



**WBSETCL**

# **West Bengal State Electricity Transmission Co. Ltd.**

**(A Government of West Bengal Enterprise)**

**CIN: U40101WB2007SGC113474**

**Office of the Chief Engineer**

**Communication Department**

Abhikshan Building, BN Block, Sector - V, Salt Lake, Kolkata – 700 091

Telephone: 033 – 2367-1235 FAX: 033 – 2367-2685

✉ [cmnabhikshan@rediffmail.com](mailto:cmnabhikshan@rediffmail.com)

## **EXPRESSION OF INTEREST (EOI)**

### **Expression of Interest (EOI) for empanelment of consultant i.r.o. leasing out dark fiber of OPGW in WBSETCL Transmission lines**

EOI No. 03/Communication

Date: 15.11.2017

WBSETCL invites Expression of Interest (EOI) for empanelment of consultant i.r.o. leasing out dark fiber of OPGW in WBSETCL Transmission lines. The complete EOI document can be downloaded from WBSETCL website [www.wbsetcl.in](http://www.wbsetcl.in)

The complete Expression of Interest shall be received up to 04.01.2018, 02:00 PM and shall be opened on 04.01.2018 at 02:00 PM.

**Chief Engineer  
Communication Dept.  
WBSETCL, Kolkata**



**WBSETCL**

**CIN: U40101WB2007SGC113474**

**Expression of Interest (EOI) for empanelment of consultant  
i.r.o. leasing out dark fiber of OPGW in WBSETCL  
Transmission lines.**

**By**

**West Bengal State Electricity Transmission Co.  
Ltd.**

**Registered Office: Vidyut Bhavan, DJ Block, Sector II,  
Salt Lake, Kolkata -700091**

**EOI NO. : 03/Communication**

**date: 15.11.2017**

**Website: [www.wbsetcl.in](http://www.wbsetcl.in)**



**WBSETCL**

# West Bengal State Electricity Transmission Co. Ltd.

(A Govt. of West Bengal Enterprise)

Registered Office: Vidyut Bhawan

Bidhannagar, Block-DJ, Sector-II, Kolkata-700091

CIN: U40109WB2007SGC113473, Website: [www.wbsetcl.in](http://www.wbsetcl.in)

**Office of the Chief Engineer**

**Communication Department**

Abhikshan Building, BN Block, Sector - V, Salt Lake, Kolkata – 700 091

Telephone: 033 - 2367 1235 FAX: 033 - 2367 1235

Email: [cmnabhikshan@rediffmail.com](mailto:cmnabhikshan@rediffmail.com)

## EXPRESSION OF INTEREST

### 1.0 INTRODUCTION

WEST BENGAL STATE ELECTRICITY TRANSMISSION COMPANY LIMITED (WBSETCL), wholly owned by Govt. of West Bengal, is a professionally managed, a multi-sited Power Transmission Company in Eastern India, incorporated under the provisions of the Companies Act 1956 on 16th February, 2007 and other obtained Certificate of Commencement of business on 21st March, 2007, having its Registered Office at Vidyut Bhavan, DJ Block, Sector II, Salt Lake, Kolkata -700091 (hereinafter referred to as “WBSETCL”).

WBSETCL has installed OPGW (24 Fibres) under its ULDC Project for internal communication systems. Total OFC network of WBSETCL is around 5000km throughout West Bengal, out of which 2000km is readily available and rest expected to be ready by December, 2017.

### 2.0 INTENT OF EOI

EOI are invited by WBSETCL for empanelment of qualified & professionally managed Consultancy Organization for the task of advisory assistance/consultancy services to WBSETCL for leasing of Spare Dark Fibers to interested reputed Internet Service providers /Telecom operator /Companies in India. The contract for consultancy services shall be on a single point responsibility.

