

विक्रय एवं विपणन, कंस्यूमर मोबिलिटी
Sales & marketing, Consumer Mobility
O/o सी.जी.एम.टी, ए.पी.परिमंडल
O/o CGMT, AP Circle
प्रथम मंज़िल, एस.टी.आर.इमारत
I Floor, STR Building
एम.जी.पथ, विजयवाड़ा - 10
M.G.Road, Vijayawada – 10
Tel. No: 0866-2483799,2483599



भारत संचार निगम लिमिटेड
(भारत सरकार का उपक्रम)
BHARAT SANCHAR NIGAM LIMITED
(A Govt. of India Enterprise)

Lr No: TA/CO-VJ/CM/1231/S&M/Sales/4G USIM EOI/2020-21/1 dated at VJ the **03.07.2020**

To

- 1) M/S Eastcompeace India Pvt Ltd, Delhi.
- 2) M/S Gemalto Smart Cards Pvt. Ltd, Mumbai.
- 3) M/S Sharon solutions Pvt. Ltd, Pondicherry.
- 4) M/S Idemia Syscom India Pvt Ltd, Noida.

Sub: - Inviting Financial Quotes from the Empaneled SIM vendors for supply of 128K 4G (2FF+3FF+4FF) Repluggable USIM cards to BSNL, AP Telecom Circle through e-Tender- reg

- Ref:-(i)BSNL CO tender no: CA/CM / Empanelment SIM cards/T-543/2016 dtd 05.04.2016
(ii)BSNL CO tender no: CA/MMT/11-11/2016/NWP-GSM-II dtd 08-11-2016
(iii) BSNL CO Lr No: CA/MMT/11-03/2017(NWP-GSM-II) dtd 24.03.17
(iv) BSNL CO Lr No: 57-351/CMTS GSM-II/Genl Corr/2016 (Part) dtd 10.04.2018
(v) BSNL CO Lr No: 57-355/CMTS GSM-II/Genl Corr/2018 dtd 16.05.2018
(vi) BSNL Co Lr No: 39-1/2018-19/S&M-CM/2 dtd 06.11.2018

CGM Telecom, AP circle is pleased to invite the financial quotes from four empaneled SIM Vendors for supply of 10 Lakhs **128K 4G (2FF+3FF+4FF) Repluggable USIMs** to AP Telecom Circle as per the terms and conditions of the Empanelment of SIM vendors authorized by the BSNL CO vide letter cited above references.

Terms and Conditions:

1. **Type of SIM Card** : 128K 4G (2FF+3FF+4FF) Repluggable USIM
2. **Quantity** : 10 lakhs
3. **Specification No** : BSNL/Specification/USIM-001/06 April 2017
(with Cell tick Applet Version 15.1 or Above and WIB version 1.3 or above with amendments if any)

4. TENDER SCHEDULE

- | | |
|--|---------------------------|
| i) Tender Download Start Date | : 11:00 hrs of 04/07/2020 |
| ii) Last date for Tender Document Download | : 11:00 Hrs of 24/07/2020 |
| iii) Off line Submission of EMD & other tender Documents: | 13:00 Hrs of 24/07/2020 |
| iv) Last date for bid submission through online | : 14:00 Hrs of 24/07/2020 |
| v) Opening of Bids | : 15:00 Hrs of 24/07/2020 |

Validity of the Bid: 180 days from the date of bid opening.

Contract Period : One year from the date of acceptance of APO with extension of one more year.

5. Financial quotes are to be submitted through e-Tendering process as per the instructions in the Annexure-I. The scanned copies of relevant documents should be uploaded in the e-Tender Portal (<http://www.nextenders.com>) and documents are to be submitted offline to DGM(S&M) CM, O/o CGMT, First Floor, STSR Building, M.G.Road, AP Circle, Vijayawada-520010 on or before **13:00 hrs of 24/07/2020** in a sealed cover in the enclosed proforma. The bids shall be opened on **15:00 Hrs of 24/07/2020** by TOC.

