

**Queries and clarifications to the tender :MM/10-85A/2007-08/FE to 4E1/8E1 Convertors dated 17.04.2007**

| SI NO            | Clause | Description                       | Queries  | Clarification   |
|------------------|--------|-----------------------------------|--|---|
| <b>Section I</b> |        |                                   |  |   |
| 1                |        | Date of opening of Bid 16.05.2007 | <p>our principal /OEM of the above product is based in china.The relevant documents and samples required for submission have to come from our principal at China,where long holidays are declared.It will be difficult to get the samples for submission before t</p>  | Date of opening of bid is extended by 2 weeks to 30.05.2007 |
|                  |        |                                   | <p>Because of First May ,Several countries will be closed for long time and in view of this, we would request you to please extend the bid opening along with samples upto June 05,2007.</p>   |   |
|                  |        |                                   | <p>Our overseas principal at present is on a long holiday and gathering all the required documents and samples as per the tender requirements,will be difficult within the stipulated date of tender opening. As such we may request to your goog office to pleas</p>  |   |
|                  |        |                                   | <p>We would request you to please extend the tender upto June 07,2007 since most of the International Companies will be on holiday due to May 1 st</p>   |   |
|                  |        |                                   | <p>We request BSNL to consider the postponement of tender by two weeks</p>   |   |
|                  |        |                                   | <p>We request BSNL to extend the submission date of tender by two more weeks</p>   |   |
|                  |        |                                   | <p>Please extend the tender date for another 3 to 4 weeks due to less time given to us for tender participation</p>  |   |
|                  |        |                                   | <p>China is having holidays starting from 1st May 2007 for a long time,when all offices remain closed. This tender is due on 16.05.2007 and due to long holidays in china it would be very difficult to make provision of samples to be submitted along with relev</p> |   |
|                  |        |                                   | <p>You are requested to kindly consider extending bid submission by atleast 2 weeks.</p>   |   |

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| SI NO   | Clause         | Description   | Queries   | Clarification                         |
|   |                | Date of opening of Bid 16.05.2007   | You are requested to kindly consider extending bid submission by atleast 2 weeks.   |                                       |
|   |                |   | You are requested to kindly consider extending bid submission by atleast one month  |                                       |
|   |                |   | We request you to extend the due date by about a week   |                                       |
| <b>Section -II</b>  |                |   |   |                                       |
| 2   |                | Minimum two pairs each, of Type-III and Type-IV Convertors which are being offered in this tender, shall be given along with the bid document in for testing the equipment. The model and make will not be allowed to be changed during bulk supply and will re | Whether Two numbers each of all six products listed in price schedule (total quantity 12 numbers) required to be submitted along with the bid or one number will suffice.   | Please refer Clause 2.7(e),Section II |
| 3   | Clause 2.7 (e) |   | It has been mentioned that minimum of two pairs of each type of Convertors shall be given along with the bid for testing the equipment. In this context, we would like to bring to your kind attention that asking to supply samples from the shortlisted vendo | No Change                             |

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| 4     | 2.10.1(v)    | The bidder shall furnish as part of the bid documents establishing the bidder's eligibility, the following documents or which ever is required as per terms and conditions of the Bid Documents. (v) Type Approval Certificate/TSEC given by Telecom Engine | You have asked for TAC/TSEC whereas in Clause no.2.10.4, You have also mentioned that the bidder should get TSEC from BSNL(QA) within 60days of issue of PO and in Section IV Part A, Clause no. 6.1.1(ii), You have mentioned 40% payment will be released withi | Clause 2.10.1 (iv) may be read as " Type approval certificate/TSEC given by TEC/QA , in case of indigenous products. In case if it is not available , refer to caluse 2.10.4 below. "                   |
|       |              |   | Type approval is only required for the indigenous manufacturers and as a result ,it should be mentioned that the type approval certificate as a part of the eligibility clause is only applicable for indigeneous manufactured products and not for imported p    |   |
| 5     | 2.10.1(vi)   | Inspection Certificate issued by BSNL(QA) for execution of Educational / Commercial Order.  | BSNL QA Inspection certificate is also applicable for indigeneous product and not for imported products.  | Clause 2.10.1 (vi) is deleted   |
| 6     | 2.10.1 (vii) | Undertaking duly signed by front bidder and its technology /consortium partner stating that both of them shall be liable for due performance of the contract jointly and severally as per section X.  | We request that as we are jointly accepting to the liability , the turn over of both ( the bidder and the OEM) should be considered for the eligibility for bidding this tender and which together will be much more than INR 20 crores.                          | No change in the requirement. The bidder should meet the eligibility criteria   |
| 7     |              |   | We understand from the above two clause that a consortium bid is allowed, kindly confirm the same . Eligibility conditions will be considered in combination of all the consortium partners, kindly confirm the same.   | 2.10.1 (vii) may be read as "Undertaking duly signed by front bidder and its OEM stating that both of them shall be liable for due performance of the contract jointly and severally as per section X." |

