

EI-D/Tech/Misc-64/2012  
**ERNET India**  
(An Autonomous Scientific Society under Department of Electronics & Information technology, Gol)  
Jeevan Prakash Building, 10<sup>th</sup> Floor,  
25, K.G Marg,  
New Delhi-110 001

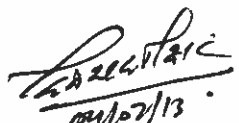
Dated:- 4.7.2013

**Subject:- Procurement of Premium Internet Bandwidth through Submarine Cable to  
ERNET India PoPs**

Kindly refer to the advertisement appeared in Hindustan Times dated 2.7.2013 for award of rate contract for provision of Internet Bandwidth through submarine.

2. In this regard tender document dated 5.2.2013 available on ERNET website is referred. Subsequently, the queries of the vendors has been considered. ERNET's response to the queries of the bidders is attached herewith. Bid submission date has also been extended to 19.7.2013.

3. Accordingly, all the prospective bidders are requested to submit their bids in conformity with tender document dated 5.2.2013 and ERNET's response to the queries of the bidders referred in para 2 above, by 19.7.2013 at 3.00 PM. Bids will be opened on the same day at 3.30 PM.

  
04/07/13  
(Dinesh Kumar Dixit)  
Registrar & CPO

To,

All the prospective bidders

**ERNET's Response to the Vendors Queries for Tender No. EI-D/Tech/Misc.64/2012, on the Subject "Tender for Procurement of Premium Internet Bandwidth through Submarine Cable to ERNET India PoPs"**

S. No.	Clause No.	Description of the Clause	Queries from M/s Sify Technologies Please Explain what is implied by "through submarine cable"?	Queries from M/s Bharti	Queries from M/s Vodafone	Queries from M/s Reliance	ERNET's Clarification / Reply
1	General Term	Procurement of Premium Internet Bandwidth through Submarine Cable to ERNET India PoPs.		N/A	N/A	N/A	Tender/ RFP is self explanatory.
2	Clause No. 11.4 (Award Contract)	ERNET India will place order initially for a period of one year. Order will be extended on year to year basis for a full period of three years. The order can be further be extended by another one year on mutual consent. However, ERNET reserve the right to increase or decrease the bandwidth as per requirement.	As we understand, the contract shall be signed & order will be placed in one go for the complete 3 year period with 20% YoY downward reduction on commercials. Please Confirm.	N/A	N/A	N/A	Clause may be read as: "Purchase order will be placed on to successful bidder (s) for the complete period of rate contract i.e 03 years. The order can be further extended by another one year on mutual consent. However, ERNET reserve the right to increase or decrease or terminate the bandwidth at any or all the PoPs of ERNET as per actual bandwidth requirements".
3	Clause No. 1 (Background)	Proposed to Procure 650 Mbps (approx.) Internet bandwidth as per Annexure 1	Please confirm whether ERNET will Place Purchase order in one go or the PO's shall be staggered over a time? In case, ERNET plans to place multiple PO's, please let us know the confirmed timeframe for issuance of all the PO's aggregating up to the approximated bandwidth of 650 Mbps which will be distributed in 70:30 ratio.	N/A	N/A	N/A	Explanation of the clause: "This being a rate contract, ERNET may place multiple orders of any required bandwidth (upto 1 Gbps) during the complete period of contract. All the bandwidth quantities given in the tender are indicative and may change at the time of placement of Purchase order".
4	General Term	Internet Bandwidth Requirement (Location Details)	N/A	Pls. Provide Detailed Address with on site Contact No. for feasibility.	N/A	N/A	Kindly Refer Annexure - LA for PoP details.

