

MINUTES OF PRE-BID MEETING HELD ON 08th and 12th JAN 2021

Brief description of Tender Enquiry:	Upgradation of VSAT terminals, Comprehensive Annual Maintenance Contract (CAMC) of VSAT terminals (152 nos.) and their accessories, VSAT satellite bandwidth, Backhaul connectivity etc.
Tender Enquiry Reference number and Date:	NCS/ISGN/VSAT/CAMC/2020 Date: 23 rd December 2020
Date and Time of Pre-bid meeting:	08 th January 2021 (1100 Hrs IST) and 12 th Jan 2021 (1600 Hrs IST)
Venue of Pre-bid meeting:	Vrishti Auditorium, Mausam Bhavan Complex, Lodi Road, New Delhi-110 003 on 08 th Jan 2021 and through VC on 12 th Jan 2021

Representatives of following Bidders attended the pre-bid meetings:

S.No.	Name of the firm / Bidder	Firm Representatives
1	M/s Bharti Airtel Ltd.	Sh. Sumit Sehgal Sh. Amit Datta Sh. Sanjiv Kumar Sh. Vikram Rathore
2.	M/s Elcom Innovations Pvt. Ltd.	Sh. Mukul
3.	M/s Hughes Comm.	Sh. Tomoghna Chakraborty
4.	M/s Nelco Ltd.	Sh. Bhawesh Kumar Sh. Kshitij Goel

The following officials from NCS were present in the pre-bid meeting to clarify the queries of the prospective bidders.

S.No.	Name and Designation
1.	Dr. G. Suresh, Scientist-G, NCS
2.	Sh. R.K Singh, Scientist-E, NCS
3.	Sh. V. Venugopala Rao, Scientist-E, INCOIS
4.	Sh. Ganesh Iyer, Met-A, NCS
5.	Sh. Kamlesh Chowdhury, Met-A, NCS
6.	Sh. Ashish Jain, Proj. Scientist, NCS
7.	Sh. Sachin K Beniwal, S.A. NCS
8.	Sh. Moinudeen, INCOIS

The responses to the queries sought from prospective bidders during the meeting have been compiled and are attached herewith.

1. **RFP Clause 15.4** Should read as “The Bidder MUST have maintained at least 300 numbers of VSATs during the past FIVE years (from the date of publication of tender). Bidder must own at least ONE VSAT Hub in India (with valid commercial share hub license from DoT on Ext-C band technology) for the offered current and latest DVB technology. Requisite document to support this claim should be furnished.
2. **RFP Clause 15.5** Should read as “The average annual turnover of the Bidder for the last THREE consecutive years should be a minimum of ₹10.0 Cr (Rupees Ten crore). The Balance sheet, Profit and Loss Statement copies of the last two years may be attached. The bidder /100% subsidiary of bidder should be profitable organization (on the basis of PAT) for at least 3 years
3. **RFP Clause 15.9** Should read as “The Bidder should provide support and services country-wide to cover the stations mentioned in the Annexure-XIII”.
4. **RFP Clause 24.2** Should read as “Payment shall be made as per following schedule”.

A. NCS Component:

SN	Item	Payment Schedule
1	100 % Payment of 44 VSAT terminals / 40% of 110 VSAT terminal and its migration	After 35 days from the issue of Supply Order or complete migration of 44 terminals whichever is later
2	100 % Payment on commissioning of 2 nos. of MPLS link each of 4Mbps	After 60 days from the issue of Supply Order or on commissioning of MPLS link whichever is later
3	Payment of 880 Kbps Bandwidth	After 20 days from the issue of Supply order or on migration of 22 terminals whichever is later
4	100 % Payment of 33 VSAT terminals / 30% of 110 VSAT terminal and its migration	After 60 days from the issue of Supply Order or complete migration of 77 terminals whichever is later
5	Payment of 1540 Kbps Bandwidth	After 45 days from the issue of Supply order or on migration of 60 terminals whichever is later
6	100 % Payment of 33 VSAT terminals /30% of 110 VSAT terminal and its migration	After 75 days from the issue of Supply Order or complete migration of 110 terminals whichever is later
7	Payment of 2200 Kbps Bandwidth	After 70 days from the issue of Supply order or on complete migration of 110 terminals whichever is later

