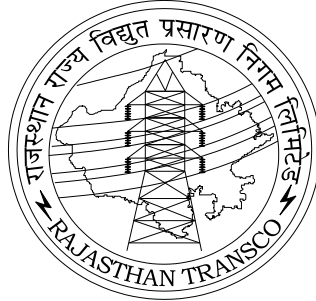


RAJASTAHAN RAJYA VIDYUT PRASARAN NIGAM LIMITED



NIT No. 02/2010-11

BIDDING DOCUMENTS

FOR

Appointment of Consulting firm/Consultant for providing consulting services for identifying new business opportunities in providing communication services using EHV network of RVPNL, development of the same and Installation and operation of OPGW Network

ISSUED BY

Superintending Engineer (MIS)
Vidyut Bhawan, Jyoti Nagar,
RVPN, Jaipur- 302005

Tel: 0141- 2744057
Fax: 0141-2742925
E-mail se_mis@rvpn.co.in

1. Introduction

Rajasthan Rajya Vidyut Prasaran Nigam Limited (RVPNL) is a Government of Rajasthan undertaking and the State Transmission utility (STU) responsible for transmission of electrical power in the state of Rajasthan.

1 (a) Objective of the Assignment

RVPNL intends to explore new opportunities in the communication sector utilising the EHV transmission infrastructure of RVPNL for establishing communication network on OPGW (Optical Power Ground Wire) and leasing out available infrastructure for a wide-band communication system for Voice and Data applications after meeting its own requirements. RVPNL needs to have a comprehensive communication business policy for the same.

Presently RVPNL is using various communication modes like PLCC, lease lines, broad band etc for various applications like protection, metering, IMIS(ERP), SCADA etc

RVPNL now intends to build high speed communication backbone connecting State Load Dispatch Centre (SLDC), Corporate office and important sub-stations / installations using its own network so as to meet out the communication needs as described above. RVPNL also intends to lease out the spare capacities to the interested parties after meeting our own requirement.

The key objective of entering in the communication business is to utilise optimally the RVPNL infrastructure like EHV lines, towers and Right of Way etc. so as to establish state-of-the-art communication network by using OPGW / optical fiber cables and available infrastructure and provide:-

- a) The comprehensive communication network for RVPNL covering all offices and substations for applications such as SCADA, MIS, ABT metering, ERP, VoIP, Video conferencing, Speech communication and Tele-protection etc.
- b) The leasing of spare capacities of communication network and infrastructure for commercial purposes to third parties.

1 (b) Terms of Reference (TOR)

RVPN seeks consulting services for the following:-

- i) To assess the present and future communication requirements of RVPN taking into accounts various application running presently and likely to be used and to advice RVPN for best solution including OPGW so as to meet the communication requirement of RVPN in the comprehensive manner.
- ii) To prepare Feasibility Report for establishment of OPGW/OFC network using RVPN infrastructure like EHV towers, ROW, etc. which shall include following :-
 - (a) Replacement of existing PLCC network upto 220 KV level by providing suitable OPGW network.
 - (b) Market study for leasing out of spare capacity/ sharing of communication network and available infrastructure for commercial purposes to third parties, thus generating additional revenues to RVPN including Risk Assessment study and mitigation measures thereof
 - (c) To advice RVPN on the Missing link in the existing OPGW network and best possible option for attending the same so as to come up with a commercially viable communication network.
 - (d) To Prepare a Master plan for providing communication using OPGW network upto 132 KV level
- iii) To prepare bid process framework for OPGW network including drafting of RFQ/ RFP documents, JV/ concession agreements, Public Private Partnership models or any other document required .
- iv) To provide advisory services on technical, financial and legal aspects for obtaining mandatory telecom licenses including the documentation thereof.
- v) To assist RVPN for obtaining clearance from central and state governments, formation of JV Company, BOT requirements, etc.

Liaison with various Govt. and Regulatory Authorities, trade bodies, compliances etc.