	Pls. explain what do you mean by commodity Internet	Explanation of the clause:
5	Clause No. 2 (v). Bidder Should be capable of Providing IPv6 peering with commodity Internet.	N/A
6	Clause No. 2 (vi). The bidder must have sold minimum total aggregate of 5 Gbps of International bandwidth capacity to its clients in India either from Europe / USA - India or Asia Pacific - India links in last 2 years. Documentary proof should be enclosed.	N/A
7	Clause No. 2 (vii), Eligibility Criteria The bidder must have capability to provide 100 percent backup through alternate submarine route in case of cut/failure of primary submarine cable. Documentary proof must be enclosed in this regard.	N/A
8	Clause No. 2 (viii), Eligibility Criteria The bidder must have state of the art Network Management Centre and Network operation Centre along with DR site in different seismic zone for technical trouble shooting and to provide uninterrupted services round the clock at these locations for delivery of Internet bandwidth. The bidders should have toll free number to register complaints round the clock.	N/A
	Clarity on having sold 5Gbps bandwidth clause, if that includes bandwidth sold to carrier customers as well.	N/A
	N/A	N/A
	N/A	N/A
	N/A	N/A
	N/A	N/A
	N/A	N/A
	N/A	N/A
	N/A	N/A
	N/A	N/A
	N/A	N/A

Explanation of the clause: "Commodity Internet is a industry standard term and generally ref. for commercially-available connection with no restrictions on content, application protocol, destination and quality-of-service control".

Tender/ RFP Clause is self explanatory.

Explanation of the clause: "Bidder has to submit the primary and alternate submarine cable layout along with copy of MOU / agreement being executive upon with third party for such arrangements".

No Change.

Flexibility or change of DR site in different seismic zones to having DR site in any place in india, as VF has DR site but in same seismic zone.

9	Clause No. 2 (viii), Eligibility Criteria	The bidder should be capable of providing end-to-end connectivity with their own access network from their gateway to all PoP locations of ERNET India as single service inclusive of all.	We would request ERNET to kindly modify the clause as "The bidder should be capable of providing end to end connectivity with its infrastructure from its nearest Pop in the city to the respective ERNET premise in the same city".	N/A	N/A	Clause may be read as: "The bidder should be capable of providing end to end connectivity with its infrastructure from its nearest Pop in the city to the respective PoP of ERNET in the same city".
10	Clause No. 2 (xii), Eligibility Criteria	The bidder should have its own International Internet Gateways & Cable Landing Stations. The gateways shall be peered with international peering points through different OFC in two different directions -- Trans-Atlantic & Trans-Pacific.	N/A	N/A	Ownership of cable system clause to be modified to having space on cable system as VF carries space on most of important cable routes, but might not own or manage a cable system/ its landing station, hence would need exemption.	No Change.
11	Clause No. 2 (xii), Eligibility Criteria	The bidder should be a profit making company from atleast last three consecutive financial years and should have an annual turnover of minimum of Rs. 30 Crores (each year) in last three years i.e 2008-09, 2009-10 and 2010-11. The auditor's certificate clearly stating the profit and annual turnover of 3 years with the balance sheet of last 3 years should be submitted.	We request you to kindly amend the clause as: The bidder should be a profit making company or should have a positive net worth for each of the last three consecutive financial years with an annual turnover of minimum 30 crores each year in the last three years.	N/A	VF complies with turnover clause as desired by ermet, but would need exemption from profit as per recent launch of its portfolio in India.	Clause may be read as: "The bidder should have a positive net worth / profit making company from atleast last three consecutive financial years and should have an annual turnover of minimum of Rs. 30 Crores (each year) in last three years i.e 2008-09, 2009-10 and 2010-11. The auditor's certificate clearly stating the net worth / profit and annual turnover of 3 years in figures should be mentioned along with the balance sheet of last 3 years should be submitted."