B. INCOIS Component:

S N	Item	Payment Schedule
1	100 % Payment of 17 VSAT terminals / 40% of VSAT terminal and its migration	After 35 days from the issue of Supply Order or complete migration of 17 terminals whichever is later
2	100 % Payment on commissioning of 2 nos. of MPLS link each of 4Mbps	After 60 days from the issue of Supply Order or on commissioning of MPLS link whichever is later

3	Payment of 520 Kbps Bandwidth	After 20 days from the issue of Supply order or on migration of 9 terminals whichever is later
4	100 % Payment of 13 VSAT terminals / 30% of VSAT terminal and its migration	After 60 days from the issue of Supply Order or complete migration of 30 terminals whichever is later
5	Payment of 910 Kbps Bandwidth	After 45 days from the issue of Supply order or on migration of 24 terminals whichever is later
6	100 % Payment of 12 VSAT terminals /30% of VSAT terminal and its migration	After 75 days from the issue of Supply Order or complete migration of 42 terminals whichever is later
7	Payment of 1300 Kbps Bandwidth	After 70 days from the issue of Supply order or on complete migration of 42 terminals whichever is later

5. **RFP Clause 25.1 (a)** Should read as “Initially the contract will be valid for one year from the date of complete migration and acceptance of the system for respective components of NCS and INCOIS but extendable to another two years or more under the same payment and terms conditions”

6. **RFP Clause 26.1** Should read as follows:

26.1.1 If dispute or difference of any kind shall arise between the purchaser and the supplier in connection with or relating to the extension of contract, the parties shall make every effort to resolve the same amicably by mutual consultations.

26.2.1.2 If the parties fail to resolve their dispute or difference by such mutual consultation within twenty-one days of its occurrence, then, unless otherwise provided in the “RFP” section either the purchaser or the supplier may give notice to the other party of its intention to commence arbitration, as hereinafter provided the applicable arbitration procedure will be as per Indian Arbitration and Conciliation Act, 1995 and any amendments thereto. In the case of a dispute or difference arising between the Purchaser/ Consignee and all suppliers relating to any matter arising out of or connected with the contract, such dispute or difference shall be referred to the sole arbitration of an officer, appointed to be the arbitrator by the Director, NCS. The award of the arbitrator shall be final and binding on the parties to the contract. Each party shall bear its own cost.

7. **RFP Clause 2.1.5(a)** “156 VSAT terminals” should read as “**152 VSAT terminals**”

8. **RFP Clause 2.1.11(a)** Should read as “Existing Power Supply: At present, VSAT modem at majority field sites are powered by DCDC adapter from the Maintenance Free battery-bank which is in-turn charged through solar panels and online-float-type-battery-charger (DC 24V). At Srinagar(J&K), Udaipur(Rajasthan), Lucknow(UP) and Chandigarh (04sites) VSAT modem is operating through an adapter connected to UPS.”

9. **RFP Clause 2.3.6(b)** Should read as “The INCOIS VSAT network should have allocated dedicated bandwidth of 1300kbps. The NCS VSAT network should have allocated dedicated bandwidth of 2200kbps. Data latency between the field stations to each of the Data center should be less than **3** seconds.”
10. **RFP Clause 2.3.13(e)** Should read as “The Bidder is solely responsible (at each of 05 sites) for all the site preparation work such as chemical earthing, laying of IFL, power cables in conduit metal pipes, antenna platform, solar panels mounting for the installation of VSAT & solar equipment at each site.”
11. **RFP Clause 2.4.5(a)** Should read as “The overall UP TIME of the network committed must be 99.9% on 24 hrs, seven day of a week on quarterly basis.”
12. **RFP Clause 2.4.36** Should read as “The field-site-engineer of the Bidder should support and carryout the configuration, integration of VSAT IDU with the connected device.”
13. **RFP Clause 2.4.5. (c)** Should read as “Successful Bidder has to execute the complete job and make the 152 VSAT terminals and back-haul link operational as envisaged above as per following Delivery Schedule.”