- vi) To make presentation before the Board/Senior officers of RVPN/other regulatory authorities as required from time to time

2.0 Eligibility Criteria

Consulting firm/Consultant should possess experience as follows:

- i) Must have worked with State Electricity Boards/Power companies for similar telecom requirements in last 2-3 years and should possess good knowledge of Telecom/Electricity laws of India.
- ii) Must have minimum experience of 8-10 years in working on telecom projects consisting of optical fibre networks, designing, operations & maintenance of optic fibre cables and SDH equipments.
- iii) Having expertise of working on Telecom and Power Networks with proven track record.
- iv) Experience of bid processing framework for telecom business with projects handled.
- v) Experience of working on financial models suitable for large telecom and power infrastructure projects on BOT/ JV schemes currently in practice.
- vi) Experience of preparation and execution of MOU, EOI, RFP, JV/ Concession Agreements for telecom and power projects.
- vii) Experience of carrying out Project Risk Analysis, Financial modeling and Sensitivity Analysis Reports.
- viii) Up to date domain knowledge of telecom developments and advancements in technology worldwide alongwith guidelines being issued by CERC/RERC related to power sector.
- ix) Experience in Co-ordination with finance, legal, MM, HRD and other departments of state power utilities.

- x) Having excellent negotiation skills with major telecom and power companies/ contractors.
- xi) Preferable experience in public/ private corporate sector and exposure to global telecom scenario.

3.0 Issue of RfP Document

3.1 The detailed terms and conditions for selection of the Bidder, data sheet formats for their Proposals, etc. are indicated in the RfP Document. The cost of RfP document is Rs. 500/-(five hundred only). All those interested in getting the RfP Documents can download it from our website (i.e. www.rvpn.co.in/www.rajenergy.com) and the cost of bid document can be deposited at the time of submission of bid in the form of a demand draft/Cash in favour of "Sr. Accounts Officer (EA & Cash), RVPN.", payable at Jaipur.

4.0 Earnest Money Deposit(EMD)

4.1 All Bid proposals shall be accompanied by EMD of Rs. 25000 (Twenty five thousand) in form of Pay Order or Demand Draft or Banker's Cheque in favour of "Sr. Accounts Officer (EA & Cash), RVPNL, payable at JAIPUR".

5.0 Requirement for submission of proposals

5.1 The Bid proposal shall be submitted in two parts i.e. Technical and Financial in two separate sealed envelope alongwith the EMD in the third envelop. The proposal should contain all the information requested. The proposal should be submitted along with the support documents which are required as evidence for

the information furnished by the bidders. The technical proposal shall be opened only after receipt of EMD, failing to submit EMD shall make the bid non responsive.

- 5.2 All correspondence, clarification and submission of Bid Proposals in respect of RfP Documents shall be addressed to:-

Superintending Engineer (MIS)
Rajasthan Rajya Vidyut Prasaran Nigam Ltd.,
Vidyut Bhawan, Jan path, Jaipur-302005
Tel.: (91) (141) 2740381/Extn 1538; Dir (91) (141) 2744057
FAX: (91) (141) 2742925

- 5.3 RVPN reserves the right to accept or reject any or all Bid Proposals and/or annul the selection process without assigning any reason. RVPN shall not bear any liability, whatsoever, in this regard. RVPN.

6.0 Preparation of Proposal

- a) The bidder is expected to examine all terms and instructions included in the bid document. Failure to provide all requested information will be at bidder's own risk and may result in rejection of the bidder's proposal.
- b) Bidders shall submit their proposal with a covering letter enclosing the following in separate envelopes superscribed as given under against each Enclosure.