12	Clause No. 2 (iv), Eligibility Criteria	The bidder should have Point of Presence (PoPs) located in all major cities of India including cities where ERNET Pops are located.	N/A	N/A	Since there are international gateways where VF can route exterior traffic, VF might not have regional POP's where ermet pop's are located, in which case we would route all traffic directly to the internet gateways, hence would need exemption to the clause.	2 N/A	No Change.
13	Clause No. 2 (xiv), Eligibility Criteria	The bidder should have a valid ISO 9000: 2008 and ISO 27001:2005 certificate.	N/A	N/A	Flexibility in ISO certification clause as we only has 27001 certification and would need exemption for ISO 9001 or any other.	N/A	Clause may be read as: "The bidder should have a valid ISO 27001:2005 certificate".
14	Clause No. 3 (i), General Term & Condition	The successful bidder(s) shall provide reduction of 20% on bandwidth rates on every year after completion of every one year of service on the rates of preceding year.	As we understand, this reduction is on the basic price & all the taxes shall be treated as extra applicable Please Confirm	Contract is for 3 year with fixed 20% reduction on bandwidth rates every year. Pls. confirm considering on bandwidth rates every year. Pls. confirm considering this clause we consider the a 3 year contract of ERNET may terminate the services after 1 year even after 20% price reduction.	N/A	N/A	Explanation of the clause: "All the reductions will be calculated on the basic price of preceding year without taxes.

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15	Clause No. 3 (v), General Term & Condition	Providing the last mile connectivity to the ERNET India premises will be the responsibility of bidder. The ownership of last mile media will be with ERNET India on cost basis and according to bidders must quote explicitly for last mile media laid within the ERNET premises. However bidder shall be fully responsible for its maintenance. All the hardwares such as muxes, modems/converters etc should be provided by the bidder. These hardwares will be property of the bidder and bidder will be responsible for the maintenance of these hardwares.	As we understand, this responsibility shall remain with the bidder till the end of contract period only. Please confirm. Also Kindly Confirm if the routers are also to be provided by bidder.	Pls explain on taking ownership of Last mile	N/A	Explanation of the clause: "Successful Bidder (s) shall only be responsible for any maintenance under the contract till the validity of contract period. After the expiry of contract, the ownership of last mile laid by bidder in the ERNET premises will be transferred to ERNET. Router will be provided by ERNET."
16	Clause No. 3 (viii), General Term & Condition	Must provide on line monthly reports for traffic statistics, circuit availability, latency, packet drop and calls logged during month through MRTG or any equivalent bandwidth/ link performance monitoring tool		For all asked reports ERNET to do SNMP string configuration on their routers as advised by Airtel.		Explanation of the clause: "ERNET will do the SNMP string configurations on its routers, however it will be the responsibility of successful bidder (s) to monitor the link and provide all the report / SLA parameters to ERNET."
17	Clause No. 3 (xi), General Term & Condition	Successful bidder should provide clean Internet Bandwidth (clean Pipe) without any errors or spams, etc.	Please elaborate the term "clean pipe"	in BOM ERNET asked for Internet Bandwidth with DDOS and without DDOS. However there is no offering which also filters SPAM and Errors for that link. Request ERNET to remove the clause	Pls clarify the meaning of Clean Internet Bandwidth. Bidder (s) has to ensure We as ISP provide that no other kind of dedicated internet traffic apart from bandwidth to our ERNET's / user actual customers. The spam, traffic should be allowed". However filtering of virus received thru SPAM / errors may not be mails and protection the responsibility of cannot be analysed during transmission. Request you to drop Internet bandwidth without DDos mitigation.	Explanation of the clause: "Successful Bidder (s) has to ensure that no other kind of internet traffic apart from bandwidth to our ERNET's / user actual customers. The spam, traffic should be allowed". However filtering of SPAM / errors may not be the responsibility of bidders in the case of Internet bandwidth without DDos mitigation.