Delivery Schedule: Complete migration and acceptance of the system should be completed within 75 days from the issue of supply order as detailed below

Days from the date of issue of Supply order			35 Days	60 Days	75 Days
NCS	110	Terminals	44	77	110
	2	MPLS Kink	-	2	-
	2200	VSAT Bandwidth (KBPS)	880	1540	2200
INCOIS	42	Terminals	17	30	42
	2	MPLS Kink	-	2	-
	1300	VSAT Bandwidth (KBPS)	520	910	1300

14. **RFP Clause 2.4.11** should be read as “Mean Time to Repair (MTTR) for field/remote VSAT terminals from the time of reporting (through Email) of fault at field/remote VSATs is detailed below:

Region of field VSAT	No. of days from the date of Email issue by the Purchaser (excluding the date of Email)
Mainland (M)	3
Himalayan & North-East region (HNE)	7
Andaman Islands	10
Nicobar Islands	20
*Lakshadweep Islands (LD)	44

*At present, there is no VSAT terminal installed in Lakshadweep Islands. However, it may come up in future. The features of AMC of field VSAT

- a) 24X7 Monitoring Operation.

- b) VSAT network Performance report per site basis.
- c) Network latency period not to exceed 3 seconds.
- d) Review and setting of routing policies.
- e) QoS implementation and review

15. Table: 2.4.22 Penalty Charges for non-functional VSAT terminals should read as follows:

Region	No Penalty window / Response time (days)	No. of days taken to resolve the fault (days)	Penalty charges for each faulty VSAT and non-delivery of data	
			NCS Component	INCOIS Component
Mainland (M)	3	4-15	5% of A	5% of B
		16-20	7% of A	7% of B
		>20	10% of A	10% of B
Himalayan & North-East region (HNE)	7	8-15	5% of A	5% of B
		16-20	7% of A	7% of B
		>20	10% of A	10% of B
Andaman Islands (North and Middle)	10	11-20	5% of A	5% of B
		21-30	7% of A	7% of B
		>30	10% of A	10% of B
Nicobar Islands	20	21-30	5% of A	5% of B
		30-45	7% of A	7% of B
		>45	10% of A	10% of B
*Lakshadweep Islands (LD)	44	45-60	5% of A	5% of B
		61-75	7% of A	7% of B
		>76	10% of A	10% of B
A = (Total contract value of NCS for a year / total No. of VSAT terminal of NCS)				
B = (Total contract value of INCOIS for a year / total No. of VSAT terminal of INCOIS)				

16. Annexure VII and Annexure VIII has been modified and should read as follows

PRICE BID FORMAT FOR NCS COMPONENT**Table: A One Time Charges for upgradation**

S.No.	Item Description	Quantity	Unit Cost (₹)	GST (₹) per unit cost	Total (₹)
A	B	C	D	E	F=Cx(D+E)
1	Upgradation of field sites to new technology (Clause 2.3.1)	110			
2	Installation and commissioning of 4 Mbps MPLS link from service provider-1 (Name of the firm to be mentioned); with all required accessories between VSAT HUB of Bidder to NCS, New Delhi	1			
3	Installation and commissioning of 4 Mbps MPLS link from service provider-2 (Name of the firm to be mentioned); with all required accessories between VSAT HUB of Bidder to NCS, New Delhi	1			
4	Total (₹)				

(Amount in Words)

Table: B Charges for VSAT Bandwidth; CAMC of VSAT Equipment and MPLS Link

S.No.	Item Description	Quantity	Unit Cost (per annum) (₹)	GST per unit cost (₹)	Total (₹)
A	B	C	D	E	F=Cx(D+E)
1	VSAT Satellite total bandwidth (1:1) (both INBOUND and OUTBOUND) (Ext-C band) per annum for all 110 sites	2200Kbps	Per Kbps per annum		
2	Dedicated Project Manager as a single point of contact for managing the technical and administrative issues of VSAT services under this contract (for NCS component) (per annum)	1	Per annum		
3	Comprehensive AMC (including traffic charges) of MPLS link of 4Mbps connectivity from Service Provider-1 (Name of the firm is to be mentioned) with all network components and accessories between VSAT HUB of Service Provider to NCS, New Delhi	1	Per annum		
4	Comprehensive AMC (including traffic charges) of MPLS link of 4Mbps connectivity from Service Provider-2 (Name of the firm is to be mentioned) with all network components and accessories between VSAT HUB of Service Provider to NCS, New Delhi.	1	Per annum		
5		M	84		

	Comprehensive AMC of VSAT Field Terminals (including IFL cables, electrical earthing) as per RFP (per annum)	HNE	24	Per Site per Annum		
		AN	2			
		LD	0			
6	Comprehensive AMC of Solar panels, Solar Charge controller, and its accessories; battery replacement, and battery charger for VSAT Field Terminals as per RFP. (Rate is per site per annum)	M	84	Per Site per Annum		
		HNE	24			
		AN	2			
		LD	0			
7	Any other charges to meet the RFP requirements (break-up expenditure to be mentioned); if any (per annum).					
8	Total (in ₹)					