The empanelment of the Consultant shall be for minimum period of 02 years which can be extended by further 01 year on the basis of evaluation of the tasks performed by the Consultancy Organization during its first phase of two years. **The intending bidders must provide Budgetary Offer along with their bids.**

### 3.0 EOI SCHEDULE

WBSETCL may arrange a Pre-Bid meeting discussion regarding the terms and conditions related to submission of EOI to comply with the queries of the prospective applicants.

Date of Pre-Bid Meeting : 15.12.2017 at 12.00 PM

Last date for receipt of the EOI : 04.01.2018 up to 02:00 PM

Date of opening of the EOI : 04.01.2018 at 02:00 PM

- In case the date indicated above happens to be a holiday, the next working day shall be treated as the date of receipt or opening of the bid as the case may be.

## **4.0 PREPARATION AND SUBMISSION OF EOI**

### **4.1 Preparation of EOI**

Technical proposal shall include following information:

- a. A brief description of the party and an outline of recent experience on assignment/projects of similar nature executed in the format given in Annexure No. 1A/1B.
- b. Any comments or suggestions of the Party.
- c. A description of the manner in which Party would plan to execute the work plan time schedule and approach & methodology proposed for carrying out the required/proposed work.
- d. The composition of the team of personnel which the party would propose to provide along with curriculum vitae of the individual staff members to be assigned to complete the work and of the senior Officer who would be responsible for supervision of the team should be provided as per Annexure 2. The curriculum vitae should be attached.
- e. All documents shall be prepared by typing or printing with indelible ink. One original proposal and one copy of the original proposal shall be submitted by each party. The proposal submitted and the document attached thereto shall be considered as forming a part of the contract document. If there is any discrepancy between the original and the copy of the proposal, the original shall be taken as authentic.
- f. The Party must state in its proposal an address at which notice may be served validly upon it. All such notices shall be deemed to have been served validly which are left at such address or if sent by post shall be deemed to have arrived in due course. Any change of address must be notified to WBSETCL and until such notification is received, WBSETCL shall not be bound to take notice of any change of address and all correspondence sent to earlier address shall be deemed to be validly served on the party.

### **4.2 Submission of EOI**

Two copies of the proposal comprising technical offer shall be submitted to this office.

The envelope super scribed as “TECHNICAL PROPOSAL FOR ADVISORY /CONSULTANCY SERVICES FOR DESIGN, PREPARATION OF NIT & SELECTING PARTIES FOR LEASING OF SPARE DARK FIBRES” should include the description of the Organisation, general experience in the field of assignment, the qualification and competency of the personnel proposed for the assignment and the proposed work plan methodology, approach.

It should reach the following office on or before the last date & time mentioned in Clause No.3.0.

Chief Engineer, Communication Department  
West Bengal State Electricity Transmission Company Ltd.  
2<sup>nd</sup> Floor, Abhikshan Bhavan  
BN Block, Sector V, Salt Lake  
Kolkata-700091  
Phone: (033) 2359-1235  
Email: cmn.tender@gmail.com

### **4.3 EOI Opening**

WBSETCL shall open the EOI in the presence of authorized representatives of the parties who choose to be present (max. one person per party) at the office address indicated above as per the EOI schedule.

## **5.0 SCOPE OF THE CONTRACT**

### **5.1 Market opportunity analysis**

- 1) Identify the key use cases for OPGW along with Power lines and the target customer segment for each use case.
- 2) Prepare detailed monetization opportunity for OPGW fibre asset of WBSETCL key product offering, target customer segments, geographic area, key customer preferences.
- 3) Market size estimation including growth projections to understand the opportunity with higher business potential and revenue realization potential.
- 4) Identify the different monetization possibilities of OFC network of WBSETCL to access the suitability of leasing dark fibers to prospective vendors.
- 5) Analysis of Revenue forecast in next 20 years for different scenarios of services offered and short term & long term financial assessment.
- 6) Assess Demand from Private & Government segments kind of services that is growing in market specific to Government & Private segments.
- 7) Compliance to Regulatory Framework required for WBSETCL to lease its OPGW network to Telecom infrastructure players for usage – lists of licenses required, allowed services under each license.