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18	Clause No. 3 (xii), Term & Condition	The price quoted by bidder should be uniform across all the PoPs of ERNET.	Please relax this by allowing variable rates for different POP's. The Commercials for each of the POP's will depend on variable factors like feasibility/ availability of connectivity, Provisioning of relevant requisites to bring up the site for connectivity.	N/A	N/A	No Change.
19	Clause No. 3 (xiii), Term & Condition	Bidder should also quote (in a separate price sheet as per Annexure - III (B)) for & per E1 price with DDoS mitigation services. In case of any DDoS attack ERNET may require bandwidth along with DDoS mitigation as a service, and in such conditions bidder should be technically competent. For calculating the L1, 90 percent weightage will be given to bandwidth prices without DDoS mitigation and 10 percent weightage to bandwidth prices with DDoS mitigation services.	N/A	N/A	Request to drop the DDoS protection service. This is not widely tested & certified by any Standard Body. So the clause be dropped. ERNET should take a dedicated equipment separately to protect it's network from DDoS	No Change.
20	Clause No. 6 (j), Submission of Proposals	The bidder would be required to give certificate as below in his commercial bid. "I UNDERSTAND THAT THE DETAILS OF THE SERVICES AS PROVIDED ABOVE ARE SUBJECT TO CHANGE. I AGREE THAT IN CASE OF ANY CHANGE IN THE QUANTITIES REQUIRED FOR ANY OF SERVICES, I WOULD BE SUPPLYING THE SAME TO ERNET INDIA AT THE RATES THAT I HAVE SPECIFIED ABOVE. I AGREE TO ADHERE TO THE PRICES GIVEN ABOVE EVEN IF THE QUANTITIES UNDERGOES A CHANGE".	As we understand, the contract shall be time bound with orders placed up to the approximated values within a month of selection (L1:L2=70:30) & the extent of variation of bandwidth procurement under this contract shall not be beyond +-10%, which is a standard practice. Please confirm whether our understanding is correct?	N/A	N/A	Explanation of the clause: Kindly ref. reply given above at S. No. 3.

21	Clause No. 8, Date of Bid Submission	Last Date of bid submission.	we would request ERNET to give two clear weeks for submission post release of final Corrigendum.	Clarification required for the bid submission date, also extension in the bid submission date as we need to make the feasibility done for all the locations for which the addresses are not provided till date.	N/A	N/A	Kindly Refer revised Notification.
22	Clause No. 10.2, Evaluation of Technical Bids	<p><math>Sf = 40 \times Fm/F</math></p> <p>Where Sf is the score obtained by the bidder on its commercial bid made by it. Fm is the lowest price quoted by any of the qualified bidder among the participating bidders; and F the price quoted by bidder under consideration.</p> <p>Thus total score obtained by a particular qualified bidder will be the following : <math>S = St + Sf</math></p> <p>The Evaluation Committee appointed by the ERNET will evaluate the proposals on the basis of their responsiveness to the Requirements of Specification, applying the evaluation criteria, and point system specified above. Each responsive proposal will be given the scores for Technical Evaluation (St) and Financial Evaluation (Sf).</p>	<p>Refer formula to arrive at the commercial score in the bid which is <math>Sf=40 \times Fm/F</math>. This implies that the weightage of 40 % will be given to commercials quoted by bidders. As we understand, the technical score will be based on parameters indicated in 10.3 &amp; ERNET will be given 60 % weightage to Technical scores. In the event, we propose that the following to arrive at Technical score (st) <math>St=60 \times Tn</math> where Tn is the Technical score obtained by the bidder and hence <math>S=St+Sf</math></p>	N/A	N/A	N/A	No Change.
23	Clause No. 10.3, Parameters for evaluating the Technical scores	General Criteria	Request you to kindly remove the percentile Criterion as it will not be a level playing field for the participating bidders. While the RFP mandates that the players with 30 cr turnover are eligible to participate, criterion of Technical marking will limit the participation by allowing only a select few.	N/A	N/A	N/A	Kindly Refer Annexure - IB.



24	Clause No. 10.3 (S. No. 1.2), Parameters for evaluating the Technical scores	Net profit growth in percentage of the bidder in last three financial years	We request the clause to be amended as " Annual Turnover in each of last three financial years (in INR)"	N/A	N/A	N/A	Kindly Refer Annexure - IB.
25	Clause No. 10.3 (S. No. 2.3), Parameters for evaluating the Technical scores	Total Bandwidth sold in last three years	request you to kindly change " Total Internet installed bandwidth in last five years."	N/A	N/A	N/A	Kindly Refer Annexure - IB.
26	Clause No. 10.3, Parameters for evaluating the Technical scores	Technical Evaluation Criteria	We are proposing the draft parameters for evaluating the technical scores. (Attached as separate sheet for consideration)	N/A	N/A	N/A	Kindly Refer Annexure - IB.
27	Clause No. 10.7, Penalty on Disconnection	In the event of breach of contract as indicated in para 10.6, ERNET may impose a penalty of Rs. 1,00,000/- per day or part thereof for the period of disconnection. Apart from financial penalties, ERNET reserves the right to blacklist the organisation (Service provider) for next 3 years.	As we understand, the contract gets breached on conditions indicated against Para 10.6. we request that	N/A	N/A	N/A	No Change.
28	Clause No. 12, Time Schedule	This is a time bound and high priority project. It must be understood that the bidder has made the proposal after fully considering all such factors, which may have any bearing on the time schedule. Bidder has to provision the order bandwidth at all PoPs within 8 weeks from the date of placement of first purchase order. Subsequently for any up-gradation purchase orders, the upgraded bandwidth has to be delivered within 15 days from the date of respective PO.	Request you to kindly increase the delivery & Installation to 12 weeks.	N/A	N/A	N/A	No Change.