(Amount in words)

Table: C Rate Contract - Rates for different services as and when required

S.No.	Item Description	Quantity	Unit Cost (₹)	GST (₹) per unit cost	Total (₹)
A	B	C	D	E	F=Cx(D+E)
1	Shifting of VSAT terminal to anywhere in India excluding Island regions (Andaman Nicobar and Lakshadweep): Dismantling, Packing, Reinstallation and Commissioning	1			
2	Shifting of VSAT terminal to anywhere in Island regions (Andaman Nicobar and Lakshadweep): Dismantling, Packing, Reinstallation and Commissioning	1			
3	Shifting of VSAT terminal within office campus Dismantling, Packing, Reinstallation and Commissioning	1			
4	Transportation Charges for SN 1 above as per RFP (Per site Per 50Km)	1			
5	Transportation Charges for SN 2 above as per RFP (Per site Per 50Km).	Through ship	1		
		By Road	1		
6	Supply of Ethernet Data Isolator Make:AndaTelecom,Model ATG-45	1			
7	Charges for making new chemical – electrical earthing	M	1		
		HNE	1		
		AN	1		
		LD	1		
8	Installation charges of Iron cage around VSAT antenna and solar panels. (Per site)	M	1		
		HNE	1		
		AN	1		
		LD	1		
9		M	1		

	Charges for supply, installation and commissioning of a new 1.8 M VSAT terminal, its Solar system (480W solar panel with mounting structure, solar charge controller) and one battery charger. Battery (VRLA-Gel) bank 4 x 100 Ah (including battery mounting stand).	HNE	1			
		AN	1			
		LD	1			
10	Charges for supply, installation and commissioning of a new 1.2M VSAT terminal, its Solar system (480W solar panel with mounting structure, solar charge controller) and one battery charger. Battery (VRLA-Gel) bank 4 x 100 Ah (including battery mounting stand).	M	1			
		HNE	1			
		AN	1			
		LD	1			
11	Bush cleaning and tree-branch cutting (per instance)	M	1			
		HNE	1			
		AN	1			
		LD	1			
12	Laying of IFL cable with Plastic coated metal conduit (per 5mtr)		1			
Total (₹)						

(Amount in Words)

Table: D Dismantling and BUY-Back Prices

S.No	ITEM DESCRIPTION	Quantity	Unit price (₹)	GST (₹)	Total (₹)
A	B	C	D	E	F=Cx(D+E)
1	Buy-back price of VSAT Hub; including antenna and associated system at NCMRWF, Noida	1			
2	Buy-back price of VSAT Hub; including antenna and associated system at INCOIS, Hyderabad	1			
3	Buy-back price of VSAT IDU , ODU , at field site	152			
4	Buy-back price of spare items as per RFP clause 2.4.1, lying at Port Blair, Srinagar and Gulmarg	1			
	Total (₹)				

(Amount in Words)

Table: E Total Price of the NCS contract per annum

S.No.	Details	Cost (₹)
1	Total from Table A (one-time charges)	
2	Total from Table B (Recurring charges)	
3	Total from Table C (rate contract)	
4	Total from Table D (buy-back component)	
5	Final Contract value (A + B+ C - D)	

(Total quoted price in ₹ in words)

Note:

1. The Buy-back price will be deducted from the total quoted price in deciding L1
2. Total quoted price will be calculated for the entire duration of the contract to decide L1
3. Above rates shall remain fixed during the contract period.
4. Unpriced Bill of Materials (BoM) should be submitted with the technical bid.
5. NCS will have right to increase or decrease the bandwidth upto 50% at any time during the contract period.
6. NCS reserves the right to change the network design as per the requirement in future.
7. The above 5 and 6 should be configured/modified by the Bidder with no extra cost.
8. The Inbound and outbound bandwidth may vary as per the field requirement; hence the Bidder should flexible to modify the Inbound and outbound configuration with simple e-mail communication/request from NCS.
9. Issuance of separate work order may be considered for Bandwidth Items and Hardware supply and maintenance items on two different entity of Bidder and/or its wholly owned subsidiary or vice versa.
10. Price bid (in pdf format **excluding note/instructions**) shall be uploaded on www.eprocure.gov.in
11. HNE: Himalayan region and North East part of the country
12. AN: Andaman & Nicobar Islands
13. M: Mainland.
14. LD: Lakshadweep

