

REQUEST FOR PROPOSAL (RFP) for Empanelment of Cable Operators for providing services through APSFL Network

Ref. No- APSFL/General/01/2024, Dated: 28.02.2024

Andhra Pradesh State FiberNet Limited

NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station, Vijayawada – 520 013 Web address: <u>www.apsfl.in</u> Email address: <u>apsfl@ap.gov.in</u> Page left blank intentionally

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Disclaimer

The information contained in this Request for Proposal document ("**RFP**" or "**Tender**") including any information subsequently provided to the bidders, ("**bidder/s**") verbally or in documentary form by Andhra Pradesh State FiberNet Ltd. (APSFL) or any of its employees or advisors, shall at all times be subject to the terms and conditions set out in this Tender document (as may be amended only by APSFL from time to time).

This RFP is not an agreement and is not an offer to any party. The purpose of this RFP is to provide the bidders or any other person with information to formulate their offers ("**Bid**"). This RFP includes statements, which reflect various assumptions and assessments arrived at by APSFL in relation to this scope. This Tender document does not purport to contain all the information each bidder may require. This Tender document may not be appropriate for all persons, and it is not possible for the Managing Director, APSFL and their employees or advisors to consider the objectives, technical expertise and particular needs of each bidder. The assumptions, assessments, statements and information contained herein are made considering the intended objectives of APSFL, and may not be complete, accurate or adequate. Each bidder must therefore conduct their own analysis of the information contained in this RFP and seek professional advice from appropriate sources.

Information provided in this Tender document to the bidder is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. APSFL accepts no responsibility for the accuracy or otherwise for any interpretation of opinion on law expressed herein.

APSFL, their employees and advisors make no representation or warranty and shall incur no liability to any person, including the bidder under law, statute, rules or regulations or tort, the principles of restitution or unjust enrichment or otherwise for any loss, cost, expense or damage which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, reliability or completeness of the RFP, and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in any way in the selection process as part of this RFP.

APSFL also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any bidder upon the statements contained in this RFP. APSFL may in its absolute discretion, but without being under any obligation to do so, can amend or supplement the information in this RFP.

The issue of this tender document does not imply that APSFL is bound to select a bidder or to appoint the selected bidder (as defined hereinafter). APSFL reserves the right to reject all or any of the bidders or Bids without assigning any reason whatsoever.

The bidder shall bear all the costs associated with or relating to the preparation and submission of Bid pertaining to this RFP including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by. All such costs and expenses will remain with the bidder and APSFL shall not be liable in any manner whatsoever for the same, regardless of the conduct or outcome of the selection process.

1. Introduction

1.1 Invitation to Bid

Andhra Pradesh State FiberNet Limited (APSFL), a fully owned entity of the Government of Andhra Pradesh (AP), having its Registered Office at 3rd Floor, NTR Administrative Block, Pandit Nehru Bus Station, NH – 65, Vijayawada – 520001, Andhra Pradesh, India, invites responses ("Proposals"/"Bids") to this Request for Proposal ("RFP") for Empanelment of Cable Operators for providing services through APSFL Network within the State of Andhra Pradesh.

The selected agency has to support APSFL in promoting and delivering triple play services to households.

Interested bidders are advised to study this RFP carefully before submitting the proposals in response to the RFP. Submission of a proposal in response to this RFP shall be deemed to have been done after careful study and examination of this document with full understanding of its terms, conditions and implications.

Interested bidders may download the RFP from <u>www.apsfl.in</u>. Any subsequent corrigendum/clarifications shall also be made available at the website only. Proposals must be received not later than the stipulated date and time as mentioned in the key events and dates. Proposals, received after the deadline WILL NOT be considered for further process.

1.2 Procedure for Bid Submission

The Bidder shall submit their responses ("Proposals"/"Bids") through e-mail only to <u>apsfl@ap.gov.in</u>. Submission of the same in any other form will be liable for disqualification.

The bidder should sign on all the statements, documents, certificates before scanning & submitting through email, owning responsibility for their correctness/authenticity.

Also, the bidders shall furnish original (i) Demand Draft (DD) towards the bid processing fee and (ii) Bank Guarantee (BG) towards EMD, before the stipulated time (which will be the primary requirement to consider the bid responsiveness) to the following address:

The Managing Director, Andhra Pradesh State FiberNet Limited, 3rd floor, NTR Administrative Block Pandit Nehru Bus Station, Vijayawada – 520 013

Markings on Envelope: Request for Proposal ("RFP") for Empanelment of Cable Operators for providing services through APSFL Network

1.3 Other Conditions

- i. The bidder is requested to download the RFP document and read all the terms and conditions mentioned in the RFP Document carefully and seek clarification if any from the RFP Inviting Authority.
- ii. The bidder is responsible to keep track of any changes ie., Addendum/Corrigendum issued by the RFP Inviting Authority from time-to-time by frequently visiting the website. The Department calling for RFPs shall not be responsible for any claims/issues arising out of this.
- iii. The bidders may contact APSFL, Vijayawada for any further information / clarifications on apsfl@ap.gov.in
- iv. The bidders shall furnish a declaration along with their bid through email stating that the soft copies uploaded by them are genuine (Refer annexure G). Any incorrectness/deviation noticed will be viewed seriously and apart from disqualifying the bid and forfeiting the EMD, criminal action will be initiated including suspension of business.

