Underground Laying of Fiber with GPON/GEAPON Technology Implementation	The EoI clause remains unchanged.
			3. Experience certificate of having successfully executed Project on GPON/GEAPON Technology	
			4. Bidder shall plan the FTTH architecture for a given project/ customer premises for deployment.	
			5. Bidder shall provide core items like OLT, SMPS Power Supply, Battery bank, OF termination boxes, Splitters, ONTs power pack which are the standard accessories supplied along with FTTH equipment.	
			6. Bidder shall be responsible for the material transportation & Store facility	
			7. Should have at least carried out one similar work for Smart city / safe city and the network should have been working for smart/safe city for last 3 years with proven uptime of 99.9%.	
			8. Should have own HDD machine, Splicing Machine, OTDR, Laser source, Cable fault locator, Optical Power meter and UG Duet tracer of their own for carrying OFC laying and maintenance	
			9. Bidder should connect all Path on fiber only	
			10. Bidder should have their own Fault rectification Team equipped with machineries and vehicles for 24X7 operations.	
			11. Bidder Should have 24x7 functional NOC in SMC Premises only	
			12. Bidder should make sure that data of SMC should be routed end to end at SMC zones	
			13. Bidder should have demonstrated capability of maintaining 99.9% uptime.	
			14. Bidder should have IP-1 Registration Certificate.	
			15. Bidder should own minimum 150 active POP in Surat.	
			16. Bidder Should have in-house survey & planning team	
			17. Bidder Should have in-house As Built / GIS team	
			18. Bidder Should be ISO 9001 certified or equivalent standards certificates	
			19. Bidder Should have Head Quarter in Gujarat only	
			20. Bidder should have Executed at least two works of similar value either of data / voice network.	
			21. Letters of Appreciation/ Purchase order should be enclosed.	
22. The OEM as well as the Bidder should be ISO 9000 certified or of equivalent Standard having current validity.				