Signature of the Bidder: _____

Name & Designation: _____

Date _____

Place _____

Company Seal: _____

Email ID: _____

PRICE BID FORMAT FOR INCOIS COMPONENT

Table: A One Time Charges for upgradation

S.No.	Item Description	Quantity	Unit Cost (₹)	GST (₹)	Total (₹)
A	B	C	D	E	F=Cx(D+E)
1	Upgradation of field sites to new technology (Clause 2.3.1).	42			
2	Installation and commissioning of 4 Mbps MPLS link from service provider-1 (Name of the firm to be mentioned); with all required accessories between VSAT HUB of Bidder to INCOIS, Hyderabad.	1			
3	Installation and commissioning of 4 Mbps MPLS link from service provider-2 (Name of the firm to be mentioned); with all required accessories between VSAT HUB of Bidder to INCOIS, Hyderabad.	1			
4	Total (in ₹)				

(Amount in Words)

Table: B Charges for VSAT Bandwidth; CAMC of VSAT Equipment and MPLS Link

S.No.	Item Description	Quantity	Unit Cost (per annum) (₹)	GST per unit (₹)	Total (₹)
A	B	C	D	E	F=Cx(D+E)
1	VSAT Satellite total bandwidth (1:1) (both INBOUND and OUTBOUND) (ext-C band) per annum for all 42 sites	1300Kbps	Per Kbps per annum		
2	Comprehensive AMC (including traffic charges) of MPLS link of 4Mbps connectivity from Service Provider-1 (Name of the firm is to be mentioned) with all network components and accessories between VSAT HUB of Service Provider to INCOIS, Hyderabad.	1	Per annum		
3	Comprehensive AMC (including traffic charges) of MPLS link of 4Mbps connectivity from Service Provider-2 (Name of the firm is to be mentioned) with all network components and accessories between VSAT HUB of Service Provider to INCOIS, Hyderabad.	1	Per annum		
4	Comprehensive AMC of VSAT Field Terminals in Andaman & Nicobar Island region (including electrical earthing) as per RFP (per annum).	42	Per site per annum		

5	Comprehensive AMC of Solar panels, Solar Charge controller, and __ its accessories; battery replacement, and battery charger for VSAT Field Terminals in Andaman & Nicobar Island region as per RFP.	42	Per site per annum		
6	Any other charges to meet the RFP requirements (break-up expenditure to be mentioned); if any (per annum).				
7	NMS Tool for monitoring the satellite bandwidth network/traffic				
8	Total (in ₹)				

(Amount in words)

S.No.	Details	Cost (₹)
1	Total from Table A (one-time charges)	
2	Total from Table B (recurring charges)	
3	Final Contract value (A + B) (in ₹)	

(Total quoted price in ₹ in words)

Note:

1. The prices quoted for NCS under "Annexure VII Table: C Rate Contract - Rates for different services as and when required" should be valid for INCOIS also.
2. Clause no. 2.3.22 should be considered while quoting the price for s.no.4. of INCOIS Price bid.
3. Total quoted price will be calculated for the entire duration of the contract to decide L1
4. Above rates shall remain fixed during the contract period.
5. Unpriced Bill of Materials (BoM) should be submitted with the technical bid.
6. INCOIS will have right to increase or decrease the bandwidth upto 50% at any time during the contract period.
7. INCOIS reserves the right to change the network design as per the requirement in future.
8. The above s.no. 4 and 5 should be configured/modified by the Bidder with no extra cost.
9. The Inbound and outbound bandwidth may vary as per the field requirement; hence the Bidder should flexible to modify the Inbound and outbound configuration with simple e-mail communication/request from INCOIS.
10. Issuance of separate work order may be considered for Bandwidth Items and Hardware supply and maintenance items on two different entity of Bidder and/or its wholly owned subsidiary or vice versa.
11. Price bid (in pdf format **excluding note/instructions**) shall be uploaded on www.eprocure.gov.in.
12. AN: Andaman & Nicobar Islands

Signature of the Bidder: _____

Name & Designation: _____

Date _____

Place _____

Company Seal: _____

Email ID: _____