1	Name of the Authority	The Managing Director,	
	······	Andhra Pradesh State FiberNet Limited	
2	Name of the Assignment	Empanelment of Cable operators for providing	
		services through APSFL Network	
3	RFP Number & Issue Date	APSFL/General/01/2024, Dated: 28.02.2024	
4	Place of availability of Tender	https://apsfl.in/notifications.php	
4	Document (RFPs)		
		The Bidder shall submit their responses	
		("Proposals"/"Bids") through e-mail only to	
		apsfl@ap.gov.in	
		Also, the bidders shall furnish original (i) Demand	
		Draft (DD) towards the bid processing fee and (ii)	
	Procedure for Bid Submission	Bank Guarantee (BG) towards EMD, before the	
5		stipulated time (which will be the primary	
_		requirement to consider the bid responsiveness) to	
		the following address:	
		The Managing Director	
		The Managing Director, Andhra Pradesh State FiberNet Limited,	
		3rd floor, NTR Administrative Block	
		Pandit Nehru Bus Station,	
		Vijayawada – 520 013	
		04.03.2024 at 11:00 AM	
6	Pre-Bid Meeting	Venue: APSFL HO, Vijayawada	
	Last date and time for receiving	06.03.2024 before 03:00 PM,	
7	queries, if any	Through e-mail only to apsfl@ap.gov.in	
_		08.03.2024 EOD, will be posted on	
8	Response to Queries	https://apsfl.in/notifications.php	
	Last date and time for submission	20.03.2024 at 3:00 PM	
9	of Proposal (Proposal Due Date)	Through e-mail only to apsfl@ap.gov.in	
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1.4 Key Events & Dates

10	Bid Processing Fee (Non- refundable)	Rs.500/- (Five Hundred Rupees Only) in the form of Demand Draft issued by one of the Nationalized / Scheduled Banks in India drawn in favor of 'Andhra Pradesh State FiberNet Limited', payable at Vijayawada.
11	Bid Security / EMD (Refundable)	Rs.10,000/- (Ten Thousand Rupees Only) , in the form of Bank Guarantee issued by one of the Nationalized / Scheduled Banks in India drawn in favor of 'Andhra Pradesh State FiberNet Limited', payable at Vijayawada.
11		Bid Security / EMD should be valid for a period of 180 (one hundred and eighty) days from Proposal Due Date. The Bid Security / EMD will be refunded to unsuccessful Applicant agencies within 30 (Thirty) days of completion of selection process.
12	Performance Bank Guarantee	Rs.50,000/- (Fifty Thousand Rupees Only) , shall be submitted by the successful bidder. The validity of PBG should be 5 years + 3 months claim period.
12		PBG shall be in the form of Bank Guarantee issued by one of the Nationalized / Scheduled Commercial Banks in India drawn in favour of "Andhra Pradesh State FiberNet Limited", payable at Vijayawada.
		Cluster = 1 Mandal Jurisdiction (RFP issued for total 679 Mandals)
13	Bidding Unit	Each Bidder shall be allowed to bid for a maximum of 3 Clusters, in such case, the technical score shall be considered proportionately.
14	Award Term	5 years from the date of empanelment
15	Award Criteria	Experience and Financial strength Based Selection Method Under this method, 50% weightage is allotted for Experience & 50% weightage is allotted for Financial Capacity
16	For any enquiries and clarifications, please contact:	The Managing Director, Andhra Pradesh State FiberNet Limited, 3rd floor, NTR Administrative Block Pandit Nehru Bus Station, Vijayawada – 520 013 Email: apsfl@ap.gov.in

Note: Proposals/Bids submitted without Bid Processing Fee and EMD shall be summarily rejected.

2. Instructions to Bidder

2.1 General

- 1. The Letter of Empanelment, for each of the cluster area, will be issued only to the Bidder(s) who are qualified as per the requirements of this RFP
- 2. The applicant should submit all the necessary documents/ proofs/ declarations as per the requirement of this RFP in prescribed formats to record their participation and facilitate the evaluation process.
- 3. Proposals without necessary supporting documents or without meeting the prescribed qualification criteria will be treated as non-responsive and will not be considered for further evaluation.
- 4. The bid shall be evaluated by a Bid evaluation committee and Bid approval authority
- 5. The Bid evaluation committee / Bid approval authority / APSFL reserves the right to cancel the RFP, at any stage, without assigning any reason to the applicant(s)
- 6. Bid evaluation committee / Bid approval authority / APSFL reserves the right to request for any document/ clarification from the applicant(s) which the authority feels that it is required to facilitate the evaluation process
- 7. In case of any discrepancies or disputes arises, for reasons whatsoever, APSFL reserves the rights to take appropriate action on the tender evaluation and/or the empanelment, restricted only to the respective 'Cluster' area(s). Such cases shall not affect the tender evaluation and/or the empanelment of the remaining cluster areas.

2.2 Document Comprising the Bids

- 1. Application Form Refer Annexure B
- 2. Profile of Bidder/ Partners Refer Annexure C
- 3. Self-declaration Form regarding Clean Track Record Refer Annexure D
- 4. Format for Earnest Money Deposit (EMD) Refer Annexure E
- 5. Format for Performance Bank Guarantee (PBG) Refer Annexure F
- 6. Notarized Self-declaration of authenticity of the Documents submitted Refer Annexure G
- 7. Declaration of Acceptance of Terms and Conditions in the RFP Refer Annexure H
- 8. Power of Attorney for authorized signatory Refer Annexure I
- Documentary evidence indicating the number of existing subscribers Refer Section
 6.1 and Section 6.2 of Selection criteria of this document

10. Documentary evidence indicating the net worth – Refer Section 6.1

Note : All documents shall be duly signed by the authorized signatory only. The proof of authorization is the Power of Attorney document which is to be submitted as per Annexure I.

2.3 Bid Security / Earnest Money Deposit (EMD)

- Bidders shall submit an EMD as per the Key events & dates along with their Bids, in the form of Bank Guarantee issued by any Nationalized/ Scheduled Commercial bank in favor of Andhra Pradesh State FiberNet Limited, payable at Vijayawada, and should be valid for 180 days from the due date of the RFP. The format for the Bank Guarantee of EMD is enclosed in Annexure E.
- 2. The EMD amount is interest free and will be refundable to the unsuccessful bidders without any accrued interest on it.
- 3. The bid / proposal submitted without EMD, mentioned above, will be summarily rejected.
- 4. The EMD may be forfeited:
 - a. If the Successful Bidder fails to sign the contract and submit Performance Bank Guarantee within the stipulated period.
 - b. In case the documents submitted, or the information furnished by the bidder are found to be not genuine/false/illegally obtained.