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| 8   |            |   | The turnover of both (the bidder and the OEM) should be considered for the eligibility for bidding In this tender   | The main bidder has to meet the eligibility conditions |
| 9   | 2.10.2 (i) | (i)The Bidder shall have a turnover of at least INR 20 crores in each of the last two financial years. The bidder shall furnish the Annual Reports for the previous two years i.e. 2004-05 and 2005-06 and a certificate from its bankers as evidence that he     | a) If any bidder has more than 40 crores as turn over in FY 06-07 but less than 20 crores in FY 05-06, whether eligibility criteria is met.<br>b) If the bidder has more than 20 Crores for any of the la | a) No<br>b) No<br>c) No                                |
| 10  |            |   | Turn Over criteria of 20 Crores may be waived for Indian manufacturing companies  | No Change  |
| 11  | 2.10.3     | The bidder shall provide minimum of 2 pairs of samples of each type at the time of submitting the bid documents. These samples must be of the same type and model that are offered by the bidder.   | If TSEC/TAC is available or provenness certificate as per clause No .5 of Section IV Part A is submitted ,do the supplier still have to submit the samples  | Yes  |
| 12  | 2.12.6 (b) | The bid security may be forfeited: (b) In the case of successful bidder, if the bidder fails :<br>i. To sign the contract in accordance with clause 2.28 or<br>ii. To furnish performance security in accordance with clause 2.27.<br>iii. If the techno-commerci | On careful perusal of the tender document it has been found that , no such Clause 10.1. & 10.2 exists in Section IV Part B , The same may be cl;arified.  | Missing clause is given in the annexure.               |

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| 13    | 2.12.6 (d) | (d) The front bidder shall submit an irrevocable undertaking duly signed by it and its technology /consortium partner stating that both of them i.e the front bidder and its technology /consortium partner shall be liable for due performance of the contra | We understand that consortium bid is allowed . Whether eligibility conditions will be considered of all the consortium partners  | The main bidder has to meet the eligibility conditions. Cl.2.12.6(d) may be read as " The bidder shall submit an irrevocable undertaking duly signed by it and its OEM stating that both of them i.e the bidder and its OEM shall be liable for due perfor |
| 14    | 2.25.1     | Purchaser reserves the right to place order for tendered quantity in two phases, Phase-I and Phase-II as specified in the schedule of requirements. Phase –II is optional and purchaser reserves the right to place the order for quantities specified in the | You will appreciate that it is very difficult to hold a firm price for such a long period of 1 2 months from the tender acceptance of APO for quantities specified in the Phase-II due to fluctuation of foreign exchange rate,Customs duty,taxes and variatio | Refer Clause 2.9 and its subclauses of Section -II and Clause 3.12 of Section III  |

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| <b>Section - III</b> |        |   |   |   |
| 15                   | 3.10.5 | Supplier shall also maintain a requisite minimum stock of such PCB cards/equipment often going faulty at Test and repair Centres, in order to keep the down time less than 48 hours. The SUPPLIER shall be at liberty to distribute spares to the nodes as de | In view of the products to be utilized in remote areas , it is impossible to provide service in 48 hours. | Please refer annexure for modified clauses under Section-III. |
| 16                   | 3.10.7 | If the supplier fails to restore the fault within the time limit specified in 3.10.5 above, penalty Rs 500 per day of delay per faulty Convertor/card shall be applicable   |   |   |

