CORRIGENDUM

To

EXPRESSION OF INTEREST vide Ref Number- 02/2018-19 dated 10-01-2018

For Shortlisting of

a. System Integrators for SITC and O&M of Smart City field infrastructure comprising of Passive Fibre Network, Poles and Gantries etc. on EPC / Revenue Sharing Model

b. Concessionaires for SITC and O&M for Smart Poles, City Wi-Fi, Smart City Kiosk and Variable Message Display (VMD) etc. on Revenue Sharing Model

The applicants are required to kindly consider the following corrigendum pertaining to the aforementioned EoI:

<table>
<thead>
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<th>Sr. No.</th>
<th>EOI Existing Clause</th>
<th>Existing Clause Details</th>
<th>Revised Clause</th>
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<tr>
<td>1.</td>
<td>Invitation to Bid (IFB)</td>
<td>Period of Sale/download of Bidding Document (Start/ End Date): Between 10-01-2018, 18:00 Hrs &amp; 20-01-2018, 18:00 Hrs</td>
<td>Period of Sale/download of Bidding Document (Start/ End Date): Between 10-01-2018, 18:00 Hrs &amp; 30-01-2018, 18:00 Hrs</td>
</tr>
</tbody>
</table>
| 2.      | Manner, Start/ End Date for the submission of Bids | Manner, Start/ End Date for the submission of Bids  
  • Start Date: 10-01-2018, 18:00 Hrs  
  • End Date: 20-01-2018, 18:00 Hrs | Manner, Start/ End Date for the submission of Bids  
  • Start Date: 10-01-2018, 18:00 Hrs  
  • End Date: 30-01-2018, 18:00 Hrs |
| 3.      | Date/ Time/ Place of Bid Opening | Date: 21-01-2018, Time: 16:00 Hrs | Date/ Time/ Place of Bid Opening  
  • Date: 31-01-2018, Time: 16:00 Hrs |
| 4.      | Date of Pre Bid Meeting : 12:00 hrs on January 17, 2018 at PCMC Head Office (4th Floor) | Date of Pre Bid Meeting : 11:00 hrs on January 18, 2018 at PCMC Head Office (4th Floor) |
| 5.      | Last date for submission of EoI response :  Till 18:00 hrs on January 20, 2018 | Last date for submission of EoI response :  Till 15:00 hrs on January 30, 2018 |
| 6.      | Date of Technical Presentation: January 31, 2018 (Time shall be informed later) | Date of Technical Presentation: February 2, 2018 (Time shall be informed later) |

Sd/-  
(Shravan Hardikar, IAS)  
CEO & Director,  
Pimpri Chinchwad Smart City Limited (PCSCL)
ADDENDUM

To

EXPRESSION OF INTEREST vide Ref Number- 02/2018-19 dated 10-01-2018

For Shortlisting of

a. System Integrators for SITC and O&M of Smart City field infrastructure comprising of Passive Fibre Network, Poles and Gantry etc. on EPC / Revenue Sharing Model
b. Concessionaires for SITC and O&M for Smart Poles, City Wi-Fi, Smart City Kiosk and Variable Message Display (VMD) etc. on Revenue Sharing Model

The following clause is to be construed as part of the aforementioned Expression of Interest henceforth:

Earnest Money Deposit (EMD)
The Applicant participating in the EoI process must furnish the Earnest Money Deposit (EMD) i.e. INR Five (5) lacs, for the respective category of the project, accompany the response to EoI document without which the bid shall be rejected forthwith. No interest will be paid by PCSCL on the amount of EMD.

- Form of EMD: The EMD shall be deposited through PCMC’s e-Procurement portal i.e. https://www.pcmcindia.gov.in and a scanned copy of the same should also be uploaded as part of response to EoI document.

- EMD Validity: The EMD shall be valid for a period of Two Months from the date of submission of EoI response.

- Refund of EMD: The earnest money deposit by all the applicants shall be returned/refunded soon after final acceptance of response to EoI document and shortlisting of applicant/bidders for the RFP stage.

- Forfeiture of EMD: The EMD taken from the applicant shall be forfeited in the following cases by giving proper notice to the applicant with reasonable time before EMD is forfeited:
  o When the applicant withdraws its bid proposal after opening of bids.
  o In case, an applicant has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice (collectively the “Prohibited Practices”) either in furnishing the document/certificates, to be submitted as part of response to EoI document, or during the Selection Process.

Sd -
(Shravan Hardikar, IAS)
CEO & Director,
Pimpri Chinchwad Smart City Limited (PCSCL)
EXPRESSION OF INTEREST

for
Shortlisting of
a. System Integrators for SITC and O&M of Smart City field infrastructure comprising of Passive Fibre Network, Poles and Gantries etc. on EPC / Revenue Sharing Model

b. Concessionaires for SITC and O&M for Smart Poles, City Wi-Fi, Smart City Kiosk and Variable Message Display (VMD) etc. on Revenue Sharing Model

EOI Ref Number- 02/2018-19
Date: 10-01-2018

Pimpri Chinchwad Smart City Limited (PCSCL), Pimpri
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<td>13.9</td>
<td>Proforma 9: Pre Bid Queries Format</td>
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# Abbreviations

<table>
<thead>
<tr>
<th>Term</th>
<th>Definition</th>
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<tbody>
<tr>
<td>BOM</td>
<td>Bill Of Material</td>
</tr>
<tr>
<td>BTS</td>
<td>Base Transceiver Station</td>
</tr>
<tr>
<td>CAPEX</td>
<td>Capital Expenditure</td>
</tr>
<tr>
<td>DPR</td>
<td>Detailed Project Report</td>
</tr>
<tr>
<td>G2C</td>
<td>Government to Citizen</td>
</tr>
<tr>
<td>G2G</td>
<td>Government to Government</td>
</tr>
<tr>
<td>GB</td>
<td>Giga Byte</td>
</tr>
<tr>
<td>GBM</td>
<td>Ground Base Mast</td>
</tr>
<tr>
<td>GIS</td>
<td>Geographical Information System</td>
</tr>
<tr>
<td>GoI</td>
<td>Government of India</td>
</tr>
<tr>
<td>GoM</td>
<td>Government of Maharashtra</td>
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<tr>
<td>ICT</td>
<td>Information and Communication Technology</td>
</tr>
<tr>
<td>IP</td>
<td>Internet Protocol</td>
</tr>
<tr>
<td>IT</td>
<td>Information Technology</td>
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<tr>
<td>ITES</td>
<td>Information Technology Enabled Service</td>
</tr>
<tr>
<td>Ltd.</td>
<td>Limited</td>
</tr>
<tr>
<td>MB</td>
<td>Megabits</td>
</tr>
<tr>
<td>Mbps</td>
<td>Megabits per second</td>
</tr>
<tr>
<td>MoUD</td>
<td>Ministry of Urban Development</td>
</tr>
<tr>
<td>NOC</td>
<td>Network Operation Centre</td>
</tr>
<tr>
<td>O&amp;M</td>
<td>Operations and Maintenance</td>
</tr>
<tr>
<td>OFC</td>
<td>Optical Fiber Cable</td>
</tr>
<tr>
<td>OPEX</td>
<td>Operational Expenditure</td>
</tr>
<tr>
<td>PCMC</td>
<td>Pimpri Chinchwad Municipal Corporation</td>
</tr>
<tr>
<td>PCSCL</td>
<td>Pimpri Chinchwad Smart City Limited</td>
</tr>
<tr>
<td>PoP</td>
<td>Point of Presence</td>
</tr>
<tr>
<td>PPP</td>
<td>Public Private Partnership</td>
</tr>
<tr>
<td>RFP</td>
<td>Request For Proposal</td>
</tr>
<tr>
<td>SI</td>
<td>System Integrator</td>
</tr>
<tr>
<td>SITC</td>
<td>Supply, installation, testing and commissioning</td>
</tr>
<tr>
<td>SLA</td>
<td>Service Level Agreement</td>
</tr>
<tr>
<td>SPV</td>
<td>Special Purpose Vehicle</td>
</tr>
<tr>
<td>TRAI</td>
<td>Telecom Regulatory Authority of India</td>
</tr>
<tr>
<td>TSP</td>
<td>Telecom Service Provider</td>
</tr>
</tbody>
</table>
## INVITATION FOR BID (IFB)