Enclosure 1	Technical Proposal (original and one copy) in separate sealed envelope and superscribed on the envelope as "Enclosure 1: Technical Proposal".
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Enclosure 2	Financial (Price) Proposal (One copy only, in a separate sealed envelope) and superscribed as "Enclosure 2: Financial Proposal".
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6.1 Enclosure 1 : Technical Proposal

The technical proposal to be provided by the bidder shall be prepared as per Formats provided in the Annexure. The Technical Proposal shall contain the following:

- I. A brief description of the organization/consultant and an outline of recent experience on assignments/ projects of similar nature executed.
- II. Project experience of similar nature ongoing/completed
- III. Applicant's experience of relevant projects (Both completed and ongoing projects)
- IV. Brief description of Bidder's understanding of the project, Approach & Methodology to be followed by the bidder
- V. Activity (Work) Schedule
Time Schedule for Key Professional and Support Professional Personnel
- VI. Team composition and Task Assignments
- VII. Curriculum Vitae (CV) For Proposed Key professional staff
- VIII. Comments and suggestions of consultants on the terms of reference / its adequacy and on data, services and facilities to be provided by the client
- IX. Financial Proposal Submission Form

6.2 Enclosure 2 : Financial Proposal

The bidder shall quote total lump sum charges for various components of the assignment as indicated in the financial proposal Format-X.

Financial Proposal format is provided at **Format X** in Annexure II.

7.0 Key Personnel

The consultant is required to deploy team of minimum 3 experts. The minimum required experience of proposed key Professional must be as under:-

S. No	Expert	No. of positions	Experience
1.	Team Leader/Bid Process Management Expert	01	Graduate of Electrical/Electronic/Communication Engineering. Must have worked with State Electricity Boards/power companies for similar telecom requirements in last 2/3 years and possessing 8-10 years experience of working on telecom projects alongwith experience of working with power sector companies in India. Also having experience of bid process framework for telecom business.
2.	Finance Specialist	01	Post Graduation Studies in Finance having experience in financial analysis and evaluation of Infrastructure projects and worked on financial models suitable for large telecom /power /infrastructure projects on BOT/ JV schemes currently in practice. Carried out Project Risk, Financial models and Sensitivity Analysis for similar projects
3.	Telecom Expert	01	Minimum 10 years experience of working on telecom projects consisting of optical fiber networks, designing, operations & maintenance of optical fiber cables and SDH equipments Up to date domain knowledge of telecom developments and advancements in

			technology worldwide
4	Legal Expert	01	Graduate of law having experience of Preparation and execution of MOU, EOI, RFP, JV/ Concession Agreements for Infrastructure projects

8.0 Bid Evaluation Criterion:-

The Bid proposal shall be evaluated using the following criterion for awarding the number of points under each of the evaluation criteria :-

S. No.	Qualification Criteria	Max. Marks
A	Experience in working on telecom projects consisting of optical fiber networks, designing, operations & maintenance of optic fiber cables and SDH equipments in India.	30
B	Experience of Working with state electricity boards/power companies for similar telecom requirements.	20
C	Experience of the team proposed for the project	20
C1	Team leader	10
C2	Other experts	10
D	Experience of conducting at least one bid process (ongoing/completed) for similar projects in India	20
E	Adequacy of the approach and methodology and presentation by the bidder	10
	Total Marks	100

All the bidders who obtain the minimum technical score (70 Points) will be considered qualified in technical proposal.

9.0 Submission of Proposal

- 9.1 The proposal containing the covering letter and all the details of the proposal as described under 6.0 in the manner prescribed therein should be contained in an outer envelope which shall be sealed and super scribed as **“Tender for Appointment of Consulting firm/Consultant for providing consulting services for identifying new business opportunities in providing communication services using EHV network of RVPNL, development of the same and Installation and operation of OPGW Network”** be submitted to SE(MIS). If the envelope are not sealed and marked as instructed, Nigam will assume no responsibility for misplacement or pre-mature opening of the proposals submitted, which may lead to the rejection of the proposal.
- 9.2 The proposals complete in all respects should be submitted in the office of the Superintending Engineer (MIS), Vidyut Bhawan, Jyoti Nagar, RVPN, Jaipur on or before 4th April 2011 by 15.00 hrs.
- 9.3 The technical proposal shall be opened at 15.30 hrs on the same day in the presence of the bidder who chose to remain present.
- 9.4 The date and time of opening of “Financial Bid”. will be notified separately to the technically qualified bidders only. The financial proposal for the remaining bidders shall be returned unopened.