29	Clause No. 33. Liquidated Damages	If there is any delay in the implementation of the system due to bidder's fault from schedule furnished by the bidder and accepted by ERNET India, ERNET India will recover 2% on the total cost of the PO from the bidder for each week of delay. This recovery will be subject to an upper limit of 10%. At the end of the 5-week period the order will be cancelled and all committed payment terms from ERNET India's side stands abrogated.	N/A	2 % LD is not as per standard request to change it to 0.5%. Also LD should be imposed on Undelivered Part instead of entire project value.	N/A	N/A	No Change.
30	Clause No. 6 (Technical Requirement) Annexure - II	Increase/Decrease in Bandwidth: Within notice of 15 days.	N/A	Decrement on Bandwidth is not possible within Contract Period. However Incremental bandwidth can be degraded to base bandwidth opted as per contract.	N/A	N/A	No Change.
31	Clause No. 5 (Technical Requirement) Annexure - II	<ul style="list-style-type: none"> <li>Packet Loss &lt; 1%</li> <li>Circuit Availability 99.5% (minimum) [To be calculated on monthly basis].</li> <li>Latency &lt; 300 millisecond on from ERNET router to submarine cable teleport in USA/Europe/Asia Pacific during peak traffic hours with 70% load and &lt; 100 millisecond for any traffic within the country. (the same may be verified at any point of time as per ERNET decision.)</li> </ul>	N/A	< 300 ms latency will be given from ERNET India locations to Bharti MPLS POP's in UK & US only as Airtel does not have control and visibility on network connecting ERNET at far location.	N/A	N/A	No Change.

32	<p>Clause No. (Technical Requirement), Annexure - II</p>	<p>Total 1 Gbps (1:1) (1 Gbps Up Link + 1 Gbps Down Link) uncompressed symmetrical bandwidth distributed across all the PoPs of ERNET India. The indicative schedule of bandwidth requirement from different PoPs during first year is provided at Annexure-I. The PO will be placed on the successful bidder (s) based on the actual requirement of ERNET.</p>	N/A	N/A	N/A	<p>The bandwidth given in Annexure-1 is 590 Mbps. But ERNET is asking for 1 Gbps in feature. Can ERNET provide locationwise bandwidth scalability. This will help bidders to plan last mile at the beginning.</p>	<p>Explanation of the clause: Kindly ref. reply given above at S. No. 3.</p>
33	<p>Clause No. 2 (Technical Requirement) Annexure - II</p>	<p>Dedicated Symmetric International bandwidth by peering with local or nearest PoP of bidder from PoPs of ERNET. The bidder must guarantee availability of 1:1 bandwidth on their backbone for ERNET from their peering PoP up to gateway router. The bidder must also ensure that bandwidth on their backbone will be meant for International traffic only and local traffic for ERNET from their users should not be allowed. A written undertaking in this regard must have to undertake in writing that in case of increase of traffic on their backbone, the bandwidth of the backbone will also be upgraded immediately to ensure that ERNET get 1:1 bandwidth on their backbone.</p>	N/A	N/A	N/A	<p>Please explain the clause in more detail as ERNET needs a undertaking for the same.</p>	<p>Tender/ RFP Clause is self explanatory.</p>
34	<p>Annexure III Price Schedule A&amp;B, Price Schedule</p>	<p>Price Schedule</p>	<p>Please add additional columns for ONE TIME, SET UP &amp; RECURRING CHARGES. We also request that column " Unit Price per E1 per annum " be made as an optional line item to source any additional bandwidth, beyond the bandwidth quantity indicated against each of the POP locations as per Annexure I.</p>	N/A	N/A	N/A	No Change.