2.4 Performance Bank Guarantee

- The Performance Bank Guarantee (PBG) should be in the form of Bank Guarantee issued by any Nationalized/ Scheduled Commercial bank in favor of Andhra Pradesh State FiberNet Limited, payable at Vijayawada, in the format prescribed in this RFP as per Annexure F, payable on demand, for the due performance and fulfillment of the Agreement by the Bidder.
- 2. This Performance Bank Guarantee shall be for an equivalent amount as specified at the Key events & dates and shall be submitted by the successful bidder. All incidental charges whatsoever such as premium, commission etc., with respect to the Performance Guarantee shall be borne by the Bidder. The validity of PBG should be 5 years + 3 months claim period. Subject to the terms and conditions in the Performance Bank Guarantee, at the end of project and on the final acceptance sign off, the Performance Bank Guarantee may be discharged/ returned by APSFL upon being satisfied with the performance of the selected Bidder as per terms agreed under the agreement. However, no interest shall be payable on Performance Bank Guarantee.

3. APSFL reserves the right to forfeit the Performance Bank Guarantee up to 100% of its value on prorate basis at 10% of the PBG value for 10% of non-performance or non-fulfillment of the empanelment commitments i.e., last mile uptime of 99% to subscribers and increasing new subscriptions of 1,000 for the first year and 10% year on year increase thereafter. In such case, the selected bidder shall restore the PBG value to its original value.

3. Background

Andhra Pradesh State FiberNet Limited (APSFL) is a fully owned entity of the Government of AP, under Infrastructure & Investment Department, with an aim to promote digital inclusiveness in rural areas at an affordable cost. APSFL has a ubiquitous network connecting every nook and corner of the state. APSFL have over 80,000 Kms of Optical fiber Network and Point of presence in all Gram Panchayats across the state of Andhra Pradesh.

APSFL provides internet and bandwidth services to Domestic households and enterprises across the State. APSFL's flagship product - The Triple Play services (Internet, TV & Telephone) at the price equal to that of the cable TV service has revolutionized the TV and Internet market in AP. The last mile delivery of services in APSFL are provided through the Cable Operators.

In this regard, APSFL intend to onboard Cable Operators for each of the predefined areas, hereafter referred to as 'Clusters' to provide last mile services to households. The revenue received from monthly rentals (as per the Package price) shall be shared between APSFL and the Cable operator as per section 7 of this RFP.

4. Scope & Responsibilities of the empaneled bidder

- 1. The successfully empanelled bidder shall be allowed to acquire domestic subscription for the entire Cluster Area except the existing domestic subscribers where APSFL services have already been provided.
- 2. The successfully empanelled bidder shall be responsible for procuring, installing and maintaining the Triple-Play boxes (set top boxes/ CPE boxes) from her/his choice of supplier empanelled by APSFL. The list of the empanelled suppliers of the boxes are available in APSFL website and/or shall be communicated to the empanelled agency from time to time.
- 3. The successfully empanelled bidder shall be responsible for laying and maintaining the last-mile optical fiber from APSFL's Point of Presence (PoP) location to the subscriber households.
- 4. The successfully empanelled bidder shall be responsible for maintaining a network uptime of 99% for the last mile network laid by the bidder.
- 5. The successfully empanelled bidder shall be responsible for providing/upgrading services as per the request of subscriber.

- 6. The successfully empanelled bidder shall be responsible for increasing the subscriber base for respective Cluster areas at a rate of 1,000 new subscribers in first year, with a 10% year on year increase throughout the empanelment period.
- 7. The successfully empanelled bidder shall possess necessary staff, equipment and tools to maintain committed network uptime and new connection targets.
- 8. The successfully empanelled bidder shall be responsible for providing services of APSFL to the subscribers, for a period of 5 years from the date of empanelment, duly adhering to all other responsibilities mentioned in this RFP document.

5. Conditions of Empanelment

- 1. Bidder shall be allowed to bid among the list of the Clusters (Annexure A). Bidder shall be allowed to bid for a maximum of 3 Clusters.
- 2. Bidding is for the new connections expected to be handled by the selected bidder/Cable operators. However, the existing Cable operators will continue for the existing connections of APSFL.
- 3. APSFL reserves the right to cancel the empanelment of the bidders in case of nonperformance in providing quality services i.e., last mile uptime of 99% to subscribers and nonperformance in increasing new subscriptions of 1,000 for the first year and 10% year on year increase thereafter.
- 4. Bidders shall be selected solely based on the selection criteria mentioned in this document.
- 5. In case where any documentary evidence submitted by the bidder is found to be false/forged or incorrect at any time, then the respective bid shall be discarded with no further communication with the bidder
- 6. In case of any discrepancies or disputes arises, for reasons whatsoever, APSFL reserves the rights to take appropriate action on the tender evaluation and/or the empanelment, only to the respective 'Cluster' area(s). Such cases shall not affect the tender evaluation and/or the empanelment of the remaining cluster areas.
- 7. In case where any documentary evidence submitted by the bidder is found to be false/forged or incorrect at any time after the award of empanelment, then the respective empanelment shall be liable for cancellation with no further communication with the bidder.

6. Selection Criteria

6.1 Pre-Qualification Criteria

The bidder should satisfy the following Pre-qualification criteria to be eligible for further evaluation under this RFP. The bidder should enclose documentary evidence for fulfilling the

Eligibility in the Pre-qualification Bid. If a bidder fails to enclose the documentary proof for eligibility, their bid is liable to be rejected.