### **5.2 Bid process management**

- 1) Provide complete support in the processes of Bid Process Management – RFP and RFQ.
- 2) Detail the Functional and Technical requirement specification.
- 3) Draft the RFQ document with all necessary terms & conditions including technical and financial of the party and evaluation process, relevant forms etc.
- 4) Preparation of the draft agreement to be signed between WBSETCL and the successful party.
- 5) Perform Bid structuring and strategizing of bid parameters.
- 6) Assist in conducting the pre-bid meetings and providing response to pre bid queries.
- 7) Assist in RFQ evaluation.
- 8) Assist in technical and financial evaluation of the party.
- 9) Any other activity to finalize the Successful Party.

Above guidelines are only indicative in nature and are only for the guidance of WBSETCL to enable them to assess the quantum of work. The consultants are required to apply their expertise to fulfill the required objective.

The Consultant may get engaged in subsequent stages to provide Project Management support, as an extension to this project. The model of engagement, resource requirement and other details will be specified at a later stage in discussions with WBSETCL and the selected project consultant

## **6.0 QUALIFYING REQUIREMENTS OF INTERESTED PARTY:**

The Consultancy firm or the Institution for such above-mentioned tasks should fulfill the following eligibility criteria and shall provide satisfactory documentary evidence towards the following:

- a) Should be a Government Organization/ PSU/ PSE/Partnership Firm/LLP or a public/ private limited company registered in India.
- b) Shall be Consultancy organization which has key personnel on its pay roll, having proven records of accomplishments with minimum five years of experience in the Power Transmission & Telecom utilities.

- c) The minimum annual turnover of the Party should not be less than INR 20 Lakhs in each of the last three financial years, viz., 2014-15, 2015-16 and 2016-17.
  - d) The Party should not be black-listed by any Public Sector Unit the time of submission of bid and he must certify to that effect.
  - e) The composition of team of Personnel of Consultancy firm or the Institution shall possess experience in dealing with such similar matters on a wide range.
  - f) The composition of team of Personnel of party should be Graduate/Post Graduate Engineer and additionally may have MBA/ICWA/CA or Law qualifications related to tasks which are to be performed and shall be technically sound with practical knowledge in performing various assigned tasks.
  - g) The Consultancy Organization shall have adequate technical and financial capability to undertake such tasks as per terms of reference provided to them considering various steps to be performed from the inception to the completion within the time-frame prescribed by WBSETCL.
  - h) The Consultancy Organization shall have an appropriate team or individuals, with majority of the proposed key resources being full time employees of the respective Organization with requisite skills to carry out the tasks within the time frame prescribed by WBSETCL.
  - i) Consultancy Organization should furnish copies of certificate of registration as services firm and PAN, and GST registration, Professional Tax registration, if applicable.
  - j) The intending bidders must provide Budgetary Offer along with their bids.
- 6.1 Party does not anticipate change in the ownership during the validity of this EOI (If such change is anticipated, the scope and effect thereof shall be defined).
- 6.2 Party must have adequate organization to provide the necessary management services required for above work.
- 6.3 Notwithstanding anything stated above WBSETCL reserves the right to verify and assess the party's capability and capacity to perform the works and such decision of WBSETCL cannot be questioned.
- 6.4 The submission of any EOI connected with these documents and specifications shall constitute an agreement that the party shall have no cause of action or claim against WBSETCL for rejection of his EOI or if WBSETCL may elect to withdraw the invitation to EOI. WBSETCL shall always be liberty to reject or accept any EOI or all EOI at its sole discretion and any such action shall not be called into question and the party shall have no claim in that regard against WBSETCL. WBSETCL is not bound to give any reason for the rejection of the EOI.
- 6.5 EOI submitted by those interested parties without the necessary details of their qualifying criteria along with documentary evidence in support of their claim shall be rejected.
- 6.6 Interested party not fulfilling above requirement are advised not to submit their offer against this EOI specification. The offer of the interested party not fulfilling above qualifying criteria shall not be considered for further evaluation and will be rejected.
- 6.7 The EOI documents submitted shall be the property of the WBSETCL.