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| 17    | 3.11.6 | Payment shall be made in Indian Rupees only.<br>The schedule of payment shall be as given in Special terms and Conditions of the contract.<br>For claiming the payment against the supply of all the equipment/ materials at site against the purchase order in sati | This clause should only be applicable for indigenous manufacturers and accordingly please consider to amend this clause. | 3.11.6 (vi) may be read as " Inspection Certificate by QA Circle for indigenous products" |

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| SI NO   | Clause        | Description   | Queries  | Clarification |
| 18  | 3.11.7(i)     | i. "Form C and also a certificate stating that the tendered item (stores) are meant for the use of BSNL shall be provided by the purchaser on request of bidder as and when asked for.  | a) As there is delay in issuing road permits,time for issue of roadpermits by the ultimate consignee may be allocated.<br>b) Clause regarding provision of CST & VAT no by BSNL in the PO may be | No Change     |
| 19  | 3.15..8 (ii)  | The vendor has to submit their request for extension along with the required additional BG and a copy of QA inspection certificate atleast Two weeks before the expiry of the delivery period. The decision regarding extension shall be communicated within tw | Clause 15.3 (ii) & 15.3(iii) are amibiguous.Please review the same and confirm.  | No Change     |
| 20  | 3.15..8 (iii) | In cases of piecemeal items, the amount of additional PBG should be 5% of the value of balance antity of items to be supplied for which extension in delivery period has been saught and  |  |               |

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| <b>Section - IV Part A</b>  |           |   |   |  |
| 21  | 5         | The bidder or its OEM of FE to 4E1/8E1 Convertors should have been sold at least 500 units of each type of Fast Ethernet to 4 E1/8E1 Convertors of same make and model, elsewhere to one or more customers.   | We assume that 500 units required can be of any type i.e. either one type or mixed type and not necessary 500 units of each and every type based on the tendered items.   | Self explanatory   |
|   |           |   | a) Kindly confirm whether such converters sold to other service providers will be considered<br>b) whether one certificate with s   | Self explanatory   |
|   |           |   | Since there are very few manufacturers of such multi E1 to fast ethernet converters who have supplied such products earlier to BSNL , MTNL etc , there will be very few participants and BSNL will not get any benefit of competition among participants .      | No Change  |
| 22  | 6.1.1(ii) | For indigenous equipment, 40% after installation/commissioning or within 3 months of supply which ever is earlier and after obtaining TSEC certificate by QA.   | please clarify whether the installation and commissioning is also in the scope of the supplier or it will be the responsibility of of BSNL. If it is the responsibility of BSNL we would request you to de link the release of 40% payment from installation &  | Installation and commissioning will be done by the BSNL Officers |
| 23  | 6.1.1     | 40% on the supply of all the equipment/ materials at site against the purchase order in satisfactory condition.<br>(i) For imported equipment ,40% on completion of Validation Tests and/or any other tests prescribed by BSNL.<br>(ii) For indigenous equipment, 4 | We would request you to consider the payment terms of 95% against delivery and 5% to be released within Six months after acceptance. Alternately You may consider releasing 20% payment after getting a performance Bank Guarantee of equivalent amount for pe  | No change  |
| 24  | 6.1.2     |   | We would request you to consider the payment terms of 95% against delivery and 5% to be released within Six months after acceptance.This is standard in various BSNL tender for supply of various products even including equipments. However as a worse case i |  |

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| SI NO   | Clause                                   | Description   | Queries  | Clarification                            |
| 25  | 11 ( 11.1 to 11.7 including sub clauses) | <p align="center"><b>QUALITY ASSURANCE</b></p> <p>11.1 The supply of equipment manufactured in India will be accepted only after Quality Assurance tests are carried out by Quality Assurance wing of BSNL as per prescribed schedule and material passing the test successfully and after Exci</p>     | This clause should only be applicable for indigenous manufacturers and accordingly please consider to amend this clause.   | Self explanatory                         |
| <b>Section IV Part B</b>  |  |   |  |  |
| 26  |  |   | Specification laid down in tender documents does not specify whether standalone convertor required are SNMP managed compiled or SNMP managed through rack mounted convertor                            | Stand alone convertors also require SNMP |
| 27  | 4  | <p align="center">Ethernet Interfaces :</p> <p>(i) Optical:<br/>The Ethernet to E1 (G.703) convertor shall support Ethernet 100-Base-FX as per IEEE 802.3 supporting bridging capability.</p> <p>(ii) Electrical :<br/>RJ45 Fast Electrical Ethernet 100 Mbps Fast Ethernet Port to Connect to DSLA</p> | This clause may lead to confusion , so it is important that a foot note should be put in this clause that "Both the option are not required and whatever is required will be mentioned in the tender". | Self explanatory                         |