### Name & Address of the Procuring Entity
- **Name:** Pimpri Chinchwad Smart City Limited (PCSCL)
- **Address:** 4th Floor, Pimpri Chinchwad Municipal Corporation (PCMC) Main Building, Pimpri, Maharashtra – 411018
- **Tel:** 020 – 67333333, 67331117
- **Fax:** 020 - 27425600, 67330000
- **e-Mail ID:** smartcity@pcmcindia.gov.in

### Name & Address of the Project Officer In-charge
- **Name:** Nilkanth Poman
- **Designation:** Joint Chief Executive Officer, PCSCL
- **Address:** 4th Floor, Pimpri Chinchwad Municipal Corporation (PCMC) Main Building, Pimpri, Maharashtra – 411018
- **Email:** smartcity@pcmcindia.gov.in

### Subject Matter of Procurement
- **Expression of Interest (EoI) for Shortlisting of**
  a. **System Integrators for SITC and O&M of Smart City field infrastructure comprising of Passive Fibre Network, Poles and Gantries etc. on EPC Model**
  b. **Concessionaires for SITC and O&M for Smart Poles, City Wi-Fi, Smart City Kiosk and Variable Message Display (VMD) etc. on revenue sharing model**

### Bid Procedure
- **One Envelope / EoI Response Document (e-bid) through**
  - Websites: [www.pcmcindia.gov.in](http://www.pcmcindia.gov.in)
  - [http://www.smartcitypimprichinchwad.in](http://www.smartcitypimprichinchwad.in)

### Websites for downloading Bidding Document, Corrigendum's, Addendums etc.
- **Websites:** [www.pcmcindia.gov.in](http://www.pcmcindia.gov.in) & [http://www.smartcitypimprichinchwad.in](http://www.smartcitypimprichinchwad.in)

### Period of Sale/download of Bidding Document (Start/ End Date)
- **Between 10-01-2018, 18:00 Hrs and 20-01-2018, 18:00 Hrs**

### Manner, Start/ End Date for the submission of Bids
- **Manner:** Online at eProc website ([www.pcmcindia.gov.in](http://www.pcmcindia.gov.in))
- **Start Date:** 10-01-2018, 18:00 Hrs
- **End Date:** 20-01-2018, 18:00 Hrs

### Date/ Time/ Place of Bid Opening
- **Date:** 21-01-2018,
- **Time:** 16:00 Hrs
- **Place:** Online at eProc website ([www.pcmcindia.gov.in](http://www.pcmcindia.gov.in))

---

Sd/-
(Shravan Hardikar)
CEO & Director,
Pimpri Chinchwad Smart City Limited (PCSCL)
2. Disclaimer

This Expression of Interest (EoI) contains brief information about the Project and qualification process for short listing of Applicants for RFP stage. This EoI is not an agreement or an offer by the purchaser/authority to the applicants or any other person. The purpose of the document is to provide the applicants with information to assist the formulation of their EoI application or response to EoI Document (“the Application”).

While all efforts have been made to ensure the accuracy of information contained in this EoI Document, this document does not purport to contain all the information required by the Applicants. The Applicants may conduct their own independent assessment, site visit, investigations and analysis and check the reliability, accuracy and completeness of the information at their end and obtain independent advice from relevant sources as required before submission of their EoI application. Pimpri Chinchwad Smart City Limited (PCSCL) and Pimpri Chinchwad Municipal Corporation (PCMC), Government of Maharashtra or any of its employees or advisors / representatives shall incur no liability under any law, statute, rules or regulations as to the accuracy or completeness of the EoI Document.

PCSCL reserves the right to change any or all conditions/ information set in this EoI Document by way of revision, deletion, updation or annulment through issuance of appropriate addendum as the department may deem fit without assigning any reason thereof.

PCSCL reserves the right to accept or reject any or all applications without assigning any reasons thereof. PCSCL will not entertain or be liable for any claim for costs and expenses in relation to the preparation of the EoI applications to be submitted in terms of this Document.
3. About the EoI Document

The document carries all the necessary information regarding the project. This document also serves the purpose of an indicative guide to the holistic approach for the implementation of various ICT led Smart City Initiatives in the city.

- The document begins with control sheet and subsequently describes the intent for the EoI for shortlisting of System Integrators (SIs) and Concessionaires for the respective projects as mentioned below, who will be further invited to submit technical and commercial proposals:
  - Project 1 – Supply, Installation, Testing & Commissioning and Operations & Maintenance of Smart City field infrastructure comprising of Passive Fibre Network, Poles and Gantries etc. under Engineering Procurement and Commissioning (EPC) / PPP mode (Revenue Sharing Model)
  - Project 2 - Study, design, engineer, supply, installation, testing & commissioning and Operations & Maintenance of Smart Poles, City wide WiFi, Smart City Kiosk and Variable Message Display (VMD) etc. on end-to-end basis in Design, Build, Finance, Operate and Transfer (DBFOT) mode for a specified Concession Period on PPP Mode (Revenue Sharing Model)

The geographical scope for the above mentioned Projects shall be Pimpri Chinchwad municipal limits and adjoining areas basis suitability of the respective solution component.

- The document further outlines the indicative process that shall be followed for on-boarding of serious and qualified SIs & Concessionaires post the submission of Response to EoI document followed by technical and commercial assessment through a RFP process.

- The interested participants/entities may submit their EoI Application/Response to EoI as per the details in this document, for either or both the projects. For each of the project, a separate & specific set of EoI Application/Response to EoI is required to be submitted.

- The document provides a brief on the objective and intent of the purchaser, so as to enable the participants to know about the project scope and city vision.

- The document clearly defines the intent for which the document is released. The categories/domains for applicants are defined under which the participants can apply and the procedure is enlisted for the selection under these categories.

- Stakeholders are clearly defined in the document for the various aspects of the process and procedure. Various important key dates, venue details, contact information for inquiries etc. are listed under the control sheet.

- The pre-qualification criteria for respective project is enlisted in the subsequent sections of this EoI document.
4. Intent

Ministry of Urban Development (MoUD), Government of India (GoI) has embarked on the Smart Cities Mission programme which aims at bringing about urban transformation for cities covered by this programme. The objective is to drive economic growth and improve the quality of life for citizens by enabling local development and harnessing technology as a means to create smart outcomes. Pimpri Chinchwad is one of the cities selected under the Smart City Mission of MoUD, GoI.

To lay the foundation of a Smart City, Under Project 1, PCSCL intends to create passive infrastructure components, either through EPC model or PPP (revenue sharing) model, like laying of Optical Fibre based Network (City Network) and erection of Pole Infrastructure for mounting IoT & Smart City devices across the city; Fibre Network is planned to connect all the PCMC offices (Zone & Ward Offices), health & citizen facilitation centres, key areas like markets, religious places, bus stops etc. whereas the Pole Infrastructure shall be setup at various traffic junctions, key city places for hosting CCTV cameras, traffic detectors, variable message displays, public address system, WiFi access points etc.

Under Project 2, PCSCL is looking for partners to work with it, in PPP model (on revenue sharing basis), for study, design, engineer, supply, plan, construct, develop, install, commission, test, deploy, support, maintain and operate the end-to-end Smart Pole, City Wide Wi-Fi, VMD and Smart City Kiosk projects on Design, Build, Finance, Operate and Transfer (DBFOT) mode for a specified Concession Period.

In reference to above, PCSCL intends to shortlist qualified applicants, for the respective projects, and invites applicants to present their credentials and other details as part of their EoI response.

For both the projects, PCSCL hereby also invites additional/alternate suggestions from the applicants for implementation and for partnership models for the aforementioned project’s solution components and same shall be discussed during the pre-bid meeting pertaining to this EoI. The applicants are required to suggest suitable model as part of its response to EoI and Technical Presentation.

The interested participants are thereby invited to submit their responses in accordance to the terms and conditions mentioned in this EoI document.