10.0 Basis for Award of Contract

- 10.1 The selection criteria for awarding of the contract for this work will be based on technical and financial evaluation of the offer made by the bidder. The evaluation of technical proposal will be based on the Firm's experience and the experience of the personnel.
- 10.2 The criterion for consideration of the offer is 70 marks out of 100 marks allocated for the “Technical criteria”. Only those offers which satisfy this “Technical criteria” will be considered for opening of “Financial Proposal”. The “Financial Proposal”

will be opened in the presence of representatives of bidders who qualify in the eligibility criteria set forth for the "Technical Offer". The "Financial offers" of all other bidder who could not secure the "Technical criteria" of 70 marks will be returned back to them unopened.

- 10.3 The proposal with the lowest price will be awarded 100 points. Financial scores (S_F) of other proposals shall be inversely proportional to their quoted prices. The Formula used to calculate the financial scores will be:

$$S_F = 100 \times F_m / F.$$

S_F is the Financial Score

F_m is the price of the lowest priced proposal

F is the price of the proposal under consideration

Weight for Technical Proposal shall be 60% and that for Financial Proposal shall be 40%.

Proposals will finally be ranked according to their combined technical (S_T) and Financial (S_F) scores using the weights as mentioned above.

$$S = S_T \times 60\% + S_F \times 40\%$$

Bidder whose score (S) is the highest will be invited for negotiations.

11.0 General Conditions

11.1 Contract Agreement and Performance Guarantee

- i) Successful bidder will have to execute a contract agreement (in the prescribed format) on a Non-Judicial Stamp of appropriate value within a period of 7 days of receipt of order and furnish performance bank guarantee which shall be 5% of the contract value, prior to signing of agreement.

- ii) The Performance Bank Guarantee (in the prescribed format) shall be submitted to the Superintending Engineer (MIS), RVPN, Jaipur.
- iii) The Performance Bank Guarantee shall be for the entire project duration and shall be refunded after expiry of 6 Months of contract period/extended period provided there is no breach of contract on the part of consultant.
- iv) Failure of the Successful Bidder to comply with the requirements shall constitute sufficient grounds for the annulment of the award and forfeiture of the bank Guarantee.
- v) Failure of the successful bidder to comply with the requirement of the contract shall constitute sufficient grounds, to award the contract to the next lowest evaluated bidder or call for new bids.

11.2 Change orders:

Nigam may at any time, by a written order given to the bidder, make change within the general scope of the Contract. If any such change causes an increase or decrease in the cost of, or the time required for, the bidder's performance of any part of the work under the contract, whether changed or not changed by the order, and equitable adjustment shall be made in the Performance Security, Contract Price or delivery schedule, or both, and the contract shall accordingly be amended. Any claims by the bidder for adjustment under this clause must be asserted within thirty (30) days from the date of the bidder's receipt of the changed order of Nigam.

11.3 Contract Amendments:

No variation in or modification of the terms of the Contract shall be made except by written amendment signed by both the parties i.e. the bidder/ Nigam.

11.4 Force Majeure:

- i) Notwithstanding the provisions of contract, the bidder shall not be liable for forfeiture of its Performance Security, or termination for default, if any to the extent that, its delay in performance or other failure to perform its obligations under the contract is the result of an event of Force Majeure.
- ii) For purposes of this clauses, "Force Majeure" means an event beyond the control of the bidder and not involving the bidder's fault or negligence and not foreseeable. Such events may include but are not restricted to acts of the purchaser either in its sovereign or contractual capacity, wars or revolutions, riots, fires, floods, epidemics, quarantine restrictions, natural calamities like floods /earthquakes etc and freight embargoes.
- iii) If a Force Majeure situation arises, the bidder shall promptly notify the Nigam in writing of such conditions and the cause thereof. Unless otherwise directed by the purchaser in writing the bidder shall continue to perform its obligations under the contract as far as is reasonably practical and shall seek all prevented by the force majeure event.
- iv) The Nigam may terminate this contract, by giving a written notice of minimum 30 days to the bidder being unable to perform a material portion of the services for a period of more than 60 days.