- 6.8 EOI shall be submitted for the complete scope of work as envisaged and EOI submitted for partial scope of work shall be rejected.
- 6.9 WBSETCL may amend the EOI documents at any time by issue of an amendment.
- 6.10 The interested party should not sub-contract the work back to back.
- 6.11 The interested party shall ensure that the information to be furnished in the following qualification documents (Annexures 1A, 1B & 2) should be specific and to the point. All questions must be commented and filled in. If a question is not applicable to the party for qualification, it must be struck off clearly explaining the reason for its non-applicability.
- i. General financial and commercial particulars of party. **Annexure-IA**
  - ii. Information in respect of the party's experience. **Annexure- IB**
  - iii. Relevant Experience of the Party's Professional Staff. **Annexure-2**
- 6.12 WBSETCL does not bind itself to accept any of the EOI. WBSETCL also reserves the right to reject any EOI (partly or fully) or all EOI without assigning any reason.
- 6.13 WBSETCL reserves right to empanel other Consultancy Organizations, based on the tasks that may arise in the mid-term and outside of the purview of this scope of work.

## **7.0 EVALUATION OF TECHNICAL PROPOSAL:**

- 7.1 The parties shall be qualified as per the qualifying criteria indicated in clause 6.0 and on the basis of experience and his capability by way of competent persons on his role; infrastructure facilities available with him and the proven experience etc. shall be verified.
- 7.2 WBSETCL may call for any clarifications/additional particulars required, if any, on the technical/ commercial bids submitted. WBSETCL will identify the suitable parties based on evaluation of the technical pre-qualification EOI and if considered necessary, may also call for technical discussion/presentations from the identified parties. Based on the discussions/presentations and other technical factors including methodology in respect of transfer of knowledge to the staff of WBSETCL the parties would be short listed.
- 7.3 The Evaluation Committee nominated by WBSETCL shall evaluate the technical EOI on the basis of the response of the parties taking into account for the details submitted by parties and decision of committee shall be final and binding.
- 7.4 The Party's offer may be disqualified, if the clarifications/ additional particulars sought are not submitted within the specified date and time.
- 7.5 **Detailed Technical and Price Bids shall be invited at a later stage from the shortlisted parties by Limited Tendering for empanelment of the consultant.**

## **8.0 ACQUAINTANCE OF THE ASSIGNMENT**

- (i) It is the responsibility of interested party to get acquainted themselves with the assignment before submission of EOI. All costs and expenses incurred directly or indirectly with respect to preparation & submission of EOI, attending to pre-bid/post-bid meetings or seeking clarifications etc. shall entirely be on their own costs and risks. WBSETCL shall not take any responsibility or held responsible in this regard.

- (ii) The interested parties are also required to familiarize with the income tax, GST and such other local laws and regulations.

## **9.0 INTERPRETATION OF EOI DOCUMENTS**

- (1) Though enough care has been taken while issuing EOI document, interested party should satisfy himself that document is complete. Intimation of any discrepancy shall be given to this office immediately. In case no intimation is received from any party within 3 days from the receipt of this document by him then it is considered that the party has received the EOI document complete in all respect.
- (2) While WBSETCL shall make efforts to furnish the clarifications, the same shall not be a ground for extension of the deadline prescribed by WBSETCL for submission of EOI. Nevertheless, if some clarification is of a nature, which basically alters the EOI's scope, WBSETCL, may at its discretion, extend the deadline for submission of the EOI.
- (3) Appropriate incorporation shall be given in the form of a supplementary notice without identifying the source to all the parties. Written copy of WBSETCL's response (including an explanation of the query without identifying the source of enquiry) will be sent to all prospective parties. However, no verbal or other interpretation shall be considered as binding on WBSETCL. Copies of such clarification or notice received by the party shall be included as an appendix to its EOI.
- (4) WBSETCL may amend the EOI documents at any time by issue of an amendment to the conditions mentioned in this EOI document. However, such amendment will be communicated to all the interested parties at least 2 days before the EOI submission date.

