

Annexure-A

The response to the queries on the tender for the Rate Contract for the Operations of VSAT Network, AMC of Hub, AMC of VSATs and Procurement of New VSATs.

Ref : Tender Enquiry No. EI-D/OPS/17-28/13 dated 11.09.2013

Sr.	Queries/clarifications on the tender enquiry	Related section and clause number of the tender	ERNET's response to the queries/clarifications
1.	Request to reduce the EMD amount to Rs. 1 Lakh	Section-B, clause no. 15	No change in the existing clause of the tender.
2.	Request to change the Performance Bank Guarantee	Section-B, clause no. 16	No change in the existing clause of the tender.
3.	Request to change the payment terms	Section-C, clause no. 14	No change in the existing clause of the tender.
4.	Request to confirm the requirement of new hardware /infrastructure at Hub side for SkyEdge baseband for additional 100 VSATs.	Section-D, clause no. 3.4	There is no requirement of new hardware /infrastructure at Hub side for SkyEdge baseband for additional 100 VSATs.
5.	Request to consider: (i) Overseas experience for similar network commissioning. (ii) The number of broad band VSATs may be reduced to 150-500nos. (iii) Bidder or its parent company to meet this clause.	Section-E, clause no.2	Clause is modified as below: "Bidder or its parent company must have (i) supplied, (ii) installed, (iii) commissioned, (iv) maintained and (v) operationalized at least two Broadband VSAT network (including Hub with RF chain) in the country with a total base of at least 500 Nos. of remote Broadband VSATs. (Captive network of the Bidder is permissible)."
6.	Request to amend the annual turnover of the bidder by reducing it to Rs. 2.5Cr for the previous years and Rs. 5 Cr for the current year.	Section-E, clause no. 7	No change in the existing clause of the tender.
7.	Request to clarify that active Skylinx Hub infrastructure including NMS, for proposed SCPC Network will be installed at which location instead of Bangalore.	Section-F, clause no. 2.3	In the tender, it is proposed that Skylinx NMS will be removed from the Hub and SCPC links will work without this NMS.
8.	Request to share the area of rooms located for all sites, wherein indoor units will be installed. This is required to indicate the lighting & AC load.	Section-F, clause no. 2.7 (C) d at page 28.	ERNET India will provide the site address details at the time of placing the purchase order for the new sites. Thereafter, the bidder is required to provide such information after conducting site survey.

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9.	The minimum number of personnel required for Hub operations may be specified along with minimum qualifications.	Section-F, clause no. 2.6	Please refer Section-F, clause no. 7.
10.	Request to extend the time frame from 5 weeks to 7- 8 weeks after the opening of LC for "Delivery of imported and indigenous items at Central warehouse at Delhi."	Annexure II, Sr. No.2 of table	There is no change in the existing clause of the tender. However, it is submitted that undue delay due to any licensing issues from any Govt. department may be excluded. Also, in case of force majeure conditions, LD will not be applicable.
11.	Request to extend the time frame from 2 weeks to 4 weeks for "Delivery of imported and indigenous items from Central warehouse at Delhi to the user sites."	Annexure II, Sr. No.5 of table	Time frame is modified as below: "Three weeks from the handing over of shipment related documents to the Bidder by ERNET India."
12.	Request to extend the time frame from 2 weeks to 4 weeks for "Installation and commissioning of VSAT link."	Annexure II, Sr. No.6 of table	No change in the existing time frame. However, delay due to the force majeure conditions will be excluded.
13.	Request to provide the specifications of Internal Page Accelerator at Hub.	Annexure-III, Sr. 17 (O) at page 45 & Sr. 3.15 at page 42	This item (Internal Page Accelerator at Hub) may be considered as optional item. Its cost will not be considered for evaluation of commercial bid and L-1. However, the bidder may quote its cost for a Mid-Size Transparent Hub Page Accelerator Server (both H/w and S/w Kit).
14.	Request to include the column for custom duty component for greater clarity.	Annexure- IIIA (for \$ Items) at page no. 46	The modified Annexure-IIIA (for \$ Items) at page no. 46 is placed below this table.
15.	Request to amend the tender to upgrade the existing Network Baseband with latest technology at Central site (Hub) as well as Remote sites (VSATs).	-	The replacement of existing baseband at central site (Hub) as well as remote VSATs components is not desirable and economical to ERNET India. Thus, the request is not considered.

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Price Schedule - ANNEXURE - III A (for \$ Items)

PRICING SCHEDULE

| Foreign Exchange Rate: 1US\$ =

S. No.	Item description	Qty	Unit for Qty	FOB cost at port of dispatch, per unit	Insurance & Freight upto port of landing Per unit	CIF cost at port of landing , per unit	Full Custom duty rate (In %)	Full Custom duty amount	Inland freight, insurance etc., per unit upto the site	Cost Per unit upto the site	Total cost
(1)	(2)	(3)	(4)	(5)	(6)	(7) = 5+6	(8)	(9)	(10)	(11) = 7+9+10	(12) = 11x3

Note: Rate of full custom duty on each component shall be specified clearly. Otherwise (if not specified), it is assumed that cost quoted is inclusive of custom duty and commercial evaluation will be done accordingly.

(Page no. 46 of the tender)

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Asst. M.A.

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