6. Bid Security: The Estimated cost of procurement is Rs. **3,00,00,000/-** (Rupees Three Crores only) and as such Bid security of Rs. **7,08,000/-** (Rupees Seven Lakhs eight thousand only) is to be submitted along with the Financial quote in the form of PBG as per the annexure-II in favour of **Accounts Officer (Cash), BSNL, AP Circle Office, Vijayawada** valid for **210 days** from the date of opening of the Bid. The Financial quote will be rejected, if bid security is not submitted. Only MSME bidders i.e. Micro, Small & Medium Enterprises are exempted from payment of EMD (Bid security) and valid proof may be submitted to that effect for claiming such exemption.

7. Valid Provisional TSEC certificate for the product offered may be enclosed or it may be stated that applied for TESC (QF103) or for extension as the case may be and such proof may be attached. The valid TSEC certificate is to be produced within one month from the date of issue of APO.

8. Documents to be submitted online:

- Valid Provisional TSEC Certificate
- Duly Signed Tender Document
- Financial Bid

9. Documents to be submitted offline:

- Valid PBG towards Bid Security

10. Distribution of the Quantity: Bids shall be evaluated for 128K 4G (2FF+3FF+4FF) repluggable USIM cards. The supply order will be given to **two (L1 & L2) vendors (in 60:40 ratio)** with finalized **L1** price to supply the USIMs.

11. Delivery Schedule: The delivery of goods should be made to consignee (address will be given by this office) within 4 weeks (i.e. 28 days) from the date of issue of technical data.

12. The quantity of the tender may vary \pm 25% of the tender quantity.

13. The validity of the tender may be extended for one more year.

14. Validity of the PBG: 5% value of the APO is to be made in the form of **PBG valid for two years** and an agreement is to be entered at the time of issuance of the APO.

- 15. Payment terms** – 95% Payment will be released on receipt of goods by consignee and remaining 5% payment will be released after 6 months of supply of goods. For claiming 95% payment, supplier has to submit the inspection certificate (payable copy in original) issued by QA wing along with other relevant documents.
- 16. Liquidated Damage Charges** – LD will be 0.5% of the value of the delayed supply per each week of delay up to 10 weeks and thereafter at the rate of 0.7% of the value of delayed supply per each week of delay for another 10 weeks. Delivery Period extension beyond 20 weeks is generally not allowed.
- 17. Material Quality and Penalties** - The supplied material should be of good quality as per the specifications approved by the BSNL, failing which the materials will be rejected. The vendor will be penalized with Rs 50,000/- for the first time complaint & Rs 1 Lakh for the second time complaint & 2 Lakhs for the third time complaint and PBG will be encashed by BSNL for the complaints received fourth time or afterwards and the vendor will be black listed.
- 18. Warranty** - The supplier shall warrant that the stores to be supplied shall be new and free from all defects and faults in materials used, workmanship and manufacture and shall be of the highest grade. The warranty of the supplied material shall twelve months from the date of delivery of goods.
- 19.** For further details kindly visit our website : www.ap.bsnl.co.in or Procurement Portal <https://apbsnl.etenders.in>
- 20.** All the disputes arising out of this financial quote, evaluation of bid, issue of APO and other issues related to this tender are subjected to jurisdiction of Vijayawada.
- 21.** e-Tendering instructions are enclosed in Annexure-I.

This is issued with the approval of CGMT, AP Circle.

Deputy General Manager (S&M) CM
O/o CGMT, AP Circle
Vijayawada-520010

Enclosures:

- **Annexure-I for e-Tendering instructions to bidders.**
- **Annexure-II for PBG proforma for bid security.**
- **Annexure-III for price schedule proforma.**

ANNEXURE-I
E-tendering Instructions to Bidders

These Special Instructions (for e-Tendering) supplement 'Instruction to Bidders', as enclosed in Sec 4 Part A of tender document.