35	General Term	DDoS Mitigation Service	N/A	N/A	N/A	DDoS mitigation service should not be provided through shared device. Kindly confirm exactly how much bandwidth is required with DDoS mitigation service locationwise? Explanation of the clause: "ERNET being a service provider is totally dependent on its user and network requirement and accordingly may specify any specific DDoS bandwidth requirement".
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## Annexure - IA

**ERNET's PoP Details**

<b>S. No</b>	<b>PoP</b>	<b>Name</b>	<b>Address &amp; Contact</b>
1	Delhi	Mr Dilip Kumar Barman	Electronics Niketan, 6 C.G.O Complex Lodhi Road, New Delhi-110003 Ph: 011-24361981
2	Delhi	Mr Dilip Kumar Barman	ERNET India, 5 <sup>th</sup> Floor, IT Park, DMRC Building, Shastrri Park, Delhi
3.	Mumbai	Mr Sanjeev Kumar Mr Anupam Saxena Uttam Kumawat	C-DAC Gulmohar Cross Road, NO-9 Juhu, Mumbai-400049 9833840747/9920817771 9920974113/ 022-26201606 netops@ncst.ncst.ernet.in
4.	Kolkata	Dr D.Sarkar (Head, Comp.Div.) Mr Tapan Kumar Mahapatra Mr N C Samanta	Variable Energy Cyclotron Centre Sector-1, Block-AF Bidhan Nagar Kolkatta-700064 9231695424 / 033-23218253 / 23346871 (F) / 23371230 : 2215
5.	Chennai	Mr Subbu Mr Shivram	Dept. of Computer Science & Engineering Indian Institute of Technology Chennai-600036 609884253309 044-22578337/22578355
6.	Banglore	ERNET Hub Mr. Santosh	Software Technology Parks of India (Ministry of Communication &

			Information Technology, Govt. of India) No.76 & 77, 6th Floor,Cyber Park,Electronics City Hosur Road Bangalore-560100, Karnataka 080-28523004/28523008
7.	Bhubneshwar	Mr S.R.Das Mr Arun Mr B N Mishra Mr A K Bairiganjan	Orissa Computer Application Centre N1/7-D,Nayapalli Acharya Vihar Square Near Planetarium Bhubaneshwar-751007 srdas@ocac.ernet.in 09937312169
8.	Indore	Mr Mahendra Singh Mr Anil Rawat Mr S S Tomer Ms Ruchi	Computer Center for Advanced Technology Sukhniwas Palace, P.O. CAT Indore-452013 09977300550/0731-2488945 0731- 2488836/2488834/2488953
9.	Hyderabad	Dr Chakravarti Bhagwati/Mr B. Balakrishana	University of Hyderabad Computer Centre P.O.Central University Campus Gachi Bowli Hyderabad-500134 09849016256 chakcs@uohyd.ernet.in vivekprs@yahoo.com 040-23010121/23010367
10.	Jaipur	Dr. Ashok Nagawat	CDPE BUILDING PHYSICS Department UGC INFONET, 302004 CENTER University Main CAMPUS Jaipur, Rajasthan, INDIA