Key Objectives & Goals:

Project 1:

- Create a scalable, robust, resilient, secure and long-lasting digital infrastructure that interconnects citizens, government, business and communities and allows better data management and control to offer richer application experiences.
- OFC network shall serve as the backbone for all the connectivity requirements and ICT led city initiatives planned or to be planned in next 20 years
- To create a uniform Pole Infrastructure across the city for hosting various IoT & Smart City devices like CCTV camera, traffic detectors, Wi-Fi access points etc. in a planned & structured manner, so as to avoid repeated digging and infrastructure laying work in the city.
Project 2:

Smart Pole:
- Provide a Multi-function platform for hosting smart city elements like cellular telephony, cameras, street lights, sensors, charging points etc. that blends easily into city aesthetics

City Wi-Fi:
- To bridge the digital divide and to create a digitally connected ecosystem within the city promoting economic development and increased access to digital inclusion for all community member
- Building wireless backbone that provides connectivity to smart city end devices for providing improved municipal services
- TO provision connectivity for city dwellers, tourists etc. on the move

Smart City Kiosk:
- A Mobile/fixed Service Delivery based digital platform for city dwellers to interact with the city administration on the move, engage with larger citizen group and get their participation and feedback around services delivery.
- Kiosk will act as digital interaction point for city services like city card recharge, mobility ticketing, informative & transactional services to name a few.

Variable Message Display (VMD):
- Real time information and communication display unit to apprise citizens on various City centric information, traffic status & diversions, emergency related messages etc. with the management & control function is centralized at City Operation Centre

In view of the above, PCSCL would shortlist SIs and Concessionaires for the respective projects based on a pre-defined pre-qualification criteria as mentioned in the Eoi document.
5. Control Sheet

<table>
<thead>
<tr>
<th>Name of the EoI</th>
<th>Shortlisting of</th>
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<tbody>
<tr>
<td></td>
<td>c. System Integrators for SITC and O&amp;M of Smart City field infrastructure comprising of Passive Fibre Network, Poles and Gantries etc. on EPC Model / PPP (revenue sharing) model</td>
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<tr>
<td></td>
<td>d. Concessionaires for SITC and O&amp;M for Smart Poles, City Wi-Fi, Smart City Kiosk and Variable Message Display (VMD) etc. on revenue sharing model</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Contact person of client</th>
<th>Shri. Nilkanth Poman, Jt. CEO, PCSCL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact details of client</td>
<td>Pimpri Chinchwad Smart City Limited (PCSCL), 4th Floor, Pimpri Chinchwad Municipal Corporation (PCMC) Main Building, Pimpri, Maharashtra – 411018  Tel: 020 – 67333333, 67331117 Fax: 020 - 27425600, 67330000  e-Mail ID: <a href="mailto:smartcity@pcmcindia.gov.in">smartcity@pcmcindia.gov.in</a></td>
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<thead>
<tr>
<th>Date of start of issue of EoI</th>
<th>January 10, 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Last Date and time for submission of pre-bid queries</td>
<td>Till 18:00 hrs on January 17, 2018</td>
</tr>
<tr>
<td>Date of Pre Bid Meeting</td>
<td>12:00 hrs on January 17, 2018 at PCMC Head Office, Pune - 411018</td>
</tr>
<tr>
<td>Last date for submission of EoI response</td>
<td>Till 18:00 hrs on January 20, 2018</td>
</tr>
<tr>
<td>Date of Technical Presentation</td>
<td>January 31, 2018 (Time shall be communicated later)</td>
</tr>
</tbody>
</table>

6. On-boarding of System Integrator & Concessionaire - Process

PCSCL intends to select a System Integrator for Project 1 and a Concessionaire for Project 2 for providing end to end services. The process below broadly defines the overarching methodology that will be used in order to select a SI and a Concessionaire for the respective projects through a competitive bidding process among the qualified participants.

PCSCL has adopted a Two Stage bidding (collectively the Bidding Process); during the first stage of Expression of Interest (EoI), prospective applicants/bidders having requisite capability for undertaking the Scope of Work shall be shortlisted based on qualification criteria specified in the EoI document. Only the participants qualified & shortlisted at EoI stage shall be invited for Request for Proposal (RFP) stage.
6.1 Stage 1 – Expression of Interest

6.1.1 Purpose

- Shortlisting of interested applicants i.e. SIs for Project 1 and Concessionaires for Project 2; who shall further participate in the respective projects RFP stage.
- Understand from the industry on various possible partnership models for the successful implementation of various solution components pertaining to Project 1 and Project 2.
- Finalization of RFP document basis various inputs/suggestions from the interested applicants regarding scope of work, partnership models, implementation models etc. The same shall be published for competitive bidding among shortlisted applicants.

6.1.2 Role of Applicant

- Applicants are advised to study all instructions, forms, terms, requirements and other information in the EoI document carefully.
- Submission of bid shall be deemed to have been done after careful study and examination of the EoI document with full understanding of its implications.
- The response to this EoI should be full and complete in all respects. Failure to furnish all information required by the EoI document or submission of a proposal not substantially responsive to the EoI document in every respect will be at the applicant's risk and may result in rejection of their response.
- The applicant will have to qualify in its own category it wishes to participate. In order to qualify, the applicant will have to comply with the qualification criteria in the respective category.
- As part of the EoI stage, the participating SIs and Concessionaire are invited for a Pre Bid meeting to discuss on the overall implementation methodology, partnership models, functional and technical requirements of the respective solution components. PCSCL encourages applicants to participate in the pre-bid meeting; however, participation in pre-bid meeting is not mandatory.
- Applicant is expected to share its experience in similar projects – key learning & challenges, proposed solution, recommendations etc. The applicant can use the Proforma 6 & 7 format to share its experience as part of its response to EoI document.
- Further, each applicant shall be required to make a detailed presentation covering following, but not limited to:
  o Suggestions on suitable partnership models and revenue generating opportunities for the implementation of the respective project
  o Suggestions/recommendations regarding grouping of solution components and implementation methodology
  o Any other inputs deemed desired for the success of the project
6.1.3 Role of PCSCL

- PCSCL will make all the necessary efforts in order to clarify any query received with regard to information shared with the respective applicants. PCSCL would also consider, to the extent possible, any additional information or data requested by the SI/Concessionaire that might be helpful in executing the PCSCL’s Smart City Project.

- PCSCL and its representative will evaluate the response submitted by each applicant in order to determine whether they are complete and conforms to the EoI requirements.

- The applicants complying with respective qualification criteria under which they have applied along with fulfilling all the other requirements under the EoI document will be declared qualified for next stage.

- The qualified participants will be listed on the e-Tendering portal (https://www.pcmcindia.gov.in). Thereafter, they will be communicated with further instructions under the bidding process.

6.2 Stage 2 – Request for Proposal

6.2.1 Purpose

Selection of a SI and a Concessionaire for the SITC and O&M of respective projects.

6.2.2 Role of Applicant

- SI and Concessionaire is expected to submit a structured and organized technical proposal comprising of the detailed solution design, technology, product specifications and bill of material based on the functional and operational requirements as mentioned in the RFP. PCSCL shall provide an indicative Bill of Material as part of the RFP, however, the qualified applicant will have to do their own due diligence and include all the items that are required to meet the required SLAs and uptime as well as the functional and operational requirements laid down in the RFP.

- Post submission of the detailed architecture as part of the technical proposal, the SI / Concessionaire will be required to present the proposed solution to the technical committee formed by PCSCL for their review and understanding.

- Along with the technical proposal the SI / Concessionaire shall submit their financial proposal as per the requirements of the RFP. The applicant is expected to comply with all the procedures that will laid as part of the RFP document & provide all required information in accordance to RFP response requirements.

- The applicant will be required to lead the presentation during the Technology and Solution Evaluation.

- Applicant is expected to share its Experience in Similar Projects – Learning on Issues, Challenges, Solution proposed, and Client Recommendations etc. The applicant can use the Proforma 6 & 7 format to share its experience.

6.2.3 Role of PCSCL

- To issue the RFP and clarifications
• PCSCL shall evaluate the technology solution in accordance with the pre-defined criteria for the respective applicants.

• Post completion of technical evaluation, the financial bids of the technically qualified applicants shall be opened and evaluated.

• The most responsive applicant as per the evaluation process laid down in the RFP shall be selected for the award of LOI.