The following is the Pre-Qualification Criteria:

S.N	Criteria Documentary evidence to be submittee	
1	The Bidder should be a Sole Proprietorship firm or a Company registered under Companies Act, 1956 (or as amended) or a LLP / Partnership under Partnership Act, 1932 (or as amended) with at least 5 years of Operations in India as on bid submission date	 For Sole Proprietorship firm, following documents are required: A. Copy of PAN and AADHAAR B. Copy of GST registration certificate C. Copy of registration certificate of the firm For others, following documents are required: A. Copy of Certification of Incorporation / Registration Certificate B. PAN Card C. GST registration
2	Bidder should have Positive Net Worth	 A. Copy of audited Financial Statements for past 5 Financial Years or B. Net Worth Certificate issued by a Charted Accountant or C. Solvency Certificate
	The bidder should have handled minimum average number of 250 connections, for either internet services or cable TV services or both, in each of the last 5 years	 Agreements or Acknowledgment or any proof of authentication from the Cable Brand Owner, duly indicating the number of subscriptions per each of the last 5 years
3	Subscription is defined as a unit billable connection per a single set top box or a single optical network unit (ONU) through which the services (either TV or Internet or both) are provided to the end customer.	 (AND/OR) Agreements or Acknowledgment or Purchase order of Bandwidth from ISPs duly mentioning the Date of the start of business and volume of bandwidth being purchased

4	The bidder should not have been blacklisted by any Government Agency and should not have been defaulted to any Public or Private financial institution.	A duly signed self-certification of the authorized signatory shall be submitted to APSFL in the prescribed format Annexure D	
5	The bidder shall submit the application form (annexure B) duly mentioning the choice of Cluster. A bidder cannot apply for more than three Cluster.	A duly signed application form (Annexure B) shall be submitted to APSFL in the prescribed format	

Note:

- 1. Bids qualified in the Pre-qualification stage will only be taken for further evaluation and shall be considered for Selection criteria
- 2. All documentary evidences requested against each of the prequalification criteria (tabulated above) shall be submitted by the bidders as part of the proposal.
- 3. APSFL may verify the number of subscriptions being handled by the bidder with the cable TV brand owner or the ISP. In case where the brand owner / ISP denies the authenticity of the document or no response is received from the cable TV brand owner/ISP within 15 days, then the bid will not be considered for further evaluation and with no further communication to the bidder.
- 4. In case where any documentary evidence submitted by the bidder is found to be false/forged or incorrect at any time, then the respective bid shall be discarded with no further communication with the bidder.

Description	Criteria	Documentary Evidence
Experience	 Bidder should submit either or all of the following for evaluation of experience score No of Years of experience in providing Cable services along with No of connections handled in each of the last 5 years (if any) (and/or) No of Years of experience in providing Internet service along with No of connections handled in each the last 5 years (if any) 	 Agreements or Acknowledgment or any proof of authentication from the Cable Brand Owner, duly indicating the number of subscriptions per each of the last 5 years (and/or)

6.2 Technical Qualification Criteria

Financial	Bidder should submit his total Net worth for evaluation of financial score	 A. Copy of audited Financial Statements for past 5 Financial Years
		C. Solvency Certificate

Note: APSFL may verify the number of subscriptions being handled by the bidder with the cable TV brand owner or the ISP. In case where the brand owner / ISP denies the authenticity of the document or no response is received from the cable TV brand owner/ISP within 15 days, then the bid will not be considered for further evaluation and with no further communication to the bidder.

6.3 Award Criteria

- 1. **Experience and Financial Strength Based Selection** method shall be adopted for the evaluation of Bids.
- 2. Under this method, the Experience will be allotted a weightage of 50% while the Financial Strength will be allotted a weightage of 50%.
- 3. Technical qualifications of the bids qualified in the Pre-qualification stage will only be taken for further evaluation and shall be considered for Selection criteria
- 4. Selection criteria shall be conducted separately for each of the Cluster Areas
- 5. Bidder with Maximum 'TECHNICAL SCORE' for the respective Cluster Areas shall be awarded. The Technical score shall be computed as below:

Financial Score		Experience Score	
Net worth as on bid submission date (in Rs.)	Score	Number of connections as on the date of submission of bid	Score
=Positive Net Worth	25	=250	25
>1,00,000 to 2,50,000	30	>251 to 300	30
>2,50,001 to 5,00,000	35	>301 to 350	35
>5,00,001 to 7,50,000	40	>351 to 400	40
>7,50,001	45	>401	45

- 6. **Stakeholder Score: 10** (given for all existing APSFL MSO/LMOs with active CAFs, considering their existing association and experience on APSFL Network.)
- 7. 'TECHNICAL SCORE' = Financial Score + Experience Score + Stakeholder Score

- 8. The above technical score is considered for 1 each cluster only. Bidder is allowed to bid for maximum of 3 clusters, in such case, the technical score shall be considered proportionately.
- 9. In case where two or more bids receive the same 'Technical Score' for a Cluster area, which is the highest, then the empaneled agency shall be selected on lottery basis among the bidders of the same score. The decision of the Managing Director, APSFL shall be final, in such cases.

6.4 Special Conditions

- 1. A Single bidder can apply for a maximum of three Cluster Areas only. In cases where bidder choose to apply for more than one area, the following conditions shall apply
 - a) If the Bidder choose to apply for 2 Cluster, then one-half of the total Technical Score is considered for each of the applied Cluster
 - b) If the Bidder choose to apply for 3 Cluster, then one-third of the total Technical Score is considered for each of the applied Cluster
- 2. Revenue share between APSFL and the Bidder shall be as mentioned in this document under section 7- 'Revenue Share Mechanism'. However, revision of revenue share and subscription prices shall be done from time to time at the sole discretion of APSFL.

7. Revenue Sharing Mechanism

- 1. The successfully empaneled bidder shall be paid at 67% of the respective Package Price per respective domestic subscriber for the initial 9 consecutive months of the acquiring the respective domestic subscriber.
- 2. The successfully empaneled bidder shall be paid at 37.5% of the respective Package Price per respective domestic subscriber POST the initial 9 months of the acquiring the respective domestic subscriber.