Submission of Bids only through online process is mandatory for this Tender. For conducting electronic tendering, AP Circle, BSNL, Vijayawada using the portal <https://apbsnl.etenders.in>

I. Tender bidding Methodology:

Sealed Bid System – Single Stage Using Two Envelopes, Followed by 'e-Reverse Auction' (if required) after opening of the Financial bids. In case of two envelope system Financial & Techno-commercial bids shall be submitted by the bidder at the same time.

II. Broad outline of activities from Bidders prospective:

1. Procure a digital Signing certificate (DSC)
2. Register on Electronic Tendering System® (ETS)
3. Create users and assign rolls on ETS
4. View notice inviting Tender (NIT) on ETS
5. Download Official Copy of Tender Documents from ETS
6. Clarification to tender documents on ETS • Query to BSNL (Optional) • View response to queries posted by BSNL, as addenda.
7. Bid submission on ETS
8. Attend Public Online Tender Opening Event (TOE) on ETS Opening of Techno-commercial Part
9. View Post-TOE Clarification posted by BSNL on ETS (Optional) Respond to BSNL's Post-TOE queries.
10. Attend Public Online Tender Opening Event (TOE) on ETS Opening of Financial-Part (Only for Technical Responsive Bidders).
11. Participate in e-reverse auction on ETS

For participating in this tender online, the following instructions need to be read carefully. These instructions are supplemented with more detailed guidelines on the relevant screens of the ETS.

Note 1:- It is advised that all the documents to be submitted (See clause 4 of section II part B) are kept scanned or converted to PDF format in a separate folder on your computer before starting online submission. Financial bid template (Excel Format) may be downloaded and rates may be filled appropriately. This file may also be saved in a secret folder on your computer. The Financial bid template must not be modified/replaced by the bidder and the same should be uploaded after filling the relevant columns, else the bidder is liable to be rejected for that tender. Bidders are allowed to enter the Bidder Name and Values only.

Note 2:- While uploading the documents, it should be ensured that the file name should be the name of the document itself

III. Digital Certificates: For integrity of data and its authenticity/ non-repudiation of electronic records, and be compliant with IT Act 2000, it is necessary for each user to have a Digital Certificate (DC). also referred to as Digital Signature Certificate (DSC), of Class 2 or above, issued by a Certifying Authority (CA) licensed by Controller of Certifying Authorities (CCA) [refer <http://www.cca.gov.in>]

IV. Registration: To use the Electronic Tender portal (<https://apbsnl.etenders.in>), vendor needs to register on the portal. Registration of each organization is to be done by one of its senior persons who will be the main person coordinating for the e-tendering activities. In ETS terminology, this person will be referred to as the Super User (SU) of that organization. For further details, please visit the website/portal, and click on the 'Supplier Organization' link under 'Registration' (on the Home Page), and follow further instructions as given on the site. Pay Annual Registration Fee as applicable.

Note:- After successful submission of Registration details and Annual Registration Fee, please contact M/s Nextenders Helpdesk (as given below), to get your registration accepted/activated, procedure, training, etc.

M/s Nextenders Help Desk

Tel: 020-25315555 Ext no 8 then 3 [between 9:30 hrs. to 18:00 hrs. on working days]
Email ID : support.bsnl@nextenders.com
Website : <http://www.nextenders.com>

Address: Nextenders Group

Nextenders (India) Pvt Ltd, "Yuchit", Juhu Tara Road, Mumbai – 400 049, Maharashtra, India

BSNL Contact Persons:

AGM(S&M) CM No: 0866-2488335/2483799/2483599 [between 10.00 hrs to 17:30 hrs on working days]

V. Bid related Information for this Tender (Sealed Bid)

The entire bid-submission would be online on ETS.