11.5 Termination for insolvency

The Nigam may at any time terminate the contract by giving written notice to the bidder, without compensation to the bidder, if the bidder 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 the Nigam.

11.6 Termination for Convenience

- i) The Nigam may, by written notice to the bidder, terminate the contract, in whole or in part at any time for its convenience. The notice of termination shall specify that termination is for

the Nigam's convenience, the extent to which performance of work under the contract is terminated and the date upon which such termination becomes effective.

- ii) The Nigam shall pay the bidder upto the last component of the assignment achieved, as per the specified payment/price schedule.

11.7 Dispute Resolution

- i) All disputes, differences, questions whatsoever so arising between the Nigam & consultant firm upon or in relation to or in connection with contract shall be deemed to have arisen at Jaipur (Rajasthan) and no court other than court in Jaipur shall have jurisdiction to entertain the same.
- ii) The settlement of dispute can be referred for decision by contractor to competent committee of Nigam by depositing prescribed fees in cash/demand draft/pay order with the Sr. Accounts Officer (EA & Cash), RVPN, Jaipur.

12.0 Payment Terms:

- a. 10% of the contract value as advance against Bank Guarantee after issue of work order, to be adjusted on prorata basis from subsequent bills
- b. 15 % of contract value to be paid on submission of final Detailed Concept Report.
- c. 25 % of the contract value on submission of final Detailed Feasibility Report.
- d. 30 % of contract value on submission of final Bid Process framework Report on bidding methodology including documents required.
- e. 10 % of the contract value on providing of various services as required.
- f. 10 % after successful completion of consulting assignment

- 10.1 The payment will be made within 30 days after receipt of invoice/ bill duly verified by SE (MIS).
- 10.2 Income tax/Other taxes as applicable will be deducted from the bills for which necessary TDS certificate will be issued.

13.0 Deliverables

- 13.1 Detailed Concept report elaborating the methodology and plan alongwith time schedule to be followed for providing various reports.
- 13.2 Detailed Feasibility Report for establishment of OPGW/OFC network.
- 13.3 Submission of Bid process framework report for OPGW network alongwith
 - a. Draft RFQ/ RFP Bid documents
 - b. JV/ Concession Agreements
 - c. Public Private Partnership models
 - d. Any other document required for successful completion of tendering process
- 13.4 Advisory services on technical, financial and legal aspects as sought by RVPN from time to time.
- 13.5 Assistance in obtaining various statutory clearances.
- 13.6 Presentation before the Board/senior officers of RVPN/other regulatory authorities etc.
- 13.7 The consultant shall submit the draft reports of all the deliverables as mentioned above to RVPNL for comments. Once the comments discussed and finalized in consultation with RVPNL the same shall be incorporated in the final report.
- 13.8 Consultant has to arrange its resources like setting up of office, transportation, lodging and boarding etc. at its own cost for carrying out the works as mentioned.

12.0 Time period

The consulting assignment shall be awarded initially for a period of **one years**

13.0 Confidentiality

Consultants have to ensure that the information and documents shared during the consultancy period shall be kept confidential by the parties.

Annexure – II

Formats for submission

Format I
Technical Proposal Submission Form
(On Company's letterhead)

FROM:

TO:

Subject: Bid proposal for appointment of Consulting firm/Consultant for providing consulting services for identifying new business opportunities in providing communication services using EHV network of RVPNL, development of the same and Installation and operation of OPGW Network

Sir:

I/We _____ Consultant herewith enclose Technical Proposal for selection of our organization as Consultant for the subject assignment.