Note: The revenue sharing is offered considering all costs including Triple-Play CPE / Internet ONU box is borne by the Operator. Change in cost contribution for Triple-Play CPE / Internet ONU box, if any, shall affect the revenue sharing accordingly, which shall be notified by APSFL as and when appropriate.

S.No.	District	Division	Name of Cluster (Mandal)
1			Ichapuram
2			Kaviti
3			Sompeta
4		Palasa	Kanchili
5		Palasa	Palasa
6			Mandasa
7			Vajrapukotturu
8			Nandigam
9			Tekkali
10			Santabommali
11			Kotabommali
12			Pathapatnam
13		Tekkali	Meliaputti
14			Saravakota
15			Kothuru
16	Srikakulam		Hiramandalam
17			Laxminarasupeta (L.N.Peta)
18			Srikakulam
19			Gara
20			Polaki
21			Narasannapeta
22			Amadalavalasa
23			Sarubujjili
24		Srikakulam	Burja
25			Ponduru
26			Etcherla
27			Laveru
28			Ranasthalam
29			G.Sigadam
30			Jalumuru
31			Bobbili
32			Ramabhadrapuram
33			Badangi
34		B	Therlam
35		Bobbili	Gajapathinagaram
36			Dattirajeru
37	Vizianagaram		Bondapalli
38	3		Mentada
39			Cheepurupalli
40			Garividi
41		Cheepurupalli	Gurla
42			Nellimarla
43			Merakamudiam

8. Annexure A – List of Cluster locations

44			Vangara
45			Regidlamandalavalasa
46			Santhakaviti
47			Rajam
48			Vizianagaram
49			Gantyada
50			Poosapatirega
51			Denkada
52			Bhogapuram
53		Vizianagaram	Srungavarapukota
54			Jami
55			Vepada
56			Lakkavarapukota
57			Kothavalasa
58			Parvathipuram
59			Seethanagaram
60			Balijipeta
61			Salur
62		Parvathipuram	Pachipenta
63			Makkuva
64			Komarada
65	Parvathipuram Manyam		Garugubilli
66			Jiyammavalasa
67			Gummalakshmipuram
68			Kurupam
69		Palakonda	Palakonda
70			Seetampeta
71			Bhamini
72			Veeraghattam
73			Araku Valley
74			Pedabayulu
75			Dumbriguda
76			Munchingiputtu
77			Hukumpeta
78		Paderu	Ananthagiri
79			Paderu
80			G.Madugula
81			Chinthapalli
82	Alluri Sitharamaraju		G.K.Veedhi
83			Koyyuru
84			Rampachodavaram
85			Devipatnam
86			Y.Ramavaram
87		Rampachodavaram	Addateegala
88			Gangavaram
89			Maredumilli
90	4		Rajavommangi
,0		I	

91			Yetapaka
92			Chinturu
93		Chinturu	Kunavaram
94			Vararamachandrapuram
95			Bheemunipatnam
96			Anandapuram
97		Bheemunipatnam	Padmanabham
98			Visakhapatnam Rural
99			Seethammadhara
100	Visakhapatnam		Gajuwaka
101			Pedagantyada
102			Gopalpatnam
103		Visakhapatnam	Mulagada
104			Maharanipeta
105			Pendurthi
106			Devarapalli
107			K.Kotapadu
108			Anakapalli
109			Kasimkota
110			Yelamanchili
111			Rambilli
112		Anakapalli	Munagapaka
113			Atchutapuram
114			Butchayyapeta
115			Chodavaram
116			Paravada
117			Sabbavaram
118	Anakapalli		Narsipatnam
119			Golugonda
120			Makavarapalem
121			Nathavaram
122			Nakkapalli
123			Payakaraopeta
124		Narsipatnam	Kotauratla
125			S.Rayavaram
126			Ravikamatham
127			Rolugunta
128			Madugula
129			Cheedikada
130			Rajamahendravaram Urban
131			Rajamahendravaram Rural
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133		Dalama	Rajanagaram
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373			Chandrasekharapuram
374			Pamuru
375			Konakanamitla
376			Darsi
377			Donakonda
378			Kurichedu
379			Marripudi
380			Ponnaluru
381			Mundlamuru
382			Kondapi
383			Zarugumalli
384			Thallur
385			Singarayakonda
386			Ongole
387		Ongole	Kothapatnam
388			Santhanuthalapadu
389			Naguluppalapadu
390			Maddipadu
391			Chimakurthi
392			Tangutur
393			Kandukuru
394		Kandukuru	Lingasamudram
395			Gudluru
396			Ulavapadu
397			Voletivaripalem
398			Kondapuram
399			Varikuntapadu
400			Kavali
401			Bogole
402			Allur
403			Dagadarthi
404		Kavali	Jaladanki
405		Kavali	Kaligiri
406	Sri Potti Sriramulu Nellore		Duttalur
407			Vidavalur
408			Kodavalur
409			Vinjamur
410			Atmakur
411			Chejerla
412			Anumasamudrampeta
413			Marripadu
414		Atmakur	Sangam
415			Ananthasagaram
416			Udayagiri
417			Seetharamapuram
418			Kaluvoya
419		Nellore	Nellore Rural

420			Nellore Urban
421			Kovur
422			Buchireddypalem
423			Indukurpet
424			Tthotapalli Gudur
425			Muthukur
426			Venkatachalam
427			Manubolu
428			Podalakur
429			Rapur
430			Sydapuram
431			Kallur
432			Orvakal
433			C.Belagal
434			Gudur
435		Kurnool	Kurnool Urban
436			Kurnool Rural
437			Kodumur
438			Veldurthy
439			Adoni
440			Mantralayam
441			Peddakadubur
442		Adoni	Kosigi
443			Kowthalam
444	Kurnool		Holagonda
445			Yemmiganur
446			Nandavaram
447			Gonegandla
448			Halaharvi
449			Alur
450			Aspari
451			Devanakonda
452		Pattikonda	Chippagiri
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454			Maddikera East
455			Tuggali
456			Krishnagiri
457			Srisailam
458			Atmakur
459	Nandyal		Velugodu
460			Nandikotkur
461		Atmoster	Pagidyala
462		Atmakur	Jupadu Bunglow
463			Kothapalle
464			Pamulapadu
465			Midthur
466			Bandiatmakur