• Notwithstanding anything contained in the published EoI & RFP, PCSCL reserves the right to accept or reject any Proposal and to annul the Selection Process and reject all Proposals, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.

7. Project Background

Under Ministry of Urban Development, Government of India (GoI) Smart Cities Programme, Pimpri-Chinchwad Smart City Limited (the “Authority”), a Special Purpose Vehicle (SPV) for Pimpri-Chinchwad Smart City Project has been established as a company under the Indian Companies Act 2013. The Authority would receive funding from Government of India (GoI) and Government of Maharashtra (GoM) for the development of smart city in Pimpri-Chinchwad. The Authority is a government-owned company with equal shareholding from Pimpri-Chinchwad Municipal Corporation and the state government.

With the objective to usher Technology-led Transformation through creation of State-owned robust, reliable and sustainable ICT infrastructure which would help in transforming Pimpri Chinchwad into a Safe and Smart Sustainable City. PCSCL has identified below mentioned identified ICT led Smart City Initiatives:

• City Network Backbone (Optical Fibre Cabling)
• Citizen Access Wi-Fi
• City Kiosk
• City Surveillance along with Video Analytics
• Smart Water Management
• Smart Sewerage Management
• Intelligent Traffic Management including
  o Adaptive Traffic Management System
  o Automatic Number Plate Recognition System
  o Red Light Violation Detection System
  o eChallan
  o Variable Message Display (VMD)
  o Public Address System
8. Geographical Scope

The Pimpri Chinchwad city is located at the coordinates 18°37'07.04"N 73°48'13.43"E and is in Pune District of Maharashtra. It is at 530 meters (1740 ft.) above mean sea level and is situated about 20 km to the east of Sahyadri ranges that run North to South in the Lonavala – Khandala section between Harishchandra Range and Mahadeo range. The total area covered by PCMC is 181 sq. km approx. geographically, the rock structure underneath is igneous (basalt) type and the soil is Red Soil.

From the administration view point, PCMC is divided into 8 Zones which are further divided into 32 Wards, as mentioned below, the geographical scope of the implementation of Project 1 and Project 2 shall be the limits of PCMC jurisdiction and nearby localities/area.

<table>
<thead>
<tr>
<th>S. #</th>
<th>Zone</th>
<th>Wards</th>
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<tbody>
<tr>
<td>1.</td>
<td>A</td>
<td>Ward no: 10, 14, 15 &amp; 19</td>
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<tr>
<td>2.</td>
<td>B</td>
<td>Ward no: 16, 17, 18 &amp; 22</td>
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<tr>
<td>3.</td>
<td>C</td>
<td>Ward no: 2, 6, 8 &amp; 9</td>
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<tr>
<td>4.</td>
<td>D</td>
<td>Ward no: 25, 26, 28 &amp; 29</td>
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<td>5.</td>
<td>E</td>
<td>Ward no: 3, 4, 5 &amp; 7</td>
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<tr>
<td>6.</td>
<td>F</td>
<td>Ward no: 1, 11, 12 &amp; 13</td>
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<tr>
<td>7.</td>
<td>G</td>
<td>Ward no: 21, 22, 24 &amp; 27</td>
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<tr>
<td>8.</td>
<td>H</td>
<td>Ward no: 20, 30, 31 &amp; 32</td>
</tr>
</tbody>
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9. Scope of Work

9.1 Project 1

Supply, Installation, Testing & Commissioning and Operations & Maintenance of Smart City field infrastructure comprising of Passive Fibre Network, Poles and Gantries etc. under Engineering Procurement and Commissioning (EPC) Model / Public Private Partnership Model (revenue sharing)

PCSCL intends to establish a dedicated network backbone that can support all the current planned initiatives like Wi-Fi, Kiosk, Water Grid Management, Sewerage Management, Street Light Management, Traffic Management, Smart Parking, City Surveillance, Environment, Solid
Waste Management etc. and having scalability to accommodate future city’s ICT led transformation.

Considering critical network design parameters such as secure, reliable, scalable, manageable, interoperable, capable and resilient to have end-to-end service oriented network delivery, it is proposed that a secure optical fibre network backbone based service delivery network shall be established across the city.

The network backbone is expected to provide a converged network, bringing together different city management vertical solutions on a common network infrastructure for Pimpri-Chinchwad. The converged network shall facilitate information exchange between resources and applications across different domains. It will be an end-to-end open platform enabling services across the city.

An overarching OFC-based network is being planned as part of Pimpri-Chinchwad City initiative, which forms the backbone for all the envisaged applications. The network architecture being proposed will comply with the best practices and industry standards to ensure high availability, scalability, manageable and security for the information, services and solutions being managed on the network.

The designed network shall provide uninterrupted services across the Pimpri-Chinchwad City connecting seamlessly with various stakeholders. With the capability to handle high bandwidth applications with low latency, the network forms the pivot for ICT based Smart City interventions in PCMC.

The various locations that is planned to be connected via OFC based City Network are, but not limited to, PCMC Zonal offices, Head Office & Ward Offices, City Operation Centre (COC), other city administration’s important buildings like hospitals, gardens, health Centre, field locations which have IoT / Smart City devices. Optical fibre shall be laid primarily along the road network comprising main city roads and street roads.

**System Integrator Scope of Work:**

- **Route Survey & Network Design Preparation:** SI shall be required to undertake detailed survey of various locations planned to be covered with OFC network and prepare the route map & network design.

- **Procure, Supply, Installation & Commission of all the Passive Infrastructure:** SI shall be required to procure & supply all the passive components and accessories required for laying of duct and blowing of fibre including duct pipes, jointers, couplers, fibre cable, splicer, jointer etc. SI shall be responsible for laying of 3 ducts (indicative) using Horizontal Directional Drilling (HDD) / Open Trenching (OT) Technique as per directions of PCSCL and blowing of fiber (96/48 core) basis on the finalized route plan and appropriate network topology to ensure adequate redundancy at each of the network node level. Indicative city wide fiber network route length is estimated to be 750 km, across the city, which shall be finalized after the detailed survey and route finalization activity,

- **Procure, Supply, Install & Commission Pole Infrastructure:** SI shall be required to erect various types of Pole Infrastructure in the city at the identified locations specific to the solution component requirement:
  - Approx. 600 Unipole with cantilevers for mounting CCTV cameras, traffic sensors, IoT devices etc.
  - Approx. 30 Unipoles without cantilever for mounting large Variable Message Display (VMD)
Approx. 30 Gantry structure across the road for mounting large digital display units (VMD) and hoardings.

- **Reinstatement & Restoration**: SI shall be responsible for performing the reinstatement and restoration of the sites back to the previous/normal conditions as per the RFP specifications at all the respective site locations.

- **Provide Operation & Maintenance Services for the Passive Infrastructure, OFC Network and Pole Infrastructure, for a contract period from the date of Commissioning of the system.**

*Note: All the active electronics like switch, UPS, power meter, power banks etc. at the centralized as well as at field level shall be out of scope of the SI.*

### 9.2 Project 2:

**Study, design, engineer, supply, installation, testing & commissioning and Operations & Management of Smart Poles, City wide WiFi, Smart City Kiosk and Variable Message Display (VMD) etc. on end-to-end basis in Design, Build, Finance, Operate and Transfer (DBFOT) mode for a specified Concession Period on revenue sharing Model.**

1. **Smart Pole:**
   - With numerous IoT & Smart City devices, sensors etc. are required to be installed across the city, PCSCL looking to adopt an approach focusing on optimization of City Passive Infra and enable smart solutions on aesthetically designed city infra which adapts to city’s terrain, space and theme in order to create uniformity across the city and simultaneously providing a platform, for city administration, which is having strong revenue generation potential from various mounted devices.
   - In view of this, Smart Pole has been conceptualized to act as a multi-function platform, having flexibility of adding wide array of accessories, for hosting various IoT devices and sensors like, but not limited to:
     - Camouflaged design for Telecoms equipment’s for 2G/3G/4G/5G/LTE and IoT networks
     - CCTV Camera
     - WiFi Access Points
     - Smart Light & High Masts Lights
     - Traffic & whether sensors
     - Variable message display units
     - Electric Car Charging Facility
     - Solar panel
     - Speakers
     - Mobile charging board
     - Garbage cans
   - The design of the Smart Pole shall be such that it can host multiple equipment and services. Below are the two variants of poles with internal power backup that are planned to be developed:
     - 12-15 meter Smart Pole
     - 25-30 meter Smart Pole
Concessionaire shall be required to take the fibre network at the Smart Pole location, last mile, from PCSCL on Rental Basis and shall also share the revenue earned by selling services through Smart Pole Infrastructure with PCSCL on percentage basis during the concessionaire period.