## **10.0 PERIOD OF VALIDITY OF THE EMPANELLEMENT**

The empanelment of the Consultant shall be for minimum period of 02 year which can be extended for further 01 year on the basis of evaluation of the tasks performed by the Consultancy Organization during its first phase of two years.

## **11.0 VARIATION IN THE SCOPE**

WBSETCL reserves the right to delete any item or items of work from the scope of the party and execute the same either by WBSETCL or through any other agency appointed by WBSETCL. The provision shall apply at any time before award of contract or during the period of contract if such a situation arises.



## ANNEXURE-IA

### GENERAL, FINANCIAL & COMMERCIAL PARTICULARS OF PARTIES

- 1.0 Name & communication details :
- 1.1 Full legal name of interested party :
- 1.2 Registered Office address :
- 1.3 Telephone :
- 1.4 E-mail :
- 1.5 Telex & Telefax :
- 1.6 Person to be contacted :
- 2.0 Nature/status of party (whether:  
Sole proprietary/partnership/Private Limited/  
Public Limited/Public Sector/Statutory Body)
- 3.0 Do you anticipate any change in the Ownership during proposed period of work : No/Yes
- If yes, define scope and effect thereof :
- 4.0 Financial details
- 4.1 Enclose a copy each of :
- a) Audit report for the year 2014-15, 2015-16, 2016-17 (see Note) :
- b) Trade licence/certificate of incorporation/ certificate of commencement of business or any other relevant licence :
- c) PAN/GST registration/PT registration, if applicable :
- 4.3 Indicate turn-over for the past preceding three years (2014-15, 2015-16, 2016-17) :
- 4.4 Indicate projected turnover for the Current year & next 3 years :
- 4.5 Name & address of bankers :
- 5.0 Give adequately detailed write-up on your business in a separate sheet :

5.1 Consultancy organization :  
facilities/ capabilities

Certified that the above information is true and factual.

Signature of party.....

Name .....

Seal of Organization/Company/  
Statutory Body

Designation.....

Date.....

Note:

- i) For parties with a status of Company, certified Audit Report for the indicated years may be submitted.
- ii) For party other than Company Tax Audit Reports for the indicated years may be submitted.

**ANNEXURE-1B**

**QUALIFICATION DATA FOR CONSULTANCY SERVICES  
OFFERED BY THE PARTY**

1. Brief description of the party :
2. Outline of recent experience on assignments of similar nature in last 05 years:

Sl. No.	Name of the Assignment	Name & Address of the Client(s)	Order details & amount	Duration of assignment		Experience certificate attached Yes/No
1	2	3	4	5		6
				From	To	

- Note:
1. Please attach certificates from the utility by way of documentary proof. (Issued by the Officer of rank not below the rank of Superintending Engineer or equivalent).
  2. Regarding Col. No.4, please attach the details of works include under assignment.
  3. Regarding Col. No.6, documentary evidence from the client, for satisfactory completion shall be enclosed.

Certified that the above information is true and factual.

Signature of party.....

Name.....

Seal of Party

Designation.....

Date.....

**ANNEXURE – 2**

Brief Description of the party:

*Relevant Experience of the Party's Professional Staff*

Sl. No.	Name of the Staff	Qualifications	Total years of experience	Relevant Experience					
				Name of assignment duration	Client	Position	Duration		
							From	To	Total (month)

Certified that the above information is true and factual.

Signature of party.....

Name.....

Designation.....

Date.....

Seal of Party