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| 28    |          | Ethernet to E1 convertors connected on the DSLAM side shall be stand alone type and Ethernet to E1 convertors connected on the Tier II /LAN Switch shall be of rack mounted type. | 1. Please specify whether Rack Mounted side converter should be on the central side connecting the Tier II / LAN Switch & should it be of Standard 19 inch Rack mount and have 16 slots for the line cards . Besides should it also support Redundant power s  | Rack mountable stand alone type of convertors with SNMP support are required. Racks will be optional . Please refer annexure for modification to Section-VI Part-II |
|       |          |   | it has been mentioned that Ethernet to E1 Convertors connected on the Tier-II / LAN Switch shall be of Rackmounted type. We request you to arrange to clarify whether rackmountable subrack having Power Supply Card, SNMP Card and Line Cards are expected to |   |
| 29    | Clause-6 |   | The GR / DCA -23/01 Nov 2006 specifies only stand alone type of convertors. Hence please remove the requirement of Rack mounted type converter.  | No change in the requirement  |
| 30    |          |   | Clarification is sought for quantity requirement of stand alone type and rack mounted type   | Please refer Section VI Part-II Price Schedule  |

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| 31                        | 3           | Point No 3.<br>The Ethernet to E1 (G.703) converter shall be as per TEC GR on "ETHERNET to E1 Converter " GR No. GR/DCA-23/01 NOV 2006. 1.1 d) . It shall support the SNMP management functionalities  | 1.Please clarify whether the Ethernet to E1 Standalone converter connected on the DSLAM side support SNMP In-band control to the Rack mount on the central side .<br>2. Since the central side Rack mount supports a Controller card which supports SNMP MIB II ag | Refer annexure, Section IV Part-B            |
| <b>Section VI Part-II</b> |             |  |  |  |
| 32                        |             | Price Schedule   | Price Schedule – I Main (C) and II Optional (B) - It has been mentioned that the converters are in Rack Mount Type. If the requirement is for rackmountable subrack with cards, then the break-up details interms of no. of Subracks and No. of Converters per     | Please refer the annexure Section VI Part-II |
| 33                        | 8.2 Note :1 | Note: 1. Fast Ethernet Optical interfaces of the convertors for Type-III (Optical Ethernet) – 140 numbers and Type-IV (Optical Ethernet) – 16 numbers connected to Switch (Tier-II Switch/ OC LAN Switch) on one side and DSLAMs on the other side shall support | The GR / DCA-23/01 Nov 2006 specifies SC type of connector for all optical interfaces . Hence please clarify that the type of connector for 100 FX interface is SC/PC  | No change in the requirement                 |

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| 34           | 8.2 Note :2   | Fast Ethernet Optical interfaces for Type-III (Optical Ethernet ) – 4681 numbers and Type-IV (Optical Ethernet) – 528 numbers connected to Switch (RPR Switch/ OC LAN Switch)shall support Optical Multi Mode 850nm. supporting 500 meters and 100Mbps Fast E | The GR / DCA-23/01 Nov 2006 specifies SC type of connector for all optical interfaces . Hebce please clarify that the type of connector for 100 FX interface is SC/PC   | No change in the requirement  |
| 35           | 9             | The bidder shall also provide optical passive attenuator with each convertor so as to attenuate the transmit power of the optical interface to a level such that the driving distance is reduced to the actual field requirement.                             | As per our experience there has been no requirement of such attenuator for same items which have been supplied to other BSNL Circle for exactly similar application . As such the requirement of Optical passive attenuators is not mandatory but optional. | No Change   |
| 36           | 8.2           | Table A & B   | Table 8.2 A & Table 8.2 BShows the individual quantity required for Electrical & Optical port but whereas note no (1) & (2) signifies requirement of convertors with dual port (Optical and Electrical ) on a standalone module                             | Please refer to the tables 8.2 A and 8.2B for requirement of convertors with optical port /electrical port. |