Broad outline of submissions are as follows:

- Submission of duly signed copy of Tender Documents
- Valid TSEC
- Submission of Bid Security/ Earnest Money Deposit (EMD)
- Two envelopes for Techno-commercial Part and Financial Part

VI. Offline Submissions: The bidder is requested to submit the required documents of Technical Bid documents offline to AGM(S&M) CM, O/o CGMT, AP Circle, Vijayawada-520010 on or before the date & time of submission of bids specified in covering letter of this tender document, in a Sealed Envelope. The envelope shall bear (name of the work), the tender number and the words 'DO NOT OPEN BEFORE' (due date & time).

VII. Special Note of Security of Bids: Security related functionality has been rigorously implemented in ETS in a multi-dimensional manner. Starting with 'Acceptance of Registration by the Service Provider', provision for security has been made at various stages in Electronic Tender's software. Security related aspects as regard Bid Submission are outlined below:

As part of the Electronic Encrypter™ functionality, the contents of both the 'Electronic Forms' and the 'Main Bid' are securely encrypted using a Pass-Phrase created by the Bidder himself. Unlike a 'password', a Pass-Phrase can be a multi-word sentence with spaces between words (e.g. I love this World). A Pass-Phrase is easier to remember, and more difficult to break. It is recommended that a separate Pass-Phrase be created for each Bid-Part. This method of bid-encryption does not have the security and data-integrity related vulnerabilities which are inherent in e-tendering systems which use Public-Key of the specified officer of a Buyer organization for bid-encryption. Bid-encryption in ETS is such that the Bids cannot be decrypted before the Public Online Tender Opening Event (TOE), even if there is connivance between the concerned tender-opening officers of the Buyer organization and the personnel of e-tendering service provider.

Typically, 'Pass-Phrase' of the Bid-Part to be opened during a particular Public Online Tender Opening Event (TOE) is furnished online by each bidder during the TOE itself, when demanded by the concerned Tender Opening Officers who will open the bid. Else Tender Opening Officer may authorize the bidder to open himself.

There is an additional protection with SSL Encryption during transit from the client-end computer of a Supplier organization to the e-tendering server/ portal.

VIII. Public Online Tender Opening Event (TOE): ETS offers a unique facility for 'Public Online Tender Opening Event (TOE)'. Tender Opening Officers as well as authorized representatives of bidders can attend the Public Online Tender Opening Event (TOE) from the comfort of their offices. For this purpose, representatives of bidders (i.e. Supplier organization) duly authorized are requested to carry a Laptop and Wireless Connectivity to Internet.

Every legal requirement for a transparent and secure 'Public Online Tender Opening Event (TOE)' has been implemented on ETS. As soon as a Bid is decrypted with the corresponding 'Pass-Phrase' as submitted online by the bidder himself (during the TOE itself), salient points of the Bids are simultaneously made available for downloading by all participating bidders. The work of taking notes during a manual 'Tender Opening Event' is therefore replaced with this superior and convenient form of 'Public Online Tender Opening Event (TOE)'. ETS has a unique facility of 'Online Comparison Chart' which is dynamically updated as each online bid is opened. The format of the chart is based on inputs provided by the Buyer for each Tender. The information in the Comparison Chart is based on the data submitted by the Bidders in electronic forms. A detailed Technical and/ or Financial Comparison Chart enhances Transparency.

Detailed instructions:

ETS has a unique facility of a detailed report titled 'Minutes of Online Tender Opening Event (TOE)' covering all important activities of 'Online Tender Opening Event (TOE)'. This is available to all participating bidders for 'Viewing/ Downloading'. There are many more facilities and features on ETS. For a particular tender, the screens viewed by a Supplier will depend upon the options selected by the concerned Buyer.

NOTE: In case of internet related problem at a bidder's end, especially during 'critical events' such as – a short period before bid-submission deadline, during online public tender opening event, during e-auction, it is the bidder's responsibility to have backup internet connections. In case there is a problem at the e-procurement/ e-auction service-provider's end (in the server, leased line, etc.) due to which all the bidders face a problem during critical events, and this is brought to the notice of BSNL by the bidders in time, then BSNL will promptly re-schedule the affected event(s).