467			Nandyal
468			Gospadu
469			Sirvel
470			Dornipadu
471			Uyyalawada
472			Chagalamari
473		Nandyal	Rudravaram
474		, ,	Mahanandi
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476			Panyam
477			Gadivemula
478			Sanjamala
479			Kolimigundla
480			Banaganapalli
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482		Dhana	Koilkuntla
483		Dhone	Dhone
484			Betamcherla
485			Peapully
486			Uravakonda
487			Vidapanakal
488		Guntakal	Vajrakarur
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490			Gooty
491			Pamidi
492			Yadiki
493			Peddavadugur
494			Anantapur
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508			Kanekal
509		Kalyanadurg	Bommanahal
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511			Kalyandurg
512			Brahmasamudram
513			Setturu

514			Kundurpi
515			Kambadur
516			Beluguppa
517			Dharmavaram
518			Bathalapalle
519			Tadimarri
520		Dharmavaram	Midigubba
520		Dharmavaram	Ramagiri
521			Kanagapalli
522			Chennekothapalli
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536			Gorantla
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538			Somandepalli
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540			Hindupur
541			Chilmuthur
542		Penukonda	Madakasira
543		Periukuriua	Parigi
544			Lepakshi
545			Gudibanda
546			Rolla
547			Amarapuram
548			Agali
549			S.Mydukur
550			Duvvur
551			Chapad
552	YSR		Sri Avadhuta Kasi Nayana
553			Kalasapadu
554			Porumamilla
555		Badvel	B.Kodur
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558			Brahmamgarimattam
559			Atlur
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606 Madanapalle Ramasamudram				
606 Ramasamudram			Madanapalle	
607 Thamballapalle	-			
	607			Thamballapalle

608			Mulakalacheruvu
609			Peddamandyam
610			Kurabalakota
611			Pedda Thippasamudram
612			Beerongi Kothakota
613			Kalikiri
614			Valmikipuram
615			Srirangarajapuram
616			Vedurukuppam
617			Palasamudram
618		Nagari	Karvetinagar
619		Nagari	Nagari
			Nindra
620			
621			Vijayapuram
622			Chittoor
623			Gudipala
624			Yadamari
625			Gangadhara Nellore
626		Chittoor	Puthalapattu
627			Penumuru
628			Thavanampalle
629			Irala
630	Chitoor		Pulicherla
631			Rompicherla
632			Palamaner
633			Gangavaram
634			Peddapanjani
635			Somala
636		Palamaneru	Chowdepalle
637		Palamaneru	Punganuru
638			Sodam
639			Baireddipalle
640			Venkatagiri Kota
641			Bangarupalem
642			Kuppam
643			Santhipuram
644		Kuppam	Gudipalle
645			Ramakuppam
646			Gudur
647	Tirupati		Chillakur
648			Kota
649			Vakadu
650		Gudur	Chittamur
651			Balayapalli
652			Venkatagiri
653			Dakkili
654		Sullurupeta	Ozili
		σαπαιαρεία	52.00

655			Naidupet
656			Pellakur
657			Doravarisatram
658			Sullurupeta
659			Tada
660			Buchi Naidu Kandriga
661			Varadaiahpalem
662			Satyavedu
663			Srikalahasti
664			Thottambedu
665			Renigunta
666		Srikalahasti	Yerpedu
667		JIKalallasti	Kumara Venkata Bhupala Puram
668			Nagalapuram
669			Pichatur
670			Narayanavanam
671			Tirupati Urban
672			Tirupati Rural
673			Chandragiri
674			Pakala
675		Tirupati	Ramachandrapuram
676			Vadamalapeta
677			Puttur
678			Yerravaripalem
679			Chinnagottigallu

9. Annexure B – Application Form

(On Bidder's letterhead)

Τo,

(Date)

The Managing Director, Andhra Pradesh State FiberNet Limited, 3rd floor, NTR Administrative Block Pandit Nehru Bus Station, Vijayawada – 520 013

Sub: Empanelment of Cable Operators for providing services through APSFL Network

Ref: APSFL/General/01/2024, Dated: 28.02.2024

Dear Sir,

With reference to your RFP Document APSFL/General/01/2024, Dated: 28.02.2024, I/We, having examined all relevant documents and understood their contents, hereby submit our application to be empaneled as cable operator of APSFL for the following Cluster(s):

1. _____{Enter Cluster Name, Division & District Name as per Annexure A}____

2. <u>{Enter Cluster Name, Division & District Name as per Annexure A}</u>

3. ____{Enter Cluster Name, Division & District Name as per Annexure A}___

{**Note:** A Single bidder can apply only for a maximum of three Cluster Areas. Refer section 6.4. Fill in the blanks of 2. & 3, only if opted to choose multiple cluster areas.}

Acceptance to terms and conditions:

- 1) All information provided in the Proposal and in the Appendices is true and correct and all documents accompanying such Proposal are true copies of their respective originals.
- 2) I/We shall make available to the Authority any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
- 3) I/We acknowledge the right of the Authority to reject our Proposal without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
- 4) I/We understand that you may cancel the Selection Process at any time and that you are neither bound to accept any Proposal that you may receive nor to select the selected supplier, without incurring any liability to the Bidders.