			0141-2703559
11.	Kanpur	Mr Rajat	Indian Institute of Technology Computer Centre Kanpur-208016 09935565599 09336238970 / navi@iitk.ac.in 0512-2597371 0512-2590697
12.	Pune	Ms Anjali  Mr Praveen	Inter-University Centre for Astronomy & Astrophysics Post Bag no. 4, Ganeshkhind Pune-411007 09881070973/020-25691414 manisha@iucaa.ernet.in anjli@iucaa.ernet.in, akk@iucaa.ernet.in 25604361/64 25604100 ext 361/364 981463157
13.	Trivendrum	Dr. K. R. Srivathsan(Dir)  Mr D Sreenivasa Reddy Mr Jayachandran B Nair	Indian Institute of Information Technology and Management Park Center, Techno Park Trivendrum - 695581 Kerala director@iiitmk.ac.in 0471-2527567 / 2700777 09895455949 09847110222
14.	Guwahati	Jyoti Prasad Baishya(JRF,ERNET PoP) Mr Ashok	Deptt.of Computer Science & Engg. Indian Institute of Technology North Guwahati-781039 0361-2583391 0361-2690321-28 ext 2000/2582381/0361- 0361-9864065269

			0361-2582396 / 2690762
15.	Ajmer	Mr Dilip Kumar Barman	ERNET India, Office of the Dy. Director, Secondary Education Deptt., Topdara, Ajmer
16.	Bangalore	Mrs. Malati Hegde	Deptt. of Electrical & Communication Engg, Indian Institute of Science, Bangalore-560012. Ph:080-23601312



**Annexure – I B**

**The Revised Parameter for evaluating the Technical scores are as under:**

Criteria		Max. Marks	Weightage	Category Score
General				
1	Bidder's Credibility/Strength	20		
1.1	No. of years in business of Internet Bandwidth provisioning	7	2- 5 years ---3 marks	
			5-8 years ----5 Marks	
			Beyond 8 years -7 Marks	
1.2	Annual turnover in each of last 03 financial years.	7	> 100 Cr. --- 2 marks	
			100 – 300 Cr. --- 5 marks	
			Above 300 Cr. – 7 marks	
1.3	No. of govt. client to whom Internet connectivity is being provided.	6	>20 users -2 marks	
			20 – 40 users – 4 marks	
			Above 40 users	
2	Skills strength of the bidder	30		
2.1	No. of technically qualified staff - All India	8	>100 staff – 4 marks	
			100 to 200 staff – 6 marks	
			Above 200 staff - 8	
2.2	IPv6 peering with Commodity Internet	4	No – 0 marks	
			Yes – 4 marks	
2.3	Total Internet bandwidth installed in last three years	9	>2 Gbps – 3 marks	
			2 – 4 Gbps – 6 marks	
			Above 4 Gbps – 9 marks	
2.4	No. of data delivery (excluding Voice) PoPs in Overseas.	9	>4 PoPs – 3 marks	
			4 – 6 PoPs – 6 marks	
			Above 6 PoPs – 9 marks	

3	Submarine cable	20		
3.1	Type of cable – Owned or IRU or Leased	7	Leased – 3 marks	
			IRU – 6 marks	
			Owned – 7 marks	
3.2	Owned cable landing Station	6	No – 0 marks	
			Yes – 6 Marks	
3.3	Redundancy in the submarine cable (Both Trans-Atlantic & Trans- Pacific)	7	No – 0 marks	
			Yes – 7 marks	
4	Service Level Agreement offer	10		
4.1	End to end network availability (99.5%) (to be calculated on monthly basis) with respect to ERNET router at PoP with remote teleport of bidder	4	>99.5% -- 0 marks	
			=< 99.5 – 4 marks	
4.2	Packet loss (<1%)	3	>1% -- 0 marks	
			=<1 – 3 marks	
4.3	Latency of less than 300 msec. from ERNET router to submarine cable teleport	3	>300 ms -- 0 marks	
			=<300 ms – 3 marks	
5	Project planning and implementation	20		
5.1	Comprehensiveness Project planning methodology	5	To be rated by ERNET	
5.2	Use of TEC approved active devices and Network management tools deployed	3	Non approved – 0 marks	
			TEC approved – 3 marks	
5.3	Adherence to rollout plan in previous project done for ERNET.	12	To be rated by ERNET	

\* Bidders to get technically qualified has to score min. 70% marks in individual sections (1 to 5) as well as in sum total of all the sections.

**Note:**  
**Bidder should submit its remarks against each parameter of table 10.3 and also submit all the documentary evidence in support of given remarks/ Claims.**