IX. Other Instructions: For further instructions, the vendor should visit the home-page of the portal <https://apbsnl.etenders.in> and go to the User-Guidance Center. The help information provided through 'ETS User-Guidance Center' is available in three categories.

Users intending to Register / First-Time Users, Logged-in users of Buyer organizations, and Logged-in users of Supplier organizations. Various links are provided under each of the three categories.

Note: It is strongly recommended that all authorized users of Supplier organizations should thoroughly peruse the information provided under the relevant links, and take appropriate action. This will prevent hiccups, and minimize teething problems during the use of ETS.

The following 'FOUR KEY INSTRUCTIONS for BIDDERS' must be assiduously adhered to:

1. Obtain individual Digital Signing Certificate (DSC or DC) well in advance of your first tender
2. Register your organization on ETS well in advance of your first tender submission deadline on ETS
3. Get your organization's concerned executives trained on ETS well in advance of your first tender
4. Submit your bids well in advance of tender submission deadline on ETS as there could be last minute problems due to internet timeout, breakdown, etc.

While the first three instructions mentioned above are especially relevant to first-time users of ETS, the fourth instruction is relevant at all times.

X. Minimum Requirements at Bidders end

- Computer System with good configuration
- Broadband connectivity.
- Microsoft Internet Explorer 6.0 or above
- Digital Certificate(s) for users.

ANNEXURE-II

PROFORMA for the BID SECURITY/ EMD Guarantee

(To be typed on Rs.100/- non-judicial stamp paper)

Sub: Bid Security/EMD guarantee.

1. Whereas M/s R/o (Hereafter referred to as Bidder) has approached us for giving Bank Guarantee of Rs./- (hereafter known as the "B. G. Amount") valid up to/...../20 (Hereafter known as the "Validity date") in favour of **AO (Cash), BSNL, O/o CGMT, AP Circle, Vijayawada** (Hereafter referred to as BSNL) for participation in the tender for the work ofVide tender no: **TA/CO-VJ/CM/1231/S&M/Sales/4G USIM EOI/2020-21/1 dated at VJ the 30.06.2020**

Now at the request of the Bidder, We BankBranch having(Address) and Regd. office address as (Hereinafter called "the Bank") agrees to give this guarantee as hereinafter contained:

2. We the Bank do hereby undertake to pay the amounts due and payable under this guarantee without any demur, merely on a demand from the BSNL stating that the amount claimed is due by way of loss or damage caused to or would be caused to or suffered by the BSNL by reason of breach by the said bidder(s) of any of terms or conditions contained in the said Agreement or by reason of the bidder (s) failure to perform the said Agreement. Any such demand made on the bank shall be conclusive as regards the amount due and payable by the Bank under this guarantee where the decision of the BSNL in these counts shall be final and binding on the bank. However, our liability under this guarantee shall be restricted to an amount not exceeding the "B. G. Amount".
3. We undertake to pay to the BSNL any money so demanded notwithstanding any dispute or disputes raised by the bidder(s) in any suit or proceeding before any court or tribunal relating thereto our liability under this present being absolute and unequivocal. The Payment so made by us under this bond shall be valid discharge of our liability for payment there under and the bidder(s) shall have no claim against us for making such payment.
4. We the Bank, further agree that the guarantee herein contained shall remain in full force and effect during the period that would be taken for the performance of the said agreement and that it shall continue to be enforceable till all the dues of the BSNL under or by virtue of the said Agreement have been fully paid and its claims satisfied or discharged or till BSNL Certifies that the terms and conditions of the said Agreement have been fully and properly carried out by the said bidder(s) and accordingly discharge this guarantee. Unless a demand or claim under this guarantee is made on us in writing on or before the expiry of Validity date from the date hereof, we shall be discharged from all liability under this guarantee thereafter.