- 5) I/We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the Authority and/ or the Government of Andhra Pradesh in connection with the selection of Empaneled Cable Operator or in connection with the Selection Process itself in respect of the above mentioned empanelment process.
- 6) I/We agree and understand that the Proposal is subject to the provisions of the RFP document. In no case, shall I/We have any claim or right of whatsoever nature if our application is not opened or rejected.
- 7) I/We agree and undertake to abide by all the terms and conditions of the RFP Document. In witness thereof, I/We submit this application under and in accordance with the terms of the RFP Document.
- 8) I/we also understand that I/we shall be liable for prosecution as per the existing legal provisions in case if it is established that I/we have submitted false or forged or illegally obtained document.

Yours faithfully, (Signature, name and designation of the authorized signatory) (Name and seal of the firm)

10. Annexure C - Profile of Bidder/ Partners

(To be submitted by Bidder)

S. No.	Particulars	Details
1	Name of the Company	
2	Year of Incorporation	
3	Nature of the Company (Registered Type)	
4	Registered Office Address	
5	Office Telephone Number	
6	Fax Number	
7	Contact of the Authorized Person	
8	Name	
9	Telephone Number	
10	Email Address	
11	Local presence at Andhra Pradesh, if any	
12	Office Address	
13	Office Telephone Number	
14	Fax Number	
15	Registration Details	
16	Permanent Account Number (PAN)	
17	GST Registration Number	
18	Service Tax Registration Number	
19	Banker's Name, Address and Account Number	
20	MSO/LMO Code in APSFL Network	

Witness:	
Signature	
Name	
Address	
Date	

Bidder:	
Signature	
Name	
Designation	
Company Seal	
Date	

11. Annexure D – Declaration regarding Clean Track Record

Τo,

[Date]

The Managing Director, Andhra Pradesh State FiberNet Limited, 3rd floor, NTR Administrative Block Pandit Nehru Bus Station, Vijayawada – 520 013

Sub: Empanelment of Cable operators for providing services through APSFL Network

Ref: RFP No: APSFL/General/01/2024, Dated: 28.02.2024

Sir,

I/We hereby declare that my company or myself has not been debarred / black listed as on Bid submission date by any State Government, Central Government, Central & State Govt. Undertakings / Organizations and by any other Quasi Government bodies / Organizations, and any other major Enterprise / Organizations in India for non-satisfactory past performance, corrupt, fraudulent or any other unethical business practices. Further I hereby also declare that my company or myself has not been defaulted to any Public or Private financial institution.

Yours faithfully, (Signature, name and designation of the authorized signatory) (Name and seal of the firm)

12. Annexure E - Earnest Money Deposit (EMD)

(To be executed in Rs.100/- Stamp Paper)

Τo,

The Managing Director, Andhra Pradesh State FiberNet Limited, 3rd Floor, NTR Administrative Block, Pandit Nehru Bus Station, NH – 65, Vijayawada – 520013

Bank Guarantee No: Amount of Guarantee: Guarantee covers from: Last date for lodgment of claim:

This Guarantee executed by	(Banker's	Name & Address) h	aving our Head
Office at	_(address) (hereinafte	r referred to as "Bai	nk") in favor of
Andhra Pradesh State FiberNet Li	mited NTR Administrativ	ve Block, 3rd Floor, Pa	andit Nehru Bus
Station, NH -65, Vijayawada - 52	20013 India (hereinafte	r referred to as "Ben	eficiary") for an
amount not exceeding Rs	/- (Rupees	Only) as pe	r the request of
M/s having its office	address at	(hereinafter	referred to as
"Bidder") against RFP reference	APSFL/General/01/2024	4, Dated: 28.02.2024	fof M/s. Andhra
Pradesh State FiberNet Limited (A	PSFL). This guarantee i	s issued subject to th	e condition that
the liability of the Bank under this	s guarantee is limited to	o a maximum of Rs	/-
(Rupees Only) and the	e guarantee shall remaii	n in full force up to _	(date)
and cannot be invoked otherwise	by a written demand o	or claim by the benef	iciary under the
Guarantee served on the Bank be	efore (date).		

AND WHEREAS it has been stipulated by you in the said ORDER that the Bidder shall furnish you with a Bank Guarantee by a Scheduled/Nationalized Bank for the sum specified therein as EMD towards bid security.

AND WHEREAS we have agreed to give the Bidder a Guarantee.

THEREFORE, we (Bankers address) , hereby affirm that we are Guarantors and responsible to you on behalf of the Bidder for Rs. _____/- (Rupees_____ Only) and we undertake to pay you, upon your first written demand without any demur, cavil or argument, any sum or sums within the limit of Rs. _____/- (Rupees______ Only) as aforesaid, without your needing to prove or show grounds or reasons for your demand or the sum specified therein. We will pay the guaranteed amount notwithstanding any objection or dispute whatsoever raised by the Bidder.

This Guarantee is valid until_____. Place: Date: Signature and seal of Guarantors (Bank)

13. Annexure F - Performance Bank Guarantee (PBG)

(To be submitted by the successful bidder on Rs.100/- stamp paper)

APSFL ("Authority"), In consideration of having agreed to accept from _____ "successful bidder", a Performance Bank Guarantee as maybe modified from time to time wherever necessary under the terms and conditions of the Agreement entered into by the said successful bidder in respect of "Empanelment of Cable operators for providing services through APSFL Network", RFP reference APSFL/General/01/2024, Dated: 28.02.2024 under APSFL for the due fulfilment of the terms and conditions of the said Agreement under APSFL, on production of a Bank Guarantee for Rs._____ (Rupees ______ only),

We_____ branch, hereby undertake the guarantee to pay immediately to APSFL, on demand in writing by APSFL, an amount of Rs. ______ (Rupees______) without any reservation and recourse against any loss or damage caused to or suffered by APSFL by reason of any breach by the successful bidder of any of the terms and conditions of the said agreement under the said Authority.