2. **Smart Kiosk:**

With the objective to provide efficient, effective and equitable services to its citizen, PCSCL intends to deploy Smart City Kiosk Terminal at key locations across the city to provide various informative, transactional, navigational services along with other G2C services like AAPLE SARKAR, ticketing, grievance services, utility payment services etc.

Indicative layout and components of Smart City Kiosk:

3. **City Wi-Fi**

In order to create a digitally connected ecosystem across the city, PCSCL plans to implement City wide WiFi services for its citizen to connect and interact with PCMC digitally. Various strategic locations shall be equipped with City Wi-Fi services like government offices, gardens, religious places, markets etc. which shall further promote the Mobile Service Platform based delivery.

4. **Variable Message Display (VMD)**

PCSCL plans to deploy Variable Messaging Display (VMD) across the city for disseminating various key public information and other real time information collected through smart sensors like environmental sensor, parking sensors, traffic sensors etc. The VMD system shall be
controlled and managed centrally and through mobile application interface as well by the city administrations having user rights.

It is planned to deploy standard size VMD across the city using Unipole & Gantry Structure, further details on the size and specification of the VMD shall be provided in the RFP document. Further, it is planned to monetize the VMD for revenue generation while offering fixed Air Time for PCSCL for city related campaigns and information.

For the implementation of above referred Project 2 solutions i.e. Smart Pole, Smart City Kiosk, VMD and City WiFi, PCSCL intends to enter into the revenue sharing Model with the Concessionaire. The qualified Concessionaire shall bring the expertise to Design, Implement and maintain the services during the contract period while leverage the significant commercial potential each solution possesses in order to result in a win-win situation for the citizens, government and businesses.

The concessionaire shall be responsible to design, implement and maintain above solutions on (DBFOT) model, and provide services as per the requirement of the RFP while enabling multiple digital services in revenue sharing mode with PCSCL.

Concessionaire Scope of Work:

- **Survey & Design Preparation:** Concessionaire shall be required to undertake detailed survey and prepare the structural/solutions designs of various locations pertaining to the deployment of City WiFi, VMD, Smart Pole and Smart City Kiosk locations. PCSCL shall share the list of locations for City WiFi, VMD and Smart City Kiosk while concessionaire shall identify and finalize the locations of Smart Pole in consultation with PCSCL.

- **Finalization of Smart Poles Design:** Concessionaire shall finalise the modular structural design of the Smart Pole which shall be conducive for even worst weather conditions and shall be responsible for getting the structural approval from the PCSCL nominated agency at its own cost. Smart Pole aesthetics and placement of other IoT devices shall be finalized in consultation with PCSCL.

- **Procure, Supply, Installation & Commissioning of Smart Pole, Smart City Kiosk, VaMS and City Wi-Fi Infrastructure:** Concessionaire shall be required to procure, supply and commission of all the passive components required for Smart Pole, Kiosk, VMD & WiFi solution commissioning like Access Points (approx. 700), Kiosk Terminals (approx. 210), Smart Poles (approx. 300), VMD (approx. 150) etc. as per the detailed Technical & Functional Requirement Specifications which shall be specified in the RFP document. Also, applicant shall be responsible for provisioning & managing the centralised IT Infra like server, storage, security etc. at its own end and as per the RFP specifications.

Concessionaire shall also be responsible to procure, supply, install and manage all the active devices/equipment’s like network switch, power meter, UPS, battery banks etc. required for the operations of Telecom and other Smart City components that would be installed on Smart Poles and provide Operations & Maintenance services during the contract/concession period.
- **Design, Supply & Implement Smart Pole, Smart City Kiosk, VMD and City Wi-Fi Solutions:**
  - Concessionaire shall provision requisite centralised systems and applications like Kiosk Management System, WiFi AAA Authentication and Wireless Controller, VMD Management System etc. required for the commissioning of Smart Pole, Smart City Kiosk, VMD and City Wi-Fi solutions as per the specifications of the RFP.
  - PCSCL shall also define the various services/applications it intends to host on the Smart City Kiosk and interfaces required with the third party systems in the RFP document.
  - Concessionaire shall be responsible for integrating the aforementioned system with PCSCL Smart City Integrated Operation Platform (IOP) for seamless flow of information between various devices and systems, thus enabling consolidated dashboard for city administration.

- **Reinstatement & Restoration:**
  Concessionaire shall be responsible for performing the reinstatement and restoration of the sites back to the previous/normal conditions as per the RFP specifications.

- **Provisioning of Internet Bandwidth:**
  Concessionaire shall be responsible for provisioning of Internet Bandwidth for City wide WiFi and Smart City Kiosks solutions in line with the requirement of the RFP document. Currently it is planned to provide unlimited City wide free Wi-Fi service to the citizens, without time limit, at 2 Mbps speed for first 60 mins and thereafter downgraded to 1Mbps. Concessionaire shall strictly adhere with all the licensing requirements, for provisioning of Internet Connectivity, as per applicable laws & regulations.

- **Provide Operation & Maintenance Services for the Smart Pole, Smart City Kiosk and City Wi-Fi Infrastructure & Systems during the contract period:**
  Concessionaire shall be responsible for providing Operations & Maintenance services for all the supplied IT and Non IT Infrastructure and systems during the contract period for all the aforementioned solution components.

- **Monetization & Revenue Sharing of Smart Poles, Smart City Kiosk, VMD and City Wi-Fi –**
  Concessionaire shall device possible means of monetizing the aforementioned assets in consultation with PCSCL on revenue sharing mode (percentage basis) or as specified in the RFP document. However, applicants may submit various revenue sharing models as part of its EoI response.

  - Smart Pole fibre termination, interconnect links and space shall be leased from PSSCL on fixed rental basis. The Concessionaire is free to further sub-lease Smart Pole Infra, in revenue sharing model with PCSCL, to multiple service providers in consultation with PCSCL.
As part of EoI response, concessionaire to suggest on managing the City wide WiFi Internet bandwidth operational cost during the period of contract.

Note:

- PCSCL shall provide the fibre connectivity on rent at each of the Smart Pole, Smart City Kiosk, VMD and City WiFi site, however, concessionaire has to provision the active electronics equipment along with enclosure at its own end.
- All the above mentioned quantities with respect to various solution components of Project 1 & Project 2 are indicative and may undergo a change during the project implementation phase.
- As part of its EoI response, Concessionaire to provide the indicative description on Smart Pole location numbers & place, kind of fibre core requirement and other infra requirement as per the provided template.
- PCSCL will release separate RFP for Project 1 and Project 2.

10. Instruction to Participants

10.1 Issue of EoI document

EoI document can be downloaded from the website https://www.pcmcindia.gov.in

10.2 Pre-bid Meeting & Clarifications

i. Any clarification regarding the EoI and any other items related to this project can be submitted to PCSCL as per the submission mode and timelines mentioned in the EoI Control sheet.

ii. The Nodal Officer notified by the PCSCL will endeavor to provide timely response to all queries. However, Purchaser makes no representation or warranty as to the completeness or accuracy of any response made in good faith.

iii. At any time prior to the last date for receipt of bids, PCSCL may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Applicant, modify the EoI document by issuing a corrigendum.

iv. The corrigendum (if any) & clarifications to the queries from all Applicants will be posted on http://www.pcmcindia.gov.in & http://www.smartcitypimprichinchwad.gov.in or may be emailed to all participants of the pre-bid meeting.

v. Any such corrigendum shall be deemed to be incorporated into this EoI.

vi. In order to provide prospective Applicants reasonable time in which to take the corrigendum into account in preparation of their bids, PCSCL may, at its discretion, extend the last date for the receipt of EoI response.

vii. It is necessary that the pre-bid queries must be submitted in excel sheet format, along with name and details of the organization submitting the queries as mentioned in the Proforma 9 of this EoI document.

