

**No. ITPO/ITSD/Wi-Fi\_IECC/2022**  
**India Trade Promotion Organisation**  
**(I.T. Services Division)**

**Dated 28<sup>th</sup> October 2022**

**PRE-BID QUERIES – RESPONSE(S)**

**Sub: Response to the Pre-bid queries against Tender Ref. No.: ITPO/ITSD/Wi-Fi\_IECC/2022 (Tender ID: 2022\_ITPO\_717362\_1) dated 11.10.2022 for selection of Service Provider(s) for operating, maintaining and managing On-Demand Internet Services in Wireless and Wireline modes viz. Wi-Fi, Broadband Internet Services and Internet Leased Line (ILL) Services in entire Exhibition Hall Complex, part of the International Exhibition-cum-Convention Center (IECC) Complex at Pragati Maidan, New Delhi on revenue sharing model.**

| <b>Sr. No.</b> | <b>Tender Section/Query Description</b>   | <b>Queries / Suggestions</b>   | <b>Response</b>   |
|----------------|---|--|---|
| 1.             | <b>Clause No. 7.15: “Electricity Charges”:</b><br>Electricity connection & consumption charges, as applicable, shall be borne by the vendor for entire contract duration. | Contractor will procure their own Electricity connection or ITPO will provide connection and further contractor will pay consumption charges to ITPO.<br>Please confirm.   | ITPO will provide the required electrical connections and the appointed contractor will pay the applicable connection and consumption charges to ITPO.  |
| 2.             | <b>Clause No. 7.14: “Revenue Sharing Model”:</b><br><br>The Revenue earned on account of Wi-Fi, Broadband, and Internet.....  | Provide following information to work out Revenue sharing model for ITPO.<br><br>1. Total Number of Exhibition and Events Organised by ITPO in last 5 Years<br>2. Total Number of Exhibitors Participated in Exhibition and Events Organised by ITPO in last 5 Years<br>3. Total Numbers of visitors Visited during for Exhibition and Events Organised by ITPO in last 5 Years<br>4. Any Other information which is relevant for Revenue Sharing.<br>5. Total Number of Days Exhibition, Events, and Conferences etc. held each year. | Approx 70-80 events including those organized by ITPO or third party events are organized round the year in Pragati Maidan. Total footfall during any year is more than approx. 2 Million. Total no. of days exhibitions/events/conferences are held in Pragati Maidan is approximately 200-250. Exhibitor count keeps on varying depending on exhibition(s) and their scale. |
| 3.             | <b>Clause No. 8.3 of Clause No. 8 “Pre-Qualification Criteria”:</b><br><br><b>“Evaluation of Technical Proposals”</b>   | Since Consortium is allowed, therefore Criteria for technical evaluation should be fulfilled by any members of consortium, Please Clarify.   | As per tender document. The criteria no. 4 “Quality Certifications” can be fulfilled jointly in case of Consortium Bidder.  |
| 4.             | <b>Sub-Clause 3 of Sub-Clause 8.3 “Evaluation of Technical Proposals” of Clause No. 8</b>   | There are total nine parameters defined in RFP against block of total 55 Marks, each line item should be   | No change. As per tender document.  |

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|     | <p><b>"Pre-Qualification Criteria":</b></p> <p><b>"Solution Architecture and Methodology"</b></p>   | distributed against total fifty (55) marks.  |  |
| 5.  | <p><b>Sub-clause 7.7</b> of Clause 7 "Scope of Work" :</p> <p>The network equipment's required for the new halls of the Exhibition Centre Complex viz. Hall 1, Hall 2, Hall 3, Hall 4, Hall 5, Hall 6 and Hall 14 and the adjoining areas will be provisioned by ITPO.....</p>                      | <p>The failure of any network components (Passive / Active ) which is provided by ITPO should not have an impact on the contractor's SLA criteria , Please clarify</p> <p>What are the Total No. of APs already provisioned along with the Make of those APs.</p> <p>How Many More New APs is to be installed.</p> | <p>No change. As per tender document.</p> <p>Vendor to analyze, propose and provision additional infrastructure requirement, as per tender document.</p> |
| 6.  | <p><b>Sub-clause 7.9</b> of Clause 7 "Scope of Work":</p> <p>The Service provider's scope would include installation, commissioning, operating, managing and maintaining the entire Wi-Fi and On-Demand event-specific Internet Services Network, provisioning adequate backhaul bandwidth.....</p> | <p>Bandwidth / Backhaul required on demand, can be for a specific time period i.e. 2 to 3 Hrs.. Please Clarify</p> <p>ITPO should inform in 4-5 hrs in advance for on demand Backhaul / Bandwidth</p>  | No change. As per tender document.   |
| 7.  | <p><b>Sub-clause 7.10</b> of Clause 7 "Scope of Work" :</p> <p>Exclusive Work Rights Termination of Contract giving three months' notice.....</p>   | <p>A significant amount of resources will be invested to build this type of cutting-edge facility, so the termination clause shouldn't be used during entire contract period.</p> <p>There should be minimum duration of Locking period.</p>   | No change. As per tender document.   |
| 8.  | <b>Electricity Charges</b>  | Since ITPO benefits from the revenue-sharing model, it should not charge for electricity and should be waived off.   | No Change. As per tender document.   |
| 9.  | <b>Revenue</b>  | To suggest the most favourable revenue model for ITPO, provide the total revenue earned over the past five years (year by year).   | As per tender document.  |
| 10. | <b>Revenue</b>  | To suggest the most favourable revenue model for ITPO please provide event list with name, number of days event held, numbers of exhibitors participated, numbers of Halls utilised for each event.  | Please refer reply at Sr. No. 2 above.   |