We ______ Bank, further agree that the guarantee hereby contained shall remain in full force and effect during the period that will be taken for the performance of the said Agreement under the APSFL and that it shall be in enforcement until all the dues of APSFL under or by virtue of the said Agreement under the APSFL have been fully paid and their claims satisfied or discharged or until the said Authority certifies that the terms and conditions of the said Agreement under the APSFL have been fully and properly carried out by the successful bidder and accordingly discharges the guarantee subject. This bank guarantee is valid till ______ (date) and APSFL shall have no rights under this guarantee after ______ (date).

We _____ Bank, lastly undertake not to revoke this guarantee during its currency except with the previous consent of the APSFL in writing.

Dated: Place: Signature and seal of Guarantors (Bank)

14. Annexure G – Format for Notarized Self-declaration of authenticity of the Documents submitted

(On INR 100.00 Non judicial Stamp Paper and duly notarized and stamped)

I ______ (Name and designation) ** appointed as the attorney/authorized signatory of the tenderer (including its constituents), M/s______ (hereinafter called the tenderer) for the purpose of RFP for "Selection of Agency for Empanelment of Cable Operators for providing services through APSFL Network" as per the tender No. APSFL/General/01/2024, Dated: 28.02.2024 of APSFL, do hereby solemnly affirm and state on the behalf of the tenderer including its constituents as under:

- 1. I/We the tenderer(s) am/are signing this document after carefully reading the contents.
- 2. I/We the tenderer(s) also accept all the conditions of the tender and have signed all the pages in confirmation thereof.
- 3. I/We hereby declare that I/we have downloaded the tender documents from APSFL website <u>https://apsfl.in/notifications</u>. I/We have verified the content of the document from the website and there is no addition, no deletion or no alteration to the content of the tender document. In case of any discrepancy noticed at any stage i.e. evaluation of tenders, execution of work or final payment of the revenues, the master copy available with the APSFL shall be final and binding upon me/us.
- 4. I/we declare and certify that I/we have not made any misleading or false representation in the forms, statements and attachments in proof of the qualification requirements.
- 5. I/We also understand that my/our offer will be evaluated based on the documents/credentials submitted along with the offer and same shall be binding upon me/us.
- 6. I/We declare that the information and documents submitted along with the tender by me/us are correct and I/we are fully responsible for the correctness of the information and documents, submitted by us.
- 7. I/We understand that if the certificates regarding eligibility criteria submitted by us are found to be forged/false or incorrect at any time during process for evaluation of tenders, it shall lead to forfeiture of the tender BID SECURITY besides blacklisting and banning of business for a period of up to ten years. Further, I/we (insert name of the tenderer) **______and all my/our constituents understand that my/our offer shall be summarily rejected.

8. I/We also understand that if the certificates submitted by us are found to be false/forged or incorrect at any time after the award of the contract, it will lead to termination

of the contract, along with forfeiture of Performance guarantee and all payments that are due from APSFL, besides any other action provided in the contract including blacklisting and banning of business for a period of up to ten years.

9. I/we also understand that I/we shall be liable for prosecution as per the existing legal provisions in case if it is established that I/we have submitted false or forged or illegally obtained document.

SEAL AND SIGNATURE OF THE TENDERER

Place:

Dated:

15. Annexure H – Declaration of Acceptance of Terms and Conditions in the RFP

(To be submitted by Bidder)

Τo,

[Date]

The Managing Director, Andhra Pradesh State FiberNet Limited, 3rd floor, NTR Administrative Block Pandit Nehru Bus Station, Vijayawada – 520 013

Sub: Empanelment of Cable Operators for providing services through APSFL Network

Ref: RFP No: APSFL/General/01/2024, Dated: 28.02.2024

Sir,

It is to certify that the RFP document – RFP reference APSFL/General/01/2024, Dated: 28.02.2024 is carefully read & understood and all the sections and clauses are COMPLIED UNCONDITIONALLY AND UNEQUIVOCALLY. There is no deviation from the terms and conditions of the RFP. We also hereby confirm that the solution proposed by us will meet APSFL requirements.

Yours faithfully, (Signature, name and designation of the authorized signatory) (Name and seal of the firm)

Note: A copy of this form should be returned along with the Bid duly signed

Witness:	SUPPLIER:		
Signature	 Signature		
Name	 Name		
Address	 Designation		
	Company Seal		
Date	 Date		

16. Annexure I – Power of Attorney for authorized signatory

Sample form of Power of Attorney for signing the Application & Bid

(On INR 100.00 Non judicial Stamp Paper and duly notarized)

KNOW ALL MEN BY THESE PRESENTS,

We	(name of the firm and address
of the registered office) do hereby irrevocably constitute	e, nominate, appoint and authorize
Mr./ Ms. (name),	son/daughter/wife of and
presently residing at	, who is presently employed with us
and holding the position of	, as our true and lawful
attorney (hereinafter referred to as the "Attorney") to do	in our name and on our behalf, all
such acts, deeds and things as are necessary or required	d in connection with or incidental to
submission of our application for qualification and sub	mission of our bid for the Project
proposed by the (the "APSFL")	including but not limited to signing
and submission of all applications, bids and other docume	ents and writings, participate in pre-
applications and other conferences and providing info	rmation/ responses to the APSFL,
representing us in all matters before the APSFL, sign	ing and execution of all contracts
including the Agreement and undertakings consequent to	acceptance of our bid, and generally
dealing with the APSFL in all matters in connection with o	r relating to or arising out of our bid
for the said Project and/ or upon award thereof to us	and/or till the entering into of the
Agreement with the APSFL.	

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN	WITNESS	WHEREOF	WE,	/	THE	ABOVE	NAMED
PR	INCIPAL HA	VE EXECUT	ED THI	S POWER OF ATTORNEY ON THIS DAY	OF_	•	

For ______ (Signature, name, designation and address)

Witnesses: 1. (Notarized)

2.

Accepted (Signature, Name, Title and Address of the Attorney)

Note:

• The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.

- Wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.
- In case the Application is signed by an authorized Director / Partner or Proprietor of the Bidder, a certified copy of the appropriate board resolution / document conveying such may be enclosed in lieu of the Power of Attorney.