5. We the Bank further agree with the BSNL that the BSNL shall have the fullest liberty without our consent and without affecting in any manner our obligations here under to vary any of the terms and conditions of the said Agreement or to extend time of performance by the said bidder(s) from time to time or to postpone for any time or from time to time any of the powers exercisable by the BSNL against the said bidder(s) and to forbear or enforce any of the terms and conditions relating to the said agreement and we shall not be relieved from our liability by reason of any such variation, or extension being granted to the said Bidder(s) or for any forbearance, act or omission on the part of the BSNL or any indulgence by the BSNL to the said bidder(s) or by any such matter or thing whatsoever which under the law relating to sureties would, but for this provision, have effect of so relieving us.
6. Notwithstanding anything herein contained ;
 - (a) The liability of the Bank under this guarantee is restricted to the "B. G. Amount" and it will remain in force up to its Validity date specified above.
 - (b) The guarantee shall stand completely discharged and all rights of the BSNL under this Guarantee shall be extinguished if no claim or demand is made on us in writing on or before its validity date.
7. In case BSNL demands for any money under this bank guarantee, the same shall be paid through banker's Cheque in favour of **AO (Cash), BSNL, O/o CGMT, AP Circle, Vijayawada** payable at Vijayawada.
8. The Bank guarantees that the below mentioned officer who have signed it on behalf of the Bank have authority to give this guarantee under its delegated power.

Place:

Date:

(Signature of the Bank Officer)

Rubber stamp of the bank

Authorized Power of Attorney Number:

Name of the Bank officer:

Designation:

Complete Postal address of Bank:

Telephone Numbers Fax numbers.....

ANNEXURE III

Price Schedule for supply of 128K 4G USIM Cards for AP Circle

Sn o	Item Description	Total Quantity (Nos)	Basic Unit Price in Rs.(excluding all taxes and charges)	FF Packing		GST						All Inclusive Unit Cost	Amount of Input Tax credit (ITC) to be availed by BSNL	Unit Price Excluding ITC Amount(Net Unit Cost to BSNL)	Total Price Inclusive of all Levies and charges but Excluding ITC (Net Total Cost)	HSN for Goods and SAC for services
				Rate	Amount	CGST		SGST		IGST						
						Rate	Amount	Rate	Amount	Rate	Amount					
1	2	3	4	5	6=5X4	7	8=7X(4+6)	9	10=9X(4+6)	11	12=11X(4+6)	13=4+6+{(8+10) or 12}	14=(8+10) or 12	15=13-14	16=3*15	17
1	128K 4G USIM Cards BSNL SPEC No. BSNL/Specification/USIM-001/06 April 2017 (With Amendments if any)	1,000,000														85235210

Notes for Bidders:

- Bidder must mandatorily quote for all GST Components (CGST,SGST,IGST) as required.
- If AMC charges are required to be quoted as per SOR, Basic charges should be shown in Col No:4 and GST (in Col No: 7 to 12)
- The bidder, who submits the offer with concessional GST shall submit the proof of applicable concessional GST. In case the concessional GST is not creditable to BSNL, it should be included in the price of the goods.
- In case, the dealer is registered under compounding scheme or any rule/notification , where the BSNL is not eligible for input tax credit, then the bidder should not disclose any amount in column no: 7 to 12 and 14.
- Percentage rate of FF and packing should be shown of basic unit price, excluding all taxes and charges.(i.e as percentage of Col No: 4)
- The FF and packing amount quoted shall not be subjected to change after bid evaluation/ordering on account of change of copper,lead base price, changes in duties and taxes of item, etc.
- The Bidder Must mandatorily mention HSN and SAC Nos.

Declaration by bidder:

- We , here by declare that in quoting above prices, we have taken into account the entire credit on inputs available under the GST act introduced w.e.f. 01.07.2017 and further extended on more items till date.
- We here by certify that HSN / SAC shown in Col 17 are correct and credit of GST for the amount shown in Col 14 above are admissible as per GST laws.

Name of the Bidder

Signature of the bidder