Yours faithfully,

Signature:

Full Name:

Designation:

Address:

Tel.: Nos. (O)
(M)

E-mail:

Fax No.:

FORMAT II

PROJECTS OF SIMILAR NATURE ONGOING/ COMPLETED

1. Brief Description of the Organization/Consultant:

2. Outline of recent experience on projects of similar nature:

SN	Name of project	Client Name	Cost of Project	Date of Commencement	Date of Completion	Was project satisfactorily completed

Format III

APPLICANT'S EXPERIENCE OF RELEVANT PROJECTS
(BOTH COMPLETED AND ONGOING PROJECTS)

Project Name:		Country:	
Name of Client:		Location within Country:	
Address:		No. of Staff-Months/duration of assignment:	
Start Date (Month/Year):	Completion Date (Month/Year):	Approx. Value of Services (in INR):	
Name of Associated Consultants, if any:		No. of Months of Key professional staff, provided by Associated Consultants:	
Narrative Description of Project:			
Description of Actual Services Provided:			

FORMAT IV

APPROACH AND METHODOLOGY

FORMAT V

Activity (Work) Schedule

		Week wise Program (in form of Bar Chart) <i>[1st, 2nd, etc. are weeks from the start of assignment]</i>												
Sl. No.	Item of Activity (Work)	1st	2nd	3rd								50 th	51 st	52 nd

B. Completion and Submission of Reports

Reports:	Programme: (week)
1.	
2.	
3.	
4.	
5.	

FORMAT VI

Time Schedule for Key Professional and Support Professional Personnel

Sl. No.	Name	Position	Weeks (in the form of a Bar Chart)												Number of weeks	
			1	2	3								2 5	2 6		
1.																Subtotal (1)
2.																Subtotal (2)
3.																Subtotal (3)
4.																Subtotal (4)

Full-time: _____
 Reports Due: _____
 Activities Duration: _____

Part-time: _____
 Signature: _____
 Full Name: _____
 Title: _____
 Address: _____

FORMAT VII

TEAM COMPOSITION AND TASK ASSIGNMENTS

1. **Key Staff**

SN	Name of Staff	Qualification	Total Years of Experience	Proposed Position	Tasks Assigned

2. **Support Staff**

SN	Name of Staff	Qualification	Total Years of Experience	Proposed Position	Tasks Assigned

FORMAT VIII

**Format of Curriculum Vitae (CV) For
Proposed Key professional staff**

Proposed Position: _____

Name of Firm: _____

Name of Staff: _____

Profession: _____

Date of Birth: _____

Years with Firm/Entity: _____ Nationality: _____

Membership in Professional Societies: _____

Detailed Tasks Assigned: _____

Key Qualifications:

[Give an outline of staff member's experience and training most pertinent to tasks on assignment. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations. Use about half a page.]

Education:

[Summarize college/university and other specialized education of staff member, giving names of schools, dates attended, and degrees obtained. Use about one quarter of a page.]

Employment Record:

[Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments. For experience in last ten years, also give types of activities performed and client references, where appropriate. Use about two pages.]

Languages:

[For each language indicate proficiency: excellent, good, fair, or poor; in speaking, reading, and writing]

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.

_____ **Date:** _____
[Signature of staff member and authorized representative of the Firm]
Day/Month/Year

Full name of staff member: _____

Full name of authorized representative: _____

FORMAT IX

**COMMENTS AND SUGGESTIONS OF CONSULTANTS ON THE TERMS OF
REFERENCE AND ON DATA**

FORMAT X
Financial Proposal Submission Form
(On Company's Letterhead)

FROM:

TO:

Sir:

Subject: Bid proposal for appointment of Consulting firm/Consultant for providing consulting services for identifying new business opportunities in providing communication services using EHV network of RVPNL, development of the same and Installation and operation of OPGW Network

I/We _____ Consultant are pleased to submit our Financial Proposal for the subject assignment. The unit charges for the various components of the assignment are as under:

S. No.	Description of Assignment/ Work	Charges*
1.	Total Charges in INR	
2	Any other charges	
	GRAND TOTAL	
	Grand total in Words Rs.	

*The above fee is inclusive of service tax and surcharges as applicable.

Our financial proposal shall be binding upon us subject to the modifications resulting from contract negotiations, up to expiration of the validity period of the Proposal, i.e., 90 days from the last date notified for submission of the proposal.

Yours faithfully,

Signature:

Full Name:

Designation:

Address:

Tel.: Nos. (O)

(R)

(M)

E-mail:

Fax No.: