

REQUEST FOR INFORMATION: PROJECT ASCON PHASE IV

Introduction

1. Army Static Switched Communication Network (ASCON) is the digital secure 'Backbone' network of Indian Army supporting and providing voice, video and data services to the subscribers. It is a project of national importance being executed in phases under the Ministry of Defence (MoD). An ATM based network established in Phase-III is currently in operation.

2. In accordance with the plan for phased expansion of the network, **Directorate General of Signals (Indian Army)** plans an extension of **ASCON** through a "Turnkey" project in **Phase IV**, which is to cover, Northern, Western, Central, North Eastern and Southern regions of our country as well as some stations in the hinterland. In view of this, the Indian Army solicits information for implementing the fourth phase of ASCON project.

Aim

3. To invite responses to the **Request for Information (RFI)** from vendors (Lead Bidders) to bid as *consortium* so as to undertake **PROJECT ASCON PHASE IV** on "**Turnkey Basis**" with "*in situ*" lifetime maintenance support.

Scope

4. RFI invites offers from **Indian registered companies with Indian Management** for planning, installation, commissioning, testing, optimization, operation, maintenance and training, of Multiprotocol Next Generation Network (NGN), **ASCON Phase IV**, based on IP/MPLS over an Optical DWDM Backbone, secured using Next Generation GigE Bulk Encryption Units (BEUs), duly approved by Scientific Advisory Group (SAG), with end to end Operation, Administration and Maintenance (OAM), scalability and management of Quality of Service (QoS). The proposed network should have the following features:-

- (a) Support gateways for interoperability with legacy services running over existing ATM, FR and TDM networks.
- (b) Integration with the existing PCM/ TDM PBXs.
- (c) Signaling and routing protocols should be capable of controlling data plane comprising ATM, FR, TDM, PoS, SDH and GigE payloads.
- (d) Support service scalability and flexibility with specific reference to traffic engineering, resource reservation, dynamic provisioning, differentiated services and network resilience.
- (e) The Network Devices must support IPv6.

5. The scope also includes establishment of geographically redundant Network Operation Centers (NOCs) and Network Management System (NMS) for this project. A full-fledged test bed will also come up with suitable 'test and measurement equipment', as part of this project, wherein various network elements would be networked and tested. **The scope of the project can thus be summarized as under:-**

- (a) Cover all steps required to complete establishment of proposed network i.e. laying of **OFC**, installation and commissioning of network elements etc. on **a turnkey basis** to interconnect approximately 300 locations across the country. Integration of the existing ASCON Phase-3 network (ATM based) with the proposed network will be an important aspect. The equipment must conform to **ITU-T** international standards and **No proprietary protocols will be used**.
- (b) Site preparation in terms of **civil works** to include construction of new sites, modification of existing sites, fabrication and erection of towers, power conditioning and environmental control.
- (c) Establishment of geographically redundant **Network Operation Centers (NOCs) and Network Management System (NMS)** for this project should be hierarchical i.e. Network elements to **Zonal NMS (ZNMS)** and to the **Central NMS (CNMS)**. Two geographically redundant (one main and the other hot standby) Central NMSs (CNMSs) or Network Operation Centers (NOCs) will be established.
- (d) Establishment of a **Satellite Overlay Network** based on MFTDMA technology with two geographically redundant hubs ensuring seamless inter-workability with existing SCPC DAMA /PAMA network.
- (e) Establishment of high capacity, scalable, **DWDM based Transmission Network with IP/MPLS routing and switching** solution.
- (f) Establishment of Secure high capacity **Microwave Radio links**.
- (g) Establishment of Mobile **nodes** to include both switching and satellite nodes on high mobility platforms, duly validated by Vehicle Research and Development Establishment (VRDE), Ahmednagar.
- (h) Provide '**Test and Measurement**' (**T&M**) equipment for all Network Elements to include OFC, DWDM, IP/MPLS backbone, radio, satellite etc.
- (i) Ensure **Network Synchronization** and carry out **Network audit**.
- (j) **Training** of the users at various levels.

Objective

6. Directorate General of Signals, Integrated HQ of MoD (Army), will evaluate the response to **RFI** so as to shortlist eligible **Lead Bidders and Consortiums** to issue Request for Proposal (RFP) for **Project ASCON Phase IV**. The bidder should furnish all details so as to enable Directorate General of Signals, Integrated HQ of MoD (Army) achieve following objectives:-

- (a) Identification of prospective **System Integrators (SIs) and OEMs**, so as to assess capability and suitability of the technology being offered by the bidder, as per scope of work.
- (b) Examine OEMs' experience and track record in implementation of turnkey project and providing support for similar kind of networks for service provider or Defence organization in India or abroad.
- (c) The availability of technical support center in terms of established spares warehouse as well as technical manpower of the OEMs and SIs across the country.
- (d) The bidders' past experience in handling project(s) of this magnitude in order to assess the technical & administrative capability for successful execution & subsequent satisfactory support for operations & maintenance of the network.
- (e) Assess the financial capability of the bidders and OEMs to handle project of this magnitude.

Broad Network Architecture and Elements

7. The **Project ASCON Phase IV** is thus being implemented as a **turnkey** project on **Pan- India** basis. The broad architecture and elements of the network or the final deliverables, that will be deployed by the bidder for provisioning of **Pan-India** Multiprotocol Converged Next Generation Network would include the following while actual quantities and components will be detailed in the Request for Proposal (RFP) :-

- (a) Rollout of a highly resilient exclusive **24 fibre, Optical Fibre Cable (OFC)** based optical backbone network comprising almost 300 locations spanning over a distance of approximately 10,000 kms. This would entail procurement, trenching, laying, testing and maintenance of OFC, in a topology managed by GIS based optical fibre Network Management System (NMS).
- (b) Establishment of high capacity, scalable, **DWDM based Transmission Network** comprising approximately 50 locations based on 4/8 degree ROADM with GMPLS control plane and providing 40/80 channels of 10G each upgradable to 40/100G each.

- (c) Establishment of exclusive carrier-class IETF based **core IP/MPLS** backbone network with switching and routing solution to interconnect approximately 300 locations spread across the country. The network will be highly scalable to cater for future expansion by addition of more communication nodes and entities.
- (d) Establishment of approximately 35 high capacity **STM -1 microwave links** in 7 to 8 GHz range.
- (e) Establishment of a **Satellite Overlay Network** consisting of approximately 70 static sites in C band and up to 05 transportable VSAT in Ku band, based on MFTDMA technology with geographically redundant existing hubs and ensuring seamless inter-workability with existing SCPC DAMA/PAMA network comprising of 22 sites in C band.
- (f) Establishment of geographically redundant **Network Operation Centers (NOCs) and Network Management System (NMS)** for this project which should be hierarchical i.e. Network elements to **Zonal NMS (ZNMS)** and to the **Central NMS (CNMS)**. Two geographically redundant (one main and the other hot standby) Central NMSs (CNMSs)/ Network Operation Centres (NOCs) will be established. The network should have an advanced operational support system that manages network configuration, performance monitoring, SLA monitoring and network availability.
- (g) Site preparation in terms of **civil works** to include construction of approximately 200 new sites, modification of 40 existing sites, fabrication and erection of 60 towers, power conditioning and environmental control.
- (h) **Network synchronization and Network Audit.**

Consortium Bidding

8. The definitions of some of the terminologies being used in this RFI are as under:-

- (a) **System Integrator.** An Indian registered company having Indian Management and Control with Resident Indian Nationals, who shall plan, supply, install, commission, test, optimise, maintain and ensure operational availability of a carrier-class multi-protocol converged Next Generation Network.
- (b) **Bidder/Lead Bidder.** The word Bidder/Lead Bidder in this RFI refers to "The Bidder" who as a **System Integrator** would be participating in response to the RFI and tender for this project.
- (c) **Consortium.** The word Consortium in this RFI would mean "A System Integrator who would partner with one or more other suitable OEM(s) to execute the project".

(d) **Original Equipment Manufacturers (OEMs)**. The word Original Equipment Manufacturer(s) (OEMs) in this RFI refers to manufacturers of the products like OFC, Core MPLS Router, Edge MPLS Router, Switches, DWDM Equipment, Radio, Satellite Equipment and accessories, Test and Measuring equipment etc.

(e) **Teaming Agreement**. This refers to an agreement signed between System Integrator and OEM(s) for various network elements like OFC, MPLS Router, DWDM, Radio, Satellite Equipment, Unified NMS, Test and Measurement Equipment etc.

(f) **Vendor/Party(ies)**. The word vendor/party (ies) in this RFI refers to a System Integrator and/or his OEMs.

9. In response to the RFI, the **prospective Lead Bidder** is required to bid as a **consortium** for implementation of this project on turnkey basis and subsequently provide comprehensive in situ maintenance support on life cycle basis. The **consortium** shall comprise **one System Integrator (SI)** as 'Lead Bidder' and **multiple OEMs** and will adhere to following conditions:-

(a) **SI/ Lead Bidder** can be part of **only one consortium**. The Lead bidder will be responsible for delivery of professional services for Project Management, Network Management, Performance Audit, Capacity Planning, Maintenance, Training, Content Development and Infrastructure Development.

(b) All **OEMs** can be part of **one or more consortiums**. Teaming Agreement will be submitted by SIs.

(c) The following OEMs may form part of the consortiums:-

(i) **Telecom OEM for OFC** - OEM to provide OFC.

(ii) **Telecom OEM for Optical Transmission**- OEM to provide DWDM based transmission network solution.

(iii) **Telecom OEM for Radio Transmission** OEM to provide High capacity Microwave solution.

(iv) **Telecom OEM for IP/MPLS Network** - OEM to provide MPLS Routing solution.

(v) **Telecom OEM for Satellite** - OEM to provide Satellite solution.

(vi) **IT/ Telecom OEM** - OEM to provide Unified NMS solution.

(vii) **Civil Infrastructure**- SI will be responsible to undertake the Civil Infrastructure, development for the project and laying of OFC.

(viii) **Hardware OEM** – Provide all Third Party hardware items including IT hardware.

- (ix) **Software OEM** - Provide all Third Party Software excluding UNMS requirement but including IT Software.
- (d) **Third Party Partner(s)**. The Lead Bidder/ OEM(s) should have signed **MoU/ teaming agreement** with all other OEMs as third party partner(s) for this project.
- (e) **Change of Partner**. The Lead Bidders will not be permitted to change their consortium/ third party partner(s) after opening of this RFI.
- (f) The Lead Bidder must furnish documentary evidence in the form of definitive MoU ensuring that all the members of consortium fully meet the laid down eligibility criteria for this project. The definitive **MoU** should be signed on non- judicial **Rs 100 (Rupees one hundred only)** stamp paper by the authorized signatories of the bidders involved. The power of attorney of signing authorities must be submitted along with the **MoU** and the RFI response.
- (g) All the bidders have to indicate make, model number and year of introduction in service of all items as part of the response to this RFI.
- (h) The members of the consortium should individually satisfy the eligibility conditions laid down.

Eligibility Requirements of Bidders

10. The Lead Bidder should be System Integrator, who can form consortium with OEM(s) to implement project on turnkey basis. The Lead Bidder and the OEMs including Third Party Partners forming part of the Consortium will ensure that only Indian Residents with Indian origin will be deployed for implementation of the Project in field.
11. The qualification of all the consortium partners will be based on compliance with the minimum eligibility criteria specified below. These criteria apply separately to Lead Bidder as System Integrator and Consortium Partner(s) as Telecom/ IT OEM(s).
12. All Third Party Partners for the Consortium who will be providing Hardware, Software System or Services must be OEM(s).
13. The Lead Bidder must furnish documentary evidence in the form of definitive MoUs ensuring that the hardware, software and services OEM(s) fully meet the eligibility conditions laid down as **General, Technical, Experience and Financial Eligibility Criteria**.
14. The Lead Bidder must furnish the details of Consortium Partner(s) in the following format:-

Ser No	Name and Address of OEM	Role & Responsibility of OEM
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15. **Eligibility Criteria.** User will assess the capacity and capability of the Consortium to successfully execute the scope of work as turnkey project within 24 months. This assessment shall inter-alia include document verification, bidders' work/manufacturing capacity, details of work executed, work in hand, work anticipated in future & the balance capacity available for the present scope of work, manufacturing, R&D and testing facilities, manpower and financial resources, details of quality systems in place, past experience and performance, customer feedback and banker's feedback etc.

Lead Bidder

16. **General Eligibility Criteria** The Lead Bidders should meet the following Eligibility Criteria:-

(a) **The lead bidder shall be an Indian registered company under Company Act 1956 having Indian Management and control with Resident Indian Nationals and shall provide the following documents:-**

- (i) Certificate of incorporation from Registrar of companies.
- (ii) Articles and Memorandum of Association.
- (iii) Balance sheet, P & L statement for the last three financial years.
- (iv) Latest valid TIN, PAN and Excise & Sales Tax Registration number.
- (v) Details of the firm along with List of Directors on the Board of the Company with their address(es), contact telephone numbers, PIN etc.as well as documentary evidence for registration with proof for Management and Control of Company with Resident Indian Nationals in the form of Form 32 pursuant to sections 303(2), 264(2) or 266(1)(a) and 266(1)(b)(iii) of Company Act 1956. The Management and Control with Resident Indian Nationals implies majority of Board of Directors of the Company should comprise individuals who are:-
 - (aa) Indian citizens as per the Indian Citizenship Act 1955.
 - (ab) Resident Indian Nationals as per Indian Income Tax Act 1961, Section 6.
- (vi) Banker's solvency certificate.

(b) The lead bidder as an individual company or its pre-merged companies should be in existence in India for the last five years.

(c) The lead bidder will state if the company is listed on NSE or BSE.

(d) The lead bidder should have successfully delivered Professional Network Services for at least two Telecom Networks of any leading Service Provider in India during last five years. The bidder must provide verifiable customer references for the same.

(e) Should be **profit-making firm for last three years**. Documentary proofs including audited and certified financial reports are required to be submitted for each of the financial years reporting turnover and net profit.

(f) The Lead Bidder will have to render a certificate stating the name of OEM(s) who support the Bidder as part of documentation to be submitted in response to this RFI. Participation of the SI should be strictly as per bidding criteria laid down at Para 9 above.

(g) The bidder may either meet eligibility and experience criteria on its own or form a consortium with suitable partners (OEMs only) to meet the required criteria. In later case there should be an unambiguously designated member of the consortium who should submit the RFI on behalf of the consortium and will be called as lead bidder. Only lead bidder will be permitted to interact with Directorate General of Signals, Integrated HQ of MoD (Army).

(h) In case bidder is a subsidiary of the parent company then the criteria as laid down above shall be satisfied by subsidiary company only (i.e. excluding its holding company, group company, sister concern etc.).

(i) The lead bidder should not be blacklisted or involved in corrupt and fraudulent practices with any central/state government ministries/affiliates or PSUs for telecom related projects in India during last three years.

Note. Any Telecom Project shall be considered as similar project in case there is similar scope for design, development, implementation, maintenance and training as per details given for this project in this RFI document.

17. **Technical Eligibility Criteria** The Lead Bidder as well as their associated IT/ Telecom OEM(s) must have System Integration and Project Management (SIPM) portfolio for delivery of Professional Network Services for Telecom Networks of leading Service Providers through NOCs in India. The bidder must provide verifiable customer references for the same. The Lead Bidder or/and the Associated IT/ Telecom OEM(s) should meet the following technical eligibility criteria: -

- (a) Should be System Integrators for Telecom Networks with experience in design, planning, configuration, implementation, testing and maintenance of Next Generation Networks based on long haul countrywide DWDM Transmission, Carrier Grade IP/MPLS Backbone Network, Gigabit Optical Access Networks, Satellite Overlay, Radio, Carrier Grade Converged Voice, Video and Data Services Overlay and Telecom Grade NGOSS based NOCs.
- (b) Should have direct teaming agreement(s) with Technology provider(s)/ OEM(s)/ Third Party Partner(s) and should submit the same in response to RFI.
- (c) Should be an ISO 9001:2000 or ISO 27000:2005 certified company.
- (d) Should state details of R&D facility in India for Design and Development of System and Network Level Integration Solutions for Next Generation Telecom Network requirements and Repair Centre for undertaking Level 2 maintenance support for all the hardware and software systems offered as part of turnkey solution for this project.
- (e) Should furnish details of established full fledged "Proof of Concept (PoC) Lab" in India for testing and commissioning of Next Generation Telecom Networks based on DWDM and IP/MPLS technologies. Details of PoC Lab proposed to be established in Lead Bidder's premises and proposed methodology for conduct of PoC for this Project shall be given in response to this RFI. Under any circumstances PoC shall not be conducted outside the country.
- (f) Should be capable for provision of 'Managed Maintenance Services' as a 'Single Window Model' for multiple warranty and annual maintenance contracts.
- (g) Should submit a proposed roadmap for the various hardware/software systems, spares and professional services being offered as part of turnkey solution for Next Generation Telecom Networks based on DWDM and IP/MPLS technologies for next ten years. The details of End of Life (EoL) milestones for GTAC, R&D, Spares and Maintenance Support as well as requirements for Technology Refresh on Product Life Cycle basis, if applicable, should also be submitted.
- (h) Should submit an undertaking for provision of requisite spares and services of resident engineers within 24 hours of occurrence of critical network/ system level failures at all the Armed Forces sites, including remote locations in Northern and North-Eastern regions. Details of proposed augmentation of maintenance centers, support bases and post sales locations should be indicated as response to RFI.

(i) The Lead Bidder should submit a commitment letter obtained from OEM(s) and Third Party Partner(s) that they will provide the requisite support for the successful implementation of the project as well as maintenance support to include software/ hardware system and software patches/ upgrades and other spares and consumables for at least ten years.

(j) The Lead Bidder should provide the source codes of all exclusively developed software/ customizations done for the project. This will, however, not include source codes of standard COTS applications used for this project.

(k) The Lead Bidder should guarantee Scalability, Interoperability & Flexibility of the solution and its capability for integration with other Defence Networks and Applications which exist or are planned to be rolled out subsequently based on technologies similar to this Telecom Project.

(l) Should state commitment of Project Management professional (PMP) or equivalent certified Managers for this project.

18. **Experience Eligibility Criteria** The lead Bidder must meet the following Experience Eligibility Criteria:-

(a) Should have successfully completed at least one project of any of the leading Telecom Service Providers in India as **System Integrator** for telecom network in last five years. A certificate to this effect issued by the Telecom Service Provider is required to be submitted by the bidder which should clearly mention the size and geographic coverage of network, number of switching nodes, estimated subscriber base, year of award of contract, duration of contract and date of completion of project.

(b) Should have experience of maintenance and provisioning of Telecom Networks of leading Service Providers. Bidder shall have to produce performance certificate from the customer in this regard. The performance certificate/report should also provide broad details of Network topology & equipment details.

(c) Should have past experience of working with Tier-1 Telecom Services Providers in India/ Worldwide and Telecom OEMs for planning, design, engineering, implementation, integration, installation, testing, commissioning, optimization and maintenance of Telecom Projects of size and scale similar to this project. Necessary documents from customer may be attached in support.

(d) Should be able to demonstrate expertise and provide verifiable references in all the domains of Telecom.

(e) Should have undertaken network transformation from legacy to IP and green field operations. Verifiable references may be provided.

(f) Should state if the company has capability of content development and provisioning of e-learning services for any Telecom Service Provider in India/ worldwide. If yes, then Self Certification and Endorsement by Telecom Service Provider(s) may be provided.

(g) Should state details of training consultants available each for OFC and DWDM Technology, IP/MPLS, NGOSS, NOC operations and T&M equipment.

(h) Should have successfully installed or supplied T&M equipment like Network analyzers, Ethernet testers, Traffic Generators, SDH analyzers, Optical testers etc. for T&M requirements of SDH/DWDM and IP/MPLS for NGN services. Verifiable references may be provided.

(i) Should have at least five years of testing experience in telecom field and should be able to bring in at least three references from telecom service providers operating networks.

19. **Financial Eligibility Criteria.** The Lead Bidder must satisfy the following Financial Eligibility criteria:-

Ser No	Criteria	Lead Bidder
(a)	Cumulative turnover (last three fiscal years)	Rs 1200 cr
(b)	Net worth (last two fiscal years)	Rs 400 cr
(c)	Solvency Certificate	Rs 200 cr

Eligibility Requirements for OEMs

IT/Telecom OEM

20. **General Eligibility Criteria**

(a) **The OEM shall be an Indian registered company under Company Act 1956** and shall provide the following documents:-

- (i) Certificate of incorporation from Registrar of companies.
- (ii) Articles and memorandum of association.
- (iii) Balance sheet, P & L statement for the last three financial years.
- (iv) Latest valid TIN, PAN and Excise & Sales tax registration number.

- (v) Documentary evidence for Management and Control of Company in the form of Form 32 pursuant to sections 303(2), 264(2) or 266(1)(a) and 266(1)(b)(iii) of Company Act 1956.
 - (vi) Banker's solvency certificate.
- (b) The OEM should be in existence in India for the last three years.
- (c) The OEM should have satisfactorily implemented similar telecom projects & professional services for any leading telecom provider in India during the past three years. Consortium partners should have provided system/services for at least one Defence ICT project in India. Verifiable customer references will be submitted for the same
- (d) . Should be profit-making firm for last two years. Documentary proofs including audited and certified financial reports are required to be submitted for each of the financial years reporting turnover and net profit.
- (e) The OEM will have to render a certificate stating the name of Lead Bidder(s) being supported as part of documents to be submitted in response to this RFI.
- (f) In case OEM is a 100% subsidiary of the parent company then the criteria as laid down above shall be satisfied by subsidiary company/ Parent company.
- (g) The OEM should not be blacklisted or involved in corrupt and fraudulent practices with any central/state government ministries/affiliates or PSUs for telecom related projects in India.

Note. Any IT/ Telecom Project shall be considered as similar project in case there is similar scope for design, development, implementation, maintenance and training as per details given in this RFI.

Technical/Financial/Experience Eligibility Criteria.

21. The software and hardware components for this project must be supplied by the OEM(s). **The Technical, Financial and Experience Eligibility Criteria for all the OEMs as consortium partners are given separately in subsequent paragraphs.** The bidders must submit documentary proofs against the same.

22. **Telecom OEM for OFC.** The consortium partner for OFC must be an Indigenous OFC Manufacturer who should have successfully executed supply, installation and maintenance of OFC project with similar scope and size on turnkey basis for any leading Telecom Service Provider in India or globally. Verifiable customer references will be submitted as response to RFI. Following criteria apply to OEM for OFC:-

- (a) Should be ISO 9001:2000 or equivalent certified company.

- (b) Should be an ISO 27001 certified company.
- (c) The OEM should have minimum manufacturing capacity of **15,000 kms per annum** for 24 Fibre Metal-Free Optical Fibre Cable in India.
- (d) The OFC manufacturer should have ITU-T grade G.655 and G.652D of optical fibre sourced from CACT approved indigenous sources. Copies of the CACT approval certificates should be submitted in response to this RFI.
- (e) The OFC manufacturer should have in-house test facilities of Optical, Geometrical, Mechanical and Reliability parameters of Fiber / Cable as per EIA/TIA, IEC and ITU standards for fibre, ribbon fibre and cable.
- (f) The OFC manufacturer should have its own material and transmission laboratory and shall have climatic chamber for testing of temperature range.
- (g) The OFC manufacturer/ Third Party Partner should have company owned/ leased OTDR, OFC Blowing machine, Optical Power meter, laser source, GIS based cable route locator, splicing machine and HDD machine.
- (h) The OEM should have preferably supplied minimum total of 15,000 Km of Optical Fibre Cable for telecom services in the last two fiscal years. Verifiable customer references will be provided for the same.
- (i) The Third Party Partner for OFC requirements should have capability for trenching and OFC laying of at least 5 km per day for the project duration on turnkey basis and an undertaking should be submitted for the same.
- (j) The Third Party Partner should have an experience of laying minimum of 5000 kms of Optical Fibre Cable.
- (k) The OFC manufacturer and Third Party Partner, if applicable, should submit satisfactory performance certificate from at least two different Telecom Service Providers for whom he has executed similar OFC project on turnkey basis.
- (l) The following financial capability is a must:-

Ser No	Criteria	OEM
(i)	Cumulative turnover (last three fiscal years)	Rs 900 cr
(ii)	Net worth (last two fiscal years)	Rs 300 Cr
(iii)	Solvency certificate	Rs 150 Cr

- (m) The OEM should indemnify purchaser against all third party claims of infringement of Intellectual Property Rights/patent/trademark and industrial design rights for OFC.

23. **Telecom OEM for Optical and Radio Transmission.** The consortium partner for Optical and Radio Transmission Systems must be telecom OEM with proven track record for Carrier Grade Telecom Equipment. The OEM should have implemented Next Generation Telecom Network solutions with similar scope and size for any leading Telecom Service Provider in India or globally. Following criteria apply to the Telecom OEM for Optical and Radio Transmission Systems:-

- (a) Should be an ISO 9001:2000 certified company or equivalent.
- (b) Should be ISO 27001 certified or equivalent.
- (c) Should be in field of Manufacturing of Carrier Grade Optical and Radio Transmission Systems for Telecom Networks.
- (d) Should indemnify purchaser against all third party clauses of infringement of Intellectual Property Rights (IPR)/Patents of Telecom Technologies/Trademark and industrial design rights for Optical and Radio Transmission. Indian Subsidiary of Foreign Company shall also be considered as OEM. The OEMs including Third Party vendors forming part of the consortium should also have a proven track record in their respective fields for Optical and Radio Transmission.
- (e) Should submit a defined roadmap for the Optical and Radio Transmission System being offered for this project for next ten years. The details of End of Life (EoL) milestones for R&D, Spares, and Maintenance Support as well as requirements for Technology Refresh on Product Life Cycle basis should also be submitted.
- (f) Should submit an undertaking to provide OEM Certified Maintenance Engineer and requisite spares for offered hardware and software within 24 hours of occurrence of faults at all the Armed Forces sites including remote sites in Northern and North Eastern India for all the critical system/ network level failures. Details of proposed augmentation of maintenance centers, support bases and post sales locations should be indicated as response to this RFI.
- (g) Should have a security consultancy practice within the organization. The OEM should have extensive designing and implementation experience of security solutions for at least three Telecom Service providers in India/globally or for Indian Defence Forces. User certificate should be provided for the same.
- (h) Should submit satisfactory performance certificate from at least two different Telecom Service Providers for whom he has executed similar telecom project on turnkey basis.
- (i) Should have experience of working and managing multi-vendor environment. Certificate for at least one such network in India or globally, issued by the respective Telecom Service Provider in last three years would be required as proof for assessment of capability for program management and System Integration and Program Management.

(j) Should have successfully completed at least one project for countrywide Next Generation, Telecom Network of any of the leading telecom service providers in India/globally during last three years. A certificate to this effect issued by the telecom service provider is required to be submitted by the OEM which should clearly mention the broad scope of project, year of award of contract, duration of contract and date of completion of project.

(k) Should state details of R&D Facility in India for Development of Optical and Radio Transmission Technologies/ Systems for Multi-Vendor and Multi-Protocol based NGN requirements.

(l) Should furnish details of established full-fledged "Proof of Concept (PoC) Lab" in India for testing and commissioning of offered NGOSS based Unified NMS along with end-to-end integrated solution for NOCs. Details of PoC Lab proposed to be established in Telecom OEM's premises and proposed methodology for conduct of PoC for this Project shall be given as response to this RFI.

(m) For all the third party components like hardware and any additional software, the lead bidder shall submit MoU agreements with the OEMs regarding support for the next ten years.

(n) The following financial capability is a must:-

Ser No	Criteria	OEM
(i)	Cumulative turnover (last three fiscal years)	Rs 1200 cr
(ii)	Net worth (last two fiscal years)	Rs 400 cr
(iii)	Solvency certificate	Rs 200 cr

24. **IT/ Telecom OEM for IP/ MPLS Network.** The consortium partner for IP/ MPLS Routing Systems must be IT/Telecom OEM with proven track record for Carrier Grade IP/ MPLS Routing Equipment. The OEM should have implemented Next Generation Telecom Networks solutions with similar scope and size for any Telecom Service Provider in India or globally. Following criteria apply to the IT/ Telecom OEM for IP/ MPLS Routing Systems:-

(a) Should be an ISO 9001:2000 certified company or equivalent.

(b) Should be ISO 27001 certified or equivalent.

(c) Should be in field of Manufacturing of Carrier Grade IP/ MPLS Routing Systems.

(d) Should indemnify purchaser against all third party claims of infringement of Intellectual Property Right (IPR)/Patents of Telecom

Technologies/Trademark and industrial design rights for IP/MPLS network. Indian Subsidiary of Foreign Company shall also be considered as OEM. The sub-bidders forming part of the consortium should also have a proven track record in their respective fields for IP/MPLS network.

(e) Should submit a defined roadmap for the offered IP/ MPLS Routing Systems being offered for this project for next ten years. The details of End of Life (EoL) milestones for R&D, Spares and Maintenance Support as well as requirements for Technology Refresh on Product Life Cycle basis should also be submitted.

(f) Should submit an undertaking to provide OEM Certified Maintenance Engineer and requisite spares for offered hardware and software within 24 hours of occurrence of faults at all the Armed Forces sites including remote sites in Northern and North Eastern India for all the critical system/ network level failures. Details of proposed augmentation of maintenance centers, support bases and post sales locations should be indicated as response to this RFI.

(g) Should have a security consultancy practice within the organization. The OEM should have extensive designing and implementation experience of security solutions for IP/ MPLS Networks for at least three Telecom Service Providers in India/globally or for Indian Defence Forces. User certificate should be provided for the same.

(h) Should submit satisfactory performance certificate from at least two different Telecom Service Providers for whom he has executed similar telecom project on turnkey basis.

(i) Should have experience of working and managing multi vendor environment. Certificate for at least one such network in India or globally issued by the respective Telecom Service Provider in last three years would be required as proof for assessment of capability for System Integration and Program Management.

(j) Should have successfully completed at least one project for Next Generation Telecom Network of any of the leading telecom service providers in India/globally during last three years. A certificate to this effect issued by the telecom service provider is required to be submitted by the OEM which should clearly mention the broad scope of project, year of award of contract, duration of contract and date of completion of project.

(k) Should have established at least one repair and maintenance facility in India and state details of R&D Facility in India for Design, Development and Planning of IP/ MPLS Routing Technologies/ Systems for Multi-Vendor and Multi Protocol based NGN requirements.

(l) Should furnish details of established full-fledged "Proof of Concept (PoC) Lab" in India for Testing and commissioning of IP/ MPLS Routing Network being offered for this project. Details of PoC Lab proposed to be established in Telecom OEM's premises and proposed methodology for conduct of PoC for this Project shall be given as response to this RFI.

- (m) For all the third party components like hardware and any additional software, the lead bidder shall submit MoU agreements with the OEMs regarding support for the next ten years.
- (n) The following Financial capability is a must:-

Ser No	Criteria	OEM
(i)	Cumulative turnover (last three fiscal years)	Rs 600 cr
(ii)	Net worth (last two fiscal years)	Rs 200 cr
(iii)	Solvency certificate	Rs 100 cr

25. **Telecom OEM for Satellite Transmission.** The consortium partner for Satellite Transmission Systems must be telecom OEM with proven track record for implementing MFTDMA Network. The OEM should have implemented Next Generation Telecom Network solutions with similar scope and size for any leading Telecom Service Provider in India or globally. Following criteria apply to the Telecom OEM for Satellite Transmission Systems:-

- (a) Should be an ISO 9001:2000 certified company or equivalent.
- (b) Should be ISO 27001 certified or equivalent.
- (c) Should be in field of manufacturing of MFTDMA based Satellite Communication Systems.
- (d) The OEM should indemnify purchaser against all third party claims of infringement of Intellectual Property Rights/patent/trademark and industrial design rights for Satellite network. Indian Subsidiary of Foreign Company shall also be considered as OEM. The OEMs including the third party vendors forming part of the consortium should also have a proven track record in their respective fields for Satellite Transmission Network.
- (e) Should submit a defined roadmap for the Satellite Communication System being offered for this project for next ten years. The details of End of Life (EoL) milestones R&D, Spares and Maintenance Support as well as requirements for Technology Refresh on Product Life Cycle basis should also be submitted.
- (f) Should submit an undertaking to provide OEM Certified Maintenance Engineer and requisite spares for offered hardware and software within 24 hours of occurrence of faults at all the Armed Forces sites including remote sites in Northern and North-Eastern India for all the critical system/ network level failures. Details of proposed augmentation of maintenance centers, support bases and post sales locations should be indicated as response to this RFI.

(g) Should have a security consultancy practice within the organization. The OEM should have extensive designing and implementation experience of security solutions for Satellite Networks for at least three Telecom Service providers in India/globally or for Indian Defence Forces. User certificate should be provided for the same.

(h) Should submit satisfactory performance certificate from at least two different Telecom Service Providers for whom he has executed similar telecom project on turnkey basis.

(i) Should have experience of working and managing multi vendor environment. Certificate for at least one such network in India or globally issued by the respective Telecom Service Provider in last three years would be required as proof for assessment of capability for System Integration and Program Management.

(j) Should have successfully completed at least one project for countrywide Next Generation Telecom Network of any of the leading telecom service providers in India/globally during last three years. A certificate to this effect issued by the telecom service provider is required to be submitted by the OEM which should clearly mention the broad scope of project, year of award of contract, duration of contract and date of completion of project.

(k) Should have established at least one repair and maintenance facility in India and state details of R & D facility in India/ abroad for Development of Satellite Communication Technologies/ Systems for Multi- Vendor and Multi Protocol based NGN requirements.

(l) Should furnish details of established full-fledged "Proof of Concept (PoC) Lab" in India for testing and commissioning of countrywide Satellite Communication Technologies/ Systems being offered for this project. Details of PoC Lab proposed to be established in Telecom OEM's premises and proposed methodology for conduct of PoC for this Project shall be given as response to this RFI.

(m) For all the third party components like hardware and any additional software the lead bidder shall submit MoU agreements with the OEMs regarding support for the next ten years.

(n) The following financial capability is a must:-

Ser No	Criteria	OEM
(i)	Cumulative turnover (last three fiscal years)	Rs 900 cr
(ii)	Net worth (last two fiscal years)	Rs 300 cr

(iii)	Solvency certificate	Rs 150 cr
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26. **IT/ Telecom OEM for Unified NMS.**

- (a) Should be ISO 9001:2000 certified company or equivalent.
- (b) Should be ISO 27001 certified or equivalent.
- (c) Should be in field of manufacturing of Telecom Systems/ Telecom Grade Unified Network Management System based on NGOSS framework.
- (d) Should follow NGOSS standards for design and implementation.
- (e) Should indemnify purchaser against all third part claims of infringement of Intellectual Property Right (IPR)/Patents of Telecom Technologies/Trademark and industrial design rights for Unified NMS. Indian Subsidiary of Foreign Company shall also be considered as OEM. The sub-bidders forming part of the consortium should also have a proven track record in their respective fields for Unified NMS.
- (f) Should submit a defined roadmap for the Unified NMS components including NGOSS being offered for next ten years. The details of End of Life (EoL) milestones for R&D, Spares and Maintenance Support as well as requirements for Technology Refresh on Product Life Cycle basis should also be submitted.
- (g) Should have a security consultancy practice within the organization. The OEM should have extensive designing and implementation experience of security solutions for at least three Telecom Service providers in India/globally or for Indian Defence Forces. User certificate should be provided for the same.
- (h) Should submit an undertaking for provision of requisite spares and OEM certified Maintenance Engineer for resolution of faults within 24 hours of occurrence of critical network/ system level failures at all the Armed Forces sites, incl remote locations in Northern and North-Eastern Regions. Details of proposed augmentation of maintenance centers, support bases and post sales locations should be indicated as response to this RFI.
- (i) Should provide verifiable references for design, engineering, implementation and maintenance of NGOSS based Unified NMS solutions based on Multiple Technology Requirements for similar Project in India or globally.
- (j) Should submit satisfactory performance certificate from at least two different customers for whom he has developed NGOSS solution.
- (k) Should have experience of working and managing multi-vendor environment. Certificate for at least one such network in India or globally

issued by the respective Telecom Service Provider in last three years would be required as proof for assessment of capability for program management and excellence on delivery of OSS integration services.

(l) Should have successfully completed at least one project of any of the leading telecom service providers in India/globally as OSS/ EMS Integrator during last three years for countrywide Next Generation Telecom Network. A certificate to this effect issued by the telecom service provider is required to be submitted by the OEM which should clearly mention the broad scope of project, year of award of contract, duration of contract and date of completion of project.

(m) Should have established at least one repair and maintenance facility in India and state details of R&D Facility in India for Development of NGOSS based Unified NMS solution for Multi Vendor and Multi Protocol based NGN requirements.

(n) Should furnish details of established full-fledged "Proof of Concept (PoC) Lab" in India for testing and commissioning of offered NGOSS based Unified NMS along with end-to-end integrated solution for NOCs. Details of PoC Lab proposed to be established in Telecom OEM's premises and proposed methodology for conduct of PoC for this Project shall be given as response to this RFI.

(o) The following financial capability is a must:-

Ser No	Criteria	OEM
(i)	Cumulative turnover (last three fiscal years)	Rs 250 cr
(ii)	Net worth (last two fiscal years)	Rs 100 cr
(iii)	Solvency certificate	Rs 50 cr

27. **Hardware OEMs.** All peripheral third party hardware items including IT Hardware should be delivered by the Hardware OEM(s) who should meet following Eligibility Criteria :-

(a) Should be an IT Hardware Company registered in India with existence for at least last three years in India. The annual turnover for last three years should be at least Rs 100 Crores.

(b) Documentary evidence for Management and Control of Company in the form of Form 32 pursuant to sections 303(2), 264(2) or 266(1) (a) and 266(1) (b) (iii) of Company Act 1956.

(c) Should be certified for ISO 9001:2000 and ISO 14001:2004.

(d) Should be certified for ISO 20000/ BS 15000.

- (e) The OEM servers, storage and archival systems should be certified for Windows Server 2003 or later, LINUX and UNIX.
- (f) Should have at least seven maintenance centers, preferably one at Delhi and at least one in each of the Army Regions. List of maintenance centers will be submitted.
- (g) Should have a local and post sales support base at a minimum of twenty locations, spread across the country. List of support centers will be submitted.
- (h) Should submit an undertaking for provision of requisite spares and resolution of faults within 24 hours of occurrence of critical network/ system level failures at all Armed Forces sites, including remote locations in Northern and North-Eastern regions. Details of proposed augmentation of maintenance centers, support bases and post sales locations should be indicated as response to this RFI.
- (i) Should provide maintenance support for his products for a minimum of ten years including three year warranty period.
- (j) Commitment letter from OEM to the lead bidder for availability of spares, updates and version upgrades for ten years should be provided.
- (k) Should have a clear roadmap of product support for next ten years.
- (l) The annual turnover for last three years should be at least Rs 50 Crore.

28. **Software OEMs.** All third party OEM software excluding UNMS requirements but including all other IT Software should be delivered by the Software OEM(s) who should meet following Eligibility Conditions :-

- (a) Should be IT software Product Company registered in India with existence for at least last three years in India.
- (b) Documentary evidence for Management and Control of Company in the form of Form 32 pursuant to sections 303(2), 264(2) or 266(1) (a) and 266(1) (b) (iii) of Companies Act 1956.
- (c) Should have CMMI 5 or equivalent.
- (d) Should have ISO/IEC 27001:2005 certification.
- (e) The OEM's server software products should be certified for Windows Server 2003 or later, LINUX and UNIX.
- (f) Should support open standards.
- (g) Should have at least seven maintenance centers, preferably one at Delhi and at least one in each of the Army Regions. List of maintenance centers is to be submitted.

- (h) Should have a local support and post sales support base at a minimum of twenty locations, four in each of the Army Regions. List of support centers is to be submitted.
- (i) Should submit an undertaking for provisioning of requisite support for resolution of faults within 24 hours of occurrence of critical network/ system level failures at all the Armed Forces sites, incl remote locations in Northern and North-Eastern regions. Details of proposed augmentation of maintenance centers, support bases and post sales locations should be indicated as response to this RFI.
- (j) Should provide warranty for three years & Annual Technical Support (ATS) for his products for minimum seven years after warranty. OEM will submit a commitment letter to this effect. During warranty period the patches and version upgrades will be provided free of cost.
- (k) Should have a published roadmap of product support and development for at least next ten years.
- (l) Should have ownership of Intellectual Property Right for the software applications offered for this project.
- (m) The annual turnover for last three years should be at least Rs 50 Crore.

29. **Outsourced Items.** Any minor miscellaneous item (e.g., hardware like cables, couplers, jointers, connectors, racks etc) which is required to be outsourced should be procured from the reputed and registered firm. The item procured must be ISI/BIS certified.

Miscellaneous Issues

30. The ***Project ASCON Phase IV*** being of classified nature, the successful bidder will be required to sign and honour "**Non-Disclosure Agreement**" (as per format given at **Appendix A**) with "Government of India" before issue of tender papers as well as before award of contract.

31. The right to suspend the RFI process or part of the process to accept or reject any or all applications at any stage of the process and/ or to modify the process or any part thereof at any time without assigning any reason is reserved with the user department without any obligation or liability whatsoever.

32. The **user** department will **deal only with the SI, being lead bidder.**

Short listing of Lead Bidders and Consortiums

33. Short listing of Lead Bidders and Consortiums for the Project will be carried out as under:-

(a) Interested bidders will submit their offers for the project as '**Consortium Bid**'.

(b) All these proposals will be scrutinized and evaluated by the user, based on the eligibility criteria given in this document. The user department will then shortlist the consortiums for this project. The RFP will be issued to the Lead Bidders out of the short listed consortiums.

34. If required and felt necessary, this may be followed by a presentation from the consortiums at short notice to a Board of Officers, dates of which may be communicated separately after evaluation of the response.

Documents to be submitted

35. **Paragraph wise unconditional compliance.** It is mandatory to provide documentary proof related to each of the eligibility criteria mentioned above. The lead Bidder as well as the OEMs shall submit the following documents:-

(a) Paragraph wise unconditional compliance of all terms and conditions in response to this RFI supported by suitable documentary evidences, which should preferably be third party certifications. Self certifications should be avoided. The relevant certification by the OEM(s) and service provider(s) should be signed by an authorised signatory and a power of attorney authorising the signatory to sign on behalf of the OEM should be enclosed.

(b) The documentary evidence for eligibility criteria should be provided with proper correlation and context with respect to all eligibility clauses mentioned in the RFI as per following format:-

Eligibility Clause No.	Compliance Status (Yes/No)	Documentary evidence in support of Compliance Status
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36. **Financial/ Legal Documents.** The under mentioned Financial/ Legal documents are required to be submitted by Lead Bidder as well as all the OEMs:-

(a) Partnership Deed/ Articles of Memorandum of Understanding or Proprietorship Deed.

(b) Certificate of Incorporation.

(c) Legal framework for the consortium bid comprising Legal Agreement, MoU, Tripartite Agreement, Collaboration Deed and any other suitable

document should be submitted by the Lead Bidder and all the OEM(s) as Consortium Partner(s)/ Third Party Partner(s).

- (d) Duly attested turnover certificate given by the Company's auditor/CA/CS.
- (e) Annual Report of the Bidder for last three years.
- (f) Latest valid Income Tax Clearance Certificate (ITCC), preferably with details of turnover.
- (g) Excise and Sales Tax Registration number and attested copy of registration certificate.

37. Technical and Experience Documentation. The under mentioned documents will be furnished by respective OEMs as well as Lead Bidder as response to the RFI for this project:-

- (a) Overall brief of the projects undertaken so far.
- (b) Separate undertaking certificate along with relevant certification, third party/service provider endorsements and other legal documents, wherever applicable, shall be submitted by the lead bidder and consortium partner, software OEMs, hardware OEMs and other partners in respect of the following:-
 - (i) The lead bidder having partnership with major hardware OEMs along with responsibility matrix.
 - (ii) The Lead Bidder having partnership with software OEMs for customization (in case OEM packaged software is being customised for the project) along with responsibility matrix.
 - (iii) The Lead Bidder should provide certified training on the software application either directly or through software OEM training team along with responsibility matrix.
 - (iv) The Lead Bidder should submit a commitment letter from software OEM that he will fully support the lead bidder for successful implementation of the project.
 - (v) The Lead Bidder should guarantee to provide spares and consumables for a period of ten years irrespective of the OEM support.
 - (vi) The Lead Bidder should guarantee to provide all software patches/upgrades for a period of ten years including three years warranty.
 - (vii) The Lead Bidder should provide an undertaking to share the source codes of all exclusively developed software/ customisations

done for the project. This will, however, not include source codes of standard COTS applications used by the Lead Bidder.

(viii) The Lead Bidder should guarantee scalability & flexibility of the solution and its capability to integrate with other Defence Networks and applications to be rolled out subsequently with similar technologies.

38. A comprehensive solution design document whereby the Lead Bidder along with all associated OEMs should provide absolute clarity on various important aspects of the solution strategy for planning, design, engineering, development, validation, testing, implementation, optimisation and maintenance of Telecom Network on Project Life Cycle basis as per scope of project mentioned in this RFI.

39. The Lead Bidder as well as all the IT/ Telecom OEMs must submit the documentary proof along with the telecom service provider references of his past/ current Telecom projects along with the following details:-

(a) Whether any Optical Transmission Network based on intrusion-free OFC has been executed/is being executed for Telecom Service Provider or Indian Defence forces?

(b) Whether Networks based on Optical Transport Networks DWDM/POTS/NG SDH have been executed / are being executed for any Telecom Service Provider or Indian Defence forces?

(c) Whether Regional Radio Transmission Network based on Packet /NG SDH has been executed/is being executed for any Telecom Service Provider or Indian Defence forces?

(d) Whether Satellite Communication Network based on MFTDMA Technology has been executed/is being executed for any Telecom Service Provider or Indian Defence forces?

(e) Whether IP/MPLS Routing Network has been executed/ is being executed for any Telecom Service Provider or Indian Defence forces?

(f) Whether Unified NMS solution has been developed/ is being developed for a Multi-Technology, multi-vendor and multi- service Backbone Network similar to this project for any Telecom Service Provider or Indian Defence forces?

(g) Whether Unified NMS solution has been developed for end-to-end management of telecom backbone networks based on DWDM photonic layer, NG SDH/ Packet based radio network, MFTDMA based satellite network, IP/MPLS routing Network with carrier Ethernet based access payload?

(h) Data on implementation track record of all above mentioned projects.

40. The lead bidder should provide letters to support in the form of a MoU with the respective OEM and tripartite agreement among Army/user, Lead Bidder and respective OEM to ensure that the offered solution will be supported on the proposed platform for the next ten years.
41. Details of OEM support facility in India and Asia Pacific region.
42. Details of service provider and military networks where similar kind of products have been deployed along with certificate of satisfactory operation of network from the owner of the network.
43. List of support centers, support bases of OEM etc along with address and contact numbers.
44. Complete list of Technology Providers/ OEM/ System Integrator/ Hardware & Software Solution Provider who will participate in this project as consortium partner(s) or as third party partner(s), must be provided along with the responsibility matrix, fault escalation process and SLAs for Unified Network Management services on project life cycle basis.
45. A comprehensive solution design document whereby the bidder should provide absolute clarity on important aspects of solution strategy for planning, design, engineering, development, validation, testing, implementation, optimization and maintenance on Project Life Cycle basis as per scope of project given in RFI.
46. Current and valid certificate for ISO 9001:2000 Quality Management Standards.
47. Certification for ISO 20000/BS 15000 by SI/ HW OEM partner for Information Technology Service Management.
48. ISO/IEC 27001:2005 Information Security Management Systems certification in case custom software is being developed by the SI.
49. Comprehensive Professional Services Delivery Document whereby the bidder should provide absolute clarity on various important aspects of delivery of Unified Network Management Services including Managed Maintenance Services with multiple warranty and annual maintenance contracts. This document should also include the methodology for knowledge transfer, technical consultancy and user training on Project Life Cycle basis.
50. Data on implementation track record for delivery of Unified Network Management services with similar scope for multi-technology and multi-vendor telecom projects which have been successfully executed for telecom backbone network of various service providers in India/worldwide.
51. The bidder must produce details, proofs and certifications, duly approved by various Telecom Service Providers in India/worldwide and Indian Defence Forces for successful solutions/installations in following fields :-
 - (a) Unified NMS designed, deployed, maintained and operated with number of NEs and users being served.

- (b) End-to-End management, operation, testing and maintenance capabilities for networks.
- (c) Experience of working with Tier One Indian/Global Telecom Service Provider or Indian Defence Forces.
- (d) Details of Tenders won as a System Integrator in last three years for project with scope of work as per RFI.
- (e) Details of present commitments as System Integrator towards telecom projects being executed in the areas of Optical and Radio Transmission, IP/ MPLS Routing, Satellite Communication, OFC Laying and Implementation of UNMS.
- (f) Telecom Service Provider references in the form of certificate for satisfactory performance during planning, design, implementation and maintenance phase of similar telecom projects executed so far.
- (g) Undertaking certificate from the Lead Bidder taking over the responsibility for execution of the project as a single point solution provider.
- (h) Undertaking certificate from Lead Bidder claiming the capability of deployment and onsite support at all the locations.
- (i) Commitment letter from all the OEMs to Lead Bidder for the support of their hardware, software, availability of patches/upgrades and availability of source code for customised software developed for this project, scalability and flexibility of their solution over period of ten years including three years of warranty period.

52. Make, Model, Year of Introduction in Service, Broad System Specifications and System Configuration for Optical & Radio Transmission Systems, IP/ MPLS Routing Equipment, Satellite Communication Systems, Intrusion-free OFC and Unified NMS being offered for this project as per details given in the RFI.

53. Details of service provider and military networks where similar kind of IT/ Telecom products/ systems have been deployed along with certificate of satisfactory operation of network from the owner of the network.

54. Details of training conducted in India/globally along with data of user/ trainee base, the type of training and details of number of hours training imparted on weekly, monthly and yearly basis.

Note

1. The above mentioned details should ONLY be provided for countrywide NGN telecom networks implemented for leading Telecom Service Providers in India/ worldwide and Indian Defence Forces with Scope of Work as per details given in RFI.

2. Non-submission of these documents or any incomplete information shall disqualify the bidder.

55. **Procedure for Response.**

(a) To establish their capability to undertake ASCON Phase 4 Project, vendors are requested to forward their response to the proposal of ASCON Phase 4 as per requirement listed in the preceding paragraphs along with introductory brief of their companies. The information proforma as given at **Appendix 'B'** may also be filled.

(b) The response may be forwarded through registered courier by **1200h 15 Oct 2010** to the under mentioned address:-

- (i) **Directorate General of Weapons & Equipment (WE-9)**
General Staff Branch
Room No 208G, South Block
Integrated HQ of MoD (Army)
DHQ PO New Delhi -110011
Fax No : **0091-11-23793274**
E-Mail : **we_dte@yahoo.com**
- (ii) **Director,**
ASCON Working Group
Directorate General of Signals,
Integrated HQ of MoD (Army),
Signals Enclave, Rao Tula Ram Marg,
New Delhi – 110010.
Tele No - **0091-11-25692350**
Fax No - **011 25693717**
- (iii) **Directorate General of Perspective Planning**
GSQR Cell
Room No 902, 'A' Wing
Sena Bhawan
Integrated HQ of MoD (Army)
DHQ PO New Delhi -110011
Fax No - **0091 -11-23011198**
E-Mail -

56. An early response is requested.

Appendix 'A'

(Refers to Paragraph 30 of RFI
For Project ASCON Phase IV)

Non-Disclosure Agreement

1. This Agreement is made at NEW DELHI, INDIA on this ____ day of _____ 2010 between Directorate General of Signals, Integrated HQ of MoD (Army), 'A' Wing, Sena Bhawan, New Delhi-110011, hereinafter referred to as the **DG Signals**, which expression shall, unless repugnant to the subject or the context, mean and include its successors, nominees or assignees and M/s_ a company incorporated under the Indian Companies Act, 1956, and having its registered office at _____, herein after referred to as the **Bidder**, which expression shall, unless repugnant to the subject or the context, mean and include its successors, nominees or assignees.
2. Whereas an RFI was floated by DG Signals for "**Project ASCON Phase IV on Turnkey Basis**" and M/s _____ is one of the interested bidders. The shortlisted bidder will be issued tender document, which contains highly classified and confidential information. The information is to be protected from unauthorized use and disclosure.

In consideration of this, the **bidder** agrees as follows:-

- (a) This Agreement will apply to any information including information listed in **Exhibit A** attached hereto pertaining to project disclosed by DG Signals to the bidder in writing or otherwise Information consists of tender document, specifications, designs, plans, drawings, software, prototypes and/or technical information, and all copies and derivatives containing such information, that may be disclosed to bidder for and during the purpose. Information may be in any form or medium, tangible or intangible, and may be communicated/disclosed in writing, orally, or through visual observation or by any other means by DG Signals to the bidder.
- (b) The bidder shall use the information pertaining to this project only for the purpose and shall hold information in confidence using the same degree of care as it normally exercise to protect its own proprietary information, but not less than reasonable care, taking into account the nature of the information, and shall grant access to information only to its employees who have a need to know, but only to the extent necessary to carry out the business purposes of this project as defined in **Exhibit A**. The bidder shall cause its employees to comply with the provisions of this Agreement applicable to him and shall not reproduce information without prior permission of DG Signals. The permission to reproduce shall only be given if considered necessary and to the extent essential for fulfilling the purpose. The bidder may, however, disclose the information to its consultants and contractors with a need to know; provided that by doing so, the bidder agrees to bind those consultants and contractors to terms at least as

restrictive as those stated herein, advise them of their obligations, and indemnify the DG Signals for any breach of those obligations.

(c) The bidder shall not disclose any information pertaining to this project to any third party.

(d) Upon the request of the DG Signals, he shall return all information to DG Signals immediately, provided, however, that an archival copy of the information may be retained in the files of the bidder's counsel, solely for the purpose of providing the contents of the information.

(e) In case the bidder is not selected for awarding the work of this project, he shall return to DG Signals all the original documents that have been handed over by DG Signals to him pertaining to this project within 15 days of outcome of the tender and shall destroy all hard / soft copy (ies) of the information pertaining to this project. Intimation in this regard is to be given by bidder to DG Signals.

(f) The bidder recognizes and agrees that all the information pertaining to this project is highly confidential and is owned solely by the DG Signals and that the unauthorized disclosure or use of such Confidential Information would cause irreparable harm and significant injury, the degree of which may be difficult to ascertain. Accordingly, the bidder agrees that the DG Signals will have the right to obtain an immediate injunction enjoining any breach of this Agreement, as well as the right to pursue any and all other rights and remedies available at law or in equity for such a breach.

(g) The bidder's failure to enforce any provision, right or remedy under this agreement shall not constitute a waiver of such provision, right or remedy.

(h) This Agreement will be construed, interpreted and applied in accordance with the laws of India.

(i) This Agreement and **Exhibit A** attached hereto, constitutes the entire agreement with respect to the bidder's obligations in connection with information disclosed hereunder.

(j) The bidder shall not assign this Agreement without first securing a written consent from the **DG Signals**.

(k) This Agreement will remain in effect for ten years from the date of the last disclosure of Confidential Information, at which time it will terminate, unless extended by the DG Signals in writing.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement by their duly authorized officers or representatives.

M/s _____

Signature _____

DIRECTORATE GENERAL OF SIGNALS
INTEGRATED HQ of MoD (ARMY)

Signature _____

Printed Name _____
Title _____

Printed Name _____
Title _____

Exhibit A

1. **Business Purpose.** "Implementation of Project ASCON Phase IV on Turnkey Basis".

2. **Confidential Information of Directorate General of Signals, Integrated HQ of MoD (Army)**

- (a) Tender documents for Project ASCON Phase IV.
- (b) The technical specifications / bills of material for ASCON Network.
- (c) Details of network locations, Link Lists & Network Roll- out Plan.
- (d) All network details of Project ASCON Phase IV.
- (e) All information shared in oral or in written by DG Signals with M/s _____

DG Signals: _____

M/s _____

Signed

Signed

Appendix 'B'

(Ref Para 55(a) of Draft RFI
for Project ASCON Phase 4)

INFORMATION PROFORMA1. **Name of the Vendor/Company/Firm.**

(Company profile, in brief, to be attached)

2. **Type (Tick the relevant category).**

- | | | |
|-----|---|--------|
| (a) | Lead Bidder | Yes/No |
| (b) | Original Equipment Manufacturer (OEM) | Yes/No |
| (c) | Authorized Representatives of OEM
(Attach details) | Yes/No |
| (d) | Other(give specific details) _____ | |

3. **Contact Details.**

4. **Local Branch/Liaison Office/Authorized Representatives in Delhi (if any).**

Name & Address : _____

City : _____

Province : _____

Pin Code : _____

Tele : _____

Fax : _____

5. **Financial Details.**

(a) Financial capability including availability of free foreign exchange along with audited balance sheet:

Year	2009-10	2008-09	2007-08	Document Encl
Turn Over				Yes/No
Gross Profit /Loss				Yes/No
Solvency Certificate from Principal banker				Yes/No

(b) Certificates of Registration as a Company in India Yes/No

(c) Earlier contracts with Indian Ministry of Defence/Government agencies:-

Agency	Contact Number	Equipment	Quantity	Cost

(d) Details of manufacturing infrastructure available: _____

6. **Certification by Quality Assurance Organization (If Applicable).**

Name of Agency	Certificate	Applicable from (Date & Year)	Valid till (Date & Year)

7. **Equipment / Product Profile (to be submitted for each product separately).**

(a) Details of Products to include the following:-

- (i) Description (attach technical literature): _____
- (ii) Whether OEM or System Integrator: _____
- (iii) Status (in Service/Design development state): _____
- (iv) Production capacity per annum: _____
- (v) Organizations in India / Abroad where equipment is in service:-

(b) Details to be furnished as under:-

Ser No	Equipment		Supporting Document
<u>Manufacturing</u>			
(a)	Routing-MPLS	Yes/No	Yes/No
(b)	DWDM	Yes/No	Yes/No
(c)	Satellite	Yes/No	Yes/No
(d)	MW Radio	Yes/No	Yes/No
(e)	Optical Fibre cable (OFC)	Yes/No	Yes/No
<u>Construction</u>			
(a)	Buildings	Yes/No	Yes/No
(b)	OFC Route	Yes/No	Yes/No
(c)	Towers	Yes/No	Yes/No
<u>R & D</u>			
(a)	Routing-MPLS	Yes/No	Yes/No
(b)	DWDM	Yes/No	Yes/No
(c)	MW Radio	Yes/No	Yes/No
(d)	Modification of Vehicles	Yes/No	Yes/No
<u>Development</u>			

	Software	Yes/No	Yes/No
<u>System Integration</u>		Yes/No	Yes/No

8. **Capability, Infrastructure and Experience of Project Management and Execution.**

(a) Details of similar projects executed with references:

Ser No	Value (in Rs)	Nos	References	Document Enclosed
(i)	Above 250 Cr			Yes/No
(ii)	200-250 Cr			Yes/No
(iii)	150-200 Cr			Yes/No
(iv)	100-150 Cr			Yes/No

(b) Details to be furnished as under:-

Ser No	Details		Document Enclosed
(i)	Project Execution	Yes/No	Yes/No
(ii)	On Site maintenance	Yes/No	Yes/No
(iii)	Technical Support	Yes/No	Yes/No
(iv)	Repair	Yes/No	Yes/No
(v)	Training	Yes/No	Yes/No

9. **Any other Relevant Information.** _____

Note: The Bidder must provide supporting documents in support of all compliances made above.