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| 11. | <b>Revenue</b>        | What is the Estimated project cost?   | As per tender document.  |
| 12. | <b>Tariff Plan</b>    | Please share the tariff plan as ITPO has previously availed this facility.  | Refer Annexure-I for reference please.   |
| 13. | <b>Free Wi-Fi</b>     | How bidders will be financially rewarded by ITPO, for the free Wi-Fi services offered to visitors.  | Bidder(s) to propose most optimum and economical model.  |
| 14. | <b>AP</b>             | How many additional AP's required? (No. of Aps.) & Exact No. of APs already Installed.  | Details of infrastructure including APs proposed to be provided by ITPO, is already provided in the tender document. |
| 15. | <b>Consortium</b>     | Since Consortium is allowed, therefore Criteria for technical& Financial evaluation and qualification should be fulfilled by any one members of consortium, Please Clarify.   | As per tender document.  |
| 16. | <b>NDA</b>            | Non-Disclosure Agreement format unavailable in Tender / RFP   | As per tender document. NDA format will be shared with the successful bidder.  |
| 17. | <b>Bid Submission</b> | Kindly extend Bid Submission date by minimum 21 days, from date of issuance of pre bid query reply / corrigendum for the above mentioned Tender.  | No change. As per tender document.   |
| 18. | <b>Exclusivity</b>    | Will it be an exclusive agreement?  | As per tender document.  |
| 19. | <b>General</b>        | <p>We are registered vendors of PM WANI -PDOA- (Public Data Office Aggregator) (Ministry of Communications of Department of Telecommunication) as a start-up and eligible to participate in the tender from Jan 2022, But as per your e-tender there is no clause for PDOA to participate the tender as per terms condition. We requesting you to consider PDOA also for better Wi-Fi services.</p> <p>For your information, We have done many successful project events for Wi-Fi but as a start up PDOA vendor as of know, our turnover is not near about 10 crores, so due to which we are not able to fulfill the technical gender requirement.</p> <p>We request you, If possible, please amend this clause. I with date extensions.</p> | No change. As per tender document.   |

**Annexure-I****Wi-Fi and Internet Lease Line rate chart applicable w.e.f. September 2016**

| <b>Sr. No.</b> | <b>Description of items</b>  | <b>Approved Rate (INR)</b> |
|----------------|--|----------------------------|
| <b>1.</b>      | Charges for Wi-Fi connection per user with 1 GB Data, 2 Mbps speed & 1 day validity                                  | 48.00                      |
| <b>2.</b>      | Charges for Wi-Fi connection per user with 3 GB Data, 2 Mbps speed & 2 days validity                                 | 88.00                      |
| <b>3.</b>      | Charges for Wi-Fi connection per user with 5 GB Data, 2 Mbps speed & 3 days validity                                 | 100.00                     |
| <b>4.</b>      | Charges for Wi-Fi connection per user with 10 GB Data, 2 Mbps speed & 7 days validity                                | 150.00                     |
| <b>5.</b>      | Charges for Wi-Fi connection per user with 20 GB Data, 2 Mbps speed & 15 days validity                               | 250.00                     |
| <b>6.</b>      | Per day Charges for wired internet connection (LAN based) for upto 10 Mbps bandwidth with unlimited data download    | 800.00                     |
| <b>7.</b>      | Per day Charges for wired internet connection (LAN based) for upto 11-30 Mbps bandwidth with unlimited data download | 550.00                     |
| <b>8.</b>      | Per day Charges for wired internet connection (LAN based) for upto 31-50 Mbps bandwidth with unlimited data download | 500.00                     |
| <b>9.</b>      | Per day Charges for wired internet connection (LAN based) for above 50 Mbps bandwidth with unlimited data download   | 480.00                     |

**Sd/-**  
**(General Manager)**  
**I.T. Service Division**