10.3 EoI preparation cost

The Applicant shall bear all costs associated with the preparation and submission of the response to the EoI. PCSCL, in any case, will not be responsible and liable for sub-costs, regardless of the
conduct or outcome of the EoI process. All papers/ documents submitted with the EoI are neither returnable nor claimable

10.4 EoI Application/Response for Either/Both Projects
The interested applicants/entities may submit their EoI Application/Response to EoI as per the details in this document, for either or both the projects. For each of the project, a separate & specific set of EoI Application/Response to EoI is required to be submitted.

10.5 Right to accept and reject any or all the EoI
Notwithstanding anything contained in this EoI Document, PCSCL reserves the right to accept or reject any EoI response and to annul the qualification process and reject all the EoI’s, at any time without any liability or any obligation for such acceptance, rejection or annulment, without assigning any reason.

PCSCL reserves the right to reject any EoI if:
- At any time it is found that a material misrepresentation is made by the applicant, or
- The applicant does not respond promptly and satisfactorily to the requests for supplementary information required for the evaluation of the EoI.

The misrepresentation / improper response may lead to the disqualification of the Applicant.

11. Preparation and submission of EoI document

11.1 Language
All information in the EoI must be in English. Information in any other language, if not accompanied by an authenticated translation in English, shall not be considered. In the event of any discrepancy between the offer in a language other than English and its English translation, the English translation shall prevail.

11.2 Clarifications on EoI documents
Applicants requiring any clarification on the EoI may notify PCSCL in writing through an e-mail as per the dates and details provided in Control Sheet.

PCSCL shall endeavor to respond to the questions raised or clarifications sought by the Applicants. However, PCSCL reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring the Authority to respond to any question or to provide any clarification.

PCSCL may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Applicants. All clarifications and interpretations issued by PCSCL shall be deemed to be part of the EoI. Verbal clarifications and information given by PCSCL or its employees or representatives shall not in any way or manner be binding on PCSCL.

11.3 Amendment of EoI document
Before the deadline for submission of EoI, the EoI document may be modified by the PCSCL by issue of Addendum/ Corrigendum.
Any Addendum / Corrigendum issued shall be part of the EoI Document and it will be publicized through the e-Tendering portal.

To give prospective Applicants reasonable time in which to take the Addendum/ Corrigendum into account in preparing their EoI, extension of the deadline for submission of EoIs may be given as considered necessary by PCSCL.

11.4 Alternative EoI documents by the Applicants

The applicants shall submit response which comply strictly with the requirements of the EoI document. Alternatives or any modifications shall render the response invalid.

11.5 Submission of EoI Document

Applicant shall submit a digitally signed, encrypted and complete response to EoI document comprising the documents and forms in accordance with e-Tendering Portal guidelines. The submission has to be done electronically through the website and in accordance with the procedures specified in the document. Proposals submitted by any other means will be rejected.

Applicant’s organization should be aware that the electronic procurement system does not allow for any interlineations, erasures, or overwriting. Any modifications or revisions to the response shall be done in accordance with e-Tendering portal guidelines.

The response or its modifications must be uploaded on the portal no later than the deadline indicated in the Control Sheet, or any extension to this deadline. The electronic system will not accept any Proposal or its modification for uploading after the deadline.

Once the response is uploaded on the portal, the system will generate a unique identification number with the stamped submission time. The unique identification number with the time stamp represents an acknowledgement of the EoI submission. Any other system's functionality requirements are specified in the Control Sheet.

11.6 Authority to Sign

An authorized representative of the applicant’s organization shall digitally sign the submission letters, in the required format, as part of response to EoI document along with organization’s Board Resolution in the name of the authorized signatory. In case of Power of Attorney is in favor of authorized signatory, applicant shall submit the Board Resolution in favor of a person who has further given that Power of Attorney to the authorized signatory.

11.7 Items to be kept in mind while furnishing details

- While filling in the Information, following should be kept in mind
- There shall be no additions or alterations except those to comply with the instructions issued by PCSCL or as necessary to correct errors, if any, made by the Applicants.
- Conditional EoI will be rejected

11.8 Confidentiality

All documents issued and information given to the Applicant shall be listed as Confidential.

Information relating to the examination, clarification, evaluation and recommendation for the short-listed Applicants shall not be disclosed to any person not officially concerned with the process.
11.9 **EoI due date**

EoI response must be submitted by the applicant at the time and date as mentioned in the control sheet.

PCSCL may extend the deadline for submission of EoI response by issuing an amendment in writing/notification in which case all rights and obligations of PCSCL and the Applicant previously subject to the original deadline will be subject to new deadline.

11.10 **Late/ Delayed EoI response**

Any response submission after the specified date and time of receipt will not be allowed on e-Tendering portal.

11.11 **Modification/ Substitution/ Withdrawal of response**

The Applicant will not be allowed to modify, substitute or withdraw its response to EoI after expiry of the deadline for receipt of the EoI response.

11.12 **Evaluation**

For short listing process, PCSCL will determine whether each EoI document is responsive to the requirements of the EoI Document. The EoI response shall be considered responsive if it contains all the information, documents in formats specified in this EoI Document as per appended annexures.

PCSCL reserves the right to reject any EoI response which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by PCSCL in respect of such EoI response and such decision of PCSCL in this regard shall be binding on all applicants.

11.13 **Clarifications Sought by PCSCL**

To assist in the process of evaluation of EoI response, PCSCL may, at its sole discretion, ask any Applicant for clarification on its EoI response. The request for clarification and the response shall be in writing over email. No change in the substance of the EoI would be permitted by way of such clarifications.

11.14 **Notifications**

- PCSCL will notify the applicants for making presentation
- The shortlisted applicants would receive RFP from PCSCL for next stage of evaluation

11.15 **Inspection of site by the Applicants**

Applicants are advised to inspect and examine the site and its surroundings and satisfy themselves before submitting their EoI response as to the nature of the ground and sub-soil (as far as is practicable), the form and nature of the site, the means of access to the site, the accommodation they may require and in general shall themselves obtain all necessary information as to risks, contingencies and other circumstances which may influence or affect their intent to participate in RFP process. An Applicant shall be deemed to have full knowledge of the site whether they inspect it or not and no extra charges consequent on any misunderstanding or otherwise shall be allowed. Submission of an EoI response by an Applicant implies that he/she has read this notice/ document and has made themselves aware of the scope and specifications.
of the Project to be done and local conditions/ other factors having a bearing on the execution of the Project.

12. Qualification Criteria
Interested Applicants should qualify all the below mentioned criteria.

12.1 Qualification Criteria for shortlisting of System Integrator for Project 1:

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<thead>
<tr>
<th>S.No</th>
<th>Criteria</th>
<th>Details</th>
<th>Documents to be Submitted</th>
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</table>
| 1    | Legal Entity                                 | The applicant shall be an entity registered in India under the Companies Act 1956 / 2013 or /LLP registered under LLP Act 2008 or subsequent amendments thereto. The entity should have been in operational existence for last three years. EoI Application/response is to be submitted by individual entities and consortiums are not allowed at this stage | • Certificate of incorporation / Partnership deed  
• GST Registration Certificate  
• Certificate of commencement of business (if applicable) |
| 2    | Board Resolution / Power of Attorney in favour of authorised signatory | A Board Resolution or Power of Attorney in the name of the person executing the bid, authorizing the signatory to commit the Applicant | Board Resolution;  
OR  
Power of Attorney with appropriate supporting documents as per the format of this EoI document |
| 3    | Financials                                   | The applicant should have an average annual turnover of at least INR 500 Cr. from provision of Telecom Infrastructure / Fibre cable Infra supply and services (fibre cable network implementation including trenching, ducting, cable laying, termination, other requisite activities and O&M of that network) in last three financial years, i.e FY 14-15; FY 15-16, FY 16-17. | Extracts from the audited balance sheet and profit & loss;  
OR  
Certificate from the statutory auditor |
<p>| 4    | Networth                                     | The applicant should have positive net worth as per the audited consolidated financial statements in each of the last 3 financial years (FY 14-15; FY 15-16, FY 16-17). | Certificate from the statutory auditor |
| 5    | Technical Capability                         | The applicant should have relevant experience related to provisioning of Telecom Infrastructure / Fibre cable supply and services (fibre cable network implementation including trenching, ducting, cable laying, termination, other requisite services completion) | Certified copy of the relevant Work Order(s) and satisfactory implementation completion &amp; satisfactory services completion |</p>
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<th>S.No</th>
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<th>Details</th>
<th>Documents to be Submitted</th>
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<tr>
<td>2</td>
<td>Activities and O&amp;M of that network in last</td>
<td>activities and O&amp;M of that network in last three financial years, i.e FY 14-15; FY 15-16; FY 16-17.</td>
<td>certificate(s) (on the letterhead of the company issuing the certificate);</td>
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<td>three financial years, i.e FY 14-15; FY 15-16; FY 16-17.</td>
<td>• One project of value not less than INR 100 Cr</td>
<td>OR Work Orders + Self certificate of completion (Certified by the statutory auditor);</td>
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<td>• Two projects each having value not less than INR 80 Cr</td>
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<td>• Three projects each having value not less than INR 50 Cr</td>
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<td>The quoted project should be completed and shall be in operations for last two years at the time of submission of EoI response.</td>
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<td>6</td>
<td>Certifications</td>
<td>The applicant should possess below mentioned certification which are valid at the time of bidding:</td>
<td>• Copy of Valid Certificate(s) issued by competent authority</td>
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<td>• ISO 9001:2008/TL 9000 certification</td>
<td>• Undertaking that these certifications shall be kept valid during the EoI &amp; RFP process and thereafter, in case of award of order, for the entire project duration</td>
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<td>• ISO 20000:2011 for IT Service Management</td>
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<td>The bidder shall possess all the licenses and shall comply with all the rules of the country that are required to provide telecom infrastructure and services throughout the period of contract.</td>
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<td>7</td>
<td>Self - Declaration on Non Blacklisting</td>
<td>The applicant should not have been blacklisted by any Govt. entity or any PSU in India as on the date of bid submission</td>
<td>As per the Proforma 4 of this EoI document and to be counter signed by Applicant’s Country Head or the Company Secretary</td>
</tr>
<tr>
<td>8</td>
<td>Manpower Strength</td>
<td>The applicant should have at least 1000 resources on payroll of the applicant’s organization at the time of submission of EoI response</td>
<td>Certificate from the Company Secretary</td>
</tr>
</tbody>
</table>

Note:
The applicant shall comply with all the prevalent regulations and norms of competent authority in order to execute the defined scope of work during the contract period.
## 12.2 Qualification Criteria for shortlisting of Concessionaire for Project 2:

<table>
<thead>
<tr>
<th>S.No</th>
<th>Criteria</th>
<th>Details</th>
<th>Documents to be Submitted</th>
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</table>
| 1.   | Legal Entity | The Sole applicant or each of the members of the consortium, in case of consortium should be an entity registered in India under the Companies Act 1956 / 2013 or /LLP registered under LLP Act 2008 or subsequent amendments thereto. The entity should have been in operational existence for last three years. | • Certificate of incorporation / Partnership deed  
• GST Registration Certificate  
• Certificate of commencement of business (if applicable) |
| 2.   | Board Resolution / Power of Attorney in favour of authorised signatory | A Board Resolution or Power of Attorney in the name of the person executing the bid, authorizing the signatory to commit the Applicant. This is applicable to the sole applicant or each of the members of the consortium, in case of consortium. | Board Resolution;  
OR  
Power of Attorney with appropriate supporting documents as per the format of this EoI document |
| 3.   | Consortium | In the event of a consortium, one of the applicant shall be designated as a "Lead Partner/ Applicant". Consortium is allowed with up to 3 consortium members including the Lead Applicant. The lead applicant should have majority stake in the consortium which may be an incorporated or non-incorporated JV. | In case of consortium, the applicants shall submit a power of attorney in favour of the lead applicant clearly mentioning their association for the project and nominating the Lead applicant to participate in the bid. The same shall be signed by the authorized signatory of all the consortium members. |
| 4.   | Financials | The sole applicant or any member of consortium, in case of consortium, should have an annual turnover of at least INR 1000 Cr. from providing Shared Telecom Towers Services to Telecom Operators in last three financial years, i.e FY 14-15; FY 15-16, FY 16-17. | Extracts from the audited balance sheet and profit & loss;  
OR  
Certificate from the statutory auditor |
<p>| 5.   | Networth | The Sole applicant or each of the members of the consortium, in case of consortium, should have positive net worth as per the audited consolidated financial statements in each of the last 3 financial years (FY 14-15; FY 15-16, FY 16-17). | Certificate from the statutory auditor |
| 6.   | Technical Capability | The sole applicant or any member of the consortium, in case of consortium, should have a relevant experience of: | Certified copy of the relevant Work Order(s) and satisfactory implementation |</p>
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<th>S.No</th>
<th>Criteria</th>
<th>Details</th>
<th>Documents to be Submitted</th>
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<tr>
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<td>Supply, Installation, Commissioning and Operations &amp; Maintenance Services for Smart Poles / Telecom Tower / BTS / GBM(s) Infrastructure &amp; services in last 3 years i.e FY 13-14, FY 14-15, FY 15-16, FY 16-17 and currently having at least 5000 such Smart Poles / Telecom Tower / BTS / GBM(s) operational, as on date of submission of EoI, with minimum operational annual revenue of 200 cr.</td>
<td>completion/in progress &amp; satisfactory services completion/in progress certificate(s) (on the letterhead of the company issuing the certificate); OR Work Orders + Self certificate of completion with required details (Certified by the statutory auditor);</td>
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<td>And</td>
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<td>Project experience of Supply, Installation, Commissioning and Operations &amp; Maintenance Services, for any one of the below mentioned “specific business area”, which is either completed or ongoing in last 5 years i.e FY 12-13, FY 13-14, FY 14-15, FY 15-16, FY 16-17. Specific business area:</td>
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<td>1. WiFi Infrastructure &amp; services with at least 200 access points</td>
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<td>2. City Kiosk Infrastructure &amp; services with at least 50 kiosks</td>
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<td>3. Variable Message Display Infrastructure &amp; services with at least 50 displays</td>
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<td>4.</td>
<td>Certifications</td>
<td>The Sole applicant or any member of the consortium, in case of consortium, should possess below mentioned certification which are valid at the time of bidding:</td>
<td>Copy of Valid Certificate(s) issued by competent authority OR Undertaking that these certifications shall be kept valid during the EoI &amp; RFP process and thereafter, in case of award of order, for the entire project duration</td>
</tr>
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<td>The bidder shall possess all the licenses and shall comply with all the rules of the country that are required to provide telecom infrastructure and services throughout the period of contract.</td>
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<td>S.No</td>
<td>Criteria</td>
<td>Details</td>
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<td>5.</td>
<td>Self - Declaration on Non Blacklisting</td>
<td>The Sole applicant or each of the members of the consortium, in case of consortium should not have been blacklisted by any Govt. entity or any PSU in India as on the date of bid submission</td>
<td>As per the Proforma 4 of this EoI document and to be counter signed by Applicant’s Country Head or the Company Secretary</td>
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<td>6.</td>
<td>Manpower Strength</td>
<td>The Sole applicant or any member of the consortium, in case of consortium, should have at least 1000 resources on payroll of the applicant’s organization at the time of submission of EoI response</td>
<td>Certificate from the Company Secretary</td>
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</table>

**Note:**
The applicant shall comply with all the prevalent regulations and norms of competent authority in order to execute the defined scope of work during the contract period.

### 13. Proformas

All the applicants should submit their bids in the attached formats only.

### 13.1 Proforma 1: Cover Letter

[On the Letterhead of the Applicant]

To,

The Chief Executive Officer (CEO),
Pimpri Chinchwad Smart City Limited (PCSCL),
Pimpri Chinchwad Municipal Corporation Main Building, Mumbai-Pune Road,
Pimpri, Pune, Maharashtra - 411018

**Subject:**

Dear Sir,

Having examined the EoI Document, the receipt of which is hereby duly acknowledged, we, the undersigned, offer to this EOI and to meet such requirements & provide such services as are set out in the Eol.

We hereby attach the response as per the requirements of the EoI document.

We undertake, if our response to EoI is accepted, to adhere to the requirements put forward in the EoI or such adjusted requirements as may subsequently be mutually agreed between us and PCSCL or its appointed representatives. If our EoI is accepted, we will participate in the succeeding stages as per the requirement set out in the EoI document.
We agree that you are not bound to accept the lowest or any Bid Response you may receive. We also agree that you reserve the right in absolute sense to reject all or any of the products/services specified in the Bid Response or any/all bids without assigning any reason whatsoever.

It is hereby confirmed that I/We are entitled to act on behalf of our corporation/company/firm/organization and empowered to sign this document as well as such other documents which may be required in this connection.

We also certify that the period of validity of bids is 180 days from the last date of submission of proposal.

Dated this ……………………… Day of …………………..2018

(Signature)                      (In the capacity of)
Duly authorized to sign the Bid Response for and on behalf of:

(Name and address of the Applicant) Seal/Stamp of Applicant

13.2 Proforma 2: Firm Details
[On the Letterhead of the Applicant]

i. Details of the Firm/Applicant
    Name of Firm/Applicant: ____________________________
    Address: __________________________________________
    Tel No. (with code): ________________________________
    Contact person: ____________________________________
    Name and Designation: ______________________________
    Address, Telephone No. and Email address: ____________

ii. Type of Company (Public Limited/Private Limited): [with supporting]

iii. Date of incorporation with documentary evidence (or equivalent certificate):

iv. Registration detail of firm with documentary evidence (or equivalent certificate):

v. Service tax registration number and copy of the last return filed (or equivalent certificate): [with supporting]

vi. Brief description of the firm and organization structure and business.

On Behalf of (Name of the Applicant)
Signature of the Authorized Person

Name:

Designation:
13.3 Proforma 3: Detailed experience format

Project Experience References

[Formats to be filled for each reference experience / project individually along with verifiable documentary proof]

Please add as many as required to show case the required work experience along with the order values to add up to the requirements

<table>
<thead>
<tr>
<th>Name of the Work &amp; Location</th>
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<tbody>
<tr>
<td>Client’s Name and Complete Address</td>
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<tr>
<td>Scope of work carried out by the Applicant</td>
<td></td>
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<tr>
<td>Contract Value for the Applicant (in INR)</td>
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<tr>
<td>Contract value of whole project (in INR)</td>
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<tr>
<td>Date of Start</td>
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<tr>
<td>Date of Completion</td>
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Note:

In support of having completed above works attach self-attested copies of the completion certificate from client indicating the name of work, the description of work done by the Applicant, date of start, date of completion (contractual & actual), value of contract as awarded and as executed by the Applicant and value of material supplied free by the client and escalation amount.

If a work carried out as a Partner in the Joint Venture is included in this Proforma, details of Contract Value should be furnished including information on the extent of Financial participation by the Partner in that work. The proportionate share of the Partner will only be taken into account for assessment of work experience on similar works.
13.4 Proforma 4: Self Declaration by Applicant

[On the Letterhead of the Applicant]

To,

(Procuring entity),

In response to the EoI Ref. No. _____________________________ dated ___________ for {Project Title}, as an Authorized Signatory of _____________________________, I/We hereby declare that presently our Company/ firm _____________________________, at the time of bidding,:

 a) possess the necessary professional, technical, financial and managerial resources and competence required by the Bidding Document issued by the Procuring Entity;

 b) is having unblemished record and is not declared ineligible for corrupt & fraudulent practices either indefinitely or for a particular period of time by any State/ Central government/ PSU/ UT.

 c) does not have any debarment by any other procuring entity

 d) is not insolvent in receivership, bankrupt or being wound up, not have its affairs administered by a court or a judicial officer, not have its business activities suspended and is not the subject of legal proceedings for any of the foregoing reasons;

 e) does not have, and our directors and officers not have been convicted of any criminal offence related to their professional conduct or the making of false statements or misrepresentations as to their qualifications to enter into a procurement contract within a period of three years preceding the commencement of the procurement process, or not have been otherwise disqualified pursuant to debarment proceedings;

 f) will comply with the code of integrity and all the prevalent regulations and norms of the competent authority in order to execute the defined scope of work during the contract period.

If this declaration is found to be incorrect then without prejudice to any other action that may be taken as per the provisions of the applicable Act and Rules thereto prescribed by GoM, my/ our bid, to the extent accepted, may be cancelled.

Thanking you,

Name of the Applicant: -

Authorised Signatory: -

Seal of the Organization: -

Date: _____________

Place: _____________
13.5 **Proforma 5: Power of Attorney**

**FORMAT FOR POWER OF ATTORNEY TO AUTHORIZE SIGNATORY**

**POWER OF ATTORNEY**

*To be executed on non-judicial stamp paper of the appropriate value in accordance with relevant Stamp Act. The stamp paper to be in the name of the company who is issuing the power of attorney.*

We, M/s.______ (name of the firm/company with address of the registered office) hereby constitute, appoint and authorise Mr./Ms.______ (Name and residential address) who is presently employed with us and holding the position of ______, as our Attorney to do in our name and our behalf all or any of the acts, deeds or things necessary or incidental to our EoI for the Project ______ (name of the Project), including signing and submission of the EoI, participating in the meetings, responding to queries, submission of information/documents and generally to represent us in all the dealings with Client or any other Government Agency or any person, in connection with the works until culmination of the process of bidding till the Project Agreement is entered into with _________________ (Client) and thereafter till the expiry of the Project Agreement.

We hereby agree to ratify all acts, deeds and things lawfully done by our said Attorney pursuant to this power of attorney and that all acts, deeds and things done by our aforesaid Attorney shall and shall always be deemed to have been done by us.

(Signature and Name of authorized signatory)

(Signature and Name in block letters of all the remaining partners of the firm Signatory for the Company)

Seal of firm Company

Witness 1: ____________

Witness 2: ____________

**Notes:**

To be executed by all the members individually.

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.
13.6 **Proforma 6: Suggestions from Applicant**

Name of Applicant: ____________________________________________________________

Category: ___________________________ Date: ____________________

**Project 1:**

13.6.1 What would be most suitable Network Topology based on your understanding of the Project 1 requirements?

13.6.2 What are the suggested/recommended Partnership Models (revenue sharing) for the implementation of Project 1

13.6.3 What are the probable Monetization Opportunities with respect to Solution Components of Project 1
Project 2:

13.6.4 Please furnish below mentioned details and any other details which shall be critical in estimating the requirement of IT & non IT Infra & System requirement at Smart Pole

Applicant is required to furnish details on the below mentioned points:

- No. of locations for Smart Pole:
- Types of location for Smart Pole deployment:
- Types and size of Pole Infra:
- Fibre core capacity (no. of cores, ribbon size, type of fibre, type of duct etc.) required at Smart Pole for operationalization:
- Type of services that can be hosted at the Smart Pole:
- Internet/intranet bandwidth requirement at Smart Pole:
- Any other details:

13.6.5 What are the suggested/recommended Partnership Models (revenue sharing) for the implementation of Project 2

13.6.6 What are the probable Monetization Opportunities with respect to Solution Components of Project 2
13.7 Proforma 7: Applicant's Experience & Learnings highlighting key issues & challenges encountered

13.7.1 Project 1

13.7.2 Project 2
13.8 Proforma 8: Applicant's Suggestions & Recommendations

13.8.1 Project 1

13.8.2 Project 2
13.9 Proforma 9: Pre Bid Queries Format

Name of Person(s) Representing the Company/ Firm:

<table>
<thead>
<tr>
<th>Name of Person</th>
<th>Designation</th>
<th>Email-ID(s)</th>
<th>Tel. Nos. &amp; Fax Nos.</th>
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<tr>
<th>S. No</th>
<th>EOI Document Reference (s) (Page Number and Section Number)</th>
<th>Content of EOI Requiring Clarification</th>
<th>Points of Clarification</th>
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